Sullivan County Funding Corporation Management's Discussion and Analysis Year ending Dec 31, 2016

ACTIVITIES REPORT - OPERATIONS AND ACCOMPLISHMENTS

In 2016, the Board of Directors of the Sullivan County Funding Corporation met four times. In March, the Agency met to review its policies, mission statement, and performance measurements. In October, the Agency approved its 2017 budget. In addition to these meetings of the full board of Directors, the Governance Committee met in August to conduct its annual business.

The Agency continued its cost-sharing program to assist applicants seeking federal and state grant funds. This initiative was begun in 2015. Following review and approval of proposals, the Agency funded a portion of the cost of professional preparation of grant applications. The goal of the program is to help ensure that Sullivan County businesses are well positioned to access grant funds through high quality applications. The Agency expended approximately \$9,700 on this initiative in 2016.

The Agency continued its Millennium Revolving Loan Program in 2016. It administered seven loans using funds dedicated to the advancement of economic development within the County. These are small loans for small businesses seeking to expand and grow in Sullivan County.

In 2016, the Agency continued its commitment to the County's agricultural industry with its annual Membership Payment to the Hudson Valley AgriBusiness Corporation (HVADC). HVADC provides technical assistance to Sullivan County's agricultural businesses and supports large-scale initiatives to strengthen the County's overall farm and food economy.

One large-scale agricultural initiative is the development of Catskills Food Hub, which will connect local farm and food producers with commercial and institutional buyers via matchmaking software and an array of transportation and logistics services. In 2016, the Agency committed funding to help capitalize Catskills Food Hub.

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