

## A Look At The Year's Activities

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

The Kingston-Ulster Economic Development Zone is about to reach the half-way mark of the 10-year long program in 1999, and business growth within the zone during these past 12 months confirmed that EDZ benefits helped to foster the area's economic health. During 1998, business expenditures of more than \$43 million by Zone Certified Businesses almost doubled the amount of investments by Zone companies to more than \$82 million since the program began in 1994. It also made them eligible for the wage and investment tax credits the EDZ provides. The year also showed a net increase of 245 jobs by Zone Certified companies for a cumulative total of over 650 new jobs since the inception of the zone. Overall, total employment for Zone Certified Businesses reached 3,110 for 1998.

These strides show the recovery Kingston has made since the early 1990s when IBM, the area's major employer, closed its facilities in the Kingston area resulting in a loss of 7,000 manufacturing jobs. Since 1994, the area has rallied and has made an on-going effort to develop its economic base. The EDZ continues to play a major role in this recovery because it provides real property tax abatement and sales tax credits to property owners along with Investment and Wage tax credits to large and small for-profit Zone Certified Businesses. It also provides growth options for non-profits as well. The EDZ offers a Zone Capital Credit for Community Development Projects sponsored by non-profit organizations. The area can therefore assist organizations as diverse as the non-profit Ulster Performing Arts Center in Kingston and the local YWCA and YMCA as well as major corporations like international cutlery manufacturer

Imperial Schrade located in the Town of Wawarsing and the Town of Ulster's Wolf-tec, Inc., a manufacturer of meat processing equipment. This diversity helps secure a financial and culturally diverse economic base the area needs to grow, develop and provide the security for future generations.

In 1999, the EDZ took action to expand the assistance offered to Zone Certified Businesses. It joined the State-wide Zone Capital Corporation of New York (SZCC), a step that will make financing available to Zone Certified Businesses within the two-square mile EDZ area covering portions of the City of Kingston and the Towns of Ulster, Saugerties and Wawarsing. The financing will be available in either loan or equity form to help existing businesses expand and new businesses locate within the Zone. The EDZ has committed \$500,000 of its state allotted \$2.5 million in tax credits under New York State's Zone Capital Credit program, translating into a potential \$2 million fund available locally.

The Kingston/Ulster EDZ is one of 51 EDZs in the state that have committed a total of \$46 million in tax credits for the initial stock offering needed to accomplish SZCC's mission. This added financial muscle will help promote business growth over the life of the EDZ and continue to build economic momentum to take us into the next century.

The EDZ is a powerful economic development tool and we are pleased to be able to work with local businesses to help them achieve their fullest potential in their area of expertise. Our goal is to help local businesses grow.

### DSS

- Ulster County Department of Social Services
- 1021 Development Court, Kingston
- Lenore Cane, Director of Temporary Assistance
- 334-5000; Fax 334-5301

The DSS provides those who meet the requirements with temporary assistance, medicaid, food stamps and child support. In addition, the DSS can assist with day care, adult or child protective services, and adoption or foster care. The department also offers supportive services to those who enter employment such as Transitional Day Care, Transitional Medicaid and the services of the Child Assistance Program.

### 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.

### DOL

- N.Y.S. Department of Labor
- 601 Development Court, Kingston
- Barbara Martin, Manager, Employer Services
- 338-4696; Fax 339-0607

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.

### UCDC

- Ulster County Development Corporation
- 5 Development Court, Kingston
- Gerald Davidson, Director
- 338-8840; Fax 338-0409
- E-mail: UCDCdir@aol.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
- Al Griggs, Acting Director
- 339-0025; Fax 339-1631
- E-mail: griggsa@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.

### HVTDC

- Hudson Valley Technology Development Center
- 300 Westage Business Center - Ste. 130, Fishkill
- Bob Winrow, Field Services Director
- 896-6934; Fax 896-7006
- E-mail: bwinrow@hvtcdc.org

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.