



# 2013 Ulster County Budget Fact Sheet

## Economic Development

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**Michael P. Hein**  
*County Executive*

### **I. Overview**

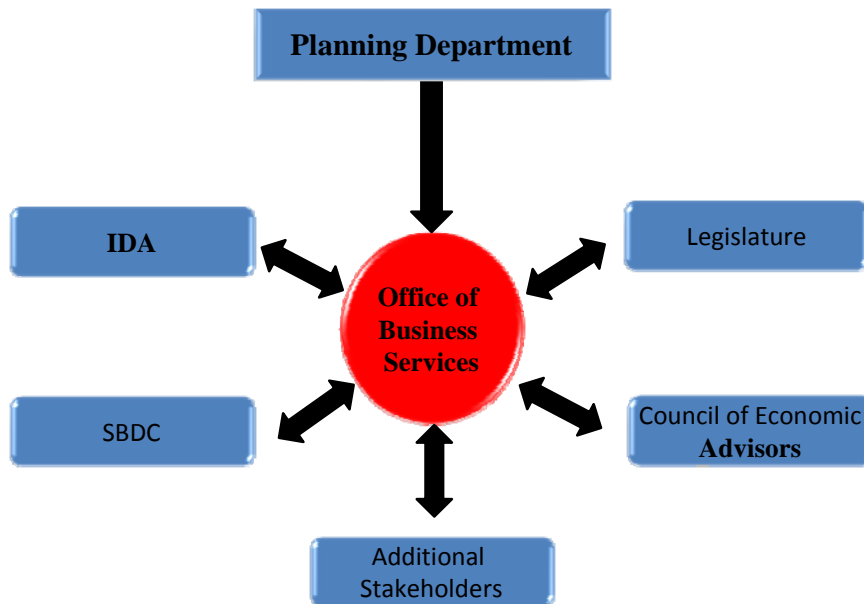
Spurring job growth and strengthening local businesses is of utmost importance. County Executive Hein's Executive Budget proposes restructuring the County's economic development activities by creating a new Office of Business Services. The Office of Business Services will serve as the primary economic development agency of the County and will provide one-stop shopping for all business activities. By working with the Legislature and stakeholders, Ulster County's streamlined economic development efforts will work at the "speed of business."

### **II. Background**

The Ulster County Development Corporation/Industrial Development Agency model is broken. As identified in the strategic economic development plan adopted by the County Legislature in 2009, economic development access to services is fractured and duplicative. Users of economic development services, including existing Ulster County businesses, not-for-profits and new attraction leads, find the current structure confusing to navigate. Businesses and not-for-profits seeking location, financing and business counseling services are relying on the Executive's Office for these services. Because the Ulster County Development Corporation has lost the majority of its private sector funding and participation over the last five years and changes to New York State law for public authority compliance have eliminated the benefits of administering economic development through a separate nonprofit organization, it is time for a change.

### **III. Proposed 2013 Budget Action**

The 2013 Executive Budget establishes a new division within the Planning Department to be called the Office of Business Services. Primary funding for economic development is transferred from the Ulster County Development Corporation to the Office of Business Services, creating two new positions within this division. Funds will also be allocated for programmatic activities such as marketing and participation in regional organizations.



The Office of Business Services will serve as the primary economic development agency of the County and will provide one-stop shopping for all business activities. Businesses seeking new or expanded locations, financing, business counseling or assistance in working with local, state or federal governments will use this Office as the primary point of contact. The Office of Business Services will serve as the liaison to regional economic development agencies, as well. Existing legislatively appointed boards, including the Industrial Development Agency, the Ulster County Shovel Ready Committee and the Ulster County Revolving Loan Fund Committee, will continue to have decision-making authority over IDA activities, shovel ready bonding and revolving loans respectively.

#### **IV. Fiscal Impact**

This proposal will save over \$200,000 in 2013.