

HERE FOR YOU

Westchester offers resources, assistance and expertise to help businesses across diverse sectors to thrive.

WESTCHESTER COUNTY OFFICE OF ECONOMIC DEVELOPMENT www.westchestercatalyst.com



The Westchester County Office of Economic Development attracts and retains businesses and talent, offering business resources and financial assistance through the Industrial Development Agency (IDA), the Local Development Corporation (LDC) and a range of business services. Here, Westchester Office of Economic Development Director Bridget Gibbons shares how the County is building the talent pipeline to create the workforce of the future.

Can you highlight a key workforce initiative the County is advancing right now?

Our partnership with Rensselaer Polytechnic Institute (RPI) is a major focus and part of a long-term strategy for Westchester. We heard employers across sectors, including clean energy, life sciences, technology, and infrastructure consistently tell us that they need more engineers. This partnership is employer-driven, and designed to strengthen the local talent pipeline in a meaningful, sustainable way. The long-term goal is to allow students who live here to earn associate degrees locally and matriculate into RPI bachelor's programs online. Students can intern, work part-time, and ultimately transition into full-time engineering roles without leaving the County.

What are some key updates of the partnership?

We hosted a major career and industry summit at Windrose, bringing together RPI students, alumni, parents,

Westchester-based professionals, employers, and County leaders. Many RPI students attend school in Troy but live in Westchester and aren't fully aware of the career opportunities here. Holding the event the Monday before Thanksgiving, when students were home, made it incredibly impactful.

How did participants respond?

Students were excited to connect with employers like Regeneron, IBM, the New York Blood Center, and the County Department of Public Works. Employers met dozens of highly motivated engineering students interested in building careers locally. One White Plains-based engineering consulting firm, Arcadis, led by Paul Danieli, has already hired five RPI students – three recent graduates who are full time employees and two student summer interns. All told, it was a great success and we are planning additional events in the spring and once again at Thanksgiving break.

What are some other noteworthy aspects of this partnership?

RPI has hired a full-time staff member based in Westchester dedicated to ensure this partnership succeeds, through direct engagement with employers and organizations like The Business Council of Westchester and Westchester County Association. The RPI partnership also supports upskilling for working professionals. Employees can take RPI courses online, which many employers view as a powerful retention and advancement tool.

How does emerging technology fit into the County's strategy?

Quantum computing is another exciting area for our County. (See page 18.) RPI is the only institution of higher education in the US to have a Quantum computer on its campus,

and students are learning to program on it. This aligns perfectly with our broader quantum initiative and positions Westchester for growth in a leading-edge, high-impact field.

Beyond engineering, how does the RPI partnership support other sectors in the economy?

While engineering is the most immediate need employers have identified, the impact of the RPI partnership extends well beyond one discipline. Engineering talent is foundational to so many sectors that drive Westchester's economy—from life sciences and clean energy to advanced manufacturing, infrastructure, and technology. Whether it's supporting biotech research, modernizing public works projects, advancing clean energy solutions, or strengthening cybersecurity and data systems, engineers are critical across the board. By creating a stronger, locally based pipeline of highly skilled talent, we're helping businesses in multiple industries grow, innovate, and remain competitive here in Westchester.

OTHER ENTITIES

THE COUNTY OF WESTCHESTER INDUSTRIAL DEVELOPMENT AGENCY

www.westchestercatalyst.com/IDA

The IDA is focused on helping to create and retain high-quality jobs, by offering mortgage recording tax exemptions, sales tax exemptions and taxable or tax-exempt bonds. Annually, the IDA supports projects which account for hundreds of millions of dollars in private investment in housing, Life Sciences, mixed-use development, historic building renovation and reconstruction. The IDA has incentivized \$6.5 billion in private investment in the County from

2010 through 2025, resulting in the creation of 7,700 permanent jobs and 19,000 construction jobs, as well as the development of 6,300 housing units—950 of which are affordable.

THE WESTCHESTER COUNTY LOCAL DEVELOPMENT CORPORATION (LDC) www.westchestercatalyst.com/LDC

The LDC provides low-cost, tax-exempt bond financing for non-profit organizations and public benefit corporations.

- From 2013 through 2025, the LDC issued \$2.2 billion in tax-exempt and taxable bonds to support nonprofit organizations and public benefit corporations in advancing their missions.
- It helped support critical infrastructure expansion for non-profits, which has created more than 3,220 permanent and construction jobs.

BUSINESS COUNCIL OF WESTCHESTER www.thebcw.org

The Business Council of Westchester focuses on Economic Development advocacy, innovation, talent acquisition and strategically positioning its members within the Hudson Valley region, the state and beyond. The County's largest business organization, it represents more than 1,100 members, including multinational corporations and businesses of all sizes, colleges and universities, hospitals and the healthcare and biotech sectors, not-for-profits, entrepreneurs and all levels of government.

THE WESTCHESTER-PUTNAM ONE STOP EMPLOYMENT CENTER www.westchesterputnamonestop.com

Connecting businesses with a highly skilled workforce, the Center offers employers free recruitment assistance, customized training assistance and cost reimbursement. Job seekers enjoy resumé workshops, career counseling and training opportunities.



L-R: RPI President Martin A. Schmidt, OED Director Bridget Gibbons, RPI and Westchester Partnership Representative Bonnie Blumer, County Executive Ken Jenkins

WESTCHESTER COUNTY ASSOCIATION www.westchester.org

The Westchester County Association (WCA) is an economic development and business advocacy organization serving Westchester County and the region.

The Office of Economic Development also supports – and partners with – a host of organizations that provide business resources geared specifically towards:

SMALL BUSINESS OWNERS

THE ACCELERATION PROJECT (TAP) www.theaccelerationproject.org

TAP consultants work with small business owners to provide customized tools and structured, results-oriented action plans that drive them to achieve their goals.

NYS SMALL BUSINESS DEVELOPMENT CENTER www.nyssbdc.org

The Center provides high-quality business consulting and training for businesses launching or expanding in New York State.

SCORE WESTCHESTER www.scorewestchester.com

SCORE offers free workshops and professional coaching to help start or grow a small business.

SMALL BUSINESS ADMINISTRATION www.sba.gov

The SBA provides loans, funding programs, and services to help small businesses start, grow, and succeed.

SMALL BUSINESS INSTITUTE AT WESTCHESTER COMMUNITY COLLEGE www.sunywcc.edu

Programs offered include professional development and training courses geared towards small businesses.

WOMEN'S ENTERPRISE DEVELOPMENT CENTER www.wedcbiz.org

Empowers local entrepreneurs to build successful businesses by providing high-quality training programs, advisory services and access to capital.

COMMUNITY CAPITAL NEW YORK www.communitycapitalny.org

Provides loans between \$1,000 and \$50,000 to small and medium-sized businesses, with a focus on women, veteran and minority-owned companies.

WESTCHESTER COUNTY OFFICE OF MINORITY AND WOMEN BUSINESS ENTERPRISES (MWBE) www.westchestercatalyst.com/work

This program is an excellent resource for new and established minority- and women-owned businesses.

WESTCHESTER HISPANIC CHAMBER OF COMMERCE www.whccny.com

The Chamber promotes the economic growth and development of Hispanic business and professionals in Westchester.

REACH OUT

For a directory of useful contacts, visit www.thebcw.org.