

## Business Services Overview

### Serving New York's Business Community

Business Services is the vehicle between the business community and our Workforce Development System that provides valuable technical assistance to benefit New York's businesses. Business Services offers a variety of services to meet the needs of our business customers, which translates into thousands of dollars in savings in recruitment and training costs each year.

#### Recruitment Services

Business Services' primary objective is to connect businesses with qualified job seekers. We achieve this by holding customized recruitments for the business, either at a New York State Career Center or at the company's place of business.

- Review Talent Bank for best candidates
- Provide snapshot of talent inventory
- Utilize SMART to improve match fitness
- Connect the job seekers and the business
- Sector-specific Career Fairs
- Events no-cost to participating businesses

#### New York State Job Bank / Jobs Express

This service enables businesses to post unlimited job openings annually at no cost.

- Over 105,000 jobs posted on Job Bank
- Over 65,000 jobs in Jobs Express
- Site visited 11,000 times a day on average
- Connects job seekers and businesses
- Indexing from corporate website
- Access to the 160,000+ resumes

#### Hiring Incentives

DOL offers a number of hiring incentives to help businesses find good candidates while at the same time helping them minimize their recruitment and training costs. Once job seekers have been identified, staff package candidates with a combination of tax credits and training monies to save the business more money.

- Tax Credits
  - WOTC
  - VOW to Hire Heroes
- National Emergency Grant (NEG) OJT
- Clean Energy (formerly GJ/GNY) OJT
- Trade Adjustment Act (TAA) OJT
- Consolidated Funding Application (CFA)
  - Existing Employee Training
  - On-the-Job Training
  - Unemployed Worker Training
- Apprenticeship Training

#### Human Resources Consultation

Business Services staff can provide businesses with assistance on a variety of Human Resources needs including:

- Labor Law Questions
- Labor Market Information
- Skill Gap Analysis
- Turnover Analysis
- Development of Employee Handbooks, as well as
  - Job Descriptions
  - Employee Evaluations
  - Personnel Policies

#### More Information

To learn more about these services, or any other program at the Department of Labor, visit our website – [www.labor.ny.gov/businessservices/landing.shtm](http://www.labor.ny.gov/businessservices/landing.shtm) - or call Ruth Pillittere at 518-485-6193.

## Regional Business Services Staff

### **Long Island (Nassau, Suffolk)**

Jonni Urquhart  
160 South Ocean Avenue  
Patchogue, NY 11772  
631-687-4857  
jonni.urquhart@labor.ny.gov

### **New York City (Kings, Bronx, New York, Richmond, Queens)**

Steven Wilkinson  
9 Bond Street  
Brooklyn, NY 11201  
718-613-3405  
steven.wilkinson@labor.ny.gov

### **Hudson Valley (Dutchess, Putnam, Westchester, Rockland, Sullivan, Orange, Ulster)**

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

### **Capital Region (Albany, Rensselaer, Schenectady, Saratoga, Warren, Washington, Columbia, Greene)**

Brian Suedkamp  
W.A. Harriman State Office Campus  
Building 12, Room 169  
Albany, NY 12240  
518-457-1504  
brian.suedkamp@labor.ny.gov

### **North Country (Clinton, Essex, Franklin, Hamilton, St. Lawrence, Jefferson, Lewis)**

Stacy Soucy  
OneWorkSource Center  
194 US Oval  
Plattsburgh, NY 12903  
518-561-0430 ext 3017  
stacy.soucy@labor.ny.gov

### **Mohawk Valley (Herkimer, Schoharie, Montgomery, Fulton, Oneida, Madison)**

Polly Janes  
207 Genesee Street  
Utica, NY 13501  
315-793-5306  
polly.janes@labor.ny.gov

### **Central New York (Cortland, Cayuga, Onondaga, Oswego)**

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

### **Finger Lakes (Monroe, Orleans, Genesee, Wyoming, Livingston, Ontario, Yates, Seneca, Wayne)**

Brendalyn Bynoe  
276 Waring Road  
Rochester, NY 14609  
585-258-8875  
brendalyn.bynoe@labor.ny.gov

### **Southern Tier (Broome, Tioga, Otsego, Delaware, Chenango, Chemung, Schuyler, Steuben, Tompkins)**

Robert Crouse  
2001 Perimeter Rd., Suite 3  
Endicott, NY 13760  
607-741-5184  
robert.crouse@labor.ny.gov

### **Western New York (Erie, Niagara, Allegany, Cattaraugus, Chautauqua)**

Nancy Crosby  
290 Main Street  
Buffalo, NY 14202  
716-851-2757  
nancy.crosby@labor.ny.gov