



**NEWS FROM THE OFFICE OF
ULSTER COUNTY EXECUTIVE MIKE HEIN**



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**ULSTER COUNTY EXECUTIVE MIKE HEIN, EMPIRE STATE
DEVELOPMENT CORPORATION PRESIDENT KEN ADAMS, MAYOR JIM
SOTTILE AND MAYOR-ELECT SHAYNE GALLO ANNOUNCE A PLAN FOR
BUSINESS RETENTION IN ULSTER COUNTY.**

**Stavo Industries and Wolf-Tec, Inc. will partner at new mid-town Kingston site to
create and retain Ulster County jobs.**

Kingston, N.Y. – Ulster County Executive Mike Hein, New York State Empire State Development Corporation President Ken Adams, City of Kingston Mayor Jim Sottile and Mayor-Elect Shayne Gallo announced today a plan to keep two Ulster County manufacturers in New York State retaining over 100 jobs and creating 41 new positions. The deal leverages over \$12 million in private sector investment to redevelop a former vacant industrial building in the City of Kingston.

Stavo Industries and Wolf-Tec, Inc. are partnering to redevelop 132 Flatbush Avenue in Kingston, New York. The project will subdivide the property formerly occupied by Colony Liquor into two separate lots and two separate manufacturing spaces.

Plans for site plan approval, subdivision and variances are being filed with the City of Kingston Planning Board for review and approval today, Monday, December 5, 2011. Simultaneous submissions are also being filed by the City of Kingston for Ulster County Shovel Ready Bonding and by each company with the County's Industrial Development Agency. Stavo's and Wolf-Tec's investment commitment in the Kingston location is dependent upon these applications as well as addressing infrastructure and access issues for the site.

“This is an important day for the City of Kingston as well as all of Ulster County. Stavo and Wolf-Tec represent some of the best of Ulster County manufacturing and I am pleased that Ulster County was able to coordinate a competitive package of benefits to retain and grow them here. Governor Cuomo's ability to leverage New York State assistance to keep New York companies here and help them grow has been instrumental. By keeping taxes down and streamlining Ulster County's economic development process, we are working to create a more business friendly environment for Stavo, Wolf-Tec and all Ulster County employers,” said County Executive Mike Hein.

“Stavo looks forward to an expansion in Kingston. We greatly appreciate the strong leadership of County Executive Mike Hein, Mayor Jim Sottile and Mayor-Elect Shayne Gallo in assisting us by leveraging resources from New York State, Central Hudson and Ulster County IDA,” said Stavo Industries President George Quigley.

“Ulster County and New York State have made strides to be more business-friendly. Only under the reforms to County government brought by County Executive Hein would Wolf-Tec even consider staying. Wolf-Tec appreciates the package of benefits assembled to encourage us to stay and ensure that Wolf-Tec does not leave Ulster County like Colony Liquor/Empire Merchants North,” said Wolf-Tec President Ralf Ludwig. “Wolf-Tec looks forward to working with the City, County and State on addressing outstanding access and storm water issues to make the site suitable.”

City of Kingston Mayor James Sottile noted, “I am pleased to have been working to retain two exemplary manufacturing companies in Kingston and to re-populate the former Colony Liquor Distributor facility. Their potential new investment in Kingston shows the confidence they have in the area. I also want to thank the Andretta family for the assistance they have provided to make this project a reality. This is certainly a positive moment for Kingston as I leave office.”

I appreciate Mayor Sottile involving me in this project shortly after the election to insure the continuity of the process,” said Mayor-Elect Shayne Gallo. “My hands-on approach to bring this project to fruition is indicative of my approach towards good projects like this. I want to thank the Mayor for inviting me to assist, as well as the representatives from the state, county and Central Hudson for their work on this effort.”

Chairman of the Ulster County Legislature’s Economic Development Committee James Maloney said, “This is a tremendous win for the people of Ulster County. It is imperative that we create a business friendly environment where we can retain and grow jobs.

“Central Hudson is pleased to assist these important customers to remain within our service territory. Using our economic development program as part of a team approach to keeping business in New York will benefit the region,” said Central Hudson President James Laurito.

Lance Matteson, President of the Ulster County Development Corporation (UCDC), said, “Wolf-Tec and Stavo Industries are two terrific manufacturing firms run by two terrific families – the Ludwigs and the Quigleys. We’re doing all we can to deliver the infrastructure, services, and supportive climate that will allow companies like these – and their hard working employees – to compete and thrive here. UCDC is proud to be centrally involved in a team effort to keep these high quality and growing jobs in Ulster County.”

David O’Halloran, Chair of the Ulster County Industrial Development Agency (IDA), said: "This is a perfect example of economic development in Ulster County. Two years ago the IDA extended funds to do engineering work to explore multi-tenant alternative

uses for this once vibrant building, and today we are seeing the fruits of those early efforts. We're delighted to now see IDA applications from these two world-class Ulster County firms, both of which have attractive options in other places. The IDA uses its funds and incentives to keep and grow jobs here, and that's what this project is all about. There's more work to do, but the very real prospect of filling the old Colony Liquor building with good jobs and growing companies is the best kind of holiday gift we could ask for!"

Both companies have received aggressive offers from other states attempting to entice them to relocate their operations. Wolf-Tec currently has operations in Georgia in Germany. Under the leadership of Ulster County and the City of Kingston, incentive packages have been leveraged to retain both companies in New York State and actually create new jobs in our community.

Stavo Industries manufactures liquid filtration equipment for the food, beverage and pharmaceutical industries. Wolf-Tec develops, manufactures and distributes highly automated industrial food processing equipment. Both businesses sell products to a world-wide customer base. Stavo has 47 current employees and the expansion will lead to the addition of 14 employees. Wolf-Tec employs 69 employees at their Kingston site and the proposed expansion will lead to the addition of 27 employees.

Empire State Development Corporation has offered Wolf-Tec a capital grant of \$350,000 and Stavo a capital grant of \$300,000 to maintain operations in New York State. In addition, both companies are Empire Zone Certified and the proposed new location at 132 Flatbush Avenue is within the Kingston Ulster Empire Zone and will provide Empire Zone benefits to each company. Benefits are dependent upon both job creation and investment performance.

Central Hudson has offered both companies economic development assistance including building revitalization grants of \$100,000 for each company, job creation grants of \$1,000 per job for each high-paying job created and \$62,500 in infrastructure assistance for the site.

The Ulster County IDA has offered each company a cash grant of \$50,000 as an incentive to remain in Ulster County. In addition, the Ulster County IDA may provide certain tax benefits based upon the applications filed today.

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