# Economic Development, Tourism, Housing, Planning & Transit Committee

## **Committee Meeting Minutes**

DATE & TIME:	November 7, 2019 – 5:00 PM
LOCATION:	K.L. Binder Library
PRESIDING OFFICER:	Chair Brian Woltman
LEGISLATIVE STAFF:	Nettie Tomshaw
PRESENT:	Legislators Archer, Delaune, Litts, Rodriguez, Bartels
ABSENT:	Legislator Maio, Joseph Maloney
QUORUM PRESENT:	Yes

**OTHER ATTENDEES:** Legislator Kathy Nolan, Deputy County Executive Marc Rider, Dennis Doyle Director Department of Planning, Carol Hargrove Director UCAT, Sajaa Ahmed Deputy Director UCAT, Lisa Berger Director Economic Development, Director Alan Macaluso Information Services, Rick Remsnyder Director Tourism, Peter Criswell Legislator Elect Dist. No. 7

- Chair Woltman called the meeting to order at 5:03 PM.
- Pledge of Allegiance to the Flag.

- Attendance

Motion No. 1:	Moved to Approve the Minutes of October 1, 2019		
Motion Made By:	Legislator Rodriguez		
Motion Seconded By:	Legislator Litts		
Discussion:	None		
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels		
Voting Against:	None		
Votes in Favor:	6		
Votes Against:	0		
Disposition:	Minutes Approved		

### • Department - 2020 Budget Update

Tourism – Director Rick Remsnyder – See attached complete presentation. Total 2020 Budget \$1,149,252.00, four benefited positions, total salary \$218.7K. Director Remsnyder noted not much has changed from last year. The director left two bags w/county logo. Committee budget discussion ensued. > Employment & Training – Director Lisa Berger provided a budget overview.

Budget is 100 % federally reimbursable – the County is obligated to spend 80% of the budgeted amount, the balance carries over until the next program year. Serve 14-24 youth, dislocated workers, and adults – general public who need skills training. Legislator Rodriguez confirmed a new Director of Training will be in place 1/1/2020.

Office of Economic Development – Director Lisa Berger – See attached complete presentation.

Funding four positions, UCEDA allocated \$32K for objective tools to evaluate economic development efforts, establish API's – EMSI tools etc., UCEDA budget \$150K for marketing and work in equable economic development outreach efforts including child care housing workforce, transportation and expansion retention efforts. Legislator Rodriguez confirmed a final UCEDA budget with no changes was adopted 10/31/19, but not distributed yet. Ellenville million funding balance went to the hospital healthcare, \$113.7K. Committee discussion ensued. Chair Bartels would like the new Economic Development department to take the lead, plan/vision going forward. Legislator Archer wants to ensure everyone is on the same team to advance economic growth in Ulster County.

> Public Transportation – Director Carol Hargrove provided a budget overview.

Operating budget \$6 million, UCAT four divisions, revenue at \$5+ million, Ezpass bridge tolls travel expense \$20K, biggest expense UCAT loop. City of Kingston very successful. MTA revenue funding is a wash. \$369K to run a bus system for 2019. Capital budget = purchasing (8) buses in 2020 - (2) 26', (3) 35' diesel hybrids, (2) 35' & (1) 40' electric buses all fully funded – no local share. Biggest expense are parts, payroll, maintenance and fuel 80% Federal, 10% State, 10 % County. Ridership last year was 380,000 approx. passenger trips, this year estimates at 415,000 rides. Kingston ridership up to 18,000 for the quarter. Bus shelters will be paid through outside funding sources. Bus signage will be installed with the Kingston Broadway beautification program. Chair Bartels conveyed customers are very happy having their voice heard and with the bus service.

- Planning Director Dennis Doyle See attached complete presentation. Committee discussion ensued.
- Information Services Interim Director Alan Macaluso Due to time constraints the formal presentation was summarized. See attached presentation. Legislator Litts expressed the average department salary is higher than he would have anticipated. Committee discussion ensue.

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# Resolutions for the November 19, 2019 Session of the Legislature

<u>**Resolution No. 461</u>**: Designating The Ulster County Department Of Tourism As The Official Tourism Promotion Agency Of Ulster County – Department Of Tourism</u>

**Resolution Summary:** This resolution designates the Ulster County Department of Tourism as the official tourism promotion agency for Ulster County, thereby making it eligible to apply for and accept matching tourism promotion funds on behalf of Ulster County during calendar year 2020, and to represent Ulster County for the promotion of Tourism. No financial impact.

Motion No. 3:	Motion to Discuss & Adopt Resolution No. 461
Motion By:	Legislator Rodriguez
Motion Seconded By:	Legislator Archer
Discussion:	None
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	<b>Resolution Adopted</b>

**Resolution No. 462:** Pledging Matching Funds For The "I Love New York" Tourism Promotion – Department Of Tourism

**Resolution Summary:** Ulster County pledges to match funds received from the "I Love New York" Matching Funds Local Assistance Program during New York State fiscal year 2020 in an amount no more than \$135,250.00 and no less than \$30,000.00. \$70.7K anticipated State Aid.

Motion No. 3:	Motion to Discuss & Adopt Resolution No. 462
Motion By:	Legislator Rodriguez
Motion Seconded By:	Legislator Litts
Discussion:	None
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	<b>Resolution Adopted</b>

**Resolution No. 415**: Establishing Program Administration For The Ulster County Revolving Loan Fund Committee

**Resolution Summary:** This resolution establishes a program administration for the UC Legislature to administer funding by assigning the care and custody of all UC Revolving Loan Funds, including but not limited to former CDBG funds and HUD Section 108 funds – all management and control of/over the UCRLF and its funds. No financial impact.

Motion No. 2:	Motion to Discuss & Adopt Resolution No. 415
Motion By:	Legislator Rodriguez
Motion Seconded By:	Legislator Archer
Discussion: resolution.	Legislator Rodriguez, sponsor of this resolution requested to postpone the
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	<b>Resolution Postponed</b>

**Resolution No. 449:** Confirming The Appointment Of Alan Macaluso As Director Of Information Services

**Resolution Summary:** This resolution confirms the appointment of Alan Macaluso to the position of Director of the Department of Information Services, budgeted 2019 salary \$109,657.00 – currently Interim Director.

Motion No. 3:	Motion to Discuss & Adopt Resolution No. 449
Motion By:	Legislator Rodriguez
Motion Seconded By:	Legislator Archer
Discussion:	Legislator Rodriguez confirmed this is for the permanent position.
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	<b>Resolution Adopted</b>

**Resolution No. 452:** Setting A Public Hearing On Proposed Local Law No. 13 Of 2019, A Local Law Requiring That Property Owners Of Multi-Family Dwellings Located In Ulster County With More Than Twenty Units Have An Office In Ulster County, To Be Held On Tuesday, December 10, 2019 At 6:10 PM

**Resolution Summary:** This resolution sets a public hearing on proposed Local Law No. 13 of 2019, Requiring That Property Owners Of Multi-Family Dwellings Located In Ulster County With More Than Twenty Units Have An Office In Ulster County.

Motion No. 3:	Motion to Discuss & Adopt Resolution No. 452
Motion By:	Legislator Rodriguez
Motion Seconded By:	Legislator Delaune

**Discussion:** Legislator Petit sponsor of this resolution provided an overview, noting this is in response to more people joining the community and not being responsible landlords. City of Kingston and New Paltz have similar laws. This resolution is to set a public hearing. Chair Woltman confirmed the office must be staffed (35) hours per week. Legislator Archer confirmed with the sponsor any municipality or law enforcement could enforce this local law. Legislator Litts noted the landlord will pass costs onto the tenants. Committee discussion ensued.

Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	Resolution Adopted

<u>**Resolution No. 475</u>**: Approving The Execution Of A Contract Amendment Causing The Aggregate Amendment Amount To Be In Excess Of \$50,000.00 Entered Into By The County – Next Step Digital, LLC – Information Services</u>

**Resolution Summary:** This resolution approves the execution of a contract amendment #2 with Next Step Digital, LLL extending the term of the agreement for website design, development, maintenance and support. 100% County, Prior Amt. \$79.5K, Amended Amt. \$30K, Total Amt. \$109.5K. Amended Term 12/31/2019 – 12/31/2020.

Motion No. 3: Motion By: Motion Seconded By:	Motion to Discuss & Adopt Resolution No. 475 Legislator Archer Legislator Delaune
<b>Discussion:</b> will be able to do web desig	Legislator Archer confirmed with Alan Macaluso that Next Step Digital gn development, noting our website could be more user friendly to navigate.
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	Resolution Adopted
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**Resolution No. 476:** Approving The Execution Of A Contract Amendment In Excess Of \$50,000.00 Entered Into By The County – Tyler Technologies, Inc. – Information Services

**Resolution Summary:** This resolution approves the execution of a contract amendment #8 with Tyler Technologies, Inc. to extend the term of agreement for payroll software maintenance – professional services, 100% County, Prior Amt. \$425.2K, Amended Amt. \$65.7K, Total Amt. \$490.8K, Amended Term 12/6/2019 – 12/6/2020.

Motion No. 3:	Motion to Discuss & Adopt Resolution No. 476
Motion By:	Legislator Litts
Motion Seconded By:	Legislator Archer
Discussion:	None
Voting In Favor:	Legislators Woltman, Archer, Litts, Maloney, Rodriguez, Bartels
Voting Against:	None
Votes in Favor:	6
Votes Against:	0
Disposition:	<b>Resolution Adopted</b>

# New Business:

Chair Woltman asked if there was any other business, and hearing none;

### Adjournment

Motion Made By:	Legislator Litts
Motion Seconded By:	Legislator Delaune
No. of Votes in Favor:	6
No. of Votes Against:	. 0

**Time**: 6:42 PM Respectfully submitted: Nettie Tomshaw, Legislative Staff Minutes Approved: December 3, 2019





# **Tourism Director Update**

# **2020 Budget:** \$1,149,252

# Positions

- Tourism Director
- Deputy Tourism Director
- Office Assistant
- Tourism Information Assistant

**Total Benefited Positions:** 4

Total Salary: \$218,711



# **Tourism Director Update**

**Professional Services Fees:** \$525,000 Includes Advertising Agency Fee, Travel Guide design and production and Distribution

Professional Services Advertising: \$220,000

**Misc. Contractual Expenses:** \$17,500 Includes Printing, Memberships and Periodicals

**Conference Expenses:** \$12,500

Supplies: \$7,500

Travel: \$5,000



# Tourism Spending | Tax Revenue

over the previous year, and we attracted over 5 million visitors, according to Tourism spending was a record \$651.5 million in 2018, an increase of 11% NYS Empire State Development.

to the Oxford Economics Report commissioned by I Love NY. The Occupancy Tax for 2018 was a record \$1,805,746, an increase of 25% over the previous Tourism spending in Ulster County has increased 40% since 2009, according year. The first three quarters of 2019 were up a record 14.7% over 2018.

# Seek For Yourself Campaign Results

captured more than 7.3 million impressions resulting in 164,026 website Paid media placements running Jan. 1, 2019 - Oct. 27, 2019, we have sessions and 319,081 total webpage views.

Facebook following has increased almost 70% compared to Jan. 1, 2018 -Our social media following on Instagram has increased to 9,227 and our Oct. 27, 2018.

# **Influencer Marketing**

Our summer influencer @cyeats provided her 230k+ followers with a foodie-centric weekend that captured 280k+ Instagram Story views, 10,519 likes and more than 400 comments.

# Her weekend featured:

- Alleyway Ice Cream,
- Dallas Hot Weiners
- Whitecliff Winery, Gardiner
- Tuthilltown, Gardiner
- Savona's, Kingston
- Stockade Tavern, Kingston
- Village Coffee & Goods, Kingston
- Kingston Farmers Market
- Kovo Rotisserie, Kingston

- Keegan Ales, Kingston
- Schwartz's Inn, Kingston
- Hotel Dylan, Woodstock
- Silvia, Woodstock
  Cucina, Woodstock
- Oriole 9, Woodstock
- Fruition Chocolate Works, Woodstock





Gulstercountytourism



# **Influencer Marketing**

Our autumn influencer @headstandsandheels provided her <u>230k</u>+ followers with a wellnesscentric weekend that captured <u>280k</u>+ Instagram Story views, <u>10,519</u> likes and more than <u>400</u> comments.

# Her weekend featured:

- Alleyway Ice Cream,
- Dallas Hot Weiners
- Whitecliff Winery, Gardiner
- Tuthilltown, Gardiner
- Savona's, Kingston
- Stockade Tavern, Kingston
- Village Coffee & Goods, Kingston
- Kingston Farmers Market
- Kovo Rotisserie, Kingston

- Keegan Ales, Kingston
- Schwartz's Inn, Kingston
- Hotel Dylan, Woodstock
- Silvia, Woodstock
  Cucina, Woodstock
- Oriole 9, Woodstock
- Fruition Chocolate Works, Woodstock



# 9% SOCIAL 9% TOOLS & INFLUENCER SUPPORT 3% EMAIL 1% MOBILE DISPLAY 19% ONLINE DISPLAY 19% NATIVE 30% VIDEO 10% RADIO ULSTER COUNTY











# "The traveler sees what he sees, the tourist sees what he has come to see."

OURSELF

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-GK Chesterton

Expanding

Meaning

Adventure travel continues to be a strong driver in the destination marketing category. According to the *Trekk Soft 2018 Travel Trend Report*, 43.4% respondents described "adventure travel" as "getting off the beaten path," aligning well with Ulster County Tourism drivers.





With locally produced beer, wine, spirits and ciders, Ulster County is a drink geek's paradise. Our to isst nucleases, the other terrary means in a loady contain the supersy, likely on the other terrary of counter the loady contains the angels, here the drink of dense set is a behavior. A set is here the load of the supersystem of the supersystem of the load angels, here the drink of dense set is a behavior method.

with forceasing transmiss, fast it and started to New York, which is arguably the bittplace of the modern card; moreorement, and within two York, that movement has been strong in United County, where two York's first whicky distillary after which this product and when many card therewents, claims, when the so and

Here are five ways to drink well in Ulster County; . Tour the Shawangurk Wine Trail tary you way drough Usar County with a waveful the trailed one of the

distillation new flaurists



Native content placements on sites such as Edible and Gotham promoting dining and activities in Ulster County aligned with seasons

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rideo and sneak peeks of a destination will put them in the appealing to their emotions via visually stunning landscape And, travelers make decisions on visceral emotion. So position of an insider

Ulster County incorporates video into our media campaign through programmatic digital and social placements, with results often exceeding industry benchmarks.









# Ulster County Department of Economic Development

# 2020 Plan for "Professional Services" Budget Appropriation

The Department of Economic Development's 2020 plans involve a primary focus on expansion and retention of existing Ulster County businesses as a means to continue growing and diversifying our economy, while ensuring that all residents have access to economic opportunity.

452 Berger 11/ 7/20

Specific activities that may require professional/contractual services include:

• Investment in county-wide business/company data and an industry-recognized, best practice customer relationship management tool that will allow the department to better locate, communicate, chart, and track the needs and trends of the existing business community, its efforts to assist, and the results of those efforts.

• A Business Retention and Expansion Survey, several industry-focused networking events, and sector-based CEO Roundtables where businesses most pressing needs can be brought forward.

• The implementation of a pro-local Business Expansion Incentive program, proven to be highly successful in other parts of the country, that would provide a wage reimbursement coupled with a property tax abatement through the UCIDA for businesses paying a living wage to new employees hired as part of a business expansion.

• The development of a strategy promoting and expanding Ulster County niche manufacturing and entrepreneurs. This work would include the food and beverage sector, the film, TV and creative sector as well as specialty makers.

• An innovative focus on developing jobs and workforce training by marketing the Green Building Academy and a computer coding initiative with proven results getting people into middle and high paying careers.

• The development of a one-of-a kind campaign communicating the availability of middle and high wage jobs targeted towards those who have grown up here and moved away and creating a direct connection to the businesses in Ulster County searching for talent planned with critical goal of bringing our young people "home."

• Additional investments, such as studies/plans or new/expanded programs identified as key short-term action steps to advance the forthcoming strategy to be identified through the Ulster 2040 process and/or in consultation with the Board of Directors of the Ulster County Economic Development Alliance.

Dennis Doyle Budget Presentation 11/7/2019

# Organization CHART Ulster County Planning Department STAFF TOTAL 7



# PLANNING DEPARTMENT 2020 PROPOSED BUDGET PROFESSIONAL SERVICES

Professional Services			
Category		Amount	
Transportation Council		\$	260,000.00
Continuum of Care		\$	30,000.00
Trail Enhancement		\$	150,000.00
Census Complete Count		\$	40,000.00
Farmland Protection Plan		\$	50,000.00
Advertising		\$	1,700.00
	Total	\$	531,700.00

Note: funding for the Transportation Council is 95% federal and funding for the Farmland Protection Plan will be matched at 50% of the total project costs (\$100,000.00)

The Planning Department acts has host agency for the Ulster County Transportation Council (UCTC) with a master agreement with the NYSDOT. UCTC includes all of the mayors and supervisors as well as the County Executive (chief elected officials) in the County. Three major responsibilities – Long Range Transportation Plan, management of Transportation Improvement Program, and annual unified planning work program.

# UCTC UNIFIED PLANNING WORK PROGRAM

**Ongoing Studies** 

Road Safety Analysis – County-wide Traffic Monitoring Program Pavement Management Program Wallkill Valley Rail Trail Opportunity Study Village of Ellenville Wayfinding Project Kingston Wayfinding Study Kingston Signals Analysis

Studies in the Program not yet commenced UCAT Fleet storage facility analysis Long Range Transportation Plan Update New Paltz Connector – congestion management effort

Studies currently requested prior to call for projects Rt. 9W Town of Ulster – congestion management City of Kingston – Rail Safety Anaysis

# PLANNING DEPARTMENT

# 2020 PROPOSED BUDGET

TRANSPORTATION

The Planning Department provides assistance and/or project management for many special projects current ongoing projects include:

# PLANNING DEPARTMENT

# 2020 PROPOSED BUDGET

# SPECIAL PROJECTS

Ashokan Rail Trail Midtown Linear Park Kingston Rail Trial Ulster County Public Safety Training Center Ulster County Public Safety Radio Tower Ulster County Veteran Cemetery Assistance with issues associated with Tech City, Assistance with Census 2020 Capital Program Development

### Administrative support for the COC Preparation and submittal of the annual application for funding Data collection as part of a HMIS Required point in time homeless count PLANNING Note: the COC application generally yields approximately 1.2M in funding for agencies to provide assistance to the homeless. DEPARTMENT The Department also provides oversight of the county's housing programs currently we 2020 PROPOSED have funding for BUDGET 450K homeownership – nearing completion 600K housing rehabilitation - drawdowns have just started HOUSING 590K homeownership – contracts just signed outreach ongoining

# PLANNING DEPARTMENT

2020 PROPOSED BUDGET

AGRICULTURE AND OTHER Agriculture: supports the Ulster County Agricultural Farmland Protection Board that includes the annual additions to lands in the agriculturtal districts in the county and the review of Ag. District, on an 8 year Cycle. The Department also supports the application process for Purchase of Development Rights

The 2020 budget contains funding for an update of the Ag. Farmland Protection Plan – last adopted in 1997.

Lower Esopus: The Department also involved in issues associate with the lower Esopus and with the DOE is developing a scope of services to review the DEIS when issued by the DCE for the releases to the Lower Esopus

Upper Esopus: assists in choosing projects to be funded under the Ashokan Stream Management Program

Brownfield Opportunity Study - Completed in 2019

# PLANNING DEPARTMENT 2020 PROPOSED BUDGET

LAND USE

Department is required under the administrative code to support the Ulster County Planning Board. This 25 member board is responsible to review land use actions that occur at the local level that may rise to the level of county concern. The board membership is recommended by the communities that they serve and appointed by the legislature

Current referral load is approximately 230 reviews this year.

In addition, the department also

- conducts gateway meetings with developers and communities on proposed projects
- provides educational training to county and local board members as required under state law
- provide assistance to communities on zoning and comprehensive plans including
- \* appropriate elements of regulations on solar facilities prior to state model law
- \* considerations for regulation of short term rentals
- \* how to streamline regulatory review

# 3 Alan Macaluso. 11/7/2019

# Ulster County Information Services

Prepared for:

**Ulster County Legislature** 

Economic Development Tourism, Housing, Planning, & Transit Committee October 31, 2019
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Ulster County Information Services (UCIS) provides strategic information technology leadership, governance, architecture, technical resources and expertise in the development and deployment of modern information technologies to enable and improve government efficiency, effectiveness, and promote innovation to improve citizen access to government information and services.

By adhering to the department's 4 core principals – Customer Service, Collaboration, Communication and Commitment – UCIS develops, deploys and maintains information technology systems; provides secure, agile and sustainable technology infrastructure; and delivers responsive and effective customer service in support of County government.



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## 2020 Goals and Objectives

- Merge DSS IT services staff into Info Services and expand IT support for DSS users, endpoints and applications
- Identify and migrate outsourced solutions to in-house
- Identify and convert legacy applications to web-based solutions
- Develop cloud-based Disaster Recovery solution for key ERP systems
- Continue refresh of end-of-life desktops and laptops
- Continue to partner with DHS/MSISAC on Cybersecurity infrastructure improvements
- Explore municipal outreach via shared services
- Redevelop County intranet with improved and expanded capabilities





# 2020 Goals and Objectives

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\$ Budget Ove	erview	,	2020 BUDGET	Professional Services Education/Training 1%	Leases/Rental Professional Services Equipment Other Fees 7% 9%
			Maintenance Software		Conference Expenses
			25%		Travel Trvl Con Exp
Appropiations (Expenses)	2020 Budget	%			0% 0% Misc Contractual Expense Memberships
Professional Services Education/Training	\$34,800.00	0.95%			0%
Professional Services Other Fees	\$307,288.00	8.41%			
Leases/Rental Equipment	\$252,000.00	6.90%			Misc Contractual
Conference Expenses Con Exp	\$13,050.00	0.36%	Maintenance Repair &		Expense Periodicals
Travel Trvl	\$12,500.00	0.34%	Maintenance -		20%
Misc Contractual Expense Memberships	\$125.00	0.00%	Equipment		
Misc Contractual Expense Periodicals	\$733, 171.00	20.07%	10%	A superior and a	
Misc Contractual Expense Other	\$34,680.00	0.95%			Misc Contractual
Communication Expenses Internet Services	\$609,868.00	16.69%	Communication		Expense Other
Communication Expenses Telephone Services	\$357,360.00	9.78%	Expenses Telephone		1%
Maintenance Repair & Maintenance -	\$373, 241.00	10.21%	Services	Commun	ication
Maintenance Software	\$881,676.00	24.13%	10%	Expenses	nternet
	\$3,653,909.00	100.00%		Servi	
				179	
					-

Appropiations (Expenses)	2020 Budget	%
Computer Equipment	\$644,222.00	87.59%
Computer Equipment Software	\$91,315.00	12.41%
	\$735,537.00	100.00%



# **\$** Budget Overview (cont.)

Appropiations (Expenses)	2020 Budget	%
Regular Pay	\$2,054,236.00	98.00%
Part Tîme Pay	\$10,000.00	0.48%
Overtime Pay	\$10,000.00	0.48%
Contractual Pays Longevity Pay	\$22,000.00	1.05%
Contractual Pays On-Call Pay	\$0.00	0.00%
	\$2,096,236.00	100.00%

Appropiations (Expenses )	2020 Budget	%
Retirement Ret	\$323,288.00	31.44%
Social Security/FICA SS/FICA	\$160,363.00	15.60%
Health Insurance Dental	\$27,225.00	2.65%
Health Insurance Hospital & Medical	\$513,462.00	49.94%
Health Insurance Optical	\$3,811.00	0.37%
	\$1,028,149.00	100.00%



Social -lise to issue or exercise issues is



Cherwell Ticketing System for Customer Support (<u>10/19/2018 – 10/19/2019</u>)





• Cherwell Ticketing System for Customer Support (10/19/2017 - 10/19/2018):



## Performance Measures and Effectiveness (cont.)

- Increased Cyber Security Posture
  - o DHS/MSISAC Cyber Security infrastructure improvements
    - o DHS/MSISAC BOE Cyber Security Audit (Grant Thornton)
      - o FireEye Intrusion Detection System (DHS/Dyntek) LIVE
      - o Deploy LogRythym system log analyzer (DHS/Sedara) LIVE
      - o CloudFlare Web Application Firewall protecting BOE website WIP
  - Regular Cyber Awareness Training Program weekly (onboarding) and yearly (mandatory)
  - o Continue user vulnerability testing via KnowB4 Cyber Awareness Training and Assessment Tool
  - Rolled out County-wide Password Complexity (training and implementation)
  - Modernized IT Security Policy (In progress)
- Brought the New World Financial System in-house
  - · Leveraging existing infrastructure and failover capabilities
- Using iVanti Endpoint Manager, developed robust desktop/laptop deployment and management methodology enabling deployments of 300+ desktop/laptops in 2019, replacing vulnerable and end-of-life devices.

The Economic Development, Tourism, Housing, Planning, & Transit Committee is charged with the responsibility of setting policy for and reviewing contracts pertaining to the following: Economic Development, Tourism, Planning, Employment and Training, Public Transportation, Technology, and the Department of Information Services.

The below pie charts highlight departments/divisions within the purview of the Committee's charge which consist of the greatest value of expenditures and revenues as recommended by the 2020 County Executive's proposed budget. The pages that follow contain historic and current information pertaining to the highlighted departments carrying the greatest values.



Information Services Adopted & Amended Budget vs Actual Expenditures by Year 1,600,000.00 1,400,000.00 1,200,000.00 1,000,000.00 800,000.00 600,000.00 400,000.00 200,000.00 2015 2019 2016 2017 2015 2019 2015 2015 2018 2017 2018 2016 2017 2018 2019 2016 010 016 017 2103 2017 018 2016 020 020 Computer Equipment Professional Services Leases/Rental Misc. Contractual Expense Maintenance Repair & Maintenance Communication Expense ■ Actual Amount ■ Adopted Budget ■ Amended Budget

Information Services

### Notes: Professional Services consist of Education/Training (10%) and "Other Fees" (90%)

	2015	2016	2017	2018	2019 Adopt	2019 Amend	2020 Recomm
Misc Contractual Expense Periodicals	135,424	266,457	488,267	629,897	672,606	689,490	733,171
Growth over Prior Year		97%	83%	29%	7%	9%	9%

**Communication Expenses consist of Telephone and Internet Charges** 

pense Detail	Year	Adopted Budget	Amended Budget	Actual Amount	
Computer Equipment	2015	1,312,993	1,295,039	332,939	-
	2016	927,455	1,018,237	662,047	
	2017	966,158	836,240	616,989	
	2018	814,410	954,974	744,997	
	2019	787,518	880,855	463,387	•
2020	Recomm	738,537			
Professional Services	2015	493,269	498,545	280,295	1
	2016	403,217	437,007	216,242	
	2017	399,667	331,083	299,213	
	2018	391,498	338,810	231,039	
	2019	336,827	358,077	201,825	•
2020	Recomm	342,088			
Communication Expenses	2015	-	1,103,279	1,102,864	1
	2016	1,002,469	1,002,469	848,742	
	2017	840,452	840,452	778,775	
	2018	831,650	831,650	807,341	
	2019	850,404	850,404	641,776	1
2020	Recomm	967,228			



Percentage Growth Year over Year		2016	2017		2019	2019	2020
Travel & Conference	2015 Actual	Actual	Actual	2018 Actual	Adopted	Amended	Recommended
Conference Expenses	2,273.00	3,720.34	1,123.22	10,655.99	7,300.00	7,300.00	13,050.00
		64%	-70%	849%	-31%	-31%	79%
Travel	1,774.79	1,017.07	549.64	443.81	16,790.00	13,790.00	12,500.00
		-43%	-46%	-19%	3683%	3007%	-26%

	N	EW		
		2019 Adopted Budget	2019 Amended Budget	2020 County Executive Recommended
5905 - Cl	ty of Kingston Svce Expansion			
1300	Regular Pay	-	232,878.00	413,585.0
1400	Part Time Pay		3,600.00	38,648.0
1410	Overtime Pay		6,400.00	6,100.0
1420	Contractual Pays		2,350.00	
4000	Supplies			90,000.0
4300	Professional Services		1,750.00	2,000.0
4570	Leases/Rental		12,000.00	12,000.0
4600	Misc. Contractual Expense		10,000.00	
4670	Communication Expenses		-	2,088.0
4690	Maintenance Repair & Maintenance			3,000.0
8010	Social Security/FICA		18,500.00	35,063.0
8020	Health Insurance		99,765.00	-
8060	Employee Payments		1,770.00	3,540.0
ity of Kin	gston Svce Expansion Total Expenditures		389,013.00	606,024.0
3120	Departmental Income			75,000.0
3200	Intergovernmental Charges		112,500.00	225,000.0
3300	State Ald		86,431.00	172,862.0
3400	Federal Ald		190,082.00	200,000.0
ity of Kin	gston Syce Expansion Total Revenues		389,013.00	672,862.0
Income	Expense) to County			66,838.0

Regional Links has historically exceeded costs; Budgeted below expenditures in 2020.

levenue Ana	lysis	2015 Actual Amount	2015 Actual Amount	2017 Actual Amount	2018 Actual Amount	2019 Adopted Budget	2019 Amended Budget	2020 County Executive Recommended
5901 - UCAT	T							
3120	Departmental Income	414,000.00	412,000.00	452,000.00	307,207.96	317,000,00	317,000.00	390,000.00
3200	Intergovernmental Charges	40,000.00	63,100.00	25,000.00	18,533.60	57,000.00	57,000.00	40,000.00
3270	Sale of Property & Compensation for Loss	11,000.00	11,000.00	6,500.00	13,924.50	11,000.00	11,000.00	11,000.00
3280	Miscellaneous Local Sources		-	1,500.00	450.00			
3290	Interfund Revenues				195.00			-
3300	State Aid	1,487,962,00	1,390,172.00	1,805,092.00	1,424,135.64	1,672,398.00	1,672,398.00	1,672,398.00
3400	Federal Aid	1,103,699.00	1,272,000.00	2,146,400.00	2.302,596.57	1,118,321.00	1,118,321.00	1,572,000.00
3600	Intra-fund Revenues	75,000.00	75,000.00	75.000.00	66,505.99	64,000.00	64,000.00	65,000.00
5901 - UCA	Total Revenues	3,131,661.00	3,223,272.00	4,511,492.00	4,133,549.26	3,239,719.00	3,239,719.00	3,750,398.00
5901 - UCAT	T Total Expenditures	5,489,938.47	5,037,187.13	5,575,386.14	4,621,773.85	4,988,004,00	5,027,982.59	5,550,388.00
		57%	64%	81%	89%	65%	64%	68%
5903 - Regia	onal Links							
3120	Departmental Income	105,000,00	105,000.00	-	74,182.47	97,000.00	97,000.00	97,000.00
3200	Intergovernmental Charges		-		27,829.85	-	-	-
3300	State Aid	500,000.00	340,000.00		688,012.76	400,000.00	400,000.00	400,000.00
5903 - Regi	onal Links Total Revenues	605,000.00	445,000.00	•	790,025.08	497,000.00	497,000.00	497,000.00
5903 - Regio	onal Links Total Expenditures	99.62	6,215.80	487,109.29	511,267.16	578,024.00	578,024.00	550,703.00
		607308%	7159%	0%	155%	86%	86%	90%
5904 - Mun	icipal Transit							
3120	Departmental Income	16,000.00	16,000.00	18,000.00	18,231.14	19,000.00	19,000.00	19,000.00
3200	Intergovernmental Charges	82,000.00	82,000.00	62,665.00	66,864.58	82,000.00	82,000.00	80,000.00
3300	State Aid	50,000.00	50,000.00	66,000.00	92,279.49	50,000.00	50,000.00	50,000.00
3400	Federal Ald		30,000.00			-		
3600	Intra-fund Revenues					-		-
5904 - Mun	Icipal Transit Total Revenues	148,000.00	178,000.00	146,665.00	177,375.21	151,000,00	151,000.00	149,000.00
5904 - Muni	icipal Transit Total Expenditures	105,492.07	139,977.00	149,243.85	147,644.53	162,842.00	162,842.00	164,357.00
		140%	127%	98%	120%	93%	93%	91%

Expenditures:

Notes:

Expense Other".

adopted budget.

Notes:

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# Actual Amount # Adopted Budget # Amended Budget





2020 Recomm

2019



# Actual Amount # Adopted Budget # Amended Budget

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Supplies

conomic Development	Planning Dept - 3401 Business Services Division													ECON DEV DEPT	
	2015 Adopted Budget	2015 Amended Budget	2015 Actual Amount	2016 Adopted Budget	2016 Amended Budget	2016 Actual Amount	2017 Adopted Budget	2017 Amended Budget	2017 Actual Amount	2018 Adopted Budget	2018 Amended Budget	2018 Actual Amount	2019 Adopted Budget	2019 Amended Budget	2020 County Executive Recommended
Supplies Office	1,700	2,900	2,414	2,000	2,000	2,112	2,000	2,000	817	2,200	2,755	2,201	2,200	2,200	2,200
Supplies Other General	1,000	1,000	50	1,000	1,000	158	1,000		-	-	-	-	-	-	500
Professional Services Other Fees	150,000	150,000	150,000	150,000	150,000	150,000	150,000	170,000	170,000	150,000	150,000	132,686	150,000	148,948	275,000
Professional Services Planning Studies	-		-	20,000		-	10,000	10,000	9,000	40,000	40,000		25,000	25,000	-
Misc Contractual Expense Memberships	800	1,100	1,100	3,000	3,000	350	3,000	500	420	1,500	1,500	360	1,500	1,500	1,500
Misc Contractual Expense Other	50,000	1,048,300	21,864	50,000	1,050,000	227,299	50,000	836,050	219,376	50,000	665,651	213,826	25,000	247,118	35,000
Conference Expenses Con Exp	2,500	2,700	2,691	2,500	2,500	581	2,500	1,650	603	2,000	2,000	1,097	2,000	2,000	2,000
Travel Trvl	1,500	1,500	1,023	1,500	1,500	113	1,500	1,500	380	500	500	484	500	500	600
Total Expenditures	496,044	1,463,044	394,900	524,327	1,493,827	658,066	513,199	1,319,249	698,110	553,233	1,168,589	645,854	519,175	740,241	757,096

Note: Professional Services Other Fees = UCEDA Funding of \$150,000 and "Additional Economic Development Funding and Services" of \$125,000





Planning																	
3400 - Planning		2015 Adopted Budget	2015 Amended Budget	2015 Actual Amount	Planning Primary Expenditures												
Professional Services Other Fees	2015	26,000	52,240	38,000	600,000.00												
	2016	38,000	35,000	28,000	500,000.00							_					
	2017	29,400	28,000	26,000	400,000.00									-			
	2018	29,400	27,236	29,379													
	2019	238,000	242,465		300,000.00											_	-
	2020 Recomm	280,000			200,000.00												
Professional Services Planning Studies	2015	447,700	488,822	240,000	100,000.00												
	2016	299,382	143,890	230,000	-				and the second design of								
	2017	411,970	379,264	373,000		2015	2016	2017	2018	2019	2020 Recomm	2015	2016	2017	2018	2019	2020 Recomm
	2018	89,949	237,228	105,465				Professional Se	ervices Other Fee	25			Pro	ofessional Servi	ices Planning Stu	adies	
	2019	240,000	355,148						# 2015 Actual /	Amount I	2015 Adopted Bud	Iget = 201	5 Amended Bu	deet			
	2020 Recomm	250,000							a torn wroan		LOID Happied bad		is remember of	aBer			

#### Employment & Training - Administration

		2015 Actual Amount	2016 Actual Amount	2017 Actual Amount	2018 Actual Amount	2019 Adopted Budget	2019 Amended Budget	2020 County Executive Recommended
2941 -	Administration							
3240	Use of Money & Property Interest and Earnings		-	426	2,280	1,500	1,500	2,700
3290	Interfund Revenues Interfund Revenues		-	-		-	-	7,500
3300	State Aid Other-Home & Community Syces	69,977	37,622	56,496	46,207	58,449	58,449	59,964
3400	Federal Aid Job Training Partnership	813,956	856,500	623,700	893,600	790,625	790,625	847,607
	Federal Aid Workforce Investment Act		-	113,788		64,952	64,952	-
2941 -	Administration Total Revenues	883,933	894,122	794,410	942,087	915,526	915,526	917,771
2941 -	Administration							
	Professional Services	28,524.00	30,063.67	10,205.60	9,668.00	10,650.00	15,150.00	14,150.00
	Misc. Contractual Expense	4,486.61	5,497.94	5,796.51	5,886.87	6,100.00	6,100.00	10,250.00
2941 -	Administration Total Expenditures	844,765.95	900,256.23	913,606.73	870,736.00	915,526.00	926,355.82	917,771.00
Percent	of Expenditures Reimbursed	105%	99%	87%	108%	100%	99%	100%

Administration - Departmental Request	2019	2020	
Professional Services			
Advertising	2,500	2,000	
Interpretation Services	150	150	
Green Jobs Initiative via Dept of Environment		7,500	
NextSep Ditigal - Final work on Website	8,000	4,500	
	10,650	14,150	
Misc. Contractual Expense			
Memberships	3,000	3,500	
Periodicals	600	500	
Postage	2,500	2,750	
Printing Services	-	3,500	
	6,100	10,250	

#### Notes: DEC Resilence Grant is budgeted for \$7,500 within

the Professional Services line of Environment Environment also contains \$10,000 for "Green Jobs Academy"

#### Employment & Training - Training Services

Year-Round Youth Payroll Contract

		2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Adopted	2019 Amended	2020 County Executive
		Amount	Amount	Amount	Amount	Budget	Budget	Recommended
2980 -	Training Services							
3300	State Aid Other-Home & Community Svces	192,292	213,197	225,982	261,841	249,599	249,599	275,700
3400	Federal Aid Job Training Partriership	461,046	486,375	343,719	238,266	434,020	434,020	674,700
2980 - Training Services Total Revenues		653,338	699,572	569,701	500,107	683,619	683,619	950,400
2980 -	Training Services Primary Expenditures							
	Professional Services	61,992	31,314	10,593	11,160	25,000	45,000	75,000
	Misc. Contractual Expense	554,691	635,916	451,686	411,603	658,619	632,319	875,400
2980 - Training Services Total Expenditures		616,682	679,243	462,279	422,763	683,619	677,319	950,400
Percent of Expenditures Reimbursed		106%	103%	123%	118%	100%	101%	100%
Training	services - Departmental Request	2019	2020					
Professi	onal Services							
	On-the-Job Training	25,000	75,000					
		25,000	75,000					
Misc. Co	ontractual Expense Other							
	Assessment Contract	13,900	13,900					
	Individual Training Accounts at Various Schools	335,120	276,000					
	Various Employees - Customized Training		225,000					
	Summer Youth Payroll Contract	249,599	275,000					

85,500

875,400

60**,00**0

658,619