

SULLIVAN COUNTY BUSINESS EDGE

FALL 2023

Sullivan County Partnership for Economic Development * Sullivan County Industrial Development Agency * Sullivan County Chamber of Commerce * Sullivan Catskills Visitors Association * Sullivan County Democrat



CONTRIBUTED PHOTOS

At left is Murray Bresky and below is Amanda Gesztesi

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Murray and Ellen Bresky, Amanda Gesztesi named 2023 SC Partnership award recipients

Recipients to be honored at SCP's 29th anniversary annual meeting

BY FRED STABBERT III

The Sullivan County Partnership for Economic Development has announced that Murray and Ellen Bresky will be honored as the 2023 Walter A. Rhulen Award recipient at this year's Annual Meeting on October 5th at Resorts World Catskills in Monticello.

Additionally, the Partnership will recognize Amanda Gesztesi, a board member and active member, as its Distinguished Service Award winner. The Annual Meeting will be held

on Thursday, October 5th at Resorts World Catskills from 5:30 p.m. until 8:30 p.m. To RSVP or to become a sponsor, call 845.794.1110 or email Jen Cassaro at cassaro.jen@scpartnership.com.

Rhulen Award

The annual Rhulen Award recognizes an individual or individuals for business excellence, community commitment, and service to humanity.

Lifelong business owners in Sullivan County, Murray and Ellen took over Falls Poultry in Fallsburg from Murray's father Ben Bresky growing the

business into a nationally renowned processor and purveyor of kosher chicken.

"Murray and Ellen are incredible business people in our community employing hundreds and bringing commerce and heart to our Town and County," Steven Vegliante, a local attorney and Partnership board member said. "I can think of no two people more deserving of the award, than Murray and Ellen."

Success Story

When they outgrew the plant the

Please see **AWARDS** page 3E

PRESIDENT'S MESSAGE

TO THE PEOPLE

The numbers tell the story

Where has the summer gone? It seems to have come and gone in a blink of an eye. Maybe it was all the rain we received or just the old adage of time flying by as I get older. Nevertheless, it hasn't held back our economy and it sure feels like there was a lot of activity taking place throughout the county this summer. Signs of construction are everywhere, tourism is up, sales are up, yes and traffic is up (question about a third lane anyone?). The positive feeling is palpable but what is actually taking place. Well, the numbers tell the story. According to the Census Bureau and the Bureau of Economic Analysis, job growth is up 4.3% or 1,300 people

despite everyone looking for workers. Unemployment is down to just 2.7%, one of the lowest in the state and well below the national average. Home prices are up 5% with the median house



CEO/President Marc Baez

prices remaining steady at \$250,000 and median listed home prices at \$350,000, good for value but showing a lack of inventory and dire need for market rate housing options.

Our roadways are being upgraded throughout the county with the NYS Route 42 ramps and roundabouts front and center as workers hustle to get this project completed before fall. We welcomed the reopening of the Rees Jones designed Resorts World Monster Golf Course; a \$40 million investment sure to attract golfers from everywhere to play this signature course. At the Partnership we continue to work on site readiness with yet another developer securing preapprovals in the Town of Thompson adding to a portfolio of locations geared to help diversify our

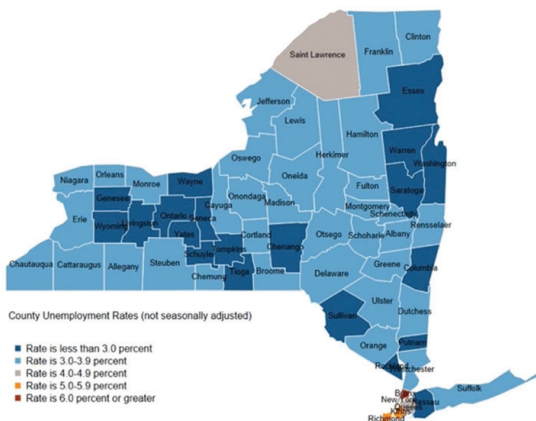
economy. As we head into fall a time where the Partnership holds its annual meeting and celebration, we can't help but feel optimistic about the future, despite the politics of the day and the latest inflationary scare. Our eyes and the numbers just tell a different story.

Finally, this year we honor Murray and Ellen Bresky with the Walter A. Rhulen Award for their decades of hard work running Murray's chicken, providing thousands of jobs over the years, and giving back to many community organizations. The Breskys truly represent the best of Sullivan County ... hard work, diligence, and community commitment. Congratulations!

Sincerely,

Marc Baez
President and CEO
Sullivan County Partnership

Unemployment Rates by County, New York State, July 2023



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AWARDS:

Continued from front page

Bresky's built a larger plant in Livingston Manor later selling it to Hebrew National in 1988.

When his commitment to that company ended Murray reopened his Fallsburg plant focusing on locally grown farm raised all-natural chicken. Every chicken that leaves the plant has Murray's name on it signifying the product as the finest all-natural farm raised poultry money can buy.

Now Murray's can be found on the menu of the finest restaurants in the tristate area and beyond.

Every bird that leaves the plant is not for sale, however. The Bresky's are known for providing product to local fire departments for fundraisers and thousands of pounds of product for direct giving and to raise funds for those in need.

They have also donated anonymously to thousands end recipients over the years underscoring their commitment to the local community. Murray and Ellen have raised three daughters and remain living in the home where they raised their children right here in

Sullivan County.

"Murray and Ellen Bresky are the epitome of the late Walter A. Rhulen. and have contributed so much through the years to economic development and quality of life in Sullivan County, always with decency, kindness, and open hearts," said Karen Fisher Chair of the Sullivan County Partnership Board of Directors.

Distinguished Service

The Partnership will also honor Amanda Gesztesi. After 17 years in banking, Amanda joined Paychex and has been with the company for over a decade helping businesses throughout Sullivan, Orange and Ulster Counties with payroll, HR compliance and employee benefits.

"I've been a member of the Partnership board since 2018," Amanda said. "I absolutely love it.

"I love the work we do and the reach we have. It's very exciting to be involved with such a great organization," she said. "I have been on the membership committee since 2019 and that wet my palette to run for the board."

Marc Baez, CEO of the Partnership, said, "Amanda's business knowledge,

enthusiasm and winning attitude has been a welcome presence throughout her time on the Partnership Board of Directors. Her hometown roots and community commitment add extraordinary value to the Sullivan County Partnership."

Amanda said she loves her job at Paychex because "I am able to help business owners whether they use our services or not.

"I tell them about the laws they need to know and give them important info they need to run their business," she said. "I keep liability

off their plate."

Amanda said her family's own experience – when her father lost his business in Middletown because he didn't know all the regulations – led her to the field she is in today.

"Our sweet spot is 7-15 employees," she said. "And my division handles companies that are 1 to 50 employees but we can go up to 100 if a referral."

What does Amanda like about the Partnership?

"It's like a family," she said. "The members are more like friends out for dinner than business associates."

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The Sullivan Catskills: A hotspot of activity

BY THE SULLIVAN CATSKILLS VISITORS ASSOCIATION

The Sullivan Catskills region has seen an exceptional surge in activity this summer, as tourists and locals alike flocked to the picturesque landscapes, charming towns, and vibrant cultural events that the area has to offer.

This bustling season not only brought a rejuvenated energy to the region but also set the perfect stage for an exciting wave of new businesses slated to open their doors this fall. As the summer sun begins to set, the Sullivan Catskills is poised to welcome a fresh array of enterprises that will undoubtedly contribute to the region's economic growth and further enhance its appeal.

These ventures represent a diverse range of industries that are collectively contributing to the region's economic vitality. As the

leaves begin to change and the cool breeze sets in, anticipation for this exciting business influx runs high, ensuring that the Sullivan Catskills remains a destination of choice.

Debuting in fall 2023, on the historic site of the former New Age Health Spa, Hemlock Neversink sits within a 230-acre campus that is serene, naturally beautiful, and filled with woodsy paths, secluded nooks, and hiking trails. The newest property from Foster Supply Hospitality, the Hemlock Neversink will include 33 guest rooms, an extensive nature-based spa, and an on-site restaurant.

Resorts World Catskills reopened the Monster golf club to the public on August 29 for a condensed, preview season. With a \$40 million investment from Resorts World Catskills, the complete redesign by Rees Jones uses



PHOTO CONTRIBUTED BY HOLIDAY MOUNTAIN

Construction is underway at Holiday Mountain in Monticello to restore and expand the ski trails and snowmaking machines.

holes from both the current Monster golf course and the Old International Course. The Monster golf club, originally designed in 1963 by Joe Finger, was once rated by Golf Digest as one of America's 100 Greatest Golf Courses.

Opening an upstate location, New York City Italian wine bar, Bar Veloce, recently opened its newest spot in Narrowsburg, serving Italian wines, panini, and Italian meats and cheeses. And in Callicoon is the newest outpost from The Farmhouse

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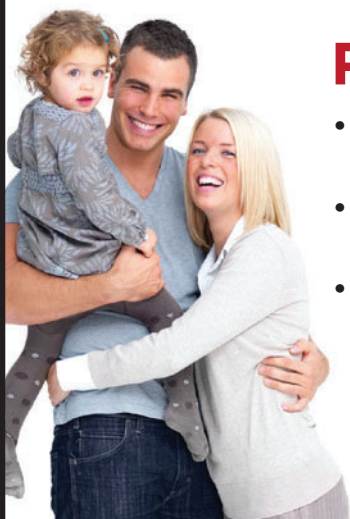




PHOTO BY JERRY COHEN FOR THE SULLIVAN CATSKILLS VISITORS ASSOCIATION

The Monster golf club at Resorts World Catskills held a ribbon cutting at the end of August, ahead of its official re-opening for a preview fall season.

Project. The concept space, opening soon, will house their exclusive homewares collection and will have a bar/restaurant with local wine, seasonal cocktails, and small bites.

Under new local ownership, Holiday Mountain has been revamped with

hopes to expand up to 17 trails in the future, along with all new snowmaking across the mountain, and there will be 12 lanes of snow tubing open this season. They are looking to bring back great skiing and winter activities to the Southern

Catskills in a big way. The Sullivan Catskills Visitors Association is capitalizing on these new ventures and excitement to leverage media and social media coverage. This summer, we hosted influencers and travel writers to explore the destination and broadcast it to their larger audience.

We are also working with our partners to bring back Catskill Cuisine in 2024, to be held at Bethel Woods. This culinary event features top chefs, local restaurants and producers, and so much more to bring visitors a taste

of the Catskills. This busy summer has not only invigorated the region's tourism industry but has also catalyzed a wave of new businesses that enrich the community and enhance the overall visitor experience, placing the Sullivan Catskills at the top of the travel market.

The SCVA is also excited to announce that more doves will be added to the Dove Trail in 2024. For more information, visit www.sullivancatskills.com, call 845-747-4449, or download the Sullivan Catskills GO app.



PHOTO BY

ISABEL BRAVERMAN

A new dove has been added to the Sullivan Catskills Dove Trail at Kadampa Meditation Center in Glen Spey.

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New truck driver CDL training and microcredentials programs strengthen SUNY Sullivan's Workforce Development mission

Continuing its longstanding mission to be the workforce hub for the Sullivan Catskills, SUNY Sullivan launched a new truck driver CDL training program this fall, as well as a new microcredentials program offering a series of courses that provide professional training in phlebotomy and tax preparation.

Offered in partnership with Ancora Education, SUNY Sullivan's comprehensive CDL (Commercial Driver's License) Training Program responds to both regional needs and the national shortage of CDL-licensed truck drivers. The first cohort of the College's CDL program starts September 18, with multiple courses to follow throughout the fall and into 2024.



Students get first hand experience in running a truck in SUNY Sullivan's CDL Training Program.

"There continues to be a huge demand for truck drivers across the state and companies are eager to hire licensed drivers. This program helps

prepare students with the skills and knowledge that are foundational to a successful career as a professional driver," said Dr. Wrage, Dean of

Student Success and Workforce Development. "The College's CDL training program will be a major benefit to Sullivan County residents and students who are looking to step into a new career in as little as three weeks. For individuals who need fast training in order to support themselves and their families, earning a CDL license enables students to enter an in-demand, well-paying career."

SUNY Sullivan's CDL Driver Training Program offers three levels of training: a 160-course Class A CDL Course, a 120-hour Class B CDL Course, and a 10-hour Refresher course. The training curriculum for both the Class A and Class B (for non-combination vehicles) courses meets Federal Motor Carrier Safety



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Administration (FMCSA) Entry Level Driver Training (ELDT) theory requirements and prepares students for the required knowledge and skills tests to obtain a Commercial Driver's License. Topics covered include Basic Operation, Safe Operating Procedures, Advanced Operating Procedures, Vehicle Systems and Reporting Malfunctions, and Non-Driving Activities.

"Bringing a robust, respected CDL Training Program to SUNY Sullivan is another great example of the college responding to employers' workforce needs in the county," said Dr. Wrage.

Students can participate in CDL training during the day Monday-Thursday (7:00 am-5:30 pm), or evenings Monday-Thursday (5:30-10:30 pm), or on the weekends on Saturday and Sunday (7:00 am-5:30 pm). Course costs, per student, are \$5,500 for CDL-A Tractor Trailer Training, \$4,125 for CDL-B Training, and \$550 for both the one-day CDL-A and CDL-B Refresher Training courses. To register for the CDL Truck Driver Training go to <http://ancoraed.com/suny>.

Loreen Gebelein, Director of Sullivan County's Center for

Workforce Development, shared, "If a county resident is currently unemployed or underemployed, they may be eligible for financial assistance. Please reach out to the Center of Workforce Development at 845-794-3340 for further information."

For more information about SUNY Sullivan's CDL Training Program, visit www.ancoraeducation.com/sullivan or contact Bridget Schiffer at Bschiffer@sunysullivan.edu or 845-434-5750, ext. 4242.

The College's new Microcredentials program, meanwhile, offers a short sequence of courses that are designed to provide individuals with in-demand skills, know-how, and experience. Typically completed in one or two semesters, microcredentials, can help individuals enter the workforce, or switch careers, they can help with meeting continuing education requirements, or enable individuals to learn additional skills for promotion. Microcredentials are also stackable and can lead to earning a 1-year certification or a full associate's degree.

The College's Phlebotomy



Classroom experience means going right to the rig itself to learn the ins and outs of safe driving and rules of the road.

microcredential prepares students directly for professional certification. Learners acquire a comprehensive knowledge of Phlebotomy's theory, principles, and practice to prepare them for employment.

The Tax Preparer microcredential provides learners with skills to perform fundamental bookkeeping practices with respect to the general knowledge and skills necessary to manage bookkeeping entries.

"The College is very excited to offer new pathways for individuals to gain employable skills if they are looking to change careers or enter the workforce" said SUNY Sullivan Dean of Student Success and Workforce

Development Dr. Jennifer Wrage. "By bundling essential skills employers are seeking in an accelerated format, it allows students to quickly earn the training needed to obtain a job or be eligible for a higher paying position."

"This Spring we are adding Event Planning, Restaurant Management, and Bookkeeping to our microcredential offerings shared Dr. Wrage."

For more information on SUNY Sullivan's Microcredentials Program go to <https://sunysullivan.edu/microcredentials/>, or contact the office of admissions at admissions@sunysullivan.edu, or call 845-434-5750 x4287.



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As you drive past North Branch on the way to Tennanah Lake, you'll find a couple dozen well-kept residences and a field or two that used to be connected to dairy farms, dating back to the mid-1900s and before. Today, the farms are mostly gone, but one farmer – Bob Schmidt – has kept his family's heritage alive on the 200-acre family homestead. "I've been here my whole 62 years," Bob, sporting a New Holland tractor hat, said. "My grandpa was a farmer and so was my dad, Bob."

Bob's dad operated a dairy until the 1970s and "when he died he left it [the farm] to me to take care of it forever."

Today Bob raises Black Angus beef and "cuts a little hay" to keep the farm alive. Four years ago, Bob started producing hemp with "a permit I got from New York State."

But Bob said, "The market dried up about two or three years ago. It just fell apart. "I wasn't able to sell it," he said. "I grew 22,000 plants. I didn't make anything. I actually lost

money." On March 31, 2021, New York State legalized adult-use cannabis (also known as marijuana, or recreational marijuana) by passing the Marijuana Regulation & Taxation Act (MRTA). The legislation creates a new Office of Cannabis Management (OCM) governed by a Cannabis Control Board to oversee and implement the law.

About a year later, Bob was approached by a couple of investors from Long Island who wanted to know if he would change his hemp crop to marijuana.

"My partners are real old school," Bob said. "They are young people who still attend church and Sunday supper." He said they visit occasionally and stay in touch.

"It takes an awful lot of money [to grow a crop of marijuana]," Bob said. "Without them it would be risky business."

Bob estimates he is about "\$250,000 deep" in this year's crop.

"The dispensaries haven't opened," he said. "We only have



Will marijuana be Sullivan County's next cash crop?

STORY AND PHOTOS BY FRED STABBERT III

Clockwise from upper left:



This marijuana plant is nearly nine feet tall and will be harvest at the end of September when the bud at the top becomes hard.



3,000 marijuana plants – in 210-yard rows – are meticulously attended to on a daily bases.



Bob Schmidt starts his New Holland tractor last week during the heat wave to get his water system going.



licensing program, in the face of mounting legal challenges asserting that it was unlawful and violated the constitutional rights of other "social equity" applicants including minority- and women-owned businesses, as well as disabled military veterans.

According to published reports, the 30 applicants who were in the final stages of their application are now on hold. Cannabis regulators have issued 463 conditional retail licenses to applicants with prior cannabis convictions – and to a small number of non-profit agencies that provide services in minority communities.

Two lawsuits assert that cannabis regulators overstepped their authority by creating a special category for people with convictions – a decision they claim was not approved by the Legislature.

Currently there are no dispensaries open in the Hudson Valley.

Bob's first marijuana crop was last year and, under the watchful eye of the state, Bob harvested his one-acre crop, dried it and sent it off for testing. It's now in storage until a dispensary wants to buy it.

This year's crop is coming along great, too, and Bob said the one-acre license includes 3,000 plants in 210-yard rows, with each plant taking up 4 feet by 4 feet.

There are six varieties of plants, which when harvested will produce nearly 3,000 lbs. of marijuana. "The potential money is a couple million. But it's potential because there ain't no stores.

"All the plants were started from seeds in trays," Bob said. "When they got about 10 inches high we replanted them in our field.

"That's 12,000 square feet," he said. "All the plants are numbered and tagged."

If the litigation gets settled and dispensaries are allowed to open, Bob said one season of marijuana would be worth "10 years of cow selling.

"There's a lot of rules and regulations that make it difficult," he said. "I hope it works out. It's so scary with the stores. You can do conventions – have a table there. They are monitored.

"Our market is the concrete village (New York City)," he said. "Not everybody has a piggy bank where they can spend all the money and not put something back in."



Bob Schmidt works the primer to get the pump working. The plants are automatically watered using a drip tape on raised beds.



Clockwise from above:

Bob Schmidt shows how thick and full this bud is on the marijuana plant.

The plants will be harvested and dried during the end of September and into October when they become fully grown and mature.

Bob Schmidt stand in front of an eight-foot plant.

Water is a very necessary commodity on the farm and all watering is done automatically using rubber lines.



one dispensary buying. We have 200 other farmers [in the state] in the same boat as us."

Last month state Supreme Court Justice Kevin Bryant reversed his order that had exempted more than two dozen retail cannabis store applicants from an injunction that had frozen the program.

Behind the ruling is litigation challenging the constitutionality of New York's licensing process, which gave preferential treatment to a certain class of applicants. Bryant's ruling noted that New York regulators continued their preferential

Community Foundation of Orange and Sullivan welcomes two members



Robert A. Onofry

The Community Foundation of Orange and Sullivan (CFOS) is delighted to announce the addition of Robert A. Onofry, Esq. and Kirsten Harlow Foster to its Board of Directors. These distinguished individuals bring a wealth of experience, community commitment, and expertise to further enhance the Foundation's mission of connecting people who care with causes that matter.

Robert A. Onofry, Esq. is a returning member of the CFOS Board of Directors. A graduate of the New England School of Law, the recently retired judge

practiced law in Port Jervis for over three decades. He served as Port Jervis City Court Judge, where he established the first Drug Court in the area. With a ten-year term as Orange County Surrogate Judge and an appointment as Acting Supreme Court Justice for the Ninth Judicial District, Onofry's legal insights are widely recognized.

Onofry's community commitment shines through his past roles as Rotary president and board member for organizations like Mercy Community Hospital and the Biondo Foundation. His service to the Port Jervis School

District spans 25 years as a Board member, past president, and school attorney. Notably, Onofry established a scholarship fund at CFOS that supports Port Jervis graduates. He and his wife Linda, reside in Port Jervis, cherishing moments with their four children and five grandchildren.

Kirsten Harlow Foster is an accomplished professional joining the CFOS Board of Directors. Co-founder of Foster Supply Hospitality, which operates six hotels and five restaurants in Sullivan County, Harlow Foster has also co-founded A Single Bite, a not-for-profit organization addressing food

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insecurity in the region. Her extensive experience includes a decade as a Senior Policy Advisor at The Federal Reserve Bank of New York. Currently, she serves as President of the Board of Trustees for WJFF Radio Catskill and Vice President of the SUNY Sullivan Foundation Board.

Harlow Foster graduated from Barnard College with a BA in Political Economics and German Literature and holds an MA in Development Economics and International Relations from the School of Advanced International Studies at Johns Hopkins University. She and her husband Sims Foster reside in Callicoon with their two children.

Elizabeth Rowley, President and CEO of CFOS, warmly welcomed the new board members, stating, "We are thrilled to have Robert A.

Onofry, Esq. and Kirsten Harlow Foster join our esteemed Board of Directors. Their impressive backgrounds and deep-rooted community dedication perfectly align with our foundation's mission to foster positive change in the region while supporting the philanthropic goals of our generous donors."

The Foundation also expresses its heartfelt gratitude to outgoing board members Tim McCausland and Wayne Martin, who have completed their terms after years of dedicated service. McCausland served as Chairman for 14 years and played a pivotal role in shaping the Foundation's strategic direction. Martin, a 13-year member, led the Audit Committee with distinction, contributing to the Foundation's financial stewardship.



CONTRIBUTED PHOTOS

Kirsten Harlow Foster



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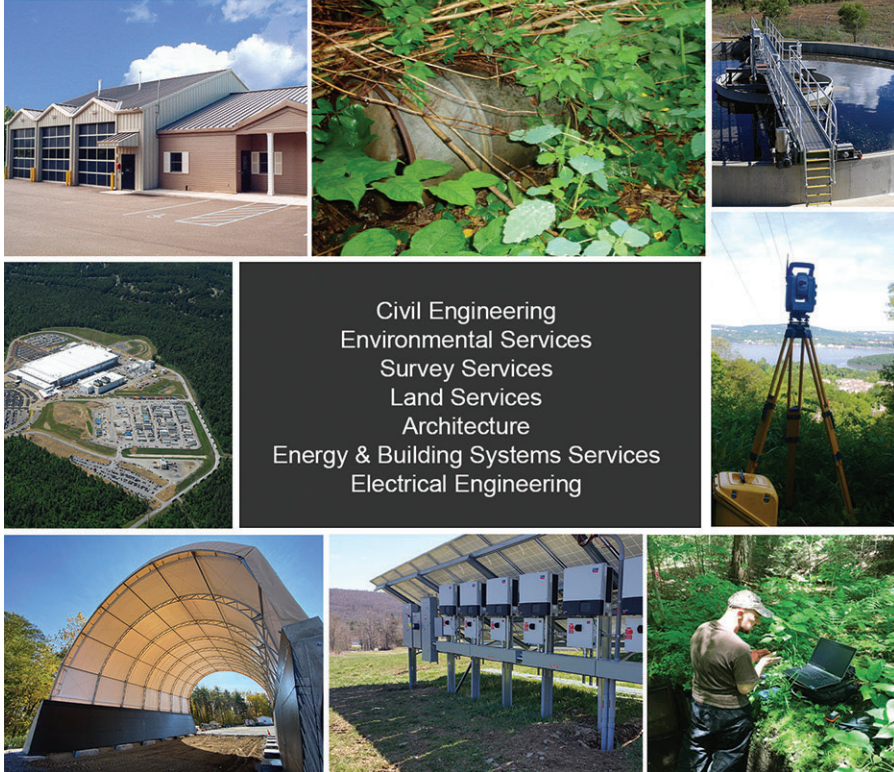




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Are you ready for an intern?

5 things you need to consider before you hire one

BY JAIME SCHMEISER
PRESIDENT AND CEO
SULLIVAN COUNTY CHAMBER OF
COMMERCE

It's that time of year when kids are going back to school and businesses start thinking about autumn and winter holiday help. Could you use an intern this season? Here are several things for you to consider.

5 Things You Need to Know About Hiring an Intern for Your Business:

1. Times have changed. If you were an intern before 2000, you may remember interning as something akin to being a pledge in a fraternity. You did the grunt work for little recognition and no pay. Times have changed. Interns want valuable

experiences these days, expect to be paid and provide a business owner with someone who is truly willing to learn from the ground up.

2. Interns bring things other employees don't. Interns can be amazing company cheerleaders, have a vast following on social media, and bring a new perspective. This last consideration can be incredibly valuable if you are courting their demographic.

3. Interns come with a cost. In addition to paying them, you are expected to train them or at least communicate your needs on the projects you're assigning them to. That means someone in your business will lose productivity time while they



Hiring an intern is an important part of building future leaders in our workforce.

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train the intern(s)...at least initially. Your intern may also not have the long-term success of the company in mind, especially if they're "only" holiday help. That's why it's important to make them feel part of the bigger picture and outcome to get their best work.

4. Intern programs should have a goal. If you're going to hire an intern, don't do it simply because you need an extra set of hands to cover holiday vacations. Have a direct goal in mind for them. Do you have a special project or research? Can they run point on something you don't have the bandwidth to do? Know what it is you want and how you will measure success.

5. You need a plan. The Sullivan County Chamber of Commerce is working with the Sullivan County Youth Bureau to match interns with local companies that are willing to



Many times internships lead to full-time employment.

hire them. If you are interested in an intern for your business, some of the planning has already been completed for you.

In addition to a goal and a plan, determine the following:

- How many interns do you need?
- How much will you pay them, and

will you work with their college or high school to provide credit or hours toward a desired program?

- What requirements are important in the role and what tasks will they be responsible for?
- Who is your ideal candidate? What skills should they have? How will you evaluate them during the program?
- Is there a possibility for the internship to become something more?

Remember interns are with you to learn. If you can help them grow into a valuable employee, you are contributing to the future workforce even if they don't become a star for you. Your guidance could shape them through their future career.

Contact the Sullivan County Chamber of Commerce if you want to find out more about hiring an intern for your business at 845-791-4200 x3 or contact the Sullivan County Youth Bureau at 845-807-0394.

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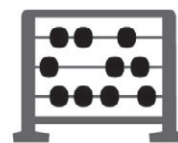
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‘Views from the Solar System’

BY JERRY SKODA



On September 11, 2013 a fire destroyed the main barn on Skoda Farm. A new 40X80 pole barn was built in March of 2014 so what better time was there to consider putting a total farm solar system on that new roof? A 17-kilowatt system was installed April 2017 by Noval Approaches Solar Applications LLC of Middletown. This was designed to produce all our electricity, including our house with a little to spare for the future.

The barn was perfectly situated for 100 % solar production. Once the town code approvals were received, fifty-one solar panels were put on the roof and an inverter was put inside and hooked directly to our NYSEG power supply (no batteries to worry about).

There are several options for adding solar. One is ownership or it is possible to work with a company on a lease arrangement. The decision is based on economics. If you pay NYS and Federal Income Taxes ownership is the best route because the Tax Credits are substantial – (currently \$10,000 Federal and \$5,000 NYS). In addition, there is a NYSEDA grant and farm businesses in Sullivan County qualify for a USDA Rural Development grant of \$10,000. Keep in mind if you lease, the lease company gets all these benefits and all you get is the electric company generation monthly credit based on your production. Our net bottom line cost was \$35,170 before tax credits and allowable depreciation (qualifies for 1 year write off as Business Bonus Depreciation). Our calculated payback is 6 years. There is also a 15-year exemption from real estate tax.

So, after 6 years what are the results? We have not paid a single cent for

electricity in 6 years. NYSEG used to pay for excess production (\$.03 per kw) but they got a Public Service Commission approval to not pay for excess power generated by small installations before we flipped the switch. However they do allow for excess to accumulate going forward (we currently have a full year's credit if we did not produce another single KW)! We do pay NYSEG \$17.90 per month for our service. Rosemary's next car may be electric!

Other details:

- Maintenance – zero to date
- Problems – installer visited one time to check 2 roof leaks
- Panel life – 25 years – newer panels longer and more efficient
- Warranties – vary by installer

Solar has been great for us and is a great option for farms that pay income taxes or can consider a large solar farm that requires some unused acres; located properly; near an electric company interface with excess capacity; and near 3 phase service . Solar farms are also popular as retirement income or for diversification but keep them off our good agricultural soils!!



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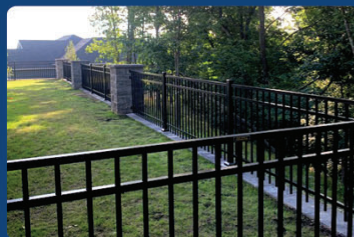
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