

Sullivan County Partnership for Economic Development ▶ Sullivan County Industrial Development Agency ▶ Sullivan County Chamber of Commerce ▶ Sullivan County Visitors Association, Inc. ▶ Sullivan County Democrat

Lights, Camera, Action! Film Production at Beaverkill Studio



Beaverkill Studio in Parksville opened its doors in true theatrical fashion earlier this year, showcasing its impressive facilities via performances, films, presentations and tours to an enthusiastic audience of professionals.

By Jennifer Brylinski,
Executive Director,
Sullivan County IDA

In October of 2015, the County of Sullivan Industrial Development Agency (IDA) received an application for assistance from RJ Baker for his Beaverkill Studio project located

at 36 Main Street in Parksville. The project entails the purchase of two parcels of land and reconstruction of a former hardware store and restaurant into a film studio and catering facility, and is actively in its construction phase.

When completed, The Beaverkill Studio will be a film

and video production studio for use by commercial film production or advertising companies, and independent artists alike. The Studio will provide the soundstage and equipment needed for professional quality work from start to finish, including overnight accommodations to house the crew and creative

team, and catering facilities to providing optimal work conditions. Additionally, the equipment will be available for rent for shooting outside the studio at locations across the scenic Sullivan County region.

The facility will also offer on-site conference and rehearsal space, a cyclorama sound stage, two editing suites, and a portable green screen set-up for shooting and editing on location. The ability to shoot and edit a project simultaneously will eliminate continuity problems and allow for a seamless workflow in a rural setting removed from urban distractions and the constraints of 9 to 5 workdays.

RJ Baker, owner of the Studio, has extensive experience working at studios and in film pro-

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S.C. projects awarded close to \$6 million from NYS

Sullivan County projects have been awarded \$5,643,443 in New York State grants through the 2015 Consolidated Funding Application (CFA) process. This is more than three times the \$1,513,950 in funding secured in 2014, and six times the 2013 award figure of \$899,834.

Chairman of the Sullivan County Legislature Scott Samuelson, who sits on the Mid-Hudson Regional Economic Development Council (MHREDC), said, "There were many strong applications from Sullivan County communities, businesses and

organizations this year. I want to thank all who participated in the process, and who worked hard to win funding for projects that will enhance the quality of life for County residents and improve our climate for economic growth."

In particular, Samuelson thanked the County of Sullivan Industrial Development Agency for providing funding to support the development of grant applications and to assist businesses with presentations to the MHREDC.

Eight projects in Sullivan County were awarded grants:

- The Village of Monticello was granted funding for three water infrastructure improvement projects:
 - \$2,500,000 for a new ultraviolet disinfection system at the Village's wastewater treatment plant to fully treat the effluent and avoid environmental contamination
 - \$100,000 to evaluate sources of Inflow and Infiltration to the Village's wastewater collection system
 - \$600,000 to replace water meters in the Village's water system
- Empire State Cooperage, LLC has been awarded \$1,000,000 to support its devel-

opment of a new stave mill and cooperage to satisfy the increasing demand for oak barrels from new craft distillers and wineries. The project is expected to generate dozens of jobs and stimulate the local timber industry.

- The Village of Liberty will receive \$599,830 to replace failing clarifier equipment at its Wastewater Treatment Plant.
- The Town of Liberty will receive \$599,724 to construct Phase 6 improvements in the White Sulphur Springs Water

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PRESIDENT'S MESSAGE

Season of Giving

Is it a sign of an economic turnaround?

To the People:

For many in the business community, the end of the year not only marks the season of giving through various religious and nonprofit charities, but also the time when annual events, fundraisers, holiday celebrations and all forms of gatherings seemingly happen within weeks or even days of one another. As part of our societal, often times fiduciary and moral obligation we host, attend, participate and support many of them each year.

I could not help but notice, starting with the much appreciated support our members gave at our Partnership Annual meeting, the marked increase of partici-

pants at events that for the past several years, to put it nicely, were quite thin in attendance.

Speaking with many attendees at the Construction Contractors Association recently, the theme that echoed throughout the room was that there was a great deal of work for the foreseeable future for the members of this Hudson Valley based trades group. Several members spoke about their peers finally amassing some level of disposable income targeted to certain luxuries not affordable to them for quite some time.

Thus, they have ability to give more this year. The varied chambers, visitors associations and foundations have also reported increased sponsorships and



CEO/President Marc Baez

attendance. Is the increased giving and participation a positive economic indicator? Some would argue not. Well, personal income is what we call a coincident indicator and where does most local giving come from? Are they at pre 2008 levels?

Generally not, but a significant turnaround is occurring throughout the Hudson Valley and beginning in our own Sullivan County as well. In fact, several lagging indicators point to positive movement in the local economy. Since January of 2013 Sullivan County's unemployment rate has dropped on average 1 percent for 21 consecutive months with the total labor force finally showing signs of growth as well.

The New York Association of Realtors reports that the 12 month average for

real estate sales are up 14.6 % and pending sales up 22%. Surely we have a long way to go, but I believe the signs are already beginning to reveal a positive trend. Our current projects are keeping things moving along and I do expect a very busy 2016 construction season. Now if only that license would arrive.

On behalf of the Board of the Sullivan County Partnership, and the Sullivan United Economic Development team we wish you all a Healthy and Happy Holiday Season and a very prosperous New Year.

Sincerely,

Marc Baez

President, Sullivan County Partnership for Economic Development



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STUDIO

From front page

duction space. Mr. Baker has been involved with independent galleries and as an independent film and video artist. He has also been a stage manager, a freelance film editor, and a post-production editor.

The Beaverkill Studio occupies a late 19th century wood-frame building with 8,000 square feet of usable space on two floors. Two additional lofts for overflow sleeping and storage overlook the double-height screening room and lounge on the second floor. The building retains many authentic architectural details that evoke the history of its era, from original clapboard siding and Victorian-era storefronts on the exterior, to exposed rafters – but it needs lots of tender loving care and a vision to move it forward into its new use. An adjacent building will house the catering facility. The rears of the buildings face the abandoned railroad tracks, and this right-of-way is now a part of an emerging regional Rails-to-Trails network, which will be an amenity for Parksville's revival.

It is expected that the Beaverkill Studio will jumpstart the filmmaking industry that has been slowly emerging in the Catskills, as evidenced by the growing

number of film festivals, the increasingly common shoots, both film and still throughout the area, and the New York Loves Film tax credit for productions made in upstate locations. It is also anticipated that the facility will become an anchor for the revival of Parksville. Beaverkill Studio will be a boom for the local economy. The project has the endorsement of a local hamlet renewal group and did receive zoning approvals.

Through a mix of loans (the project received a \$50,000 loan through the County Planning Department), investments, grants, and tax incentives through the IDA, these turn-of-the-century buildings in Parksville will be converted into Beaverkill Studio, a premier film and video production facility. It will be a unique business: a boutique film studio operating in a beautiful rural setting, where clients will work on all stages of production while staying in comfortable home-style accommodations. The IDA unanimously approved assistance for the project on December 14, 2015. Both in the Catskills and in New York City, there is great excitement for Beaverkill Studio.

For further information about the IDA's assistance to this project, please contact Jennifer CS Brylinski at the IDA office at 845-295-2603.

AWARDED

From front page

District

- Trout Unlimited was awarded \$214,000 to collect data on stream structures and model their ability to improve stream habitat in order to create a prioritized strategy for infrastructure replacement.

- The Delaware Valley Arts Alliance will receive \$28,350 to hire a Program Director to support the Tusten Theatre season, expand outreach in Sullivan County, and develop residencies, workshop offerings and winter programming.

Sullivan County is part of the seven-county Mid-Hudson Region, which was awarded \$90.4 million for 109 projects. Of the total, more than half of the CFA funding is allocated to support tax exempt bonds for eligible projects, tax credits for job creation, and region-wide energy efficiency programs. Sullivan county communities may access these benefits along with the project specific grant awards.

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'What can you do to help Sullivan County economy?'

In a rural community, such as Sullivan County, locally-owned businesses are an integral piece of the puzzle. Many people don't realize how they can positively or negatively impact local businesses with their shopping habits. Many of our community's favorite local businesses are more than places where money exchanges hands. They are places people enjoy gathering and patronizing.

Businesses, towns, and the citizens of Sullivan County should work towards a common goal- strengthening the community and this is what shopping locally can do. Numerous studies have shown that more of your dollars are recycled into the local economy when you shop at locally-owned businesses.

Good customer service becomes imperative for local and small business owners to ensure their customer retention. A company with excellent customer service is more likely to get repeat business from customers. Consequently, the company will ben-

efit with greater sales and profits. Contrarily, companies with poor customer service may lose customers, which will have a negative impact on business. It costs a lot more money for a company to acquire a customer than to retain them, due to advertising costs and the expense of sales calls. Therefore, the efforts that go into maintaining quality customer service can really pay dividends over time.

Doing business locally means more tax dollars for schools, roads, public services, and much more. And the owners of those businesses - well, they in turn spend money locally, thus injecting even more life into the

local economy. But there is also a human side to shopping locally - building your community. When you think of your hometown, what do you see? Do you see unique shops and boutiques along a quaint historic Main Street? Or do you see strip malls and box stores? When family comes to visit, do you take them on a tour of the mall? Or do you take them to your historic downtown? When you think of dining out at your favorite restaurant, you most likely think of a local establishment - the charm, the atmosphere, and the unique dishes that you won't find anywhere else.

People that have a positive experience with a company's customer serv-

ice will likely tell two or three others about their experience. Therefore, quality customer service can be a source of promotion for organizations. Contrarily, a person who has a bad customer service experience will likely tell between nine and 20 people.

Customer service is also important to an organization because it can help differentiate a company from its competitors, according to the article titled "The Importance of Customer Service" at Drew Stevens Consulting website.

For example, it may be difficult to tell the difference between two small-town drug stores, especially if their prices are similar. Therefore, putting extra efforts into customer service may be the thing that gives one drug store a competitive advantage.

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Remember, the Sullivan County Chamber of Commerce offers avenues to both help promote business to business relationships, but also low or NO cost customer training opportunities for your business and staff.

We know that shop local efforts will support and increase retail sales, business services and business-to-business spending. When you buy from a small local business you are not supporting a corporate mission. You are paying for dance or music lessons; you are buying little-league uniforms, and promoting good will. You are putting food on a family's table and sending a student to college. You are making the American Dream come true for somebody in your community and most likely, someone you probably already know.



Riverside Remedies in Callicoon is noted for its great customer service. New customer, Sandra Deighton of Damascus, Pa., is helped by, from the left, pharmacist Gene Burns, technician Shannon Hauser and owner Jeff Weyer.

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One Grand features curated books in Narrowsburg

Story and photos by Kaitlin Carney

Main Street, Narrowsburg – already known for its bustling shops and restaurants – has welcomed a new business.

One Grand, a curated bookshop, officially opened to the public two weeks ago.

The concept was initially a pop-up shop in NYC, where individuals from writers to musicians to actresses were asked for their ten desert- island must-have reads.

One Grand, located at 60 Main Street, gives those lists and other titles a home.

Owner Aaron Hicklin fell in love with the space that would become One Grand, with its breathtaking views of the Delaware River's 'Big Eddy' and prime Main Street location, and knew it was the home for his dream.

The editor-in-chief of Out Magazine turned the dream into retail reality. Using a local architect and tradesmen, the former toy store was transformed.



Workers restored the pressed tin walls and ceiling, custom shelving inspired by siding in Narrowsburg went from vision to fabrication, flooring was leveled, and the entire interior was touched with a delicate gray and white palette.

From the entrance, visitors have a direct sightline to the Big Eddy, with

One Grand's curated collection on either side of the store.

"Narrowsburg spoke to me as soon as I arrived. Beyond the space, here there is a particularly forward-thinking community of artists, writers, farmers... people here for decades and people that are newer to town are all connected," Hicklin said.

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Opposite page: Grand bookshop in Narrowsburg held its grand opening on December 6. The bookshop offers stunning views from every angle, including a window side desk where patrons can peruse a title from the curated shelves, at right.

At left: In a nod of support to France, a special shelf was curated at One Grand bookshop.



“People respond to the power of words and the power of books, and I plan on learning a lot from this community and being very responsive,” he added.

One Grand’s opening was full of curious people including local artists, writers, photographers, residents, and friends.

All perused the must-have reads on the lists of Tilda Swinton, the late Vera B. Williams of Narrowsburg, Mary-Louise Parker, and Michael Stipe to name a few.

Hicklin explained that Lena Dunham and Gloria Steinem would shortly have their choices on the shelves.

“These are all people I admire, people that I know. I hope to also invite customers to help curate a shelf for the month, to offer shelves of local interest like fishing, the river, and local writers,” he said.

“Books enrich our lives, and I want to reinforce the community One Grand is in. With the book shop, I am on a big adventure!”

Hicklin indicated that he wasn’t nec-

essarily surprised by any of the selections, but did reflect that the choices tell you a lot about the person.

“Michael Stipe’s list is very cyber punk, with subversive fiction. Tilda Swinton’s list features Scottish and anarchic British titles. I was surprised, heartened, and very happy at how many people chose poetry. I don’t read a lot of poetry, and now I have many recommendations,” Hicklin said.

After the opening, One Grand was feted at The Heron Restaurant where visitors and friends celebrated the

venture.

The One Grand bookshop is open on Fridays with wine and cheese in the evening, Saturdays and Sundays through the winter and spring.

For more information and store hours, and a glimpse at some of the lists available, check out www.one-grandbooks.com.



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Catskill Brewery and Roscoe NY Beer Co. join Hudson Valley Food & Beverage Alliance



A lineup of tastes as presented at the Roscoe Beer Co.

Two Sullivan County breweries have joined the Hudson Valley Food & Beverage Alliance, a cluster initiative of the Hudson Valley Economic Development Corp. (HVEDC). The Food & Beverage Alliance focuses on help-

ing area food and beverage companies work together as strong partners and market their products nationwide. The organization includes food businesses, farmers, vegetable growers, beverage makers, distributors and other industry

organizations.

Catskill Brewery, based in Livingston Manor, and the Roscoe NY Beer Co. (RBC) understand the importance of the networking relationships available to them through the Alliance.

"Catskill Brewery's mission to promote and help preserve the Catskills through production of high-quality, locally-made craft beer aligns well with the values of HVEDC," said co-founder Ramsay Adams. "By building relationships between business owners, we can educate people on the value and opportunities within the greater Hudson Valley and Catskill region."

Added Shannon "Birdie" Feeney, RBC's director of marketing: "Being a part of the Alliance affords us the opportunity to align ourselves with some of the great entrepreneurial organizations in the Hudson Valley. We look forward to sharing our passion for brewery excellence and having others do the same with us."



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Catskill Brewery produces a variety of exceptional beers on premises, including cask-aged and specialty beers, while promoting and helping preserve the Catskills and its natural environment. One of the greenest breweries in the country in both its systems and practices, the building is heated and cooled by geothermal, powered by solar, and features a green roof, permeable driveway pavers and an electric car charging station. The brewery is efficient in energy and water use, and re-purposes spent ingredients which are used by local farmers as animal feed.

Five beers currently on tap are Floodwatch, an IPA; Ball Lightning, a pilsner; Nightshine, a black lager; Devil's Path, an IPA; and Freak Tractor, part of the wild beer series. Its beer is on tap in establishments throughout the Hudson Valley.

RBC was also created by a small group of people with a passion for craft beer using their love for their hometown of Roscoe, also known as "Trout Town USA," as part of their marketing efforts.

RBC uses all natural ingredients to maintain and stay true to the American beer making traditions borne from European

ancestry. Its flagship brew is named Trout Town American Amber Ale. Its other beers are Trout Town Rainbow Red Ale, Trout Town Brown Ale, Trout Town Eagle IPA, Trout Town Tail Ale and a special rye called Trout Town Two River Rye.

Its recently opened storefront allows visitors to view the processing of brewing through glass viewing panes. Other features include a self-serve tap wall and full service tasting bar.

"These two breweries add to the uniqueness and innovative thinking we want driving this group's direction," said Laurence P. Gottlieb, HVEDC president and CEO. "The Hudson Valley brewery industry is a powerful regional and national force. We welcome the insights and forward-thinking ideas that Catskill Brewery and Roscoe NY Beer Company bring to the Alliance."

To learn more about Catskill Brewery, call 845-439-1232 or visit: <http://catskill-brewery.com/>. To learn more about Roscoe NY Beer Company, call 607-290-5002 or visit: <http://roscoebeercompany.com/>.

On tap at the Catskill Brewery in Livingston Manor.



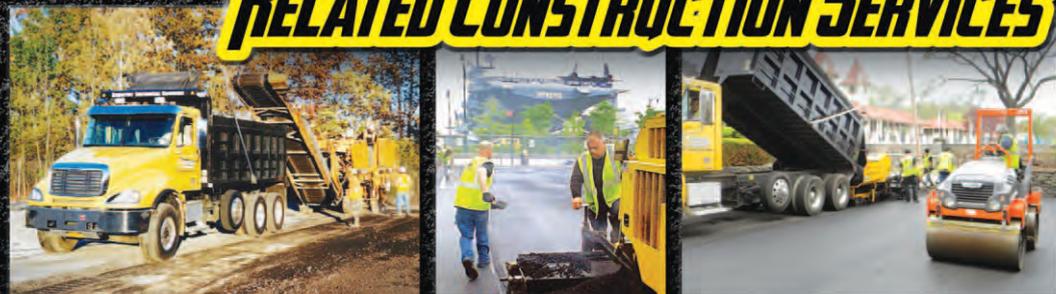
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Delaware Engineering helping to plan for Sullivan's bright future Story by Fred Stabbert III

John K. Brust, Principal of Delaware Engineering, D.P.C., believes in building things. Although sometimes the process is complicated, Brust and the staff at Delaware Engineering are committed to supporting environmentally sound economic development.

"While every project begins with study and planning, our objective is to advance projects through to construction," Brust said recently. "We are all about bringing projects to fruition."

And to that end Delaware Engineering has a staff of 45 engineers, scientists, planners, designers and field technicians, with offices in Albany, Oneonta and Fishkill.

"The focus of our firm is municipal infrastructure and economic development," Brust said. "About 80 percent of our clientele is municipal, including the Village of

and Town of Liberty, Town of Delaware and the Village of Callicoon."

Delaware's commitment to economic development in Sullivan County extends to providing technical assistance to New York State's largest construction project, the \$1.4 billion Montreign Casino.

"The current economic investment in

Sullivan County through the Casino and other related projects will result in additional investment in the future," Brust predicted. "The casino is not the endgame," he said. "Sullivan County will leverage that success to future successes."

Delaware's role in supporting economic development through the creation of mar-

ket-ready development sites fits perfectly with the Sullivan County Partnership for Economic Development's long-range goals.

"We have extensive experience with shovel ready projects," he said. "Delaware Engineering's role is to support local economic development interests with planning, environmental science and engineering services that results in market-ready and shovel ready sites."

The process of planning and permitting an economic development project can be cumbersome and complicated, but the staff of Delaware Engineering includes seasoned professionals, some with backgrounds as state agency staff, all with proven skills in navigating the complex regulatory landscape.

"In addition to our exceptional staff, Delaware Engineering has a government relations group on retainer to the firm and

we work extensively with experts in other fields as necessary to ensure a custom skill-set for each project," he said.

Delaware Engineering's success with shovel ready site development is a natural extension of the firm's specialization in the permitting, design and construction of water and wastewater infrastructure.

"New York's municipalities are plagued with aging infrastructure," Brust said.

"The task of updating extensive municipal infrastructure is daunting for most communities." Delaware Engineering assists communities through identifying and prioritizing needs, understanding the value and benefit of investment in infrastructure, and creating a plan to move forward with predictability.

"Our staff works with local officials to craft projects that are affordable and sus-

tainable while meeting community needs and regulatory requirements," he said.

To that end, Delaware Engineering assists communities with project financing strategies, securing low cost funding and grants from a variety of Federal, State, Regional and local agencies. Each infrastructure upgrade project conducted by Delaware Engineering includes a long-

range budget for the community so there are no surprises down the road.

Why did Delaware Engineering become a Partnership Landmark Sponsor?

"It's all about activity," Brust said. "The Sullivan County Partnership has a professional staff which is on the cusp of much greater things. Business development is all about momentum."

"Under the leadership of Marc Baez, Delaware Engineering will commit our proven ability to act as an extension of staff to the Partnership in support of economic development in the County," he said. Delaware Engineering's years of experience in support of community-based economic development indicates that diversity in land uses in a region is critical. "There is an incredible amount of activity in the county at this time. From Bethel Woods, to Veria Healthy Lifestyles, Monticello Motor Club and the renaissance of Hurleyville, Sullivan is on the move," Brust said.

"Sullivan is poised for great things," he said. "We're very excited about the future of Sullivan County. Just last month the Partnership hosted a standing-room-only event. That was impressive," Brust said.

Why did Delaware Engineering become a Partnership Landmark sponsor?

"It's all about activity. The Sullivan County Partnership has a professional staff which is on the cusp of much greater things. Business development is all about momentum."

What does Delaware Engineering see in Sullivan?

"Sullivan County is poised for great things. We're very excited about the future of Sullivan County. Just last month the Partnership hosted a standing-room-only event. That was impressive."



AT LEFT: Sandy Mathes, Partnership CEO Marc Baez, center, and John Brust, right, look over a design of a new project. Mathes is with Mathes Public Affairs and Brust is the principal of Delaware Engineering.

ABOVE: Employees of Delaware Engineering constructed a Habitat for Humanity house in Schenectady.

ABOVE RIGHT: Under a fast-tracked schedule, Delaware Engineering designed a new wastewater treatment and sewage collection system for the Town of Windham.

AT RIGHT: Delaware Engineering worked closely with the Village of Liberty to provide planning and engineering services for the replacement of the existing 500,000 gallon Revonah Hill water storage tank.

ABOVE, FAR RIGHT: As part of a Make A Wish program, Delaware Engineering built a \$10,000 deck for a disabled youth so he could access a pool behind his house. The project came complete with a chair to lower him into the pool.



Middletown Medical welcomes two new staff members

Middletown Medical, the Hudson Valley's premier provider of healthcare services, has again expanded its staff of healthcare professionals, welcoming Physician Assistant Samantha Adriaans and Dietitian & Diabetes Educator, Laura Ronen, M.S., R.D., C.D.E. to the team.

Adriaans will serve patients as a primary care provider, as well as through Middletown Medical's Urgent Care Center.

She is a board-certified Physician

Assistant, and a recent graduate of Mercy College in Bronx, N.Y., where she received her Master's Degree in Physician Assistant Studies.

"Samantha joins us with remarkable drive to serve our community and provide compassionate, professional care to our patients and their families," said Melissa Wolff, the medical group's Marketing Director and Physician Recruiter. "Her impressive academic performance speaks to the competency and quality she brings to our team."

Through the collegiate program at Mercy College, Adriaans completed nine rotations in nine different areas of medicine. Prior to her time at Mercy, she attended Auburn University in Auburn, Ala., where she graduated with her Bachelor of Science Degree in Microbiology. She is also BLS/ACLS certified, and is proficient in conversational Spanish.

Ms. Ronen brings nearly two decades of experience as a dietician to Middletown Medical. In addition to being a Registered Dietician and Certified Diabetes Educator, Ms. Ronen is a New York State Licensed Dietician and a member of both the American Association of Diabetes Educators

and the Academy of Nutrition and Dietetics.

"Diabetes affects millions of Americans, with high cholesterol and obesity and other weight-related issues affecting millions more," said Melissa Wolff, the medical group's Marketing Director and Physician Recruiter. "The individualized guidance and education provided by professionals like Ms. Ronen is critical to our mission of providing patient-centered care."

Ms. Ronen received her Masters of Science in Nutrition and Food Studies from New York University in New York, N.Y. In addition to helping patients manage their conditions, Ms. Ronen has co-authored publications covering topics such as cholesterol management and diabetes.



Samantha Adriaans



Laura Ronen



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GHVHS announces COO

Wendy Manter, MHA, MHS-HIA has joined the Greater Hudson Valley Health System (GHVHS) Medical Group as Chief Operating Officer.



Wendy Manter

Ms. Manter was previously at Maine-General Health in Augusta, ME as Vice President, Sr. Physician Practice Administration. In addition, she also previously served as the COO at Lowcountry Medical Associates, P.C., a sixty physician primary care practice in Charleston, SC. In the role of GHVHS Chief Operating Officer, Ms. Manter is responsible for all Medical Group operations on a day to day basis including all of the Orange and Sullivan County based practices. She is respon-

sible for identifying and implementing best practice standards while working in partnership with physicians, management and staff to implement these standards in support of the achievement of medical group and health system initiatives. Ms. Manter works to establish effective and productive working relationships within the medical group and health system leadership team. Her major areas of focus include operational planning and management; implementing strategy and transformational change; supporting growth; cultivating a culture of operational excellence; and developing a high performing / high quality medical group.

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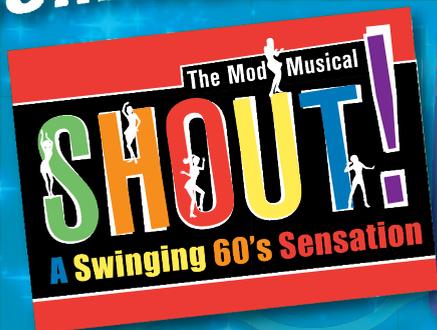



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ORMC receives prestigious Healthgrades

*5-Star Ratings in Bariatric Surgery
and Natural Childbirth*

Orange Regional Medical Center has achieved 5-Star ratings in bariatric surgery and natural childbirth from Healthgrades, the leading online resource for comprehensive information about physicians and hospitals.

These recognitions distinguish Orange Regional for its superior outcomes in surgical techniques to support weight loss efforts, and in vaginal delivery, as measured by in-hospital complication rates.

"Orange Regional is committed to providing exceptional patient care and these Healthgrades recognitions are extremely significant because they serve as a testament to the outstanding care we provide every day," said Orange Regional President & CEO Scott Batulis. "Our clinical and professional staff is committed to positive outcomes. These Healthgrades accolades demonstrate that we are doing just that."

Orange Regional's Vice President of Quality and Health Information Management Rose Baczewski said: "These distinct recognitions are a reflection of our hard working and dedicated staff. They also reinforce that there is a high level of care available, right here in our community, at ORMC."

In the 2015 bariatric surgery performance evaluation, Healthgrades compared hospitals with statistically worse than expected performance (1-star), as a group, to those with statistically better than expected perform-

ance (5-stars), as a group. It found that, patients having bariatric surgery in hospitals receiving a 1-star rating, on average, are 3.6 times more likely to experience one or more complications than if they were treated in hospitals with 5-stars.

Healthgrades analyzed clinical outcomes of bariatric surgery discharges from 355 hospitals across 13 states and measured hospital performance based on risk-adjusted in-hospital complications — preventable problems patients had during their hospital stay.

For natural childbirth patients, there are significant benefits to selecting hospitals that have achieved this level of performance. In the 2015 vaginal delivery performance evaluation, Healthgrades also compared hospitals with statistically worse than expected performance (1-star), as a group, to those with statistically better than expected performance (5-stars), as a group. It found patients that had a natural childbirth in hospitals with 5-stars have, on average a 44.5 percent lower risk of experiencing a complication while in the hospital than if they were treated in hospitals with 1-star.

For the report, Healthgrades analyzed clinical outcomes of natural childbirth from 1,041 hospitals across 13 states. Healthgrades measured hospital performance based on risk-adjusted in-hospital complications — preventable problems patients had during their hospital stay.



DKI host ribbon cutting at new Monticello office

Hudson Valley DKI hosted a ribbon cutting on Tuesday at its new office location at 534-544 Broadway, Monticello. Village of Monticello, Town of Thompson, Sullivan County Chamber and Sullivan County Partnership representatives welcomed the company to Sullivan County. Cutting the ribbon were company President Angelo Ferrante and Director Matthew De Maio. The company specializes in disaster remediation and restoration and can be reached at 845-294-8919.

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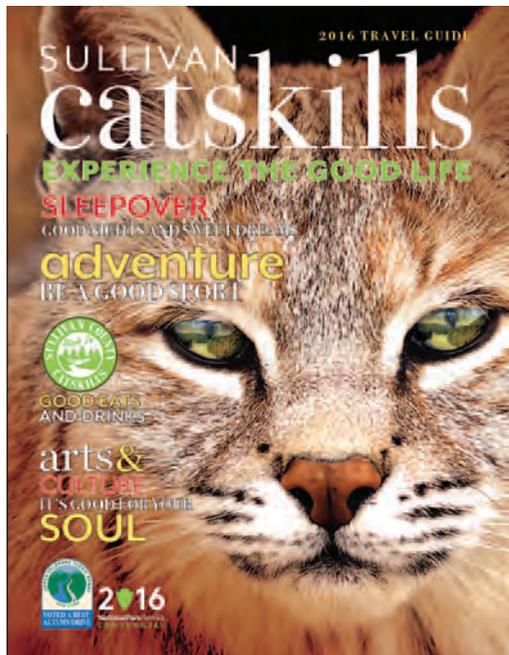
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Sullivan Catskills News

The Sullivan County Visitors Association has been busy collecting information and editing the 2016 Travel Guide. It is at the press and will be ready for the first shows starting January, NY Times Show and Outdoor Sports Show. Several other outdoor and sports shows in February and March along with golf shows. The cover was unveiled at the Annual Meeting and Holiday Celebration held at The Sullivan on December 2, 2015. The guide is the most requested travel information for the Sullivan Catskills and contains attractions, restaurants, lodging, shopping, events and more. A highlight for this year's guide is the 100th year celebration of the National Park Service, Upper Delaware Scenic River.

2016 Travel Guide Cover

SCVA also honored several individuals and businesses at its Annual Meeting. Duke Devlin received the STAR Award



Eyes reflecting the Delaware River, this lynx makes a spectacular '16 Travel Guide cover!

Individual Achievement, ECCE Bed and Breakfast, Alan Rosenblatt and Kurt Kreider, STAR Award for Business Achievement, and the TOAST Award for Exceptional Service went to a trio from

the Roscoe Beer Company, Josh Hughes, Shannon Feeny and Tina Schlott. They each received a plaque from SCVA and Certificates of Recognition from the Sullivan County Legislature, NYS Assembly, NYS Senate, Congressman Gibson and a special recognition from Governor Andrew Cuomo, who also recognized Roberta Byron-Lockwood for her recent NYSTIA Excellence in Leadership Award.

SCVA received the 2014 NYS Economic Impact of Tourism Report. The Sullivan Catskills gained 2.5% increase in visitor spending over 2013 at over \$372 million. This equates to over \$24 million in local sales tax generation. If it were not for tourism in Sullivan County, every household would have to pay an additional \$1,527 to maintain the same level of government revenue. The early indicators for 2015 report a robust gain for the tourism industry with sales tax and bed tax showing major increases to date.

SCVA recently attended the 2015 Governor Tourism Summit in Albany. A message from the Governor stressed the importance of tourism in Upstate NY. The Governor's commitment to tourism continues with increased funding to promote tourism and open up additional international markets. He recently announced the awarding of \$5 million

to promote the Catskills Region and is planning a Catskill Challenge event for 2016. A report by Oxford Economics at the Summit reported that tourism in NYS is a major contributor to economic development and quality of life for Upstate New York.

National Geographic is producing a website and promotional opportunity for the Sullivan Catskills, spurred by the Delaware River corridor. This site will highlight the unique businesses, attractions and events in the Sullivan Catskills. If you have not done so, go to <http://delawareriver.natgeotourism.com/>



Duke Devlin earned SCVA recognition for his work as a Woodstock site interpreter.



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NYSERDA Provides Free Energy Assessments for Non-Profits and Small Businesses

The New York State Energy Research and Development Authority (NYSERDA) offers no-cost energy assessments for not-for-profit organizations and small businesses throughout New York State. A team of energy efficiency experts identify cost-effective, energy-saving opportunities (e.g. lighting, heating equipment, motors, thermostats, insulation) to help your organization make informed energy efficiency decisions. The assessments identify improvements that can yield substantial annual energy savings, as well as available incentives and low-interest loan opportunities to reduce the cost of implementing the energy-saving improvements.

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and enter your information.

As SCVA looks to 2016, the association is working to strategize for the increased assets on the horizon, Montreign/Adelaar and Zliving. As these major developments and others move forward, SCVA is positioning itself to become a premier destination with the arts, culture, history, outdoor recreation, culinary foodie and beverage movement and the unique lodging options already being utilized by increased visitation to the Sullivan Catskills.

The strength of the tourism industry

provides a healthy economic stimulus for Sullivan County, increasing investment and sustaining a quality of life for its community.



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Above: From the left, Shannon Feeney, Josh Hughes and Tina Schlott won SCVA awards for their Roscoe NY Beer Company hospitality. Left: National Geographic is participating in an initiative to highlight all the wonders to be found in the Upper Delaware River Valley.

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New Partnership Investor Program Adds Value and Opportunity for its Membership

The Partnership for Economic Development in Sullivan County recently revamped its Investor Program, the basis by which the organization raises private sector revenue while providing for marketing and general business development offerings to its membership.

"After more than two decades of a membership dues model, the organization seeks to maximize exposure, local market recognition, social media advertising tools, and direct messaging for our over 215 members" said Marc Baez, President & CEO. "By providing a mix of investor options members can now tailor their messaging dollars to a



product(s) that best fits the needs of a given investor."

These options include Investor,

the entry level, followed by Executive Investor, Gold, Platinum and Landmark levels.

The Landmark Level, which is the highest level, provides all of the bells and whistles, including sponsorships of many Partnership events, feature story in the Business Edge, complimentary admission to all Partnership events and access to the Partnership's growing member list. Investors can select certain options to better budget early on for specific events, advertising, sponsorship and other opportunities during the time of their initial membership or their annual investment renewal. Landmark investors enjoy premium positioning, prominent location on all communications mediums, inclusion in all major media outreach campaigns, direct

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access to potential prospects among many other benefits. While this simplifies the process for budgetary reasons, investors are open and encouraged to sponsor various opportunities a la carte if so desired. Partnership investors are local, regional, national and even international. They are big and small, mission and market driven.

At the very core of the Partnership's mission is providing

value and assistances to its investors to best maximize the success of all and by extension the greater Sullivan County business community as a whole. Look to a series of new projects forthcoming as well as added value opportunities in the coming year.

To find out more about becoming a Partnership sponsor, call Marc Baez at 845-794-1110 or email him at marc@scpartnership.com.

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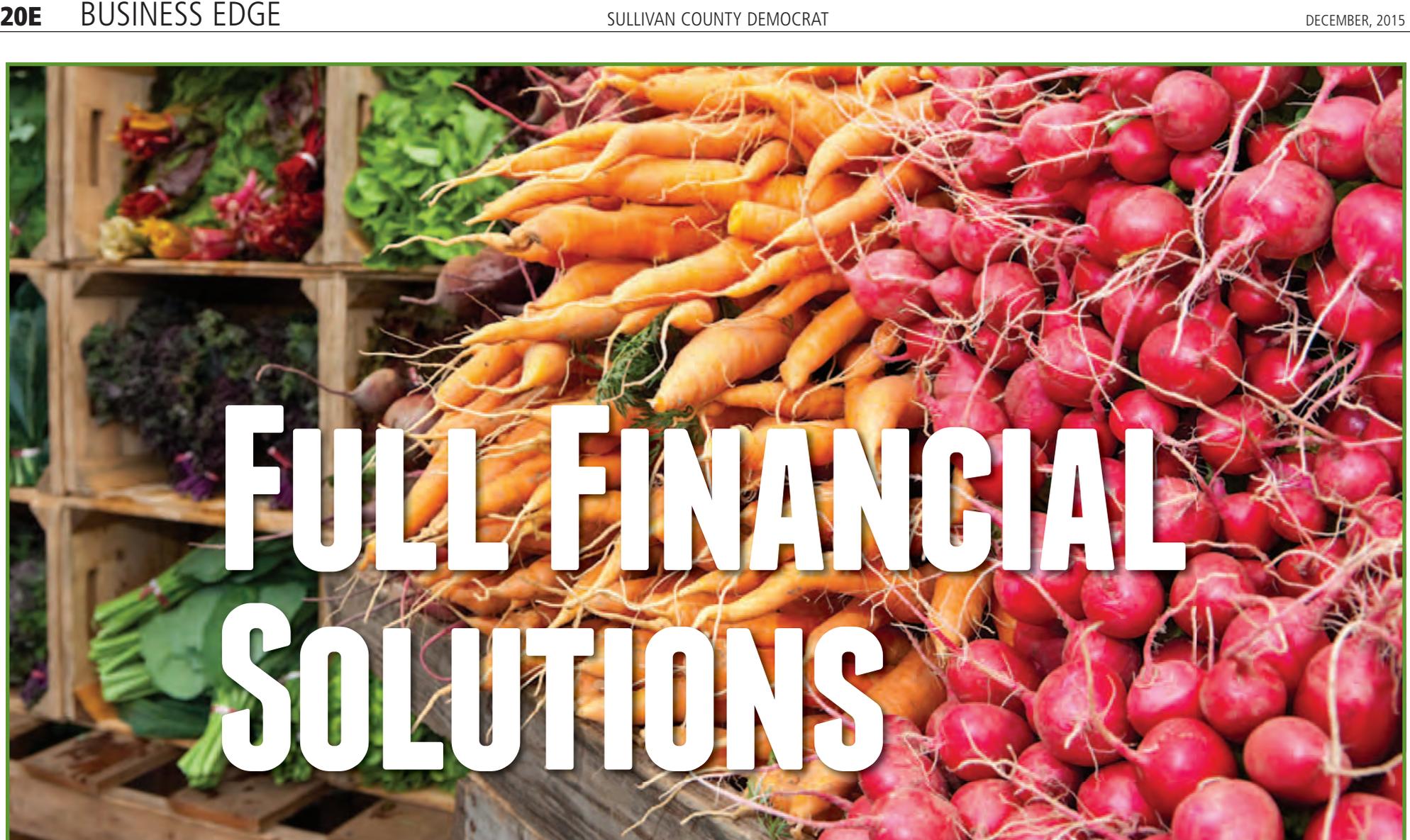
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