Sullivan County

Economic Development Committee

Meeting Agenda - Final

100 North Street
Monticello, NY 12701

Chair Terry Blosser-Bernardo
Vice Chair Luis Alvarez
Committee Member Brian McPhillips
Committee Member Catherine Scott
Committee Member Joe Perrello

Thursday, November 5, 2026 **9:30 AM** **Government Center**

Call To Order and Pledge of Allegiance

Roll Call

Comments:

Reports:

1. Division of Community Resources **ID-8809**
   Workforce Development
   November 2026 Report

   Attachments: 2026 Economic Dev_ November Report

2. IDA **ID-8833**

   Attachments: IDA Activity Report September-October 2026

3. SCVA **ID-8834**

   Attachments: EDC_Report_November_2026.2

4. Chamber of Commerce **ID-8841**

   Attachments: Sullivan_County_Chamber_Legislative_Briefing Nov2026

5. Partnership Monthly Report **ID-8845**

   Attachments: CED Report November 2026

4. Chamber of Commerce

5. Partnership for Economic Development

Discussion:

Public Comment

Resolutions:

1. Authorize Sullivan County Visitor's Association, Inc., to apply for I Love New York Matching Funds **ID-8778**

Adjourn

100 North Street
Monticello, NY 12701

Sullivan County

Legislative Memorandum

File #: ID-8809 **Agenda Date:** 11/5/2026 **Agenda #:** 1.

Division of Community Resources Monthly Report
Workforce Development
November 2026

Center for Workforce Development (CWD)
as of September 30, 2026

Workforce Innovation and Opportunity Act (WIOA) Adult & Dislocated Workers

- **Total Caseload:** A total of 90 participants are receiving career services.
- **Active Services: 6**4 participants are receiving career counseling, resume support, and job search assistance, while 2 participants are currently enrolled in training, 2 pending training for November.
- **Follow-Up Services: 22** participants are in their one-year follow-up phase.

WIOA Youth

- **Active Services & Enrollment:** 15 youth participants are actively engaged. **7** youth participants are engaged in career counseling, resume development, and job search support, 1 youth are pending training for Certified Nurse Assistant (CNA), and 1 youth is enrolled in GED classes. 3 additional youth referrals will begin initial assessment with the new Youth Workforce Coordinator.
- **Follow-Up Services: 3** participants are actively engaged in follow-up.

New York Systems Change and Inclusive Opportunities Network (NYSCION)

- **Program Metrics:** 435 participants have been served by the Disability Resource Coordinator (DRC) to date, with 296 enrolled in NYSCION. Enrolled numbers have adjusted as job seekers aged out or became ineligible due to other factors. A total of 111 individuals with disabilities have gained employment.
- **Monthly Activity: 4** participants were directly served by the DRC in September.
- **Coalition & Community Engagement:** The DRC represents CWD on several county coalitions, including Hope & Prevention, SPOA, Sullivan County Treatment Court, Mental Hygiene, and United Sullivan, attending monthly or quarterly meetings.
- **Workforce Summit:** DRC and CWD secured full financial sponsorship for the 2026 Workforce Summit (Veteran Forum), set for October 7th at The Kartrite Waterpark. The NYS Veterans Mobile Unit will be present at the

Summit – providing a secure place for Veteran attendees to meet with a Veterans Benefits Advisor.

- **Evaluation:** NYSCION is undergoing a year-over-year evaluation to review accurate reporting, documentation, and best practices across all DRCs.

Temporary Assistance (TA)

Caseload Representative Profile 2026

September 2026 Total Caseload - 264	TANF/SNM* Cases - 182	Safety Net Caseload - 82
Medical Issues	7%	5%
Disabled	16%	0
Pregnant/Newborn	2%	0
Needed in Home	3%	0
No Child Care	13%	0
Criminal Justice Involved	21%	72%
Cases Closed	5	47

*TANF – Temporary Assistance for Needy Families
SNM – Safety Net Maintenance of Effort

- There were 70 individuals referred to orientation with 24 attending.
- There were 35 employment plans created or updated during the month of September.
- The month of September saw 7 entries into employment, 6 cases closed or reduced due to employment and 1 individual enrolled in Community Work Experience.

Advertising & Marketing Data

- **Social Media & Web Performance:** The Facebook community grew to 1,425 followers (+17 new followers in September). Facebook page views dropped 43% to 14.8K. The CWD website recorded 433 active users and 1,592 total interactions.
- **Digital Campaigns:** September email campaign results from Bold Gold Media Group covering the NYSCION Veterans Workforce Summit reached an audience of 6,753 with 13.99% views and a Click Through Rate (CTR) of 1.53%.

Business Services:

- **In-House Hiring Events:** There have been 9 customized hiring events so far in 2026 that hosted 38 businesses and 200 job seekers. There is a scheduled event on October 20th.
- **Outreach:** Provided services to 2 new businesses in September and listed 157 jobs for Sullivan County businesses.
- **Regional Meetings:** Regional Business Services Teams meet quarterly in Orange County; the meeting was held on 9/11/2026.

Miscellaneous

- **Career Center Foot Traffic:** CWD, in partnership with the Department of Labor, brought in 580 visits to the Career Center during the month of September.
- **Fiscal Review:** The fiscal review for Program Year 2025 officially began in September with an entrance conference. A site visit is scheduled for October with auditors from NYS Department of Labor.
- **NYS Updating Unemployment Insurance Processing System:** CWD will be operating by appointment only from Tuesday, November 3rd to Friday, November 27th.

Labor Market Data for September 2026

✓ Sullivan County's total nonfarm jobs increased 4.4% (1,400) and private sector jobs increased 5.0% (1,300) for September 2026.

Please note: The net month (August - September 2026) showed a decrease in nonfarm job of -2.4% (-800) and private sector jobs showed a decrease of -5.9% (1,700) jobs.

For Sullivan County the job gains were:

- Private Educational and Health Services at 6.6% (600)
- Leisure & Hospitality at 5.0% (200)
- Professional and Business Services at 8.7% (200)
- Other Services at 8.3% (100)
- Manufacturing at 5.0% (100)
- Trade, Transportation and Utilities at 2.2% (100)
- Government at 1.7% (100)

For Sullivan County the sectors that showed no job growth were:

- Mining, Logging and Construction
- Information
- Financial Activities

For Sullivan County there were no sectors that showed year over year job losses.

- ✓ NYS showed an increase of 0.1% (8,200) in total nonfarm jobs and a decrease of 0.0% (-3,100) in private sector jobs for September 2026.

  NYS saw the largest jobs gains were found in:
  - Private Educational and Health Services at 1.3% (31,200)
  - Government at 0.8% (11,300)
  - Professional and Business Services at 0.4% (5,700)
  - Other Services at -0.4% (-1,400)

  NYS saw job losses in:
  - Leisure & Hospitality at -2.3% (-22,100)
  - Information at -2.6% (-7,200)
  - Manufacturing at -1.0% (-4,100)
  - Trade, Transportation and Utilities at -0.2% (-2,300)
  - Financial Activities at -0.3% (-2,100)
  - Mining, Logging and Construction at -0.2% (-800)

- ✓ Within the region, Sullivan County's private employment sector grew the fastest, year-over-year, up 5.0 percent. The second fastest growth was found in Rockland County (+4.3 percent), followed by Westchester County (+1.5 percent) and Putnam County (+0.4 percent). The Kingston MSA* at (-1.4 percent), and the Kiryas Joel-Poughkeepsie-Newburgh MSA (-0.7 percent) were the only areas that declined over the period.
  *MSA stands for Metropolitan Statistical Area. A Metropolitan Statistical Area is defined as a region that includes a central city and surrounding communities that are linked by social and economic factors. This classification is used by the Bureau of Labor Statistics (BLS) to analyze labor market conditions within specific geographic areas.

- ✓ The Hudson Valley region showed an increase of 0.9% (9,200) in total nonfarm jobs and an increase of 1.2% (10,400) in private sector jobs in September 2026.

  The largest job gains were found in:
  - Private Educational and Health Services at 1.9% (4,600)
  - Leisure & Hospitality at 1.5% (1,400)
  - Trade, Transportation and Utilities at 0.7% (1,300)
  - Other Services at 1.4% (600)
  - Professional and Business Services at 1.4% (1,700)
  - Financial Activities at 1.0% (500)
  - Manufacturing at 1.2% (500)
  - Mining, Logging and Construction at 0.% (200)

The job losses were found in:

- Government at -0.8% (-1,200)
- Information at -3.5% (-400)

✓ Sullivan County's unemployment rate was 3.8% for September 2026, an increase from 3.6% in September 2025.

September 2026 had 39,700 people in the labor force (38,200 employed & 1,500 unemployed). Year over year the number of employed individuals increased by 3.2% (1,200) and the number of unemployed individuals increased by7.1% (100). Overall, there was an increase of 3.7% (1,400) in the labor force compared to September 2025.

The total labor force decreased from August 2026 to September 2026 at a rate of -1.7% (-700). The number of employed workers decreased by -1.5% (-600) and the number of unemployed individuals remained flat.

✓ The Hudson Valley's unemployment rate was 3.8% in September 2026, an increase from 3.6% in September 2025.

✓ NYS's unemployment rate was 4.5% in September 2026, a decrease from 4.7% in September 2025.

✓ The US unemployment rate was 4.0% in September 2026, a decrease from 4.3% in September 2025.

✓ The September 2026 unemployment rates across the 62 NYS counties ranged from a low of 3.0% for Wyoming and Yates Counties to a high of 7.0% for Bronx County. Sullivan County with a 3.8% unemployment rate ranked 22nd in the State along with Rensselaer, Suffolk, Ulster and Westchester counties.

✓ Hudson Valley unemployment rankings for September 2026:
#10 Putnam County at 3.4%
#18 Rockland County at 3.7%
#18 Dutchess County at 3.7%
#22 Sullivan County at 3.8%
#22 Westchester County at 3.8%
#22 Ulster County at 3.8%
#46 Orange County at 4.2%

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Legislative Memorandum

File #: ID-8833 **Agenda Date:** 11/5/2026 **Agenda #:** 2.

ACTIVITY REPORT – SEPTEMBER & OCTOBER 2026
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY (IDA), SULLIVAN COUNTY FUNDING CORPORATION (SCFC), THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION (TSCILDC), SULLIVAN COUNTY RESORT FACILITIES LOCAL DEVELOPMENT CORPORATION (SCRFLDC)

October 29, 2026

At the September meeting of the IDA, the Board adopted the following resolutions:

- Resolutions authorizing the extension of the sales tax abatement periods for three ongoing projects: **NY Fallsburg (Frank Brown Road), LLC**, a solar project in the Town of Fallsburg; **Catskill Veterinary Services, PLLC and Catskill Vet. Properties LLC**, a veterinary hospital in the Town of Thompson, and **Homestedt, LLC and North Branch Cider Mill LLC**, a retail and tourism facility in the Town of Callicoon.
- Resolution authorizing the quarterly payment to the **Partnership for Economic Development in Sullivan County, Inc.**
- Resolution extending the timeframe to close on the **Amytra Development LLC and Eldred Entertainment, LLC** project, relating to the development of a spa to complement the Eldred Preserve in the Town of Highland.
- Resolution authorizing the construction of an approximately 10,000 square foot addition to the **Gibbers Estates LLC and M E P Wholesalers Corp**. project. This is an expansion of an existing IDA project comprising a heating, ventilation, air conditioning, and electrical supply retail facility and warehouse in the Town of Fallsburg.

At the October IDA meeting, the Board adopted a resolution authorizing the extension of the sales tax abatement period for the ongoing **Maude Crawford Realty LLC and Bridgeville Ski Company Inc.** project, relating to Holiday Mountain in the Town of Thompson. The Board also adopted its **2027 Budget and Financial Plan.**

The SCFC and TSCILDC Boards also met in October to adopt their **2027 Budgets and Financial Plans.**

Finally, SCRFLDC met in October to adopt a resolution authorizing the **dissolution of SCRFLDC**. Staff and counsel are working to submit the dissolution documents to the Attorney General's office for review.

The **adopted 2027 IDA, SCFC, and TSCILDC Budgets and Financial Plan**s have been distributed to State and local officials in accordance with the General Municipal Law and Public Authorities Law.

##

100 North Street
Monticello, NY 12701

File #: ID-8834 **Agenda Date:** **Agenda #:** 3.

Sullivan Catskills
NEW YORK

SULLIVAN COUNTY · DESTINATION PERFORMANCE

Lodging & Visitation Report

Year-over-Year Performance by Tax-Filing Quarter · Prepared for the Economic Development Committee

Airbnb data as of October 29, 2026 / Datafy visitation spending for June 1 – August 2026

15 Sullivan Avenue
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SullivanCatskills.com

The headline

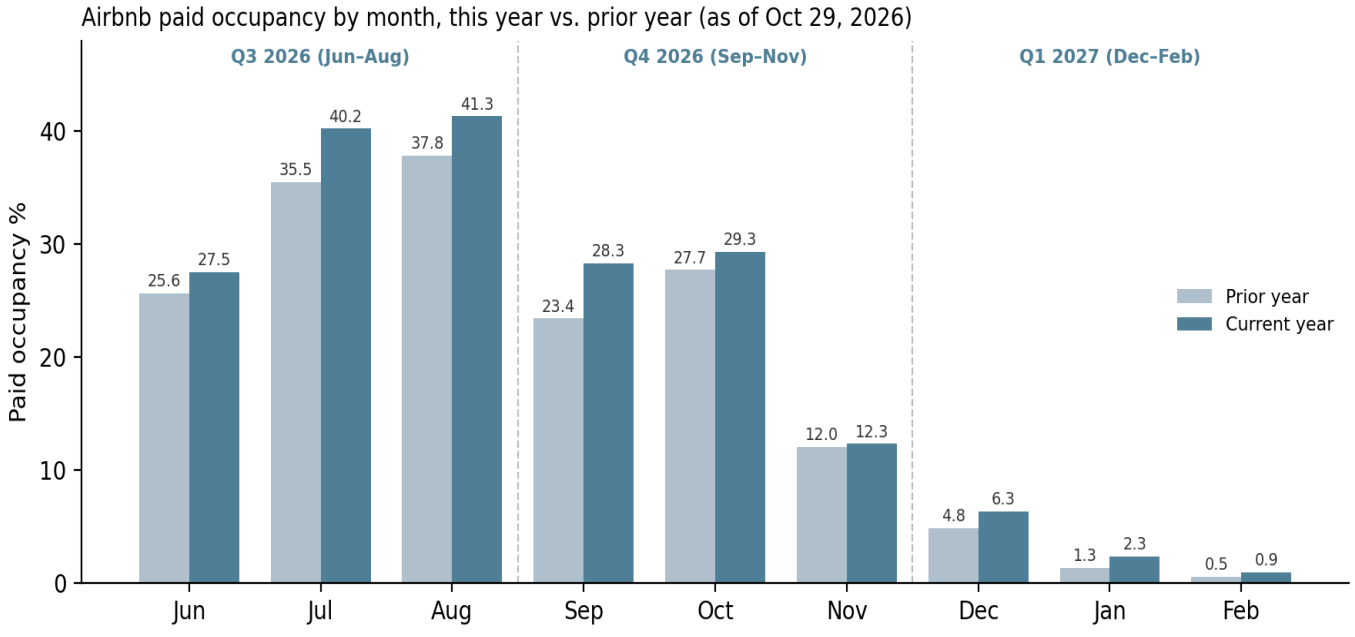
Airbnb lodging in Sullivan County is ahead of last year in every month from June 2026 through February 2027. Paid occupancy and RevPAR are up in all nine months, RevPAR by double digits in each, and booked revenue is up in every month. Nightly rates rose in eight of nine months.

Summer is now closed and final: booked Airbnb revenue rose 14.7% on 4.1% more guest nights. September, now realized, was the strongest month in the report, with booked revenue up 32.3%. The fall and winter quarters remain well ahead of last year, by 18.0% and 53.6% in booked revenue. Both have moderated since last month's report as late bookings arrive, which is the normal pattern for forward pace and is shown below.

Independent visitation data points the same way: an estimated 2.12 million trips to the county this summer, up 21% from last summer.

How to read this report

Three measures carry the lodging story. **Paid occupancy** is the share of available nights that were booked and paid for: demand. **ADR (average daily rate)** is the average price a booked night commands: pricing power. **RevPAR (revenue per available rental)** combines the two into a single read on health. When all three rise together, the market is not just busier; it is stronger. Months are grouped by room-tax filing quarter.



Paid occupancy by month, grouped by filing quarter. This year sits above last year in every month.

Summer: Q3 2026 · June – August

Room-tax filing due September 20, 2026 · Realized results

Month	Paid occupancy	ADR	RevPAR	RevPAR YoY	Revenue YoY	Guest nights YoY
June	27.5% / 25.6%	$421 / $388	$116 / $99	+17.2%	+16.2%	+7.2%
July	40.2% / 35.5%	$458 / $415	$184 / $147	+25.2%	+18.5%	+7.2%
August	41.3% / 37.8%	$454 / $408	$188 / $154	+22.1%	+10.5%	−0.7%
Quarter		**$447 / $406**			**+14.7%**	**+4.1%**

This year / prior year. Revenue and guest nights are booked Airbnb totals; the quarter ADR is the blended nightly rate.

The hardest gains to earn come when a market is already full, and that is where these came from. With July and August occupancy at or above 40%, the market still raised both occupancy (+7.4% to +13.2%) and nightly rate (+8.5% to +11.3%), lifting RevPAR 17% to 25%. Booked guest nights grew 4.1% for the quarter, so most of the revenue gain came from rate. August was the clearest example: guest nights were essentially even with last year while booked revenue rose 10.5%.

Summer visitation: an independent view

Datafy estimates visitation from a modeled sample of mobile devices and visitor spending from a credit card-transaction panel. It measures everyone traveling 50 or more miles to the county, not just paid lodging guests, so it serves as a second, independent read on the summer rather than a check on the Airbnb figures.

Measure (June – August 2026)	Result	vs. summer 2025
Visitor trips	2.12 million	+21.1%
Average length of stay	2.4 days	−0.2 days
Trips by repeat visitors	80.8%	+1.5 points
Visitor share of leisure spending	58.9%	from 38.9% of people in market
Visitor spending, excluding lodging	$99.3 million	Essentially even (−0.1%)
Visitor spending per trip, excluding lodging	$107.93	+4.1%

Three points stand out. **More people came, and stayed slightly shorter:** trips rose 21% while the average stay slipped by 0.2 days, consistent with more frequent, shorter getaways. **Visitors carry the local economy:** travelers from 50 or more miles away were under 40% of the people in market but generated nearly 59% of leisure spending. **That spending reaches everyday businesses:** grocery and department stores, dining and nightlife, and service stations together account for roughly 70% of measured visitor spending.

Visitor spending outside lodging held steady overall while spending per trip rose 4.1%. Card data captures only part of what visitors spend: it excludes lodging booked through Airbnb, VRBO and other online platforms, as well as cash and peer-to-peer payments, which is why lodging is excluded from these figures.

Fall: Q4 2026 · September – November

Room-tax filing due December 20, 2026 · September realized; October essentially complete; November is booking pace

Month	Paid occupancy	ADR	RevPAR	RevPAR YoY	Revenue YoY	Guest nights YoY
September	28.3% / 23.4%	$389 / $345	$110 / $81	+35.8%	+32.3%	+17.5%
October	29.3% / 27.7%	$390 / $369	$114 / $102	+11.8%	+10.7%	+4.6%
November	12.3% / 12.0%	$436 / $398	$54 / $48	+12.5%	+9.2%	-0.3%
Quarter		**$398 / $366**			**+18.0%**	**+8.4%**

September is the standout month of the report, and it is now a realized result. Occupancy rose from 23.4% to 28.3%, rate rose 12.8%, guest nights rose 17.5% on essentially unchanged supply, and booked revenue rose 32.3%. That is shoulder-season demand a destination wins only by giving people a reason to come after summer ends.

October filled in as a balanced, modest gain. Last month's report described October as a rate story, with booked nights slightly behind. As late bookings arrived, volume caught up: guest nights finished 4.6% ahead, while rate growth narrowed to 5.7% as later bookings came in at lower prices. Booked revenue is up 10.7%.

November is pacing even on volume and ahead on rate. Guest nights are essentially flat (−0.3%) against 2.8% fewer available nights, and the 9.2% revenue gain comes from rate. November will continue to move as the month arrives.

Winter: Q1 2027 · December – February

Room-tax filing due March 20, 2027 · Year-over-year booking pace

Month	Paid occupancy	ADR	Booked revenue	Revenue YoY	Guest nights YoY
December	6.3% / 4.8%	$520 / $466	$1.34M / $0.96M	+39.0%	+24.6%
January	2.3% / 1.3%	$538 / $443	$508K / $233K	+117.9%	+79.3%
February	0.9% / 0.5%	$467 / $517	$147K / $104K	+41.0%	+56.2%
Quarter		**$521 / $465**	**$1.99M / $1.30M**	**+53.6%**	**+37.2%**

Although small numbers, winter remains well ahead of last year, with booked revenue up 53.6% and guest nights up 37.2% for the quarter. December is the most meaningful month by volume: revenue up 39.0% on 24.6% more guest nights. January more than doubles, though much of that is concentrated in the New Year's week. February nights are ahead, but rates are pacing 9.7% lower.

Two cautions keep this honest. As I stated, volumes are small (January's gain is 417 booked nights; February's is 113), so percentages will swing as bookings come in. And available Airbnb nights are 4% to 11% lower than a year ago in these months, which can lift occupancy percentages on their own. Booked revenue and guest nights do not depend on supply, which is why they lead this section. Winter percentages should be read as direction, not magnitude.

Since last month's report

Forward pace naturally narrows as a month approaches and late bookings fill in at the same date last year as well. To keep forward figures read as pace rather than promises, this report shows how each month has moved since the September 25 data used last month.

Month	RevPAR YoY, Sep '25	RevPAR YoY, Oct '26	Status
September	+36.2%	+35.8%	Realized
October	+11.4%	+11.8%	Essentially realized
November	+26.1%	+12.5%	Pace
December	+90.0%	+43.5%	Pace
January	+200%	+117%	Pace
February	+100%	+33%	Pace
Q4 booked revenue	+21.0%	+18.0%	
Q1 booked revenue	+99.3%	+53.6%	

The direction has held in every month; the forward margins have narrowed, most in winter, where small bases make early percentages volatile. Realized months held up: September's gain at completion was essentially the gain it showed at pace.

The bigger picture: a longer season

The pattern across the three quarters is consistent. Summer grew at the top of the season, September delivered the largest realized gain of the year, and the off-season continues to pace ahead of last year. A summer-only market grows by having a better summer; a maturing, year-round destination grows by filling the weeks it used to leave empty. These quarters are the earliest measurable window for the county's brand refresh and sharpened focus, and the shoulder and winter months are where that kind of investment should show first. The signal is early and encouraging; the winter months will confirm how much of it holds. **Why this matters to the Legislature:** off-season and shoulder demand is the most valuable kind of tourism growth. It smooths seasonal employment, spreads visitor spending across more of the year, and reduces the county's dependence on a handful of summer weekends.

Lodging tax: the past four quarters

The Treasurer's Office has provided room-tax amounts by filing due date and category, with penalties and interest removed. That allows a like-for-like comparison of the four quarters due December 2025 through September 2026 with the same four quarters a year earlier.

Category	Prior year	Current year	Change
Vacation rentals	$1,846,425	$1,980,691	+7.3%
Hotels	$1,789,596	$1,575,992	-11.9%
Motels	$391,819	$537,604	+37.2%
Inns	$134,768	$121,610	-9.8%
Camps	$46,348	$54,797	+18.2%
Bed & breakfasts	$34,457	$27,092	-21.4%
Retreats	$15,388	$19,644	+27.7%
All categories except hotels	$2,469,205	$2,741,439	+11.0%
Total	**$4,258,801**	**$4,317,432**	**+1.4%**

Prior year: quarters due 12/20/2024 – 9/20/2025. Current year: quarters due 12/20/2025 – 9/20/2026. Source: Sullivan County Treasurer's Office. Amounts by due date and category, excluding penalties and interest. Some quarterly or annual filings remain outstanding; these figures do not represent total room tax collected for the year or amounts due to SCVA.

Room tax received for the past four quarters is up 1.4%, or $58,631, and growth is broad outside hotels. Excluding hotels, receipts are up 11.0%, led by vacation rentals, the largest category at nearly $2 million (+7.3%), along with motels (+37.2%), camps (+18.2%) and retreats (+27.7%). Hotels are down 11.9%, with smaller declines among inns and bed-and-breakfasts.

Late payments mean this gain is understated. Although the quarters are aligned by due date, last year's have had a full additional year for late payments to arrive, while this year's most recent quarter was due only weeks ago. Delinquent room tax can take a long time to collect, in some cases as long as a lien on property taxes. The current-year figures will rise as late payments come in, so every comparison here should be read as a floor, and the year-over-year gain is likely to widen.

Quarter (due date)	Prior year	Current year	Change
December 20	$941,608	$1,089,123	+15.7%
March 20	$792,890	$761,993	−3.9%
June 20	$942,530	$924,762	−1.9%
September 20 (summer)	$1,581,773	$1,541,554	−2.5%
Four quarters	**$4,258,801**	**$4,317,432**	**+1.4%**

By quarter, the gain came from the December quarter (+15.7%); the three 2026 quarters are each slightly below last year so far, the most recent with the least time to collect. In the summer quarter, vacation-rental tax rose 10.1%, in line with the direction of Airbnb booked revenue (+14.7%), while hotels were down 19.7%. As late payments arrive, growth across vacation rentals, motels and camps is likely to outweigh the decline in hotels by a wider margin.

A note on the numbers

- **Scope.** The lodging figures cover Airbnb in Sullivan County only: one booking channel within one lodging segment. VRBO, direct bookings, hotels and other lodging are excluded, so these figures are a deliberately narrow slice of a much larger lodging market. Nothing here has been grossed up or extrapolated.
- **Language.** Because Airbnb is not the whole vacation-rental segment, the report keeps "Airbnb" as the explicit subject and does not claim that vacation-rental revenue as a whole is up by these amounts.
- **Realized vs. pace.** Airbnb data is current as of October 29, 2026. June through September are realized, and October is essentially complete; November through February are booking pace compared with the same date last year, and will move as each month arrives.
- **Supply.** Available Airbnb nights rose this summer and are 3% to 11% lower than last year from November through February, which can affect occupancy percentages. Booked revenue and guest nights are unaffected by supply.
- **Datafy.** Visitation and spending figures are modeled estimates from a sample of mobile devices and a card-transaction panel, and are best read as direction and scale. Card data excludes online lodging bookings, cash and peer-to-peer payments.
- **Lodging tax.** Room-tax figures are provided by the Treasurer's Office by due date and category, excluding penalties and interest. Some filings remain outstanding, and the figures do not represent total room tax collected for the year or amounts due to SCVA.
- **Quarters.** Months are grouped by New York room-tax filing period: Q3 2026 (June – August, due September 20), Q4 2026 (September – November, due December 20) and Q1 2027 (December – February, due March 20).

Industry Insights · November 2026

Airbnb ends mandatory checkout chores, moving closer to the hotel model

For reservations booked on or after **November 20, 2026**, Airbnb hosts can no longer require guests to strip beds, wash and put away dishes, start laundry or haul trash off-site, and hosts may no longer fine guests for skipped tasks. Simple requests, such as leaving dishes in the sink or gathering used towels, are still allowed, as are location-specific rules such as using bear-proof trash containers, a practical point for the Catskills. Cleaning fees remain.

Who absorbs the cost. Guest chores were, in effect, unpaid turnover labor. Removing them shifts that work to paid cleaners, which favors professional managers with staff and vendor contracts over single-property owners who relied on guests to do part of the work. Some hosts say they will raise cleaning fees or nightly rates to cover it; others have threatened to leave the platform. Cleaning fees were already climbing: AirDNA put the U.S. average at $137 in 2022, up from $112 in 2019, with a further 4% rise from 2024 to 2025.

Is the labor here? This is the open question for a rural resort county. Local turnover crews already serve second homes as well as rentals, checkouts cluster on the same few days each week, and crews drive between scattered properties, so every added task costs travel time as well as cleaning time. Local turnover firms and resorts are already recruiting housekeepers through the county's workforce development listings, and rural and resort areas broadly report the tightest hospitality labor and housing markets. Expect turnover costs to rise here, and some smaller hosts to reconsider Airbnb.

What we will watch. Rates for stays booked after November 20. If hosts fold higher cleaning costs into pricing, average rates will rise for reasons unrelated to demand; this report will flag that so it is not mistaken for market strength. We will also watch for smaller hosts leaving the platform.

National benchmark: domestic leisure travel growing slowly

The U.S. Travel Association forecasts domestic leisure travel spending to grow 0.9% in 2026 after inflation, and notes it is the only major travel segment above pre-pandemic levels in real terms. Against that national backdrop, Sullivan County's 14.7% summer gain in booked Airbnb revenue stands out.

State short-term rental law: new data may be coming to counties

Under New York's short-term rental law, booking platforms are required to file quarterly county-level reports covering property locations, occupancy nights, guest counts and taxes collected, and to verify registration where a county registry is in place. If Sullivan County is receiving these reports, they could become the most complete local picture of vacation-rental activity.

State human trafficking law: civil penalties on lodging facilities

On October 27, 2026, Governor Hochul signed legislation establishing civil penalties for lodging facilities that fail to comply with longstanding laws requiring signage about services and resources available to victims of human trafficking. The new law imposes a $500 fine for a first violation and $1,000 for each subsequent violation.

Sources: TechCrunch, Fortune, MarketScale, Yahoo Travel (Oct. 2026); AirDNA via WSJ; U.S. Travel Association (May 2026); NY RPL Art. 12-D; The Overlook (Oct. 2026); Sullivan County Workforce Development.

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Legislative Memorandum

File #: ID-8841 **Agenda Date:** 11/5/2026 **Agenda #:** 4.

SULLIVAN COUNTY
SC NY CHAMBER of Commerce
Your Partner for Success
2026 Annual Awards
GALA
THURSDAY, NOVEMBER 12
5:30 PM
The Kartrite Resort and Indoor Waterpark
555 Resorts World Dr, Monticello, NY 12701
Visit us online at www.catskills.com
for information and tickets.
TICKETS AND SPONSORSHIPS AVAILABLE NOW

2026 Gala Award Honorees

Celebrating the leaders driving Sullivan County forward

SULLIVAN COUNTY SCny CHAMBER of Commerce

Building Success

Economic Impact Award

Sean Brooks, Prestige Towing & Recovery

Growing Success

Small Business of the Year

Liberty Blooms Florist & Gift Shop

Inspiring Success

Emerging Leader Award

Alyssa Wowk, Children's Home of Wyoming Conference

Lourdesa Hunt, Bold Gold Media Group

Connecting Success

Partnership Excellence

Wurtsboro Board of Trade

Strengthening Success

Community Champion Award

Paul Ciliberto, Bold Gold Media Group

Sustaining Success

Philanthropic Impact Award

Community Foundation of Orange, Sullivan & Rockland

The Golden Bagel

Special Recognition

Village of Monticello Police Chief Dave Lindsay

Local businesses and leaders building a stronger Sullivan County.

2027 Board of Directors Candidates

Chamber Board Election Now Open

SULLIVAN COUNTY SC ny CHAMBER of Commerce

Vote for up to five

Amy Janzen Principal, Strong Girl Connects	**Daniel Cabrera** Founder, SE Marketing Group / Somersevents	**Donald Odom III** President, Odom Audio Visual / TBG Procurement
Elizabeth "Beth" Bernitt Mane Street Styles / Catskill Modern Home Builders	**Eric Baal** Business Development, The Arc Greater Hudson Valley	**Isaiah Robinson** Founder / Owner, InnerTrack Studios
Laurie Stuart Publisher / Owner, The River Reporter	**Lourdesa Hunt** Business Development, Bold Gold Media Group	**Nuby DeLeon** CEO, Nimble Dragon Studios

Vote now: Open to Chamber members-in-good standing business.catskills.com/ap/Form/Fill/r4GkzIQL

Sullivan County Community Calendar

Overview and status

Building a stronger, more connected Sullivan County

Overview

- A collaborative initiative led by the Chamber, with local organizations and County leadership support
- One centralized, easy-to-use calendar
- Calendar revenue supports Local Business Alliance

Current Status

- Platform is built and operating
- Developing sponsorships with featured listings
- Final partnership agreement is being completed

If it's happening in Sullivan County, you'll find it here.

Public Launch by the start of 2027

Sullivan County Local Business Alliance

Stronger Businesses. Stronger Communities.

A countywide collaborative connecting…

- local chambers,
- business associations, and
- tourism partners around one table

Strengthens local chambers; not replaces them. The Chamber serves as convener and resource partner.

Funded by the Sullivan County Community Calendar, reinvested in local business.

Connect	Quarterly work sessions/discussions
Engage	Monthly local programs
Promote	Buy Local Sullivan and countywide campaigns
Recognize	Local Business of the Month spotlights
Lead	Annual Small Business Summit

Local Voices. Shared Resources. Countywide Impact.

2026 Chamber Highlights

Progress and priorities heading into 2027

58 New members in 2026
20 new members since last meeting

24 Ribbon Cuttings
With more being planned

2027 Focus: Grow the Chamber's reach, give members more value, increase non-dues revenue and build a stronger financial foundation.

The opportunities are there. The work now is turning them into measurable results.

** Monthly Networking Breakfast, Nov 6 at SUNY Sullivan, 7:30am **

** Your Partner for Success 2026 Annual Awards Gala, Nov 12 at Kartrite, 5:30pm **

SULLIVAN COUNTY
SC NY CHAMBER of Commerce
Your Partner for Success
2026 Annual Awards
GALA
THURSDAY, NOVEMBER 12
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100 North Street
Monticello, NY 12701

Sullivan County

Legislative Memorandum

File #: ID-8845 **Agenda Date:** 11/5/2026 **Agenda #:** 5.

SULLIVAN COUNTY
PARTNERSHIP FOR ECONOMIC DEVELOPMENT

November 2026

Report to the Sullivan County Legislature

Summary

Current status of our economy and future outlook

Current Projects

List of current projects seeking approval.

Events and Special Meetings

Annual Meeting & Awards

Networking with J&G

Summary

Sullivan County economy continues to outperform the region, State and the Country going into November.

With an unemployment rate of **3.8%** Sullivan County continues is long stretch of stability ahead of New York State's **4.3%** rate and the national rate at **4.2%** underscoring a stable job market. Sullivan County jobs grew the fastest in the region once again year to year at **5%.** While total unemployment increased year to year by a factor of **100, 1,200** net new jobs were created indicating a stabile market. Again, the current portfolio of projects either going through the approvals process or beginning construction phases indicate that stability will quickly convert to growth, with the busiest projection for construction activity taking place between 2028 and 2030.

Events & Special Meetings

The Partnership for Economic Development Annual Meeting sets record turnout.

The Partnership held its 32nd Annual Meeting and Celebration to a record crowd underscoring the interest and participation of the greater Hudson Valley business community that make up its membership. Year after year the event draws well over 300 attendees with many staying at Resorts World facilities and enjoying the area offerings.

The Partnership also held a special event as it has done, periodically, to highlight the offerings of member investors. This past Tuesday the event highlighted J&G at Resorts World Catskills.

Rendering of Evergreen Meadow Academy

Current Projects

- ***2.4 million*** *sq. ft of preapproved sites.* ***1.7 million*** *sq. ft in approval phase*

  Liberty Horizons – 1 million sq. ft

  1283 Old Route 17 – 48,000 sq. ft

  86 Jefferson St – 121,000 sq. ft

  RGG Realty - 40,000 sq. ft

  Bridgeville I/C - 500,000 sq. ft

  Bridgeville I/C – 130,000 sq. ft

  Avon Commerce – 560,000 sq. ft

- **Grossinger's Redevelopment** - Planning Board review process is well underway. Preliminary engineering is underway. The project will continue to evolve and be reviewed throughout the winter months with approval goal of 2027 and construction 2028.
- **White Lake Foods –** has begun process of approvals for its adaptive reuse of the former PepsiCo/Frito Lay plant. Plan is to begin operations as soon as possible to meet growing demand. Again, priority has been given to hire former employees of Frito Lay. Design and equipment upgrade planning is underway.
- **Evergreen Meadow Academy** – broke ground on its therapeutic boarding school for middle school girls in grades 6–8 who would benefit from a structured, supportive environment that nurtures healing, learning, and personal growth. The Academy The project is expected to generate 100 construction jobs, 100 permanent jobs and exhibit an economic impact of $72 million over five years.
- **Smith Forge** – working with startup CNC manufacturing team to produce products for general metal fab market. Site location search underway.
- **@Woods Ecotech Retreat** putting together finally capital stack. This project and two others will be utilizing Opportunity Zone benefits.

Partnership publication, *In The Know* wins MarCom Gold Award.

The international Association of Marketing and Communications Professionals has awarded The SCP the MarCom Gold award. The association reviews approximately 6,000 print and digital entries from throughout the world to determine which provide excellence in marketing, communication, and creativity. Teaming up with its vendor Fisher Mears, the Hells on The Ground: Women In Business addition secured this prestigious award.

The new maps and benefits will not be announced until 2027.

- **Grand Luxury Retreat** – cabin styled luxury tourist destination investing over $70 million has been approved in the Town of Forestburgh. Developer is finalizing capital stack with construction beginning once secured.
- **FIMFO** – over five years of review, this family destination project located on the former Kittatinny campground site awaits final EIS approval which is now projected to happen in 2027.Project will invest over $43 million to upgrade facility.
- **Old Route 17 Industrial Commercial Corridor** - water and sewer project is under design. Surveying and initial drawing underway. Project is complex in nature but is moving methodically forward. Project is part of a $21 million FAST NY grant. Will complete shovel ready status of the Liberty Horizons site. Several national I/C development firms have contacted us.
- **Livingston Legacy Holdings** – craft sake brewery, Japanese restaurant, event space, rail trail welcome center and more. $ 40 million in investment over 40 jobs. Successful CFA awardee. Completed soils testing. In the process of moving an electrical pole.
- **Eldred Preserve** – currently constructing 14,000sq.ft spa. Investing $10 million to its storied location in the Town of Highland.
- **Apple Ice** – will be constructing 20,000 sq. ft addition to its current location in Monticello. Apple Ice anchors the RGG Realty 83-acre development site.
- **Housing Infrastructure –** both the Thompson and Liberty housing projects are moving forward with each having achieved successful news relative to funding and agreements. Early in the process though developer is committed to move the projects along accordingly.

100 North Street
Monticello, NY 12701

Sullivan County

Legislative Memorandum

File #: ID-8778 **Agenda Date:** 11/5/2026 **Agenda #:** 1.

Narrative of Resolution:
Authorize Sullivan County Visitor's Association, Inc., to apply for I Love New York Matching Funds

If Resolution requires expenditure of County Funds, provide the following information:

Amount to be authorized by Resolution: 5 percent of total matching funds budget

Are funds already budgeted? Choose an item.

If 'Yes,' specify appropriation code(s): Click or tap here to enter text.

If 'No,' specify proposed source of funds: Click or tap here to enter text.

Specify Compliance with Procurement Procedures:

RESOLUTION INTRODUCED BY THE ECONOMIC DEVELOPMENT COMMITTEE AND AUTHORIZING THE SULLIVAN COUNTY VISITORS ASSOCIATION, INC. TO APPLY FOR I LOVE NEW YORK MATCHING FUNDS FOR FISCAL YEAR 2027

WHEREAS, the I Love New York State Matching Funds Grant Program provides assistance to counties for advertising and promoting tourism; and

WHEREAS, the County of Sullivan has benefited from participating in the I Love New York State Matching Funds Grant Program for more than thirty years; and

WHEREAS, participation in the Matching Funds Program is a vital component to the continuing growth of tourism in Sullivan County; and

WHEREAS, the Sullivan County Visitors Association, Inc. has been charged with promoting tourism in Sullivan County; and

WHEREAS, the Sullivan County Visitors Association, Inc. has the expertise and staff to apply for and administer the I Love New York State Matching Funds Grant Program;

NOW, THEREFORE, BE IT RESOLVED, that the Sullivan County Legislature hereby designates the Sullivan County Visitors Association, Inc. as the official tourism promotion agency of Sullivan County to apply for and receive I Love New York State Matching Funds for the **2027 program year**; and

BE IT FURTHER RESOLVED, that the County of Sullivan pledges to match up to **5% of the total New York State Matching Funds budget**, subject to County Legislature appropriation, which is the maximum application amount allocated per county for the **2027 program year**.