



Andrew J. Spano
County Executive

January, 2002

Dear Westchester Small Business Owner:

We don't have to tell you how important you are --as a small business owner -- to the economy of Westchester.

Over 90 percent of all businesses in this county are 20 employees or fewer in size. Most of the over 436,000 persons currently employed in Westchester -- a record number-- are found in small to mid-sized companies like yours.

That is why we are proud to announce our Small Business Initiative. In cooperation with the County's Office of Economic Development, the County of Westchester Industrial Development Agency (CWIDA) has instituted a new program that will help smaller companies that previously would not qualify for financial assistance.

The savings for a company like yours can be substantial. The benefits apply if you need to purchase new capital equipment and furnishings for your business. Previously, companies had to spend more than \$1 million on improvements to qualify for benefits.

Companies that need to invest between \$100,000 and \$1 million in equipment, furnishings and fixtures can NOW apply for benefits, with savings on these expenditures and capital improvement plans running from about \$6,000 to over \$60,000.

A summary of the program is enclosed. We hope that you can participate now or in the future. If you have questions on our Small Business Initiative, please call 914-995-2916, or e-mail us at tgw1@westchestergov.com. To learn more about our economic development programs, visit our website at: www.westchestergov.com/economic.

You have chosen Westchester County as your place to do business. Call us and let us discuss ways in which we can help you.

Sincerely,

Andrew J. Spano,
County Executive

Vincent R. Rippa, Chairman
County of Westchester Industrial
Development Agency

Office of the County Executive

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White Plains, New York 10601

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County of Westchester Industrial Development Agency

Small Business Benefits Program

Who is eligible:

Westchester County-based businesses with an income of less than \$20 million a year that plan to spend \$100,000 to \$1,000,000 in eligible purchases.

What are the benefits:

Westchester County's Industrial Development Agency (WCIDA) can exempt a company from paying sales tax on the purchase of equipment, furniture and fixtures (including computer equipment and software) if the benefits will help the company improve its competitiveness, remain in the county, create new jobs, or retain existing jobs.

How does a small business obtain benefits:

An eligible company should call the WCIDA to discuss its needs, and for help in preparing a formal application for assistance. Financial assistance will be limited to exemptions from sales and use taxes on eligible purchases for use at the company's Westchester location. The period of the exemption shall not exceed five (5) years, and the total of sales and use taxes for which the exemption is claimed may not exceed \$100,000.

Once a project is approved, the company and the WCIDA enter into an "equipment lease," which enables the equipment purchases to be exempt from New York State and local sales taxes. There is a modest processing fee to cover legal and WCIDA expenses as shown on the table below.

PURCHASES SUBJECT TO SALES TAX	SALES TAX BENEFITS @ (6¾% Rate)	SALES TAX BENEFITS @ (7¾% Rate)	IDA PROCESSING FEE
\$100,000	\$6,750	\$7,750	\$1,000
\$125,000	\$8,437	\$9,688	\$1,000
\$150,000	\$10,125	\$11,625	\$1,750
\$200,000	\$13,500	\$15,500	\$1,750
\$250,000	\$16,875	\$19,375	\$2,500
\$400,000	\$27,000	\$31,000	\$2,500
\$500,000	\$33,750	\$38,750	\$2,750
\$600,000	\$40,500	\$46,500	\$3,087
\$750,000	\$50,625	\$58,125	\$3,843
\$1,000,000	\$67,500	\$77,500	\$4,687

How does a company apply:

To learn more about the program and obtain an application, contact Theresa G. Waivada, Executive Director, WCIDA, at 914-995-2916 , or by email at tgw1@westchestergov.com. For additional information on Westchester's economic development programs, visit the County's website: www.westchestergov.com/economic