

Services for Businesses Supporting Business Needs in New York

In good economic times or bad, the Labor Department has no-cost programs and services that can save your business time and money. Be it recruiting and training new employees, or providing guidance on a variety of labor issues, we can help.

Career Fairs / Custom Recruiting

If you need to find qualified workers, these events are the ideal venue to get a better sense of the labor market and meet several candidates face-to-face in one setting. Business Services staff will post your job openings to the New York State Job Bank, and screen for candidates in our Talent Bank. You provide the job description, skills and abilities desired, and we'll find you the best match possible.

SMART 2010

A new service, SMART 2010 (Skills Matching and Referral Technology) analyzes a job candidate's resume for the knowledge, skills and abilities you desire to find you the most qualified candidates for your openings.

HR Consulting

Need help with Human Resources issues? We can:

- Write / review your job descriptions and employee handbooks
- Develop performance evaluations and personnel policies
- Create orientation sessions for new workers
- Hone job interview techniques for efficiency and compliance
- Analyze employee turnover
- Explain Labor Laws to help you comply with wage/hour and safety/health regulations

Tax Credits

There are a number of federal and state tax credits available to businesses who hire qualified individuals, which can offer substantial savings to your business.

- The **Work Opportunity Tax Credit (WOTC)** is a federal tax credit to promote hiring individuals from target groups, like veterans and youth.
- The **Workers with Disabilities Tax Credit (WETC)** is a New York State tax credit that offers savings for hiring individuals with disabilities.
- **Empire Development Zones** give businesses tax breaks for job creation within designated areas across the state.

Training

If you need to upgrade the skills of your workers, we can help fund training programs and refer you to certified training providers. Programs include:

- **On-the-Job Training (OJT)** - Specialized training that you develop and conduct to bridge skill gaps.
- **Apprenticeship Training** - A combination of hands-on work experience and classroom instruction to produce a skilled worker.

Labor Market Information (LMI)

Looking to locate or expand your existing operations? We have the most current and accurate labor market information available, including data on labor supply, wages, occupational projections, commuting patterns and the latest job figures.

Shared Work

During temporary downturns, the Shared Work program is an ideal alternative to layoffs. You can reduce the hours your employees work and they can collect partial Unemployment Insurance benefits to offset the loss in income. It helps you retain your skilled workforce and ramp up faster once the economy rebounds.

Fact SHEET

To learn more about any of these programs and services, contact a Business Services Representative.

Long Island

Hermine Weisman
303 W. Old Country Road
Hicksville, NY 11801
516-934-8558
hermine.weisman@labor.ny.gov

Hudson Valley

Sherry Young
3 Washington Center, 4th Floor
Newburgh, NY 12550
845-568-5371
sherry.young@labor.ny.gov

North Country

Michelle A. Clark
OneWorkSource Center
194 US Oval
Plattsburgh, NY 12903
518-561-0430 ext. 3065
michelle.clark@labor.ny.gov

Central New York

Julie Goodison
450 South Salina Street, Room 302
Syracuse, NY 13202
315-479-3248
julie.goodison@labor.ny.gov

Finger Lakes

Karen Blankenberg
276 Waring Road
Rochester, NY 14609
585-258-8843
karen.blankenberg@labor.ny.gov

New York City

Andrea Schneider
#10 Metro Tech Center\625 Fulton Street
Brooklyn, NY 11201
718-780-9353
andrea.schneider@labor.ny.gov

Capital Region

Brian Suedkamp
W.A. Harriman State Office Campus
Building 12, Room 425
Albany, NY 12240
518-485-2592
brian.suedkamp@labor.ny.gov

Mohawk Valley

Santo Falbo
207 Genesee Street, Room 712
Utica, NY 13501
315-793-2276
santo.falbo@labor.ny.gov

Southern Tier

Catherine Leonard
2001 Perimeter Road, Suite 3
Endicott, NY 13760
607-741-4518
catherine.leonard@labor.ny.gov

Western New York

Carolyn Bright
290 Main Street
Buffalo, NY 14202
716-851-2750
carolyn.bright@labor.ny.gov

PROTECT *all Workers*
ASSIST *the Unemployed*
CONNECT *Employers and Workers*

www.labor.ny.gov

