

# ULSTER COUNTY NEW YORK

THE BUSINESS RESOURCE GUIDE



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*Ulster County Executive*

Ulster County Office of Economic Development  
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## EXECUTIVE MESSAGE



As you know, Ulster County is truly a special place. As a lifelong resident, I treasure our County's scenic beauty, rich history and vibrant communities. Whether you were born here or have chosen to live or locate your business here, you know that this is an amazing place to live, work and raise a family.

Ulster County is also a remarkable place to do business. We have easy access to every major market in the Northeast, close proximity to two major airports, and Ulster County features three NYS Thruway access points. We also have the region's lowest cost of doing business and extraordinary value in commercial and industrial real estate.

Existing businesses are leaders in the manufacturing, technology, healthcare, tourism, food and beverage, financial and retail industries, among others. Our workforce is ready and skilled, and our two- and four-year colleges have well-established connections to the business community. The local and regional chambers of commerce are energized and offer numerous opportunities for business networking.

Ulster County is committed to helping your business grow and thrive. The Ulster County Office of Economic Development is the one-stop shop for all businesses looking to expand. Please contact the Office to learn more about available sites, financing and incentives, business counseling services, as well as business resources and other valuable programs.

Please visit [UlsterCountyNY.gov](http://UlsterCountyNY.gov) to learn more about all of the programs and services designed to help our businesses. I invite you to partner with us, and together we will help you achieve your business goals.

Very truly yours,

A handwritten signature in black ink, appearing to read "M. Hein".

Michael P. Hein  
*Ulster County Executive*



"I commend Ulster County government and thank County Executive Hein for his leadership role in bolstering Ulster County's economic development efforts. I feel privileged to play a role in establishing the Ulster County Economic Development Alliance as an indispensable resource for local businesses."

- Anthony Campagiorni, Chairman of the Board,  
*Ulster County Economic Development Alliance*

**Ulster County is open for business and the Office of Economic Development is eager to help your company grow by providing valuable business counseling while connecting you with the best sites, the right partners for funding and the right programs for businesses development.**

## FINANCING & INCENTIVES

### UCIDA & UCCRC

The Ulster County Industrial Development Agency (UCIDA) offers taxable and tax-exempt bonding for businesses while the Ulster County Capital Resource Corporation (UCCRC) offers bonds for non-profit institutions in order to promote community and economic development in Ulster County. The UCIDA also offers sales and mortgage tax exemptions and Payment in Lieu of Taxes (PILOT) agreements to eligible businesses.

### REVOLVING LOAN FUNDS

Ulster County offers low-cost, flexible financing through county-wide and municipal Revolving Loan Funds (RLFs) to eligible businesses.

### GRANTS

New York State's annual grant and loan programs – known as the Consolidated Funding Applications (CFA) – assist businesses that create jobs and make infrastructure investments. The Ulster County Office of Economic Development assists businesses, nonprofits and municipalities through the CFA process each year and also assists businesses with various other State programs such as the Excelsior Jobs Program, which offers tax credits.

### BANKS

Ulster County is home to excellent banks and commercial lenders that can meet your financial needs.

### READY2GO

The Ulster County Ready2Go Program matches public sector funding and technical assistance with private sector investment to proactively encourage site plan approvals.

### SHOVEL READY

The Ulster County Shovel Ready Program offers municipalities access to funding for road, water, sewer and other infrastructure needed for industrial development.



## BUSINESS PULSE

The largest private business sectors in Ulster County include trade, transportation and utilities; education and health services; and leisure and hospitality. Meanwhile, sector clusters that are growing include agriculture, creative arts, education, food and beverage, green technology, manufacturing and tourism.

## EDUCATION & WORKFORCE TRAINING

Ulster County is home to some of the best educational institutions in the region. They work closely with the business community to develop a skilled and well-trained workforce.

### SUNY NEW PALTZ

Committed to providing high-quality affordable education to students, SUNY New Paltz is the only residential 4-year public university in the Mid-Hudson region that includes graduate programs.

### SUNY ULSTER

SUNY Ulster is a two-year community college that also specializes in economic and workforce development. Any company with two or more employees may apply for a SUNY Workforce Development Grant. First priority is given to businesses that are newly relocated to New York State, new business start-ups, businesses that are expanding their operations and/or employers creating new jobs.

### ULSTER BOCES

Providing career and technical education programs as well as adult education within the County, Ulster BOCES (Board of Cooperative Educational Services) opens doors to innovative and exciting programs for hundreds of students each year. BOCES staff members have particular skills and expertise related to each of the programs and services offered.

### ULSTER COUNTY OFFICE OF EMPLOYMENT & TRAINING

The Ulster County Office of Employment and Training (UCOET) provides job seekers and employers the needed assistance to create a highly skilled and qualified workforce for Ulster County. Business services include job postings, employee screenings, tax credit information, customized training and on-the-job training.

## ADDITIONAL BUSINESS RESOURCES

### UCEDA

The Ulster County Economic Development Alliance, which is comprised of local business leaders and government officials, hosts educational programs and special events for the business community.

### OTHER RESOURCES

The Mid-Hudson Small Business Development Center offers free, confidential, one-on-one business counseling; Ulster SCORE provides free business mentoring; Gateway to Entrepreneurial Tomorrows provides one-on-one business counseling specifically to women, minorities and low-income families; and the Women's Enterprise Development Center (WEDC) offers programs and services for entrepreneurs at all stages of business development. There are also several local and regional chambers of commerce as well as business and trade organizations that offer education and networking. For links to these and other resources as well as more detailed information about the Ulster County Office of Economic Development, visit our website at [ulstercountyny.gov/economicdevelopment](http://ulstercountyny.gov/economicdevelopment).



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