

“FOCUSED ON THE FUTURE”



BUSINESS RESOURCE GUIDE





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Watkins Glen, NY 14891
607-535-4341
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<http://www.scoped.biz>

Welcome!

Congratulations on taking the first step towards locating, starting, or expanding your business in Schuyler County. This Business Guide is intended to serve as a resource for the technical and financial assistance you may need to meet your goals. As detailed in the Guide, there are some resources that you may access directly, and some that are best accessed through Schuyler County Partnership for Economic Development (SCOPE).

SCOPE is a nonprofit, public-private partnership dedicated to fostering economic growth in Schuyler County, New York. We are the official economic development agency in Schuyler County. We are available to assist you in locating, starting or expanding your business. Once you have reviewed the resources in this guide, SCOPE can help you take the next steps towards success.

Schuyler County's location in the heart of New York's Finger Lakes Wine Country, our business-friendly atmosphere, and our unique quality of life makes this a great place to do business. We are home to some of the world's leading companies, and are anxious to work with you to meet your business needs. I hope you will find this business guide useful. We encourage you to contact us so that we may assist you in bringing your project to fruition.

Sincerely,

J. Kelsey Jones
Executive Director

We would like to recognize and thank our partnering organizations who assisted with this project:

Chemung ▪ Schuyler ▪ Steuben Workforce New York

Corning Community College - Small Business Development Center

Regional Economic Development and Energy Corporation (REDEC)

TABLE OF CONTENTS

STARTING OR EXPANDING YOUR BUSINESS 4

FINANCIAL RESOURCES

Chemung-Schuyler-Steuben Workforce New York	6
New York State Business Development Corporation (NYBDC)	7
New York State Electric and Gas (NYSEG)	8
New York State Energy Research and Development Authority (NYSERDA)	10
Regional Economic Development and Energy Corporation (REDEC)	11
Schuyler County Empire Zone (EZ)	12
Schuyler County Industrial Development Agency (SCIDA)	14
Schuyler County Industrial Development Agency Loan Program	15
Schuyler County Partnership for Economic Development Loan Program	16
Governor's Office of Small Cities Program	17
USDA Rural Development	19
US Small Business Association (SBA)	20
Village of Watkins Glen Municipal Electric Department	21

TECHNICAL ASSISTANCE RESOURCES

Cornell University Office of Economic Development	23
Empire State Development Corporation	24
New York State Department of Agriculture and Markets	25
New York State Online Permit Assistance and Licensing (OPAL)	26
Small Business Development Center at Corning Community College (SBDC)	27
Schuyler County Chamber of Commerce	28
Schuyler County Partnership for Economic Development (SCOPED)	29
Service Corps of Retired Executives (SCORE)	30
Southern Tier Central Regional Planning and Development Board (STC)	31
Vocational and Educational Services for Individuals with Disabilities (VESID)	32

STARTING OR EXPANDING YOUR BUSINESS? SOME THINGS YOU SHOULD THINK ABOUT...

Have a well-thought-out business plan

Developing a business plan is the most important first step you should take when starting a new business or expanding an existing business. Your business plan should be updated and changed as your business grows and changes. A good business plan is a valuable tool when it comes to financing growth, and also helps in setting goals to guide your development. If your company doesn't already have a current business plan, the Small Business Development Center can provide guidance in developing one. Schuyler County Partnership for Economic Development is another resource that can help you get started by thinking through some important issues and assisting in locating the appropriate resources for your business.

Understand what your project is

Once you have a business plan in place, you need to better define the exact project. Is it new equipment or technology? An expansion to an existing facility? Working capital to introduce a project or service? Defining the project will help us better align you with the right resources. Answering these three questions will help to get your project moving...

- What is the total capital investment?
- What is the job creation impact?
- What is your financial need?

Pick the right location

Do you need a small, downtown storefront or a large manufacturing facility? An existing building, or one built to your specifications? Easy access and loading docks for trucks, first-class office space, or perhaps high speed telecommunications? If you're looking to locate in Schuyler County, or if you've outgrown your existing facility and are considering a new facility, we can help you with site selection, as well as marketing your existing building if you're ready to move up in size. We maintain a database of available commercial and industrial properties, as well as locations that are appropriate for retail or service businesses.

Understand local regulations, including zoning, code, and signage issues

Once you've narrowed down your business location, identify local regulations that may impact your usage. Are there any building or zoning restrictions? What are the rules about signage? The next step is to contact the local municipality for the appropriate code enforcement or zoning officer. SCOPED can furnish you with a list of local contacts.

FINANCIAL ASSISTANCE

CHEMUNG-SCHUYLER-STEUBEN WORKFORCE NEW YORK

www.workforce2.org

Contact Information:

Matthew Shick, Executive Director
Chemung Schuyler Steuben Workforce New York
20 Denison Parkway West
Corning NY 14830
607 937-8337
FAX: 607 937-5420 fax
Website: www.workforce2.org
E-mail: csswfd@stny.rr.com

Description:

Workforce New York provides a workforce preparation system to ensure that employers have access to workers with appropriate skills. Workforce New York is a not-for-profit organization overseen by a board of directors with representatives from the private and public sectors. All of the services offered under the Workforce New York umbrella and its consortium of partners are offered on a no-fee basis to employers and to job seekers.

Program Information:

COMPUTERIZED JOB MATCHING/JOB SEARCH TOOLS - New York State's Workforce Information System (WINS) program and America's Job Bank electronically match individuals with the skills employers seek.

VETERANS EMPLOYMENT AND TRAINING SERVICES - Assists in connecting members of the workforce who are veterans with skilled training in the latest technologies.

EMPLOYER TAX CREDIT INFORMATION - They can assist in exploring tax credit opportunities for which you may be eligible when you hire job seekers with barriers to employers.

ON-THE-JOB TRAINING FUNDS - Reimburses businesses for up to 50 percent of training wages for up to 25 weeks of training. There are certain eligibility requirements that apply to workers.

LABOR MARKET INFORMATION - Quantifiable labor market information such as the quantity/quality of the labor supply, labor costs, industry trends, demographic data, EEO information, etc. is available.

HUMAN RESOURCE CONSULTANTS - Advisors can aid with Human Resources concerns such as creating employee handbooks, solving personnel issues, and developing and classifying job descriptions.

NEW YORK STATE BUSINESS DEVELOPMENT CORPORATION (NYBDC)
www.nybdc.com

Contact Information:

Steven Willard, Vice President
NYBDC
50 Beaver Street
Albany, NY 12207
1-800-923-2504 or 518-463-2268
Fax: 518-463-0240
Website: www.nybdc.com
E-mail: swillard@nybdc.com

Description:

The NYBDC promotes economic activity within New York State by providing innovative loans to small and medium-size businesses; assisting our partner banks in making such loans; and, particularly, assisting minority and women-owned businesses by offering credit opportunities not otherwise available to them. The NYBDC is a complement to conventional banking, working in partnership with banks to provide term loans, many of which do not meet the requirements for traditional financing. In many cases, they include multiple participations, SBA guarantees, flexible amortization, and long-term payouts.

Program Information:

The NYBDC approves loans ranging from \$25,000 to \$1.5 million. It offers various funding options through four major affiliate companies including:

- NYBDC Capital Corporation
 - Empire State Certified Development Corporation
 - Statewide Zone Capital Corporation
-
-

NEW YORK STATE ELECTRIC AND GAS (NYSEG)

www.nyseg.com

Contact Information:

Kelsey Jones, Executive Director
SCOPED
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Watkins Glen, NY 14891
607-535-4341
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E-mail: kelsey@scoped.biz

Description:

NYSEG supplies electricity and natural gas to Schuyler County, with the exception of the Village of Watkins Glen, which operates its own municipal electric department. NYSEG offers incentives in the form of rate discounts and funding assistance to promote load growth within their service territory and to help make the Upstate New York region an attractive place to do business.

Program Information:

ECONOMIC DEVELOPMENT INCENTIVE (EDI) - Provides a reduction from the standard tariff rate, on a per kilowatt-hour basis, for non-retail businesses locating or expanding in NYSEG's service area.

EMPIRE ZONE INCENTIVE - Provides a reduction from the standard tariff rate, on a per kilowatt-hour basis, for businesses locating or expanding in a designated Empire Zone.

ECONOMIC REVITALIZATION INCENTIVE (ERI) - Provides a reduction from the standard electric tariff rate, on a per kilowatt-hour basis, to current NYSEG manufacturing businesses in conjunction with business incentives offered by state and local organizations through a New York State-administered program.

SMALL BUSINESS GROWTH INCENTIVE (SBGI) - Provides a reduction from the standard electric tariff rate, on a per kilowatt-hour basis, for existing small businesses expanding in NYSEG's service area.

COMPETATIVE PRICING: ELECTRICITY AND NATURAL GAS - Under special tariffs, NYSEG can provide negotiated prices to new customers or qualifying expansions by existing customers. Eligibility is contingent upon potential customers having:

- A competitive alternative to NYSEG services
- A minimum connected load
- Consideration of appropriate energy efficiency measures

NEW YORK STATE ELECTRIC AND GAS continued

POWER FOR JOBS (PFJ) - Provides low-cost electricity from the New York Power Authority for qualifying businesses that expand or remain in New York State. PFJ is designed to assist New York State businesses that are at risk of closing or downsizing their operations or moving out of the state. Pricing varies depending on a customer's usage pattern, power need and the delivery cost.

INVESTMENT AND OUTREACH PROGRAMS - NYSEG has committed a portion of its annual economic development program budget to several non-rate incentive programs. These include:

- Utility Infrastructure Investment
- Brownfield/Building Redevelopment
- Economic Development Outreach

UTILITY INFRASTRUCTURE INVESTMENT - If funding from other sources is inadequate, NYSEG may supplement, on a per project basis, new electric delivery related facilities involving existing or prospective customers with electric demand of 100 kilowatts or more, if a minimum of \$1 million is invested in a new or expanded facility.

BROWNFIELD/BUILDING REDEVELOPMENT - NYSEG may provide funding assistance, on a per project basis, to encourage the redevelopment of a "brownfield" site or vacant building within NYSEG's electric service area.

NEW YORK STATE ENERGY RESEARCH AND DEVELOPMENT AUTHORITY (NYSERDA)

www.nyserdera.org

Contact Information:

Bob Callender, Economic Development
NYSERDA
17 Columbia Circle
Albany, NY 12203-6399
1-866-NYSERDA
Fax: 518-862-1091
Website: www.nyserdera.org

Description:

The New York State Energy Research and Development Authority (NYSERDA) is a public benefit corporation created in 1975 by the New York State Legislature. NYSEDA administers the New York Energy \$mart program, which is designed to support certain public benefit programs during the transition to a more competitive electricity market. The New York Energy \$mart SM program provides energy efficiency services, including those directed at the low-income sector, research and development, and environmental protection activities. Some 400 NYSEDA research projects help the State's businesses and municipalities with their energy and environmental problems. Federally funded, the Energy Efficiency Services program is working with more than 540 businesses, schools, and municipalities to identify existing technologies and equipment to reduce their energy costs.

Program Information:

NYSERDA has a myriad of different programs, all with the principal goal of helping New York State utility customers solve their energy and environmental problems while developing new, innovative products and services that can be manufactured or commercialized by New York State firms . More information regarding the most current NYSEDA programs is available at the NYSEDA website, or by contacting SCOPED.

REGIONAL ECONOMIC DEVELOPMENT & ENERGY CORPORATION (REDEC)

www.redec.us

Contact Information:

Diane W. Lantz, Executive Director
8 Denison Parkway E.
3rd Floor, Suite 403
Corning, NY 14830
607-962-3021
Fax: 607-936-8081
Website: www.redec.us
E-mail: redec@stny.rr.com

Description:

The Regional Economic Development and Energy Corporation (REDEC) and the REDEC Relending Corporation (RRC) are not-for-profit corporations located in Corning, New York, which provide gap financing to a maximum loan amount of \$100,000 to start-up and expanding businesses in Schuyler, Chemung and Steuben Counties.

Program Information:

REDEC/RRC REVOLVING LOAN PROGRAM – The REDEC/RRC Revolving Loan Program provides “gap financing” to start-up and existing businesses located in Chemung, Schuyler and Steuben Counties. All loan applicants must demonstrate both a need for REDEC or REDEC Relending Corporation financing and that the project will provide a positive job impact.

REDEC RELENDING CORPORATION MICRO-LOAN PROGRAM – The RRC Micro-Loan Program is intended to provide gap financing to eligible businesses located in Chemung, Schuyler and Steuben Counties. The maximum loan amount under the micro loan program is \$20,000.

REDEC RELENDING CORPORATION SHORT-TERM FINANCING – The REDEC Relending Corporation Short-Term Financing Program is intended to provide financing for existing businesses only. Applicants must demonstrate a need for funds to fill specific contracts/orders, or need short-term working capital.

Southern Tier Business Development Fund, LLC WORKING CAPITAL LOAN PROGRAM - This program provides working capital for existing businesses (in business for a minimum of one year) that demonstrate a need for funds to fill specific contracts/orders, or need short-term working capital.

SCHUYLER COUNTY EMPIRE ZONE (EZ)

www.scoped.biz/ecincentive.htm

Contact Information:

Barbara Halpin, Empire Zone Coordinator
SCOPED
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607-535-4341
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Description:

The County's Empire Zone provides benefits to targeted businesses within the Empire Zone that create new jobs, expand a facility, and/or prevent the loss of existing jobs and to help facilitate new private sector investment and economic growth for the local community.

Program Information:

QEZE SALES TAX EXEMPTIONS – Qualified Empire Zone Enterprises (QEZEes) are granted a 10-year exemption from State sales tax on purchases of goods and services (including utility services and owned vehicles) used predominantly in such Zone that meet an employment test (effective March 1, 2001).

QEZE CREDIT FOR REAL PROPERTY TAXES – Qualified Empire Zone Enterprises are allowed a refundable credit against their NYS business tax up to the amount of real property taxes paid, based upon zone wages paid or zone investment (effective for taxable years beginning on or after January 1, 2001).

TAX REDUCTION CREDIT - Qualified Empire Zone Enterprises are allowed a credit against their NYS tax based on their economic presence in the Zone and employment (effective taxable years beginning on or after January 1, 2001).

WAGE TAX CREDIT (WTC) – This credit is available for up to five consecutive years for qualified full-time equivalent employees. For employees in special targeted groups, this credit equals \$3,000 per year, with a credit of \$1,500 per year effective January 1, 2001, for all other new hires. There is an additional \$500 credit for employees receiving wages in excess of \$40,000.

SCHYULER COUNTY EMPIRE ZONE Continued

INVESTMENT TAX CREDIT (ITC) – A credit of 10% for corporations and 8% for those filing personal income taxes is available each year for a manufacturing, research and development, and/or farming business, or a business engaged in emerging technologies that makes eligible production-related investments. Eligible expenses include the construction, acquisition, and/or renovation of production facilities and equipment. This benefit is available each year through the life of the zone.

EMPLOYMENT INCENTIVE CREDIT - This credit is available to businesses that qualify for an investment tax credit and increase their employment by at least 101% of the base year employment figure. Employees have to work for at least six months. The credit equals 30% of the investment tax credit for each of the next three consecutive years following the year in which the investment tax credit is claimed.

SALES TAX REFUND - A refund on the tax paid on building materials that are incorporated into a qualifying commercial or industrial structure that is being constructed, expanded or rehabilitated.

ZONE CAPITAL CREDIT - A 25% tax credit against personal or corporate income taxes is available for contributing or purchasing shares in a zone capital corporation; or for a direct equity investment in a certified zone business; or for contributions to approved community development projects within an EZ.

NEW BUSINESS REFUND - Businesses new to New York State are entitled to a 50% cash refund of unused EZ-WTC and ITC amounts. Other businesses may carry forward unused credits indefinitely.

UTILITY RATE SAVINGS - Special reduced electric and gas rates may be available through investor-owned utilities in New York State. Businesses that locate or expand their operations in an EZ may receive significantly reduced rates.

TECHNICAL ASSISTANCE - The SCOPED office is staffed with a professional zone coordinator qualified to assist businesses locating or expanding in an Empire Zone.

SCHUYLER COUNTY INDUSTRIAL DEVELOPMENT AGENCY

www.scoped.biz

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Description:

The Schuyler County Industrial Development Agency (SCIDA) was created in 1971 under the provisions of the laws of New York State for the purpose of encouraging economic growth in Schuyler County. SCIDA provides financial assistance to qualified applicants in the form of mortgage recording tax exemption, sales and use tax exemptions, real property tax abatement, and low interest rates for debt incurred as part of the project.

Program Information:

MORTGAGE RECORDING TAX EXEMPTION - The IDA can consider granting a complete exemption from Schuyler County's mortgage recording tax in connection with an eligible project.

SALES AND USE TAX EXEMPTION - The IDA can consider granting complete exemption from both State and local sales tax during the construction of a project or for major renovations associated with acquiring property for eligible purposes.

REAL PROPERTY TAX ABATEMENT - The IDA can abate real property taxes on new construction via a sale-leaseback or lease-leaseback arrangement. For new construction or renovations warranting an increase in existing assessment, the IDA's uniform payment-in-lieu-of-tax schedule (PILOT) applies to the increase in assessed value, providing the IDA approves the project as suitable. The Tax Abatement is for a ten year period, with the PILOT payment increasing over the years according to a pre-determined schedule.

IDA PROJECT FINANCING/INDUSTRIAL REVENUE BONDS - The IDA can issue both tax-exempt and taxable bonds to finance qualified projects. This can be an attractive way to finance larger projects, typically with a total cost exceeding \$1.5 million, including real estate and equipment.

SCHUYLER COUNTY INDUSTRIAL DEVELOPMENT AGENCY LOAN PROGRAM

www.scoped.biz

Contact Information:

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E-mail: kelsey@scoped.biz

Description:

Loans are available to small and large manufacturers, tourism-based businesses, and other industries which tend to import dollars into the county by selling goods and/or services to outside concerns. The program is for applicants unable to secure traditional financing or in need of gap financing. SCIDA Board members, officers, staff, or blood relatives of any of the above representing SCIDA for a period of one year are not eligible for assistance. Loan proceeds can be used for projects that result in small or large business start-up or expansion, redevelopment of vacant facilities for productive use by small or large businesses, business and job retention, modernization or rehabilitation of existing industrial and manufacturing facilities, and utilization of new technologies. Full loan policies and eligibility criteria are available from SCOPED.

Program Information:

ELIGIBLE ACTIVITIES - Acquisition and/or improvement of land, building, plant, or equipment, including new construction or renovation of existing facilities; demolition and site preparation; and working capital.

INELIGIBLE ACTIVITIES - Speculative activities; purchase or finance of equity in private businesses; debt consolidation; or refinancing.

MAXIMUM/MINIMUM LOAN AMOUNTS - Based on availability of funds. \$15,000 minimum.

PRIVATE INVESTMENT AND EQUITY REQUIREMENT- 20% minimum private investment and a 5-10% minimum cash equity.

RATE AND TERMS - The interest rate for all loans is 3% fixed, with a term of 5-7 years for working capital and/or machinery, and 7-10 years for real estate activities.

SCHUYLER COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT LOAN PROGRAM

www.scoped.biz

Contact Information:

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Description:

Loans are available to eligible businesses including small manufacturers, tourism-based businesses and other industries which tend to import dollars into the County by selling goods and/or services to outside concerns. The program is for applicants unable to secure traditional financing or in need of gap financing. Board members, officers, staff, or blood relatives of any of the above representing SCOPED or REDEC are not eligible for assistance for a period of one year following service. Loan proceeds can be utilized for projects that result in small business start-up or expansion, redevelopment of vacant facilities for productive use by small businesses, business and job retention, modernization or rehabilitation of existing industrial and manufacturing facilities and utilization of new technologies. Full loan policies and eligibility criteria are available from SCOPED.

Program Information:

ELIGIBLE ACTIVITIES - Acquisition and/or improvement of land, building, plant, or equipment, including new construction or renovation of existing facilities; demolition and site preparation; and working capital.

INELIGIBLE ACTIVITIES - Speculative activities; purchase or finance equity in private businesses; debt consolidation; or refinancing.

MAXIMUM/MINIMUM LOAN AMOUNTS - \$20,000 maximum based on availability of funds. \$5,000 minimum.

PRIVATE INVESTMENT AND EQUITY REQUIREMENTS - 50% minimum private investment and a 5-10% minimum cash equity.

RATE AND TERMS - The interest rate for all loans is 4% fixed, with a term of 5-7 years for working capital and/or machinery, and 7-10 years for real estate activities.

GOVERNOR'S OFFICE FOR SMALL CITIES
www.nysmallcities.com

Contact Information:

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SCOPED
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Watkins Glen, NY 14891
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Website: www.scoped.biz
E-mail: kelsey@scoped.biz

Description:

The Governor's Office for Small Cities (GOSC) provides grants to eligible cities, towns, and villages with a population under 50,000 and counties with an area population under 200,000 to revitalize neighborhoods, expand affordable housing, and create jobs and economic opportunities. Economic Development funds are available via an open funding window.

Program Information:

Eligible applicants are units of local government such as a village, town, or county. Funding may be used by municipalities for general economic development activities that create and/or retain permanent, private sector job opportunities principally for low- and moderate-income persons, through the expansion and retention of business and industry in New York State. Local governments must apply to the GOSC on behalf of the end user of the CDBG funds and the CDBG grant is awarded directly to the unit of local government. The GOSC does not make direct loans or grants to businesses. CDBG funds are considered gap financing and are designed to leverage the maximum feasible amount of private and/or other public financing. The GOSC provides grant funds for the following purposes:

- To provide financial assistance to a business for an eligible activity which will result in the creation or retention of permanent, private sector job opportunities principally for low- and moderate-income persons; or
- To construct publicly owned infrastructure improvements, which are necessary to accommodate the creation, expansion or retention of a business which will result in the creation or retention of permanent, private sector job opportunities principally for low- and moderate-income persons.

SMALL CITIES CDBG continued

CDBG Small Cities grant funds may only be used for the construction or rehabilitation of commercial property, or its supporting infrastructure (e.g. water or sewer lines), when a private business has committed itself to utilizing the property for a business purpose that will result in the creation or retention of low-and moderate-income jobs. Market driven businesses (e.g. restaurant, retail) will only be considered when development of that business is an integral part of a comprehensive or geographically-targeted community revitalization effort.

FUNDING LIMITS: The maximum grant (to the municipality) for an Economic Development project is \$750,000 per applicant and the minimum is \$100,000. The maximum grant amount per full time equivalent (FTE) job created/retained is \$7,500. The GOSC may approve applications which exceed the maximum FTE job created/retained or the funding limit where it is found that a project or projects may have a significant impact beyond the immediate benefit of jobs created or retained in as much as the project/business may realize a potential for regional or even statewide economic impact.

USDA RURAL DEVELOPMENT

www.rurdev.usda.gov/ny

Contact Information:

Margaret West, RD Manager
USDA Rural Development
903 Hanshaw Road
Ithaca, NY 14850-1549
607-257-2737
Fax: 607-257-4802
Website: rurdev.usda.gov/ny
E-mail: margaret.west@ny.usda.gov

Description:

Rural Development is an agency of the United States Department of Agriculture. Their financial programs support essential public facilities and services such as water and sewer systems, housing, health clinics, emergency service facilities and electric and telephone services. They promote economic development by supporting loans to businesses through banks and community-managed lending pools. They offer technical assistance and information to help agricultural and other cooperatives get started and improve the effectiveness of their member services. Their Rural Business-Cooperative Service supports economic and business development in rural communities. Financial assistance is offered in the form of grants, loans, and loan guarantees.

Program Information:

Rural Development offers many different programs for various uses. Those that are available directly to individual businesses include:

VALUE-ADDED AGRICULTURAL PRODUCT MARKET DEVELOPMENT GRANTS - The primary objective of this grant program is to help eligible applicants to develop business plans for viable marketing opportunities and develop strategies to create marketing opportunities.

BUSINESS AND INDUSTRY LOAN GUARANTEES - Rural Development joins with local banks and commercial lenders to provide financing for businesses located in rural areas. Lenders are able to offer larger loans and better terms with a guarantee that may cover up to 80% of the lenders exposure on the loan. Most business purposes can be financed with a guaranteed loan. Eligible applicants include individuals, corporations, partnerships, cooperatives, federally recognized Indian Tribes, and other legal entities.

U.S. SMALL BUSINESS ASSOCIATION (SBA)

www.sba.gov/ny

Contact Information:

Sheila Cowles
U.S. SBA, Elmira Branch Office
333 East Water Street, 4th floor
Elmira, NY 14901
607-734-8130
Website: www.sba.gov/ny
E-mail: Sheila.Cowles@sba.gov

Description:

The SBA is an independent agency of the federal government created to aid, counsel, assist, and protect the interests of small business concerns; to preserve free competitive enterprise; and to maintain and strengthen the overall economy of our nation. They help to start, build, and grow businesses through an extensive network of field offices and partnerships with public and private organizations. SBA makes special effort to provide its programs to women, minorities, veterans, and businesses involved in international trade.

Program Information:

SERVICES - The SBA provides free counseling, advice, and information on starting a business through the Service Corps of Retired Executives (SCORE); financial assistance for new or existing businesses through guaranteed loans made by lenders; free consulting services through the network of Small Business Development Centers; and assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the Minority Enterprise Development Program.

FINANCIAL ASSISTANCE - Working with local lenders, borrowers can obtain SBA guarantees on their loans. The maximum loan guarantee for one business or individual is \$750,000. Proceeds can be used for working capital, to purchase machinery and equipment, real property, and inventory, and/or to purchase an existing business. Terms and interest rates vary depending upon the use of loan funds and the size and term of the loan.

MANAGEMENT & TECHNICAL ASSISTANCE - The Elmira Branch Office provides free counseling through the Elmira chapter of the Service Corps of Retired Executives (SCORE).

MINORITY BUSINESS DEVELOPMENT - Through the 8(a) Business Development Program, the SBA assists small businesses owned and controlled by socially and economically disadvantaged individuals. Businesses must be able to provide a product or service that is purchased by an agency of the federal government.

VILLAGE OF WATKINS GLEN MUNICIPAL ELECTRIC DEPARTMENT
www.nypa.gov/partners/watkinsg.htm

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Description:

The Village of Watkins Glen operates its own municipal electric department. The Village buys low-cost electricity from the New York Power Authority. The electric department provides low-cost electricity to the entire Village of Watkins Glen, which measures about two square miles. While most commercial customers are smaller, they also serve large commercial and industrial sites. Property that is served by municipal electric is available for development both in the Village and just outside the municipal line.

Program Information:

COMMERCIAL ELECTRIC RATES:

Customer charge \$2.00
Summer rate \$0.0382 per kwh
Winter rate \$0.0473 per kwh

INDUSTRIAL ELECTRIC RATES:

Customer charge \$0
Energy charge \$0.0156 per kwh
Demand charge \$4.50 per kilowatt

TECHNICAL ASSISTANCE

CORNELL UNIVERSITY OFFICE OF ECONOMIC DEVELOPMENT

www.oed.cornell.edu

Contact Information:

Jennifer Drumluk, Special Projects Coordinator
Office of Economic Development
Cornell Center for Technology, Enterprise and Commercialization (CCTEC)
20 Thornwood Drive, Suite 105
Ithaca, NY 14850
607-257-1081
Website: www.oed.cornell.edu
Email: jmd229@cornell.edu

Description:

Cornell University is New York State's land-grant institution. The Office of Economic Development (OED) is a program within Cornell's Center for Technology, Enterprise and Commercialization. OED's mission is to provide a clearinghouse for economic development activities and resources at Cornell and to provide coordination and communication of special projects, programs and initiatives. As a multi-disciplinary major research university, Cornell engages in diverse economic development activities. Cornell's specific initiatives address a variety of problems and opportunities. Many are linked to new venture and job creation, increased investment, and enhancing quality of life.

Program Information:

Cornell has a diverse range of economic development initiatives and programs that focus on technical assistance, research, industrial and community outreach.

Cornell has been designated as the University Center in New York State for the U.S. Economic Development Administration (EDA) to assist areas with creating new wealth-generating activities through technical assistance and applied research.

The OED's website, www.oed.cornell.edu, serves as a clearinghouse for Cornell's economic development initiatives and programs. It provides information on accessing their facilities and services, links to other organizations, and other information on Cornell initiatives.

EMPIRE STATE DEVELOPMENT CORPORATION

www.nylovesbiz.com; www.nylovesmallbiz.com; www.semi-ny.com

Contact Information:

Kelsey Jones, Executive Director
SCOPED
2 N. Franklin Street, Suite 330
Watkins Glen, NY 14891
607-535-4341
Fax: 607-535-7221
Website: www.scoped.biz
E-mail: kelsey@scoped.biz

Description:

Empire State Development (ESD) is New York State's economic development agency. ESD and is supported by a network of 18 ESD Offices throughout the state and around the world. The Southern Tier Regional office in Elmira services Schuyler County. The organization is comprised of highly qualified professionals who help businesses: start up a company in New York State; relocate to or establish a presence in New York State; expand already existing operations in New York State; retain and enlarge their work force in New York State; and compete more effectively and profitably in the domestic and global marketplace. Most ESD assistance is accessed at the local level through SCOPED. More information on the various programs and assistance for large companies, small businesses, and high-tech businesses can be found at the appropriate ESD websites above.

Program Information:

ESD works closely with businesses to identify creative solutions to challenging problems. They offer many forms of assistance including:

- Business Development Assistance
 - Energy Cost Assistance
 - Financing for fixed assets, working capital, and infrastructure development
 - Market Development Assistance
 - Permitting and Regulatory Assistance
 - Recycling and Waste Reduction Assistance
 - Research Development and Product Commercialization Assistance
 - Tax Benefits
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- Venture Capital

More information on the various programs and assistance for large companies, small businesses, and high-tech businesses can be found at the appropriate ESD website, nylovesbiz.com, nylovesmallbiz.com, or semi-ny.com.

NEW YORK STATE DEPARTMENT OF AGRICULTURE AND MARKETS

www.agmkt.state.ny.us

Contact Information:

New York State Department of Agriculture and Markets
10B Airline Drive
Albany, NY 12235
800-554-4501 or 518-457-3880
Website: www.agmkt.state.ny.us
E-mail: info@agmrkt.state.ny.us

Description:

The New York State Department of Agriculture & Markets' mission is to foster a competitive food and agriculture industry that benefit producers and consumers alike. They work to promote a viable agricultural industry, foster agricultural environmental stewardship, and safeguard our food supply.

Program Information:

The Department of Agriculture and Markets has many specialized programs and funding sources to assist food and agricultural related business. Visit their website to see details of programs currently available.

NEW YORK STATE ONLINE PERMIT ASSISTANCE AND LICENSING (OPAL)

www.nys-permits.org

Contact Information:

NYS Governor's Office of Regulatory Reform
Online Permit Assistance and Licensing (OPAL)
Empire State Plaza
Agency Building 1, 4th floor
Albany, NY 12220-0107
800-342-3464 or 518-474-8275
Fax: 518-486-5869
Website: www.nys-permits.org
E-mail: permits@gorr.state.ny.us

Description:

OPAL provides a wealth of information on New York State's requirements for starting a business. You will find material on Business Structure and Name Filing, Tax Information, Permit and License Information, Employer Information as well as Miscellaneous Business Information. You can also choose a Business Type to create a customized list of links on your business requirements and use links to apply online for various permits. Please note, this site is designed to be a reference guide for business requirements and is not intended to offer legal or financial advice.

Program Information:

The OPAL website provides online permitting information 24 hours a day, seven days a week

Permit Coordinators are available to answer your business inquiries on the phone, Monday through Friday from 9:00 a.m. through 5:00 p.m. (except holidays).

SMALL BUSINESS DEVELOPMENT CENTER AT CORNING COMMUNITY COLLEGE (SBDC)

<http://corning.nyssbdc.org>

Contact Information:

Bonnie Gestwicki, Director
24 Denison Parkway
Corning, NY 14830-2607
607-962-9461
Fax: 607-936-6642
Website: <http://corning.nyssbdc>
E-mail: gestwicki@corning-cc.edu

Description:

Corning Community College's SBDC has worked directly with 8,029 businesses, helping them to invest \$54 million dollars in the area's economy, and creating or saving 2,784 jobs. The Center facilitates a Women Business Owners' Roundtable; provides a fifteen-hour Small Business Management Certificate Program, as well as a ten-week Microenterprise Training Program. Confidential management assistance from an experienced staff is available to emerging and existing businesses. In addition to appointments in Corning, counseling is also available on Thursdays in Watkins Glen. Counseling services are provided free of charge.

Program Information:

The Small Business Development Center supports entrepreneurs by assisting with start-up steps, business plan development, loan requirements, identifying sources of funding, cash flow projections, record keeping, financial analysis, marketing, business expansion, e-commerce, international trade and women/minority-owned business certification.

SCHUYLER COUNTY CHAMBER OF COMMERCE

www.schuylerny.com

Contact Information:

Schuyler County Chamber of Commerce
100 North Franklin Street
Watkins Glen NY 14891
607 535-4300
Fax: 607 535-6243
Website: www.schuylerny.com
E-mail: chamber@schuylerny.com

Description:

The Schuyler County Chamber of Commerce is a voluntary membership organization comprised of businesses and professionals whose mission is “to be the community’s leading business organization representing its membership in the preservation and promotion of economic, cultural, and recreational excellence.”

Program Information:

The Chamber of Commerce can be an important resource for new businesses. The benefits of Chamber membership include:

- Brochure Display and Distribution
 - Connection with Regional, State and National Tourism Agencies
 - Cooperative and Discounted Advertising Opportunities
 - Discounts on National Safety Council Driver Course
 - “C-Gram” weekly email newsletter
 - Increased Visibility, Information and Education
 - “The Portal” monthly print newsletter
 - Membership Directory
 - Networking and Visibility
 - Referrals & Contacts
 - Resource Lending Library
 - Trade Show Cooperative Opportunities
 - Voice in Local, State and National Government
 - Web Listing and Link at schuylerny.com
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SCHUYLER COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT (SCOPED)

www.scoped.biz

Contact Information:

Kelsey Jones, Executive Director
SCOPED
2 N. Franklin Street, Suite 330
Watkins Glen, NY 14891
607-535-4341
Fax: 607-535-7221
Website: www.scoped.biz
E-mail: kelsey@scoped.biz

Description:

Schuyler County Partnership for Economic Development (SCOPED) is a private, nonprofit organization dedicated to fostering economic growth in Schuyler County, New York. SCOPED is a public-private partnership, made up of representatives from the Schuyler County Legislature, the towns and villages, Schuyler County Industrial Development Agency and private businesses. As the official economic development agency in Schuyler County, SCOPED work to foster economic growth and opportunities in Schuyler County by connecting businesses with the resources and financial incentives they need to succeed. SCOPED also administer the Schuyler County Empire Zone. SCOPED is the first agency to contact if you are interested in locating or expanding a business in Schuyler County.

Program Information:

FINANCING: SCOPED operate their own loan program for business development, and assist businesses with identifying and accessing other financial resources.

SITE LOCATION: A database of available properties is available, and staff will assist businesses in finding the right site for expansion or location.

OMBUDSMAN SERVICES: SCOPED staff will help businesses work with local, state and federal public agencies.

BUSINESS INFORMATION: A comprehensive demographic and economic database designed to inform businesses about government and other assistance programs is available.

SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)

www.score.org

Contact Information:

Richard Shore, Chairman
c/o Small Business Administration
333 East Water Street, 4th Floor
Elmira, NY 14901
For appointments contact Sheila: 607-734-3358
Fax: 607-733-4656
Website: www.score.org
E-mail: sbascore-341@hotmail.com

Description:

SCORE is a non-profit organization that provides small business advice and training. SCORE's 10,500 volunteers have more than 600 business skills. SCORE volunteers are working/retired business owners, executives, and corporate leaders. Volunteers share their wisdom and lessons learned in business. Business counseling can help you start, grow, and manage your business. SCORE is a resource partner with the U.S. Small Business Administration. The nearest SCORE chapter is located in Elmira at 333 East Water Street.

Program Information:

ONLINE ASSISTANCE - SCORE'S website, (www.score.org), offers "Ask SCORE email advice online"; an online Learning Center; a Business Toolbox that includes useful, downloadable templates for business start-up and operation; and other useful information for businesses.

FACE-TO-FACE SMALL BUSINESS COUNSELING - Individualized free counseling is available through the Elmira chapter.

LOW-COST WORKSHOPS - Workshops are available through the local Elmira office, as well as SCORE offices across the State.

SOUTHERN TIER CENTRAL REGIONAL PLANNING AND DEVELOPMENT BOARD (STC)

www.stcrpdb.dst.ny.us

Contact Information:

Marcia Weber, Executive Director
Southern Tier Central Regional Planning and Development Board
8 Denison Parkway East, Suite 310
Corning, NY 14830
607-962-3021
Fax: 607-936-8081
Website: www.redec.us
E-mail: redec@stny.rr.com

Description:

The Southern Tier Central Regional Planning and Development Board (STC) provides a variety of services to units of government, agencies, and the private sector in Chemung, Schuyler and Steuben Counties of New York State. The primary objective of STC is to participate in projects that benefit local government and the business and industrial community while improving the quality of life in the region. STC is the Local Development District (LDD) for the Appalachian Regional Commission and the Economic Development District (EDD) for the Economic Development Administration of the U.S. Department of Commerce which provides local access to federal funding to meet priority local economic development needs. As the local administrator of both the ARC and EDA programs, STC works with other local, state, and federal funding sources to support economic development projects.

Program Information:

STC's technical assistance for economic development includes:

- Strategic planning
- Special studies
- Project development
- Grant writing assistance
- Project management

They are also a conduit for funding for the Appalachian Regional Commission and the Economic Development Administration.

VOCATIONAL AND EDUCATIONAL SERVICES FOR INDIVIDUALS WITH DISABILITIES (VESID)

www.vesid.nysed.gov/southerntier

Contact Information:

Jane McGarry, Senior Vocational Counselor
VESID, Southern Tier Elmira Office
244 West Water Street
Elmira, NY 14901
(800) 888-5020 or (607) 734-5294
Fax: 607-734-6802
Website: vesid.nysed.gov/southerntier

Description:

VESID is an agency of the New York State Education Department. Their mission is to promote educational equity and excellence for students with disabilities while ensuring that they receive the rights and protection to which they are entitled. They assure appropriate continuity between the child and adult services systems and provide vocational rehabilitation and independent living services to all eligible persons to enable them to work and live independent, self-directed lives.

Program Information:

VESID's Marketing and Employment Unit provides services that enable employers to find and keep qualified workers. They pre-screen all candidates before referring them to employers for an open position. VESID also provides follow-up services to ensure a lasting placement. In addition to job ready candidates, they provide technical assistance to enable employers to access a variety of tax incentives and wage reimbursements. Staff training is also available regarding disability etiquette, workplace accommodations, and the Americans with Disabilities Act. All training is specifically designed to meet the needs of your company. All of these services, free of charge to employers, include:

- Financial incentives and tax credits offered to employers
 - Free employment services
 - Pre-screened job-ready applicants
 - Consistent follow-up to ensure satisfaction
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Notes: