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CORWIN
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Dear Neighbor:

Despite some economic turnaround, our state's unemployment number continues to fluctuate between 800,000 and 850,000 – one month we are up, the next we are down. The reality is that no matter what the statistics tell us, we need better jobs.

Because of my years of private-sector business experience, I tend to focus on the dollars and sense of job creation, and inside this mailing you will learn about some of my findings into why Albany cannot seem to create real, lasting jobs.

More personally, like many of you, I am a parent and I am deeply concerned about my own children's ability to find a job after graduation and afford the quality of life here in Western New York. As your representative who cares very sincerely about all of our futures, this concern is multiplied exponentially.

However, actions speak louder than words and I have taken a hard look at our state's job-creating programs and put together a new, comprehensive plan to create jobs and protect Western New York's future. I would like to hear from you with your ideas about my plan and invite you to join the discussion with me online on Facebook and Twitter.

In previous newsletters, I have outlined my proposals to put Western New York back to work and provided some resources to assist in your job search or career development. Inside this newsletter, I hope you will find more ideas and inspiration to turn your idea into a real business.

As always, if you have any questions or concerns, or would like more information about any of these proposals or resources, please do not hesitate to e-mail me at corwinj@assembly.state.ny.us, or call my office at 716-839-4691.

Sincerely,

A handwritten signature in cursive script that reads "Jane Z. Corwin".

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Send Jane a message on
Facebook and Twitter!

Why New York Is Losing Jobs

To compete in today's global economy and to revive our local job base, it is vital that Albany finally realize the biggest issues impeding our success. As an Albany newcomer with years of experience in the private sector, I have taken a hard look at the state of job creation in New York and would like to share my findings with you:

Cost of Doing Business Here is Too High

Various studies have shown that New York State ranks 1st in the continental U.S. as having the highest cost of doing business. In fact, our cost of business index is 130.9, whereas similarly-sized states like Texas have indexes of 95.9. In terms of highest business taxes, New York comes in second in the nation, behind New Jersey, according to a study by the Tax Foundation.

We must make New York more business-friendly.



Energy is Too Expensive

Our state's electricity is almost 35 percent more expensive than the national average. On top of this, New York imposes eight different taxes on utilities on top of two other taxes imposed by local governments. Our state needs to get serious about alternative energy development and ensure that New York has affordable energy to meet our 21st century needs and beyond.

Existing Jobs Do Not Meet the Needs of Today's Workforce

We are fortunate to have excellent education and higher education systems in our state producing some of the brightest and best graduates; however, the jobs available to recent graduates do not always meet their educational background or professional goals. In fact, nearly half a million residents aged 25-44 have left the state since 2000 in search of better career opportunities. This out-migration is 331 percent higher than the national rate.

Not Enough Seed Money Available to Commercialize Research & Development

New York State is ranked 2nd in the nation for its commitment to Research and Development, yet ranks 25th in the commercialization of its R&D findings. Absent from the commercialization process is the "seed" money necessary to bring a business from an idea to an entity large enough to attract investment capital and bank financing. "Angel" investors, typically high-wealth individuals looking for high rates of return, normally provide this early financing. Due to the state's excessive taxation, the number of high-wealth "angel" individuals living and investing in New York State has decreased and caused "seed" money to dry up, thus making it more difficult for new businesses to get started. In fact, 91 percent of New York's seed money is now being invested out-of-state.





Jane's Plan to Create Jobs

- **Cut Taxes to Support Small Business Growth**

The most effective measure to stimulate job growth is to give small-business owners a break from the excessive tax burden. Today's economy is e-commerce based and global in nature, and there are many creative, industrious small start-up companies out there that need tax relief in order to grow and expand. These are the types of jobs our recent graduates want and the type of business our state needs to succeed in today's global market.

- **Think Outside the Box**

Like the businesses that are succeeding, New York State also must think outside the box in order to turn our job loss into job creation. Outdated programs and incentives are no longer applicable to businesses today. That's why we need to replace these antiquated state programs with ones that address the needs of today's businesses and further develop a highly skilled workforce. For example:

- **Cornerstone and Discovery Programs:** these innovative programs provide \$500 million in tax relief and target job creation in modern fields such as high-tech, bio-tech, clean-tech and agri-business (A.11302).
- **Expand the Linked Deposit Program:** currently, this state program helps provide \$560 million in low-interest loans to businesses for investment capital. I support expanding the program to \$1 billion and dedicating \$200 million of that to start-up businesses, which are currently excluded (A.11280).

- **Matching Our Workforce with Job Creation**

To address our state's "brain drain," I support initiatives to assist recent graduates with loan repayment (A.9189) and to create a "Graduate Outreach Assistance Program" that helps recent college graduates save more of their earnings to better afford our state's high cost of living and prepare for retirement and make other important investments (A.8453). I also support creating education-workforce partnerships, such as SUNY Flex, SUNY Buffalo's 20/20 initiative, a Community College Workforce Development Program (A.5897) as well as a similar program matching community colleges and BOCES to further develop a high-tech manufacturing workforce (A.5636).

- **Make Use of Existing Resources that Work**

There are programs which are working and I would like you to be aware of these programs and services, including:

- **Small Business Incubators:** this innovative idea turns old manufacturing spaces into affordable rental space for start-up businesses and offers shared support services such as central support staff, conference rooms and technology, and expensive office equipment such as photocopiers and fax machines, so that businesses can focus their dollars on job growth and expansion rather than on mundane, yet necessary, business costs.
- **New York State Small Business Development Centers:** since 1984, public-private partnerships have developed 24 SBDC regional centers, which have helped turn good ideas into over 317,000 real businesses, creating over 144,000 jobs and investing more than \$4 billion into the state economy. At these regional centers, free hands-on counseling is offered on everything from developing a business plan to assistance with labor law compliance, tax and finance filing, licensing and investment capital borrowing. I strongly encourage all residents with an idea for a start-up business to contact the Niagara SBDC located right here in Lockport by calling 716-434-3815.

The expert advisers at Niagara SBDC have helped residents like you create 13,996 businesses, create or save 9,174 local jobs, and invest over \$388 million in our regional economy!

Jane's Voting Record

Dear Neighbor:

As I write this newsletter to you, the legislature has recently left Albany without finalizing the 2010-11 State Budget. Like you, I am outraged by the irresponsibility of our state leaders and their blatant disregard for completing this vitally important job.

Throughout the month of June we were presented with pieces of the budget, often in the early hours of the morning, and given just hours to review the bills before voting on them. Citing this disjointed process as well as each bill's excessive spending and failure to close the state's \$9 billion deficit, I voted against most of these bills.

While the governor has vetoed some of the bills, the budget remains incomplete. Important components, including property tax relief and school aid, remain unresolved.

Please know that I will continue working to ensure the interests of our community are heard in any future budget negotiations, and I will continue urging state leaders to return to Albany immediately and finish the people's business.

Sincerely,



2010-11 Budget Quick Facts*

Total spending: While the total impact of the budget remains unknown, to date, legislative leaders have added \$1 billion to the governor's proposal, which was the most expensive budget proposal in state history.

Property Tax Relief: Enacted budget bills include one important change for Basic STAR exemptions. Starting in fiscal year 2011-12, homeowners with joint household incomes of \$500,000 or more will no longer be eligible for Basic STAR exemptions.

School Aid: The governor vetoed the legislature's restorations to school aid, resulting in roughly \$1.4 billion reduction in school aid statewide.

Sales Tax: Language in budget bills will eliminate the current sales tax exemption on clothing and footwear under \$110 beginning October 1, 2010. Furthermore, the state will not offer a "sales tax free" shopping week. Changes in local sales taxes will be determined by local governments.

The 2010 United States Census & Legislative Redistricting:

Budget bills included a provision that changes the way New York State will read the results of the 2010 United States Census for the purposes of redistricting. All persons who are inmates of correctional facilities, previously counted as residents of the correctional facility's legislative district, will now be counted using their last residential street address prior to incarceration.

**All information is accurate as of legislative activity through July 2010.*

