



# The Ulster County Red Carpet Business Services Team

*Our mission is to be the primary resource for comprehensive business services in Ulster County.*

- Our objectives are to: 1) Enhance communication with the business community;  
2) Encourage and coordinate access to available programs, resources and benefits, and;  
3) Provide professional advice and direction to help solve business issues.*

Member Agency	Contact	Services
Chamber of Commerce of Ulster County	Robert Hirsch Director of Business Services & Communications Phone: 845-338-5100 x103 Email: <a href="mailto:bob@ulsterchamber.org">bob@ulsterchamber.org</a> Website: <a href="http://www.ulsterchamber.org">www.ulsterchamber.org</a>	<ul style="list-style-type: none"> <li>- County-wide voice for business</li> <li>- Group rate health insurance programs</li> <li>- Networking opportunities</li> <li>- Business referrals</li> <li>- On-the-Job Training Program (OJT) - Pays employers up to a 50% reimbursement for eligible new hires</li> <li>- Tourism promotion</li> <li>- Ulster Leadership Development Institute (ULDI)</li> <li>- Legal “hotline” service</li> <li>- Membership directory and website listing</li> </ul>
Kingston/Ulster Empire Zone	Stephen Finkle, Zone Administrator Brenna Robinson  Phone: 845-334-3962 Fax: 845-334-3965 E-mail: <a href="mailto:brobinson@kingston-ny.gov">brobinson@kingston-ny.gov</a> Website: <a href="http://www.kingstonez.com">www.kingstonez.com</a>	<ul style="list-style-type: none"> <li>- Wage tax credit</li> <li>- Investment tax credit</li> <li>- Sales tax refund (for building materials)</li> <li>- Tax reduction tax credit</li> <li>- Real property tax credit</li> <li>- Sales tax exemption</li> <li>- Local incentives</li> <li>- Zone Capital Credits for community development projects</li> <li>- Zone Capital Credits for direct equity investments</li> <li>- Statewide Zone Capital Corporation (SZCC)</li> </ul>
New York State Department of Labor	Sherry Young, Regional Associate Business Services Representative Phone: 845-568-5371 Email: <a href="mailto:Sherry.Young@labor.ny.gov">Sherry.Young@labor.ny.gov</a> Website: <a href="http://www.labor.ny.gov">www.labor.ny.gov</a>	<ul style="list-style-type: none"> <li>- Human resources consulting</li> <li>- National &amp; local job listing/labor exchange</li> <li>- On-site recruitments</li> <li>- Applicant screening &amp; referral</li> <li>- Wage tax credits</li> <li>- Empire Zone employment tax credits</li> <li>- Safety and health (pre-OSHA) consultation</li> <li>- Shared Work (reduced work hours instead of layoffs)</li> <li>- State/county business statistics</li> <li>- Unemployment Insurance administration</li> <li>- Job fairs</li> <li>- Lay-off aversion/assistance</li> <li>- Job Service Employer Committee (JSEC)</li> </ul>
Office of Vocational and Educational Services for Individuals with Disabilities (VESID)	Al Sindone, Local Marketing Rep Phone: 845-452-5589 Fax: 845-452-5336 Email: <a href="mailto:asindone@mail.nysed.gov">asindone@mail.nysed.gov</a>  Teresa Toussaint Regional Marketing Coordinator Phone: 845-452-5632 Email: <a href="mailto:ttoussai@mail.nysed.gov">ttoussai@mail.nysed.gov</a>  Website: <a href="http://www.vesid.nysed.gov">www.vesid.nysed.gov</a>	<ul style="list-style-type: none"> <li>- Pre-screened, qualified candidates</li> <li>- Work Opportunity &amp; Workers with Disabilities Tax Credit (WOTC &amp; WETC)</li> <li>- Additional Empire Zone tax credits available</li> <li>- On-the-Job Training (OJT)</li> <li>- Work Try Out – 100% wage reimbursement</li> <li>- On-site technical assistance</li> <li>- Disabled access/barrier removal tax credits</li> <li>- ADA consultation assistance &amp; retraining</li> </ul>

<p>Ulster County Office of Employment &amp; Training – <b>ULSTER WORKS ONESTOP CENTER</b></p>	<p>Nancy E.K. Schaefer, Director William McDonough, Business Services Rep Phone: 845-340-3170 Fax: 845-340-3165 Email: <a href="mailto:nsca@co.ulster.ny.us">nsca@co.ulster.ny.us</a> Websites: <a href="http://www.co.ulster.ny.us/oet">www.co.ulster.ny.us/oet</a></p>	<ul style="list-style-type: none"> <li>- On-the-Job Training (OJT) - Pays businesses up to a 50% reimbursement to train eligible new hires</li> <li>- Classroom training for eligible new hires</li> <li>- Assist with obtaining state &amp; federal grant funds for staff training</li> <li>- Local job listing</li> <li>- Applicant recruitment &amp; screening</li> </ul>
<p>SUNY Ulster Community College</p>	<p>Deborah O'Connor Associate Dean of Continuing &amp; Professional Education Phone: 845-339-2025 Fax: 845-339-0780 Email: <a href="mailto:connord@sunyulster.edu">connord@sunyulster.edu</a></p>	<ul style="list-style-type: none"> <li>- Continuing &amp; professional education</li> <li>- Training grant application assistance</li> <li>- Customized training for business &amp; industry</li> <li>- OSHA training center for the Hudson Valley</li> <li>- Management &amp; supervisory development</li> <li>- Technical programs for manufacturers</li> <li>- ESL programs</li> </ul>
<p>Ulster County Development Corporation</p>	<p>Melinda Beuf, Dir of Project Management Phone: 845-338-8840 x15 Fax: 845-338-0409 Email: <a href="mailto:mbeuf@ulsterny.com">mbeuf@ulsterny.com</a> Website: <a href="http://www.ulsterny.com">www.ulsterny.com</a></p>	<ul style="list-style-type: none"> <li>- Site development</li> <li>- Revolving Loan Funds (RLFs)</li> <li>- Tax incentives</li> <li>- Site selection &amp; community approval assistance</li> </ul>
<p>Small Business Development Center</p>	<p>Arnaldo Schwerert, Director &amp; Certified Business Advisor  Phone: 845-339-0025 x11 Fax: 845-339-1631 Email: <a href="mailto:sbdc@sunyulster.edu">sbdc@sunyulster.edu</a> Alt Email: <a href="mailto:sehwearea@sunyulster.edu">sehwearea@sunyulster.edu</a></p>	<ul style="list-style-type: none"> <li>- Management &amp; technical assistance to start-up &amp; existing small businesses</li> <li>- Direct one-on-one professional counseling</li> <li>- Business Plan development</li> <li>- Financial planning and analysis</li> <li>- Loan information assistance</li> <li>- Import/export assistance</li> <li>- Marketing planning &amp; analysis</li> <li>- Accounting techniques</li> <li>- Training programs</li> </ul>
<p>Ulster County BOCES Adult Career Education Center A Division of Ulster BOCES</p>	<p>William Doughman, Job Developer  Phone: 845-331-5050 x2226 Fax: 845-339-8797 Email: <a href="mailto:wdoughma@mhrinc.org">wdoughma@mhrinc.org</a></p>	<ul style="list-style-type: none"> <li>- Adult &amp; continuing education</li> <li>- Vocational education</li> <li>- Health occupations education</li> <li>- Community &amp; literacy programs</li> <li>- Senior education</li> <li>- Job seeker services</li> <li>- Employer services</li> <li>- Customized training</li> </ul>
<p>Mid-Hudson EnergySmart Communities An outreach project of the New York State Energy Research &amp; Development Authority/ NYSERDA  Courtney Strong, Inc.</p>	<p>Patrice Courtney Strong, EnergySmart Coordinator, President - Courtney Strong, Inc. Phone: 845-331-2238 Fax: 845-331-2486 Cell: 845-388-7412 Email address: <a href="mailto:Patricecourtney@gmail.com">Patricecourtney@gmail.com</a> Websites: <a href="http://www.nyserda.org">www.nyserda.org</a> <a href="http://www.getenergysmart.org">www.getenergysmart.org</a></p>	<ul style="list-style-type: none"> <li>- NY EnergySmart loan fund</li> <li>- Residential / Commercial Energy Audits</li> <li>- Incentives for Wind &amp; Solar installations</li> <li>- Incentives for energy efficient new construction and substantial renovations</li> </ul>
<p>New Paltz Regional Chamber of Commerce</p>	<p>Joyce M. Minard, President 124 Main Street New Paltz, NY 12561  Phone: 845-255-0243 Fax: 845-255-5189 Email: <a href="mailto:joyce@newpaltzchamber.org">joyce@newpaltzchamber.org</a></p>	<ul style="list-style-type: none"> <li>- Multiple monthly business networking opportunities</li> <li>- Business-related seminars, workshops and discussion groups</li> <li>- Extensive tourism services including Visitor's Center</li> <li>- Regional business promotion, marketing, networking, publications and referrals</li> <li>- Senior Workforce Solutions job placement</li> <li>- Job placement referrals &amp; externships through the Council of Industry</li> <li>- Full line of insurance products for businesses</li> </ul>
<p>Ulster County Planning Board</p>	<p>March Gallagher, Asst. Director Box 1800 244 Fair Street Kingston, NY 12401  Phone: 845-340-3528 Fax: 845-340-3429 Email: <a href="mailto:mgal@co.ulster.ny.us">mgal@co.ulster.ny.us</a> Website: <a href="http://www.co.ulster.ny.us/planning/">http://www.co.ulster.ny.us/planning/</a></p>	<ul style="list-style-type: none"> <li>- Gateway to Ulster County Government land use approval agencies.</li> <li>- Local land use controls and permit process assistance</li> <li>- Geographic Information System (GIS) Data: site selection/viability/restrictions assistance</li> <li>- Preliminary plan review</li> <li>- Demographics, trend analyses, census data</li> </ul>