

## Rockland is Right for Business!

Rockland connects companies with incentives, programs and services that encourage business attraction, retention and expansion. The county offers a highly qualified workforce in a proactive business environment designed to help your business succeed.

Rockland is home to a wide range of industries seeking growth, financial prosperity and an improved quality of life for their employees and families. In fact, a number of global and prestigious firms are located here including *Pfizer, Inc., Nice-Pak Products, Inc., Amazon, Linden's Cookies, Inc., Caribbean Food Delights, RK Pharma Inc.,* and more!

Rockland County is the Hudson Valley's most attractive place for doing business. Here's why:

- **Located less than 30 miles from New York City.**
- **Various tax incentives.**
- **Attractive industrial and office buildings.**
- **Highly skilled and educated workforce.**
- **Energy efficient programs.**
- **Accredited public and private colleges.**
- **Abundant outdoor space and recreational opportunities.**

Discover what Rockland County has to offer your business! Contact us today to learn more.

### Department of Economic Development & Tourism

50 Sanatorium Road, 8th Floor, Pomona, NY 10970  
**(845) 364-2170**

exploreroacklandny@co.rockland.ny.us  
www.exploreroacklandny.com

## BUSINESS DEVELOPMENT INCENTIVES



### Empire State Development Incentives (ESD)

Empire State Development (ESD) is New York State's chief economic development agency and provides a range of tax credits and financial incentives to help businesses invest in their workforce, locate in strategic areas and improve their facilities. These include:

- **Excelsior Job Tax Credits**
- **START-UP NY**
- **Jobs Retention Program**
- **Life Sciences Tax Credit Program**
- **Employee Training Incentive Program**
- **Commercial Tax Credit Program**
- **New York State Film Tax Credit Program (Production & Post-Production)**
- **New York Empowerment Zone Program**
- **Opportunity Zone Program**
- **Global NY Fund Grant Program**

33 Airport Center Drive - #201, New Windsor, NY 12553  
(845) 245-6804 | (TTY) 711  
<https://esd.ny.gov/regions/mid-hudson>



Photo credit: New York State Thruway Authority

### Rockland County Industrial Development Agency (IDA)

The Rockland IDA provides a variety of financial incentives to promote the attraction of new businesses to Rockland County, as well as the expansion of existing businesses in the community. These include:

- **Sales Tax Exemption:** The IDA can provide exemption from the 8.375% State and County sales tax for capital expenditures related to the project. Sales tax exemption can be applied to furniture, fixtures, equipment and renovation/construction materials related to the approved project.
- **Mortgage Recording Tax Exemption:** The IDA can provide exception from 1.05% of the State/County mortgage recording tax for applicable project financing.
- **PILOT (Payment In Lieu of Taxes):** The IDA is the legal vehicle for an eligible project to negotiate a property tax abatement agreement with local taxing entities (village, town, school district). In Rockland, each PILOT is unique and individually negotiated – and this allows PILOTs to establish a creative structure that can meet the needs of both developers and the local communities.
- **Tax Exempt Bond Financing:** This type of financing is limited to manufacturers, certain types of housing projects and non-profit entities. For eligible projects, the IDA can provide an "umbrella" of tax exemption for a bond that is provided by the applicant's lending institution.

Incentives are subject by the submission of an application, meeting eligibility requirements and consideration by the IDA board for approval.

254 South Main Street, Suite 410, New City, NY 10956  
(845) 977-3900 | (TTY) 711 | [www.rocklandida.com](http://www.rocklandida.com)



Orange & Rockland

### Orange & Rockland Utilities, Inc. (O&R)

One Blue Hill Plaza, Pearl River, NY 10965  
(845) 577-2498 | (TTY) 711  
www.oru.com/economicdevelopment

Orange & Rockland offers incentive rates to qualifying commercial electric customers locating to – or expanding within – the company’s New York service territory. This incentive is designed to help ease the cost of making major relocation or expansion decisions. Businesses that qualify for the New York Economic Development Rate (EDR), will receive a 20 percent discount off the electric delivery portion of the rate for five years.

In addition, O&R offers energy-efficient programs and equipment upgrades designed for businesses of all sizes. These include:

- **Business Direct Install Pathway Program:** Under this program, O&R will cover up to 70% of the cost for energy improvements.
- **Instant Lighting Incentive Program:** Offers instant incentives on energy-efficient LED interior and exterior lighting.
- **Custom Rebate Pathway Program:** Offers rebates for cost-effective measures including HVAC Upgrades - Electric or Gas.
- **Prescriptive Rebate Pathway Program:** O&R’s best option for heating, cooling, and ventilation (HVAC) or variable speed drive (VSD) upgrades and installations that meet program eligibility requirements.

To learn more about O&R’s Rebate Programs, please visit: [www.oru.com/save](http://www.oru.com/save).

O&R also has programs for businesses interested in electric vehicle power, including:

- **Power Ready Program**
- **Fleet Assessment Service**
- **Medium/Heavy Duty Program**
- **DCFC Incentive**

For more information on these programs, please visit [www.oru.com/EV](http://www.oru.com/EV) and [www.oru.com/PowerReady](http://www.oru.com/PowerReady).



### Rockland Works

Rockland Works is a grant-funded program offered in partnership with the Workforce Development Board of Rockland County (WDBRC). Rockland Works is the county’s one-stop employment and training resource, supporting both the employment and training needs of job seekers and the staffing needs of local employers. Located at the BOCES Educational Resource Center (BERC) in Nyack, all services are provided free of charge.

Rockland Works provides career advising and counseling in both individual and class settings. Customers will acquire job search skills for employment, create a cover letter, resume and develop interviewing techniques. They will also learn to locate resources, navigate, organize and plan for their educational and career goals. Rockland Works’ programs and services include the following training:

- **Computer Skills: Excel, Word and PowerPoint**
- **Customer Service**
- **Presentation Skills**
- **Verbal Communication Strategies**
- **Teamwork**
- **Decision Making and Problem Solving**
- **Negotiation Skills**
- **Organization and Planning**

BOCES Educational Resource Center (BERC)  
131 N. Midland Avenue, Nyack, NY 10960  
(845) 770-2900 | (TTY) 711  
[www.rocklandworks.org](http://www.rocklandworks.org)



### Rockland County Office for People with Disabilities

50 Sanatorium Road, Pomona, NY 10970  
(845) 364-3980 | (TTY) 711 | [www.rocklandgov.com](http://www.rocklandgov.com)

The Rockland County Office for People with Disabilities provides information, resources and advocacy for residents with disabilities who are seeking employment. There are many benefits and tax incentives – both state and federal - available to eligible businesses that hire people with disabilities. These include:

- **NYS Workers with Disabilities Employment Tax Credit (WETC):** Provides a tax credit of up to \$2,100 of the first \$6,000 in wages per eligible individual during the second year of employment.
- **NYS Disabled Access Tax Credit:** Provides a tax credit of up to 50% for businesses with fewer than 30 employees and no more than \$1 million in gross receipts in the preceding year.
- **NYS Barrier Removal Tax Deduction:** Provides a tax deduction for businesses that incur expenses related to removing physical, structural, and transportation barriers for people with disabilities.
- **Federal Work Opportunity Tax Credit (WOTC):** Provides a federal tax credit to businesses that invest in employees who have faced significant barriers to employment, including people with disabilities.
- **Disabled Access Credit:** Provides a federal tax credit for small businesses that incur expenditures for the purpose of providing access to persons with disabilities.
- **Barrier Removal Tax Deduction:** Provides a tax deduction for businesses of any size to remove architectural and transportation barriers to the mobility of persons with disabilities and the elderly.

For more information on New York State tax incentives visit [www.tax.ny.gov](http://www.tax.ny.gov) or call (518) 457-5181 or (TTY) 711.

For more information on Federal tax incentives visit [www.irs.gov](http://www.irs.gov) or call 1-(800) 829-3676 or (TTY) 1-(800) 514-0383.