



# 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 & coordinate access to available programs, resources and benefits, and;  
3) Provide professional advice & direction to help solve business issues.*

Team Member Agency	Contact	Services
County of Ulster Office of Employment & Training	Victor Kragh Business Services Coordinator Phone: 845-340-3177 Fax: 845-340-3165 Email: vkra@co.ulster.ny.us Websites: www.co.ulster.ny.us/oet www.workforcenewyork.org/ulster	<ul style="list-style-type: none"> <li>- On-the-Job Training – Pays businesses up to a 50% reimbursement to train eligible new hires</li> <li>- Customized employee training programs for eligible employees</li> <li>- Classroom training for eligible new hires</li> <li>- Assists in obtaining state &amp; federal grant funds for staff training</li> <li>- Local Job listing</li> <li>- Applicant recruitment &amp; screening</li> </ul>
Chamber of Commerce of Ulster County	Robert Hirsch Director of Business Services & Communications Phone: 845-338-5100 x103 Email: bob@ulsterchamber.org Website: www.ulsterchamber.org	<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 – Pays employers up to a 50% reimbursement for eligible new hires</li> <li>- Tourism promotion</li> <li>- Ulster Leadership Development Institute</li> <li>- Legal 'Hotline' service</li> <li>- Membership Directory and website listing</li> </ul>
Kingston/Ulster Empire Zone	Catherine A. Maloney Zone Coordinator Phone: 845-334-3962 Fax: 845-334-3976 E-mail: locate@kingstonez.com Website: www.kingstonez.com	<ul style="list-style-type: none"> <li>- Wage tax credit</li> <li>- Investment tax credit</li> <li>- Sales tax refund (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	Ronald Stonitsch Human Resources Consultant Phone: 845-338-4696 x3004 Email: usdrsl@labor.state.ny.us Website: www.labor.state.ny.us	<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 Assistance</li> <li>- Job Service Employer Committee (JSEC)</li> </ul>

Office of Vocational and Educational Services for Individuals with Disabilities (VESID)	<p>Teresa Toussaint Regional Marketing Coordinator Phone #s: 914-946-7437 (Mon, Fri) 845-452-5632 (Tues-Thurs) Email: ttoussai@mail.nysed.gov</p> <p>Al Sindone, Local Marketing Representative Phone: 845-452-5589 Email: alsindone@mail.nysed.gov</p> <p>Fax: 845-452-5336 Website: www.vesid.nysed.gov</p>	<ul style="list-style-type: none"> <li>- Pre-screened, qualified candidates</li> <li>- Work Opportunity &amp; Workers with Disabilities Tax Credit</li> <li>- Additional Empire Zone tax credits available</li> <li>- On-the-Job Training</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>
SUNY Ulster Community College	<p>Deborah O'Connor Associate Dean of Continuing &amp; Professional Education Phone: 845-339-2025 Fax: 845-339-0780 Email: oconnord@sunyulster.edu</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>- Credit &amp; Non-Credit courses year-round</li> <li>- ESL Programs</li> </ul>
Ulster County Development Corporation	<p>Irene MacPherson President - <i>Interim</i> Phone: 845-338-8840 x 11 Fax: 845-338-0409 Email: imacpherson@ulsterny.com Website: www.ulsterny.com</p>	<ul style="list-style-type: none"> <li>- Site Development</li> <li>- Revolving Loan Funds</li> <li>- Tax Incentives</li> <li>- Site Selection &amp; Community Approval Assistance</li> </ul>
Small Business Development Center	<p>Arnaldo Schwerert Director &amp; Certified Business Advisor</p> <p>Phone: 845-339-0025 x11 Fax: 845-339-1631 Email: sbdc@sunyulster.edu Alt Email: sehwherea@sunyulster.edu</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>
Ulster County BOCES Adult Career Education Center A Division of Ulster BOCES	<p>Anthony Mignone, Projects With Industry Coordinator</p> <p>Phone: 845-331-5050 x2267 Fax: 845-339-8797 Email: amignone@mhric.org</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 Agency Programs</li> <li>- Senior Education</li> <li>- Job Seeker Services</li> <li>- Employer Services</li> <li>- Customized Training</li> </ul>
Mid-Hudson Energy Smart Communities An outreach project of the New York State Energy Research & Development Authority	<p>Patrice Courtney Strong, Jessica Barry, Co-coordinators for Mid-Hudson Energy Smart Communities/NYSERDA</p> <p>Phone: 845-331-2238 Fax: 845-331-2486 Cell: 845-388-7412 Email addresses: Patricecourtney@gmail.com barryjessica@gmail.com Websites: www.nyserda.org www.getenergysmart.org</p>	<ul style="list-style-type: none"> <li>- NY EnergySmart Equipment Choices Program</li> <li>- NY EnergySmart Loan Fund - Low interest financing for energy-efficient products &amp; renewable technologies</li> <li>- Technical Support for energy-efficiency</li> <li>- Residential and Commercial Building Energy Audits</li> <li>- Incentives for Residential and Commercial Wind &amp; Solar Installations</li> <li>- Incentives for Energy Efficient New Construction and Substantial Renovations</li> <li>- For Manufacturers: Access to Central Hudson Economic Development Programs</li> </ul>