



ONONDAGA COUNTY
OFFICE OF ECONOMIC DEVELOPMENT

*Industrial Development Agency • Empire Zone Administrative Board
Foreign Trade Zone • International Assistance*

Onondaga County Office of Economic Development (OCOED) is responsible for the efforts to expand and attract business in the County. The office offers a team-based support system that has developed strong partnerships with the public and private sectors.



Whether you are considering moving a business into the County, growing your existing business, or starting your own business, we can help.

If you are just starting your business, please request our “Growth Directions” brochure. It is a valuable resource for contacts needed for your business, and includes business plan guides and a financial planning template. You may also want to visit our web site, www.OnGov.net (“Economic Development/Business Resources/Starting a Small Business”) for a descriptive listing of other agencies and to download the brochure.

We recognize that your success is our success. With the management responsibilities of the *Onondaga County Industrial Development Agency* (OCIDA), the *Onondaga County Empire Zone Administrative Board* (OCZAB), the *Onondaga County Economic Development Corporation* (OCEDC); the implementation of the Business Attraction Marketing Plan; and the administration of the *Foreign Trade Zone* (FTZ), coupled with access to available support programs from other agencies, the Office of Economic Development is positioned to help build your business.

► On-line Help

Complete information about the Office and our various resources, including forms and financial calculators, can be found on the Onondaga County web site, www.OnGov.net (“Economic Development/Business Resources”).



► Industrial Development Agency

The OCIDA is a public benefit corporation of the State of New York created in 1970. The agency is committed to assisting established industries and businesses expand their local operations and to facilitate new firms locating in the County. The agency offers business assistance in four core categories to qualified projects.

Financing

The agency can assist with financial needs by issuing both taxable and tax-exempt bonds and by providing information on complementary financing such as fixed asset and working capital lending programs.



Tax Management

Qualified projects are eligible for sales, mortgage, and real property tax exemptions. For real property exemptions, the direct payment in lieu of tax (PILOT) is an agreement between the Company and the Agency that contains a defined payment plan based on current tax rates and a mutually agreed project value, which produces an average net abatement of approximately 27% over a ten-year period.

Training

The Employee Productivity Program (EPP) offers financial assistance for employer identified skill and productivity training for a new industry or expansion. Matching grants of up to \$12,500 are available for primarily production and first line supervisory personnel.

Infrastructure Support

Through our array of resources and relationships, the agency can act as a sponsor of grants for projects that are part of an overall economic development plan to attract or expand a qualified project.

► Empire Zone Administrative Board

New York State's Empire Zone program has proven to be one of the best in the country. The OCZAB works with companies to have them certified as Empire Zone Business Enterprises and to insure they receive the full benefits of the program.

Onondaga County's Empire Zone is comprised of geographically defined areas where businesses have access to vacant land, existing industrial and commercial infrastructure, a skilled workforce and an abundance of resources such as power and water supplies. Continued growth by a company located in a zone can earn that company significant benefits and possibly become "tax free" for 10 years.

Benefits for qualified companies include:

Business Tax Credit for Job Creation

Investment Tax Credit

Wage Tax Credit

Zone Capital Credit

Special Low-interest Loans

Utility Rate Savings

Real Property Tax Credit for Job Creation

Sales Tax Exemption

► Foreign Trade Zone

Onondaga County is a Foreign Trade Zone grantee and works with the Greater Syracuse Chamber of Commerce to manage the zone. The Syracuse Zone, located in the town of Clay, is a specified, secure area where goods being imported or exported may be stored, without being subject to United States Customs duty, until they are ready to be transferred into or out of the country. If necessary, the County will change the area of the FTZ to meet the specific requirements of a company.



► Business Attraction Marketing



Working closely with the **Greater Syracuse Economic Growth Council** (*a consortium of area economic development agencies*) the Office of Economic Development has taken a leadership role in new business recruitment for the County. The office is implementing a very aggressive marketing plan aimed at familiarizing

site location consultants and corporate real estate executives with the benefits of locating and operating a business in the County. The marketing plan includes identification of target markets, the strategic use of personal visits, user-friendly web site, newsletter, trade show and event sponsorship, and other tactics to compete in the very competitive market.

► International Assistance

To assist our local companies position themselves in the global marketplace, we participate in the SESAME Network of cities and are charter members of the Central New York International Business Alliance (CNYIBA).

Sesame is an international organization of 15 cities that work together to improve government practice, share cultural experiences, and promote global business growth. The International Sesame Exchange is held annually in one of the member cities where business and government officials gather to share technology and build partnerships. Sesame's website offers detailed information about member cities and an interactive database of companies.



Working with key business and academic partners in Central New York, the CNYIBA is a dynamic network designed for information sharing on issues affecting international business. Regular seminars, networking opportunities, and list-serves provide a catalyst for sharing and mutual success.

For more information about the Office of Economic Development and the various agencies and programs we manage, please visit our web site, www.OnGov.net (“Economic Development/ Business Resources”).

ONONDAGA COUNTY

Office of Economic Development
14th Floor, John H. Mulroy Civic Center
421 Montgomery Street
Syracuse, NY 13202

Phone: 315-435-3770

Fax: 315-435-3669

Email: SuccessInSyracuse@SyracuseCentral.com