

Information for businesses in Cattaraugus County, New York.

## Cattaraugus County Economic Development Team

# Enchanted Mountains BizBuzz

## County department acquires administration of revolving loan program

The Cattaraugus County Economic Development, Planning, and Tourism Department acquired the administration of the Federal Government Department of Housing and Urban Development (HUD) and the New York State Governor's Office for Small Cities granted Microenterprise Development Loan Fund (MDLF) as of January 1st of 2013. Available since 1996, the MDLF program is a revolving loan fund designed to create opportunity for the establishment and expansion of microenterprise business within Cattaraugus County, to promote employment opportunities for low-to moderate-income County residents and to preserve and expand the County's tax base. Loaning amounts between \$5,000 and \$30,000 (\$50,000 for manufacturing businesses), the MDLF program has executed over 170 loans totaling approximately \$3.5 million while assisting hundreds of businesses. The loan fund is for "at-risk" loans that would not be able to get a bank approved loan. Basic guidelines for eligible businesses include:

- The business must be located in Cattaraugus County.
- The business owner must meet the low-to

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### Events

**03/29-4/19/13**

12:00p - 12:45p

**New Generation**

**Energy:**

**Sustainable Power**

**for Your Farm or**

**Homestead**

**Webinar Series**

Cornell Small Farms

Program

Hannah Koski

[hpk23@cornell.edu](mailto:hpk23@cornell.edu)

**04/01/13 - 04/30/13**

moderate-income levels specified by HUD unless she/he will be creating jobs for low-to moderate-income individuals. There are quarterly and annual reporting requirements concerning employment.

- The business must be classified as a microenterprise. A microenterprise is a business that has five or few employees, including the owner of the business.
- The money that is being borrowed must be used for a justifiable business purpose, including: fixed assets, working capital, inventory, equipment, etc.
- MDLF Loan proceeds *cannot be used* to pay past expenses or to pay down debt.

If you have a start-up business or a small business in need of funding, please contact us today at (716) 938-2311 for further information.

## Outside resources

Each month, the Economic Development Team invites outside resources to come and speak at our meetings. During the month of March, we met with:

- Kathleen S. Martel, MAST & DIDIWNY Project Coordinator with Jamestown Community College met with the team to discuss the DeamIt! Do It! program. Our area employers struggle to find skilled workers and this program works with area high school and grade school students to get them interested in skilled worker careers.
- Lucas Brewer, Assistant Chief Engineer with the Western New York & Pennsylvania Railroad, LLC discussed their desire to bring in businesses to rail serviced areas who need the railroad for transportation of their materials or products.
- Gregory P. Lindberg, Economic Development Specialist with the SBA Buffalo District Office met with us to introduce himself and learn what our area business needs are. His goal is to increase SBA training opportunities in the Southern Tier.

If you would like contact information on any of these

### **Business Basics Online**

Pre-business  
planning online  
course  
Jamestown  
Community College  
Registration  
required (\$50)  
1-716-338-1024

**04/16/13**

9:30a-10:30a

**OR**

**04/25/13**

2:00p-3:00p

**2013**

### **Pre-Matchmaker Training**

Cattaraugus County  
PTAC  
Registration  
required  
1-716-938-2311 or  
2331

**05/08/13**

7:00a-3:00p

### **2013 SBA Small Business Matchmaker Awards Luncheon Exposition**

Buffalo Convention  
Center  
153 Franklin Street  
Buffalo, NY 14203  
Contact Kelly

individuals, please contact Lenora at (716) 938-2311 or email at [LALeasure@cattco.org](mailto:LALeasure@cattco.org).

LoTempio  
(716) 551-4301 X 309  
kelly.lotempio@sba.gov

## **On-the-Job Training/National Emergency Grant (OJT/NEG) Funds to help fill your business hiring needs**

The New York State Department of Labor (NYSDOL) has funding available to encourage hiring of long-term unemployed, dislocated workers and help off-set the cost of training these new hires. These funds are administered locally by the Cattaraugus-Allegany Workforce Investment Board, Inc. (WIB).

### **What is On-the-Job Training (OJT)?**

OJT pairs businesses with the workers they need. These people will require some specialized training to do the job; training only the business can provide. The OJT/NEG program reimburses new hire trainee's wages to offset productivity lost during training.

Reimbursement is determined by the size of the business:

- 50 or fewer employees are eligible for up to 90% reimbursement
- 51 to 250 employees are eligible for up to 75% reimbursement
- more than 250 are eligible for up 50% wage reimbursement

### **Who is eligible to participate in the OJT/NEG program?**

This program is meant to advance the hiring of long-term unemployed dislocated workers.

This means persons who:

- Have enrolled in the WIA Dislocated Worker Program
- Have a dislocation date of January 1, 2008 or later
- Have been unemployed for 20 weeks or more
- Have had a skills assessment through JobZone/ O\*Net

*\*These eligibility requirements are determined by your local One Stop Career Center.*

Businesses that participate in the program must:

- Be private for-profit or private not-for-profit
- Be located in New York State
- Be in good standing with New York State (including workers' compensation insurance coverage and UI taxes being current)
- Have full-time work (30 hours or more per week)
- Hire employees of the business -- not independent contractors or contract employees
- Pay at least \$10/hour starting wage

The OJT/NEG program is NOT for:

- Public entities
- Businesses that have moved any part of their operations and laid off staff in the last 120 days
- Intermittent, part-time (less than 30 hours per week) work and seasonal occupations

Training for these jobs cannot exceed six months. All training activities must be concluded by June 30, 2014. Funding is available on a first-come, first-serve basis.

#### **What help is available?**

Your local Business Service Teams will work with interested businesses to find a list a candidates from a pool of available workers or help to determine eligibility of a worker you are interested in hiring.

#### **How do I apply for the NEG/OJT program?**

Questions regarding this program should be directed to **Michele Lichy, Executive Director, Cattaraugus-Allegany WIB, Inc., (716) 806-0060** or email to [mlichy@cawfny.com](mailto:mlichy@cawfny.com).

## **New York State Senate & Assembly reach agreement on IDA reform**

Late last week, the New York State Senate and the Assembly reached agreement on **IDA “reform”** in the New York State Budget.

The agreement does not require either Empire State Development (ESD) or Regional Council (REDC) approval in order for IDA's to provide New York State Sales Tax abatement's, which the Governor had proposed in his budget in January.

#### **The agreement does contain the following provisions:**

1. Restoration of the pre-2008 retail prohibition with the exemptions that existed at that time, including:
  - a. A tourism destination project
  - b. A project located in a highly distressed area
  - c. A project that provides a product or service to the area that otherwise would not be available

The budget agreement omits the exemption that existed prior to 2008 for retail projects that, but for the assistance provided by the IDA, would locate out of state.

2. IDA's must keep records of state and local sales tax exemptions provided to each project and make such records available to the Tax Commissioner upon request. Within 30 days of approving a project, an IDA must report to the Tax Commissioner the amount of

State Sales Tax benefits provided to the project owner. The report may be done in combination with the form that IDAs must file with the Tax Commissioner designating agents of the IDA, or it may be submitted separately, as determined by the Commissioner. Failure to provide such report could result in an IDA losing its authority to provide State Sales Tax abatement's, until such as time as the report is filed.

- IDAs are required to recapture State Sales Tax benefits awarded to which the project owner is not entitled or which are in excess of the amounts authorized.
- State Sales Tax benefits recaptured shall be returned to the Department of Taxation and Finance within 30 days of recapturing such benefits
- IDA's must include in their project documents and resolutions terms and conditions of these provisions.
- IDA's must file an annual report with the Tax Commissioner detailing its terms and conditions related to these provisions and its activities to recapture unauthorized State Sales Tax benefits.
- The report is to be filed with Division of Budget, State Comptroller, ESD Commissioner, and legislative body of the jurisdiction served by the IDA.

## **Help for businesses looking to do business with the Government**

The Department of Economic Development, Planning and Tourism administers the government marketing and technical assistance program as one of the special economic development projects offered to help businesses of the county and region. The Cattaraugus County PTAC, which serves as a Procurement Technical Assistance Center, is funded by a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). Assisting businesses in Allegany, Broome, Cattaraugus, Cayuga, Chautauqua, Chemung, Chenango, Cortland, Madison, Schuylar, Stueben, Tioga, Tompkins, & Wyoming Counties, the Cattaraugus County PTAC is the areas complete resource for federal, state and local government contract support. The program objectives are to:

- Assist businesses in marketing goods and services to military, other federal, state and local government agencies.
- Provide help with a wide variety of contracting topics including both pre-award and post-award issues.
- Serve as an information source for special contracting programs dealing with "Defense Diversification", mentor-Protégé Pilot Program and Electronic Commerce in government Procurement.

Cattaraugus County PTAC works to help companies succeed. We guide companies through the entire process of applying for and fulfilling government contracts, from helping

you determine what kind of products and services government needs, to registration, bidding and more. Our services include:

- Interpretations of solicitations
- Registrations and certifications
- Training and seminars
- Specifications, standards and drawings
- Marketing assistance
- Post award assistance
- Computerized bid match service
- and much, much more

Contact us today at (716) 938-2331 or (716) 938-2311!

[www.CCPTAC.org](http://www.CCPTAC.org)

[PTAC@cattco.org](mailto:PTAC@cattco.org)

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