

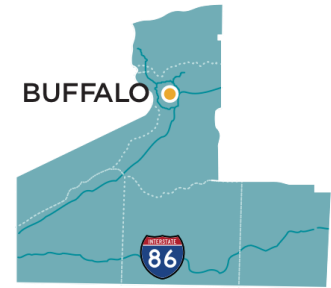


January 2025

To: Private Business Owners, and
Supporters of WNY Businesses

From: Karen M. Utz, Regional Director, Western NY
Erie, Niagara Allegany, Cattaraugus, Chautauqua

Re: The **Excelsior Jobs Program** for WNY Job Creators



As we enter the 2025 calendar year, our regional office is increasing efforts to promote the benefits of the **Excelsior Jobs Tax Credits** for private businesses. This program encourages business owners to expand in Western New York by offering fully refundable tax credits to businesses that reach predetermined job commitments.

The Excelsior Program has minimum job requirements by industry with expected commitments as low as “5 new jobs” in several categories, including Agriculture, Manufacturing, Life Sciences, Scientific R&D, Software Development, and Music Production. An interested firm may qualify for up to five, fully refundable tax credits that businesses claim over a benefit period of up to ten years. This is a simple summary, but please let it serve as invitation to learn more about how this program may help catalyze your goals for business growth.

We want to be a partner in your employee growth because “job creators” are so important to the economic health of our region. We want to highlight this information for you and connect with area business owners planning to create jobs in 2025 and beyond. Please consider the following options to begin the conversation:

1. **Register for Upcoming Webinar** - - (30 min info + 30 min questions, optional)

- ❖ **Please join us.** *The same webinar will be offered twice for your convenience.*
- ❖ **Thursday, January 23, 2025 – 12:00 pm** - - Zoom #1: [Click to Join Meeting](#)
- ❖ **Tuesday, February 11, 2025 – 12:00 pm** - - Zoom #2: [Click to Join Meeting](#)

2. **Excelsior Program Overview** – [Click here to visit ESD website](#)

- ❖ Connect with our WNY Project Managers to share your upcoming hiring goals.