

An Overview

A Look At The Year's Activities

An Update from the Zone Administrator,
Stephen M. Finkle, CED

This past year has been one of significant change and accomplishment for the Kingston Ulster Empire Zone and the Empire Zones program in general. To make a good program better, the Economic Development Zone program benefits and regulations were augmented and the name of the program was changed to the Empire Zones program.

Significant benefits for businesses including a Property Tax Credit, Business Tax Credit and Sales Tax Exemption were added, and these benefits are being made available for qualified companies for up to 14 years. Eligibility is based on investment and employment formulas to determine the level of benefit. With the new benefits in place, Empire State Development and the local Zones are aggressively marketing the program and getting the word out about the opportunities.

Along with the benefit changes, some new regulatory changes were made that allow for more than three sub areas of the zone and discontinue the requirement that zone areas be contiguous. This has allowed the Kingston Ulster Zone to work with the Ulster County Development Corporation and Ulster County to explore opportunities for extending the benefit to other areas of the County. The Kingston Ulster Zone is in the process of amending its boundaries and will have new participants by the end of this year.

In terms of employment and investment, as of December 31, 2000, there have been 1,572 net new cumulative jobs created and \$118,878,017 invested in Zone Certified businesses since the Zone's inception in late 1994. In 2000 alone, firms invested \$26,518,687 and created more than 200 net new jobs on a base of 3,267 employed at Zone Certified businesses. A listing of Zone Certified businesses can be found in this newsletter. With the new benefits, we expect even more positive results from the EZ program over the next few years.



Monkey Joe roasts speciality coffee beans so rich their aroma can banish a winter chill or soothe the warmth on a summer brow. "I love coffee and wanted to bring that devotion to the business," Gabriel J. (Gabe) Cicale said. Cicale and his wife Kathy Nealis, own Monkey Joe Roasting Company at 478 Broadway in Kingston, N.Y. Since August of 2000, the coffee bar, housed in a restored turn-of-the-century building in the city's midtown, has become a stop for java lovers in Kingston and out.

Monkey Joe is also a Zone Certified Business in the Kingston-Ulster Empire Zone, an identity that helps its bottom line. As a Certified Business, Cicale can take advantage of various tax credit programs the Zone offers. For new hires, Cicale's business may qualify for wage tax credits. If Cicale expands - and he wants to - his business will likely qualify for an exemption against increased property tax assessment because of capital improvements. "I see the business growing and tax credits will help," Cicale said.

The business continues to build. "It has gone beyond our projections and continues to grow," Cicale said. "We get tourists, students, people from (nearby) Woodstock and Rhinebeck, people waiting for prescriptions to be filled at the drug store across the street and people from several pharmaceutical companies. Our business seems to cut across all ages and both genders."

The shop also attracts a crowd from Kingston High School, across the street. One recent morning, three students relaxed over food and the morning papers. "This place is so friendly," Kingston High School senior Noah McGrath said. "It's also very convenient. We can sit, read the paper, have a cup of coffee." "Ditto", said a colleague, senior Mark Long. "There was no other place to go, until Monkey Joe's opened," Long said. "It's a nice place to come to meet people and I like the music. He (Cicale) used my suggestions about the music." Tom Hines, the third senior in the group, liked the mellow atmosphere. "It's very relaxing," Hines said.

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Information . . .

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UCDC

- Ulster County Development Corporation
- 5 Development Court, Kingston
- Chester Straub, Director
- 338-8840; Fax 338-0409
- cstraub@ulsterny.com

Ulster County Development Corporation, as the lead economic development agency, is dedicated to marketing of the County's assets for new business attraction enhancement and retention of existing business, and continuing business investment. Our staff is available to assist your company with site selection process, financial assistance, workforce identification, and other areas which may be required. UCDC has a close relationship with area chambers of commerce and other economic development groups that play a vital role in making Ulster County a solid place to work and live.

SBDC

- Small Business Development Center
- 1 Development Court, Kingston
- Fred Harding, Director
- 339-0025; Fax 339-1631
- E-mail: griggsa@sunyulster.edu
- harding@sunyulster.edu

The SBDC specializes in one-on-one business counseling and technical assistance to new or existing small businesses. Advisors assist with business plan development, financial and market analysis, locating funding sources and strategic planning issues, import and export information, and more. Advisors also assist with locating product, market and trend resources. All services are free of charge to residents in Orange, Dutchess, Ulster and Sullivan Counties.

DOL

- N.Y.S. Department of Labor
- 601 Development Court, Kingston
- Marie Minichino, Manager, Employer Services
- 338-4696; Fax 339-0607
- E-mail: usemml@labor.state.ny.us

The DOL certifies all recently hired, full time equivalent, regular, and non-seasonal employees for a wage tax credit. They also offer employers exposure to the widest possible selection of qualified job seekers. DOL economists provide both statewide and local information on economic conditions, business outlook, labor supply and demand by occupation, wage information, and terms of union contracts.

JTPA

- Job Training Partnership Administration
- 651 Development Court, Kingston
- Dominick J. Sfregola, Director
- 340-3170; Fax 340-3165
- E-mail: jtpa@co.ulster.ny.us

The JTPA operates an on-the-job training program designed to assist employers in obtaining and training new employees. OJT can help employers defray many of the costs associated with hiring and training new workers by offering reimbursement at a rate of up to 50% of the trainee's wages during the training period. JTPA provides assistance in recruiting and pre-screening applicants, but the employer makes the final selection. JTPA can also pay for customized job related classroom training, if the employer believes such training would be beneficial. It is important that employers agree to retain those OJT participants who successfully complete the program.

HVTDC

- Hudson Valley Technology Development Center
- 300 Westage Business Center - Ste. 130, Fishkill
- Bob Winrow, Field Services Director
- 896-6934 x3004; Fax 896-7006
- E-mail: bwinrow@hvtdc.org
- Website: www.hvtdc.org & www.mfrmall.com

The Hudson Valley Technology Development Center is affiliated with the New York Manufacturing Extension Partnership. Our purpose is to improve competitiveness and promote economic growth in the Mid-Hudson region by providing technical and business assistance to manufacturers. We help the smaller manufacturer master modern technologies, management techniques, and methods of work organization. Since joining the nationwide network of such Centers in July 1994, the not-for-profit TECHNOLOGY DEVELOPMENT CENTER has assisted more than four hundred New York companies identify practical solutions and improve their bottom lines.

DCB

- Development Center for Business
- 1 Development Court, Kingston
- Rosanne Yetzer, Director of Continuing Education and the DCB
- 339-2025; Fax 339-1389 or 339-0780
- E-mail: yetzerr@sunyulster.edu

The Development Center for Business at Ulster County Community College (UCCC) offers training throughout the year at the Business Resource Center or at the worksite to help employees upgrade job knowledge, learn new skills, or improve customer satisfaction. Classes range in length from two hours to several days and include managerial, technical, computer, and productivity training for business and industry. Ulster County Community College also sponsors a Health and Safety Institute which can help businesses increase productivity by reducing occupational hazards and accidents through assessment, awareness, and remaining programs.

VESID

- Vocational Education Services for Individuals with Disabilities
- 65 Albany Avenue, Suite E, Kingston
- Teresa Toussaint, Regional Marketing Representative
- 452-5632; Fax 452-5336
- E-mail: ttoussai@mail.nysed.gov

VESID, an Office of the New York State Education Department, each year assists thousands of New Yorkers who have a disability an opportunity to become independent through education, training and employment. VESID can provide businesses with pre-screened, pre-matched candidates who have a wide range of skill and educational levels along with an array of financial incentives that add up to \$15,000 per individual hired. The Mid-Hudson VESID office serves the counties of Ulster, Dutchess, Putnam, Orange and Sullivan.

OJT

- On-the-Job Training Program
- 7 Albany Avenue, Suite G3, Kingston
- Robert Hirsch, Job Training Coordinator
- 338-2698; Fax 338-0968

The Chamber of Commerce of Ulster County's OJT Program provides employers assistance in obtaining and training new employees. OJT also provides job opportunities and useful training for those that are unemployed while saving some of the costs of hiring and training for the employer. Employers are reimbursed for up to 50% of the wages they pay to eligible employees whom they are training in a specific job or occupation. Individuals must be certified as eligible prior to entering employment.