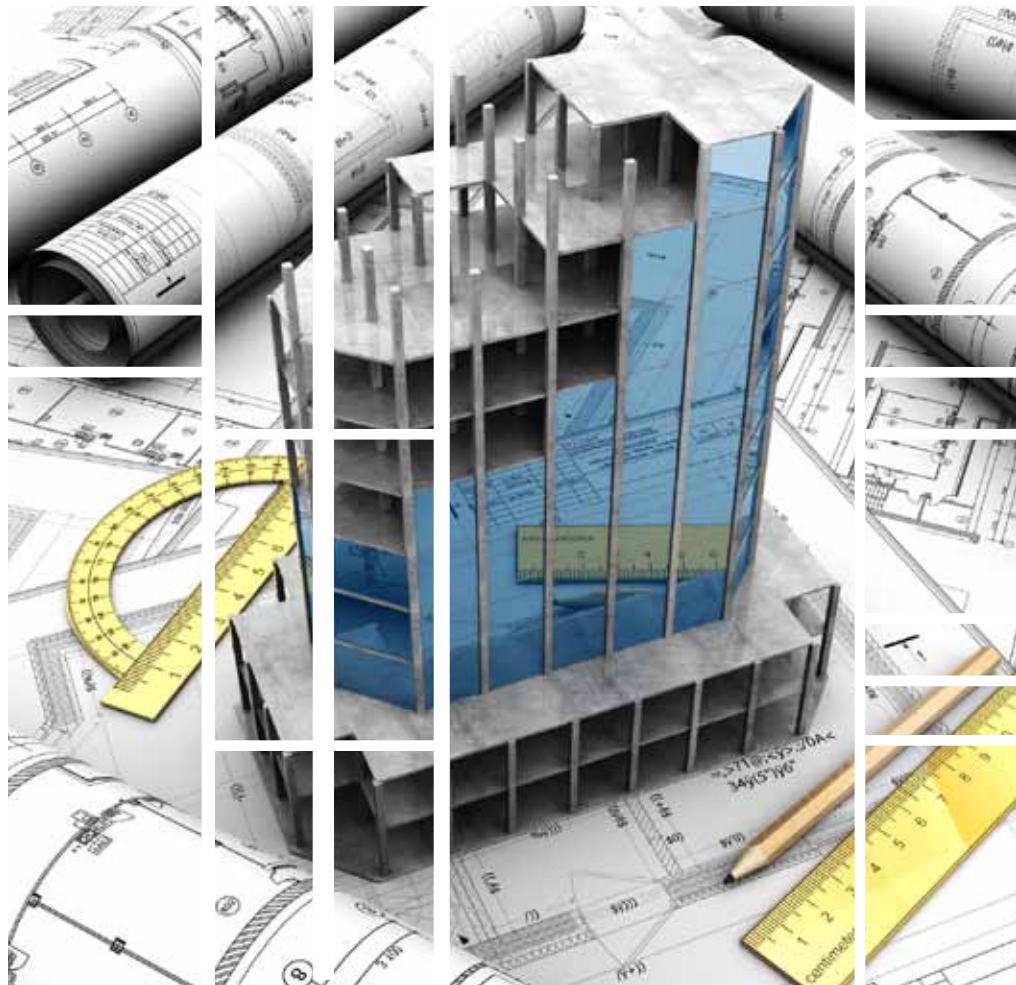


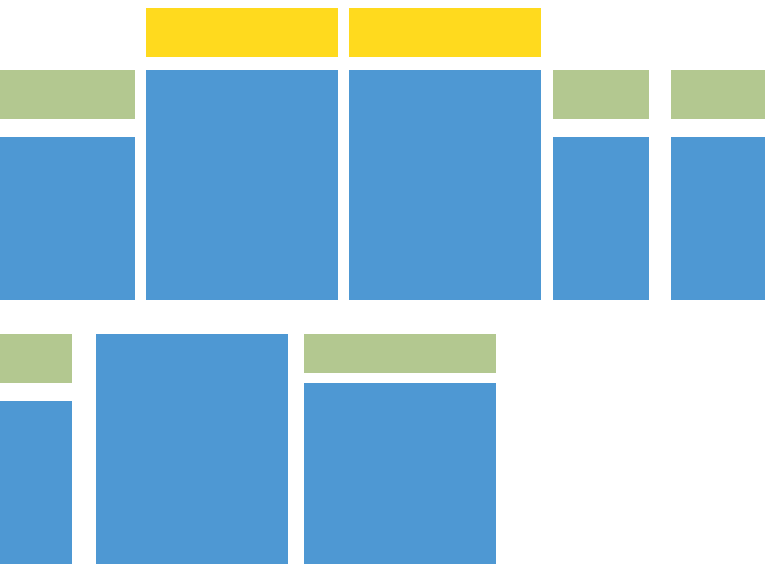
# BUILDING

Business Opportunities  
in Rockland County



Rockland  
Economic  
Development  
Corporation

2012 ANNUAL REPORT



## REDC'S MISSION

The mission of REDC is to promote the economy in Rockland County by fostering the creation and attraction of new business and the retention and expansion of existing business to stimulate job opportunities to improve the quality of life in Rockland County, New York. Established in 1987, REDC is a 501-c-3 not-for-profit contract agency of the County of Rockland and is governed by a 33-member Board of Directors.

## ABOUT REDC

REDC is a not-for-profit contract agency of the County of Rockland. REDC provides access to financing incentives, marketing tools, technical assistance, government contracting, information, referrals, and more. Additionally, it administers the Procurement Technical Assistance Center (PTAC) Program and a Small Business Center, and houses the Rockland IDA and the Rockland Economic Assistance Corporation (REAC)—which operate independently under Steven Porath, Executive Director, as well as provides counseling space for the Rockland chapter of SCORE.

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Report design by: Liz Cranston, REDC. Photos included provided by: Bob Vergara, APS; Rich Feger, O&R; Liz Cranston, REDC; Thompson & Bender. Printing services provided by: Tandem Graphics.

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- 11 2012 Financials

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- **Jayne Nichols**, Executive Assistant | [jaynen@redc.org](mailto:jaynen@redc.org)



Like us on Facebook & follow us on Twitter @ REDCNY

## A MESSAGE FROM THE COUNTY EXECUTIVE



*C. Scott Vanderhoef*

Today, companies still consider Rockland an attractive location to do business within the greater New York metro region...thanks in part to Rockland's effective use of incentives and efficiencies.

From Raymour & Flanigan's purchase and renovation of an existing 893,000 square-foot-facility in the Village of Montebello, to large manufacturers such as AERCO International, Inc. and Hunter Douglas, companies are recognizing the wisdom of relocating to Rockland.

Most recently, financial media giant Bloomberg L.P. joined our growing business community with its long range commitment to build a \$710 million data center in Orangetown.

Thanks to the REDC, we are helping companies locate real estate, access capital, and reduce costs and taxes. I invite you to take advantage of these and many other services REDC provides to locate or expand your business in Rockland County.

**C. Scott Vanderhoef**  
Rockland County Executive and  
Chief Economic Officer



## ABOUT ROCKLAND

Located in the southeastern part of New York State—just 15 miles northwest of the George Washington Bridge, Rockland County is a major crossroads with easy access to interstate highways and all tri-state airports.

Nationally ranked in the Top 10 on the list of highest-income counties by median household income, Rockland's current median family income stands at \$84,661. In addition, it is designated as a Preserve America Community with approximately 30% of the county devoted to parkland.

## fast facts

**POPULATION:** 317,757 (2012 ESTIMATE)

**COUNTY SEAT:** NEW CITY

**LABOR FORCE:** 155,500 (MAY 2013)

**UNEMPLOYMENT RATE:** 5.9% (MAY 2013)

**TOWNS:** 5

**VILLAGES:** 19

*Data Sources: Local Area Unemployment Statistics Program, New York State Department of Labor, [www.labor.ny.gov/stats](http://www.labor.ny.gov/stats); Rockland County Planning Department; U.S. Census Bureau, [www.quickfacts.census.gov](http://www.quickfacts.census.gov).*



# BUILDING

## Business Opportunities



## TO OUR STAKEHOLDERS



*Michael J. DiTullo*

2012 was an exciting year and a year of change for REDC. In February, the Executive Committee announced my appointment as President & CEO. Quickly, we put a 10-point Action Plan into place that developed and implemented new strategies and redeveloped existing ones that promote business growth

in Rockland. And with aggressive cost saving reductions in monthly recurring expenses and increased revenue from the private sector, REDC was able to realize a margin for the first time in years. As Martin Luther King, Jr. said, "Faith is taking the first step even when you don't see the whole staircase."

Since 2012, nearly 2 million square feet of industrial/flex/office space was absorbed with attractions and expansions and by November, year over year the County gained 1,200 private sector jobs with a 6.4% unemployment rate, the second lowest in New York State.

As you will read on the following pages in this report, we implemented the REDC Real Estate Council (REC)—a forum for developers, builders and commercial brokers to address common challenges and the means to support viable industrial and office projects in Rockland, and we celebrated the achievements of our local businesses and individuals

that continue to contribute to Rockland's economic vitality at our annual awards luncheon and the Forty Under 40 reception, respectively. To date, the REC has hosted numerous productive meetings and a successful *Broker Tour* at the Pfizer Pearl River campus. I'm a firm believer that "economic development starts with a real estate transaction."

*Going forward...* In 2013, we are formulating and implementing a dedicated external marketing campaign that will build on our baseline marketing materials, targeted at the pharmaceutical/biopharmaceutical and life sciences industries as well as specific competitive neighbors, including New Jersey, Connecticut and the New York metro region. In addition, we will continue our collaboration with our business partners—including the RBA, ESD, the IDA, O&R, and the Workforce Investment Board (WIB), to name a few, to create awareness and interest in a consolidated funding application, as well as workshops with businesses, to induce more applications for priority funding projects and public-private partnerships.

As always, we are poised to promote Rockland's competitive advantages and create a positive environment for business and the County's economic health. To learn more, contact me at 845.735.7040 or [mditullo@redc.org](mailto:mditullo@redc.org).

**Michael J. DiTullo**  
President & CEO

## REDC STAFF



**Liz Cranston**  
Vice President of Operations



**Pauline Drakopoulos**  
PTAC Administrative Assistant



**Liz Kallen**  
PTAC Program Manager



**Jayne Nichols**  
Executive Assistant

## BOARD OF DIRECTORS

### OFFICERS

**Sandra D. Grannum, Esq.**, Chair, Davidson & Grannum, LLP

**Jack F. Holt**, Vice Chair, Holt Construction Corp.

**James B. Tully**, Vice Chair/Secretary, CB Richard Ellis, Inc.

**Quinton C. Van Wynen, Jr.**, Treasurer, Pearl River Union Free School District

**Steven M. Yassky**, Vice Chair, Rockland Realty Commercial Real Estate Services, LLC

**Michael J. DiTullo**, President & CEO, REDC

### DIRECTORS EMERITI

**Dr. Karim A. Abood, Ph.D., P.E.**, HDR|LMS

**Dr. Donald T. McNelis**, President Emeritus, St. Thomas Aquinas College

**Burt Steinberg**, The Dress Barn, Inc.

**Alan Yassky**, Rockland Realty Commercial Real Estate Services, LLC

### DIRECTORS

**Raja R. Amar**, Portables Unlimited LLC

**Stephen A. Coyle, CPCU**, Coyle Insurance Agency, Inc.

**Vincent L. DeLucia**, Provident Bank

**Rafael Espailat**, El Clarin

**William F. Helmer**, Helmer-Cronin Construction, Inc.

**Judith Hershaft**, Innovative Plastics Corp.

**Jonathan Kupperman**, Nice-Pak Products, Inc.

**Kerrin Mahaffey**, Pfizer Inc.

**Paula Mandell**, M & T Bank

**Bruce W. Mason**

**John McAvoy**, Orange and Rockland Utilities, Inc.

**Malcolm G. McLaren, P.E.**, McLaren Engineering Group

**Philip A. Patterson**, Good Samaritan Hospital

**A. Jon Prusmack**, DHS Systems, LLC

**Thomas M. Rau**, TD Bank

**Marian Rokeach**, Northern Services Group, Inc.

**Mark D. Rothenberg**, SCORE

**Robert E. Seaman III**, Pro Financing Group, Inc.

**Serge Seguin**, Shock Tech Inc.

**Sr. Kathleen Sullivan, O.P.**, Dominican College

**Dr. Cliff L. Wood**, Rockland Community College

### EX-OFFICIO

**Hon. Harriet D. Cornell**, Chairwoman, Rockland County Legislature

**Hector A. May, CFP, CLU, ChFC**, Chairman, Rockland Business Association (RBA), Executive Compensation Planners, Inc.

**Eric Dranoff, Esq.**, Chairman, Rockland IDA, Saretsky, Katz, Dranoff & Glass, LLP

**John A. Maraia, Jr.**, IBEW Local 363

**Dr. Mary Jean Marsico**, Rockland BOCES

**Hon. C. Scott Vanderhoef**, Rockland County Executive

**Aimee J. Vargas, Esq.**, Empire State Development Corp.

## REDC WELCOMES ITS NEW BOARD CHAIR, SANDRA GRANNUM, ESQ.



*Steven M. Yassky, left, outgoing REDC Chairman, welcomes Sandra D. Grannum, Esq., center; REDC's new Chair, with Michael DiTullo, right.*

Managing Partner of Orangeburg-based Davidson & Grannum, **Sandra D. Grannum, Esq.**, has been involved in the business community for many years by serving as a director on REDC's board, as well as Chair of the Business Development Committee and an Executive Committee member. With her term effective January 1, 2013, Sandra is the first woman to ever hold the Board Chair position.

A graduate of Harvard Law School, Sandra has written and lectured widely on securities law, employment law, ADR and ethical issues. She is a member of the New York and New Jersey bars and is admitted to practice before several Federal Courts and before the United States Supreme Court. In addition, as a litigator and trial lawyer in a variety of complex commercial litigation matters, she has more than 20 years of experience focusing primarily on Securities litigation, Employment litigation, Broker-Dealer litigation, arbitrations and mediations and enforcement matters.

Sandra Grannum said, "I am honored to take on the role as REDC Chair. Over the past 20 years, we have seen a dynamic change in Rockland's business climate and I look forward to working with the board and REDC staff to bring a new perspective to the table and expand our opportunities to help attract and retain the businesses we have even further."

"Sandra brings an extraordinary breadth of knowledge and commitment to the board, its mission and future opportunities," said Michael DiTullo, REDC President & CEO. "The Board, staff and I look forward to working closely with her in her new role."

# ECONOMIC

## Development Activity



## 2012 ROCKLAND ATTRACTIONS

### Vaccine Manufacturer Moves to Pearl River

In November, Connecticut-based **Protein Sciences**, a vaccine and biopharmaceutical company, announced that it's investing millions of dollars in establishing manufacturing and development operations at the Pfizer Pearl River Campus. The company's expansion will initially create approximately 50 new high-paying full-time jobs that could grow to up to 150 total jobs over the next decade.

With its multi-million dollar investment, Protein Sciences will establish a production line for Flublok®, including machinery and equipment, engineering and process validation. Protein Sciences has developed an innovative cell-based platform technology (BEVS) that is a powerful tool for producing high quality vaccines and biologics with speed and precision. Flublok, the world's first recombinant influenza vaccine, will be Protein Sciences' first product manufactured at the Pearl River facility.

The 550-acre world-class campus is a leading site for vaccine research as well as key aspects of biologics research, and serves as one of Pfizer's five global R&D Centers of Excellence. Pfizer Inc., a Fortune 100 company, is the State's largest biopharmaceutical company, with its global headquarters in New York City. The buildings being leased by Protein Sciences were previously part of Pfizer's Pearl River manufacturing operations, which the company began exiting in 2010. Protein Sciences' expansion will create vital new job opportunities and take advantage of a local workforce experienced in biopharmaceutical research, development and manufacturing.

As part of Governor Andrew M. Cuomo's efforts to attract new businesses to New York State, Empire State Development (ESD) provided Protein Sciences with \$2 million in tax credits through the Excelsior Jobs Program that is designed to incentivize Protein Sciences to create 100 net new jobs by the end of 2017 and sustain the employment level through 2023.



### Raymour & Flanigan Establishes a Regional Distribution Center in Rockland County

In July, **Raymour & Flanigan**, a family-owned furniture retailer founded in 1947, announced that it was significantly expanding its New York operations by establishing a new regional distribution center in Rockland, creating 300 new jobs that will result in over \$135 million in wages for local employees over the next ten years.

Utilizing \$2.325 million in Excelsior tax credits from ESD and a package of financial assistance incentives from the Rockland IDA, the company expects to invest \$46 million to purchase and renovate an existing 893,000-square-foot facility in the Village of Montebello. With renovations to the building, the new facility will serve as the regional warehouse and distribution hub for the company's retail stores in the New York metro region, as well as portions of New Jersey and Connecticut.

To meet the demands of its growing operations, company officials identified the facility in Rockland and quickly engaged in discussions with ESD and the Rockland IDA. Working with state and local officials, the company purchased the facility at 30 Dunnigan Drive. While another company leases approximately 200,000 square feet at the facility—and will retain its lease, the remaining 693,000 square feet of space will be used exclusively by Raymour & Flanigan for their warehouse and distribution center with space available within the facility for future expansion.

Currently headquartered in Liverpool, NY, Raymour & Flanigan Furniture was established by brothers Bernard and Arnold Goldberg in 1947 with a single, modest store in downtown Syracuse. In 1982, Neil, Steve, and Michael, the second generation of the Goldberg family in the business, took control of the then four stores and currently lead the company. Today, Raymour & Flanigan is the 5<sup>th</sup> largest furniture retailer in the U.S. with 2,079 employees across New York and 95 stores and showrooms in New York, New Jersey, Pennsylvania, Delaware, Connecticut, Massachusetts and Rhode Island.

## REDC FORMS A REAL ESTATE COUNCIL

As part of REDC's 2012 10-point Action Plan, REDC established and implemented its **Real Estate Council (REC)**. Co-chaired by Michael DiTullo and Rick Struck, O&R's Director of Economic Development, the Council provides a forum for developers, builders, and commercial brokers to address common challenges and the means to support viable industrial and office projects in Rockland.

In September, the REC hosted its first virtual **"Broker Tour,"** to more than 70 industrial and office real estate brokers and developers from New York, New Jersey and Connecticut. Held at the Pfizer Pearl River campus, the symposium highlighted 20 prime business properties in Rockland, offering brief profiles that included location, square footage, prices of available buildings and sites, and more.

*Pictured are, from left: Andy Stewart, Orangetown Town Supervisor; Steven Yassky, President, Rockland Realty and REDC Chairman; Peter Skae, President, Skae Power Solutions of Palisades; and Richard Struck, Director of Economic Development, Orange & Rockland Utilities, Inc.*



## FIRST NIAGARA PARTNERS WITH REDC TO SUPPORT ITS SMALL BUSINESS CENTER

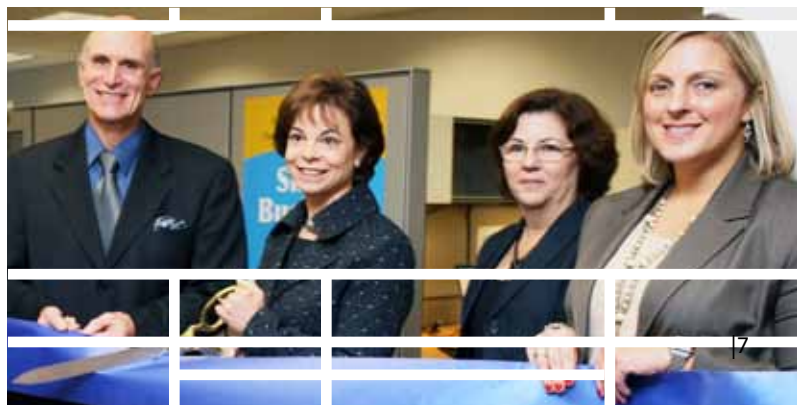
In October, REDC unveiled **First Niagara Bank** as the new sponsor of its **Small Business Center (SBC)**, a free resource for small business owners, start-ups and entrepreneurs in Rockland County. The \$5,000 sponsorship of the SBC was made possible by the First Niagara Bank Foundation.

Located at REDC's office in Pearl River, the SBC offers small business owners the use of a computer, phone and other office equipment as well as office space and a conference room. Business owners have access to the Internet and productivity software such as the Microsoft Office suite, Business Plan Pro and Marketing Plan Pro. In addition, they also have access to First Niagara professionals who are on speed dial by phone and available by appointment for consultation about lending, cash management and other financial services, and can provide introductions to business resources through the SBA, SBDC, and SCORE. The SBC provides the necessary tools for someone interested in starting a small

business—all in one place and at no cost. In addition, the SBC is a great one-stop location to assist small businesses by providing a wide variety of information and guidance.

As one of the largest banks in the region, First Niagara now has nearly 430 branches in New York, Pennsylvania, Connecticut and Massachusetts, and 26 branches in the Hudson Valley, including nine in Rockland County.

*Pictured are, from left: Michael DiTullo, REDC; Sara Tucker, Business Banking Team Leader, First Niagara Bank; Susan Rutledge, Rockland County Executive's Office; and Erin Glock, Community Development Office, First Niagara Bank.*



# BUSINESS

## Assistance Programs



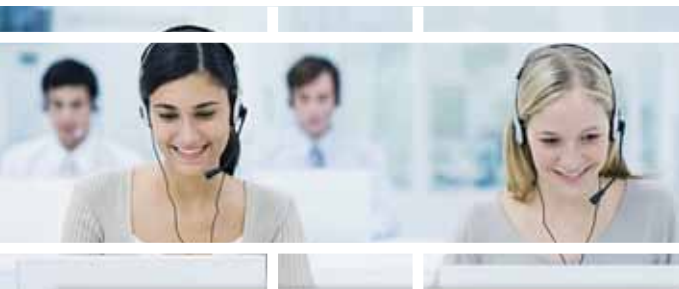
## REVOLVING LOAN FUND PROGRAM

The **Westchester/Rockland Revolving Loan Fund (RLF) Program** was established to promote small business growth and economic development in Rockland and Westchester Counties. The essential feature is to provide financial assistance to start-ups and companies that do not fit the traditional financing model. Administered by REDC, it's funded by a grant from Empire State Development (ESD). Businesses can receive loans up to \$20,000 for a broad variety of purposes such as working capital, inventory, equipment and marketing.

In 2012, small business loans issued totaling more than \$102,500 were given to Rockland businesses including:

### **ANP Transcriptions**

In today's high-tech global economy, transcription services have become invaluable resources. Started in 2002, ANP Transcriptions offers high quality, cost effective services to its clients in vast and diverse industries including education,



financial, legal, medical, market research, and insurance, to name a few. With services that range from medical meetings, corporate earnings calls, depositions, to government transcription, roundtables, and beyond, ANP is a privately held company with a staff of specialized transcriptionists. Located in Suffern, ANP used the funds it received from the RLF Program to purchase new equipment needed to enhance and expand its existing services, product and service offerings as well as its volume capabilities.

### **At Your Service NY**

Well established in the Rockland community, At Your Service NY (AYS) is a full-service caterer that delivers exemplary culinary service for corporate as well as private events of all sizes, in a variety of cuisines. With a reputation for quality food and service, AYS is expanding its operations and taking over the dining facility at the Holiday Inn in Orangeburg. Not only will AYS upgrade the dining needs of the hotel's guests but it wants to take it to the next level and make the restaurant a dining destination. With the loan funds received, it upgraded and expanded the kitchen as well as its inventory. A woman-owned business based in Suffern, AYS will create 8-10 new jobs.

### **Café Portofino**

Deemed by Zagat's in 2010 as a riverside "jewel" in the heart of Downtown Piermont, Café Portofino has been in business for nearly 20 years. But when Hurricane Sandy devastated the busy Piermont retail community, it was one of the many businesses that was significantly damaged. To maintain its reputation as a fine dining establishment, owner Deborah Brenner used the funds she received to refurbish a portion of the dining room, update the electrical system as well as replace the heating system destroyed by the storm. Café Portofino will retain 8 jobs.

### **Franklin New York Apparel**

Located in Spring Valley, Franklin New York Apparel was established as both a small storefront as well as an online retailer to fill a niche market for women's and men's suits, dresses for all occasions including designer bridal gowns as well as ethnic bridal gowns, prom dresses, cocktail dresses, and more. Due to significant growth, owner Natasha Franklin-Joseph needed to expand to a larger retail space. As one of the many small retailers investing in Spring Valley's revitalization efforts, she relocated to another storefront in Spring Valley and will use the funds received to purchase additional inventory, new equipment, as well as for marketing and website enhancement purposes.





## PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

The **Procurement Technical Assistance Center (PTAC) Program** is a comprehensive resource for small businesses that seek to market and sell their products and services to government agencies—the U.S. Department of Defense (DOD), federal, state and local governments and their prime contractors. Serving businesses in the Lower Hudson Valley including Rockland, Orange and Westchester Counties, PTAC's programs and services are funded in part through a cooperative agreement from the DOD through a program that is administered by the Defense Logistics Agency (DLA), Rockland County, the Orange County IDA and the Westchester County IDA. The content of any written materials or verbal communications of PTAC does not necessarily reflect the official view of or imply endorsement by DOD or DLA. All services are free of charge.

PTAC's economic impact is far-reaching. In 2012, PTAC clients were awarded 2,652 contracts totaling over \$93 million, including:

### **Data Support, Inc.**

Founded in 1987, Data Support, Inc. has provided comprehensive industry proven solutions for today's business needs in the area of barcode tracking and barcode labeling—solutions that are designed to be cost effective and compatible with current and emerging trends in bar code data collection. Headquartered in Nanuet, with distribution points throughout the U.S., Data Support, Inc. has a customer list that includes the City of New York, Stryker, the Pentagon, and Lockheed Martin, to name a few. Essentially, anything you can put a barcode label on, Data Support, Inc. has a system to print that label and keep track of it. A PTAC client since 2005, in 2012, it was awarded contracts totaling more than \$102,000.

### **All Tech Electronics**

Representing some of the world's leading suppliers of high reliability semiconductor products for satellite, defense and aerospace applications, Elmsford-based All Tech Electronics is a certified minority owned and operated military component specialist. Certified by the U.S. Small Business Administration (SBA) and the National Minority Business Council (NMBC), All Tech has become one of the fastest growing minority

owned electronics companies in the country. A franchised distributor for the leading manufacturers of diode, transistor, integrated circuit and memory products for the defense and aerospace marketplace, its a full-service DMS/Obsolescence solutions provider to the defense, aerospace and space applications market. An active PTAC client since 1997, in 2012, All Tech Electronics was awarded contracts totaling more than \$650,000.

### **The Reflectory**

Offering a wide range of reflectors for photoelectric controls, industrial and traffic safety, promotional giveaways and consumer use for visibility in the dark, Newburgh-based The Reflectory, provides a wide-range of products including safety armbands, reflective elastic apparel, key rings and zipper tags, bicycle safety items, pet reflectors, auto safety items, custom made reflectors, and more. The Reflectory's night-bright products have many applications and uses and work particularly well for walkers, runners, cyclists and people active outdoors after dark.

In 2003, The Reflectory created a special catalog of reflectors for the National Safe Kids Campaign, and in 2006 a special catalog for the National Safe Routes to School program. In fact... in a typical year, 30 to 35 million imprinted reflectors are now used as promotional products. A PTAC client since 1995, in 2012, The Reflectory was awarded contracts totaling more than \$40,000.



# HONORING

Achievement



*Forty Under 40 Class of 2012*

## FORTY UNDER 40

In October, more than 275 people gathered to celebrate Rockland's future leaders and *Rising Stars*. Sponsored by **Provident Bank**, the **Forty Under 40 Program** honors forty dynamic individuals under the age of 40—proving that they are the *"ones to watch,"* due to their commitment and dedication to community service, Rockland's growth, and their professional excellence.

2012 40U40 HONOREES | Amy Alinkofsky • Evelyn Bautista-Miller • Samantha Bazile • Dr. Kenneth N. Blank • Kelly L. Campbell • William S. Castellane • Matthew Castelluccio • Joseph Chiappa • Zenya Cleveland • Bryan Connelly • Jennifer M. DeLeon • Michelle Diaz • Christine M. Dilts • Tonette R. Earl • Bobby Everett • Raymond L. Francis, Jr. • Joshua Goldstein • Jeffrey C. Heaphy • Eric Holzer • Javonne S. Johnson • Erin Koropsak • Stacy Marie LaVacca-Weiss • Katherine E. Lynch • Amanda Holt McDowell • Tracie D. McLee • Shamika Ann Mitchell, Ph.D. • Tara Munderville-O'Dom • Marshanette Patterson • Anthony Pili • Robert L. Pitkofsky, Esq. • Juan Pablo Ramirez • Veronica Reynolds • Vito J. Russo • Dinesh A. Sakhrani • Iris Santiago • Nathan Shuman • Marla Silverstein • Monica Soto • Kristin Thorvaldsen • Julika von Stackelberg-Addo.

## ANNUAL ECONOMIC DEVELOPMENT AWARDS LUNCHEON

On November 16<sup>th</sup>, more than 300 guests attended the **2012 Economic Development Awards Luncheon**, held at the IBM Executive Conference Center in Palisades. Sponsored by **TD Bank**, the 18<sup>th</sup> Annual event honored companies, organizations and individuals who have demonstrated a commitment to Rockland's economic development and have substantially enhanced the local business climate.

In addition, *Keynote Speaker*, **John Flaherty**, New York Yankees Analyst with the YES Network entertained the audience with his colorful anecdotes of his childhood growing up in Rockland to his major league baseball career. In 2009, he was awarded an honorary Doctorate of Humane Letters from St. Thomas Aquinas College, and in 2011, he received a New York Emmy Award nomination for his analyst work at YES. He continues to reside in Rockland County with his wife and children.

### 2012 ECONOMIC DEVELOPMENT AWARD RECIPIENTS

#### AWARD OF DISTINCTION

**Dr. Margaret Fitzpatrick, S.C., Ed.D.**  
President, St. Thomas Aquinas College

#### MANUFACTURER OF THE YEAR

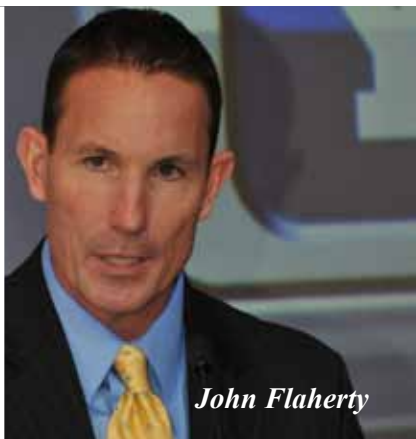
**Nice-Pak Products, Inc.**

#### SERVICE PROVIDER OF THE YEAR

**Center for Safety and Change, Inc.**

#### ENTREPRENEUR OF THE YEAR

**Malcolm G. McLaren, P.E.**  
President & CEO  
McLaren Engineering Group



*John Flaherty*

# BUSINESS

## Partners



REDC works with many resources to make economic growth possible. From experts in business financing to developing a business plan, energy efficiency, grants, financial incentives, labor, technology support and more, Rockland's business community is ready to help and meet the unique needs of each business.

Our business partners include, but are not limited to: County of Rockland • Dominican College • Empire State Development • Empire State Purchasing Group • First Niagara Bank • Hudson Valley Economic Development Corporation • M&T Bank • New York Business Development Corporation • New York State Department of Labor • New York State Energy Research & Development Authority • New York State Small Business Development Center • NY BioHud Valley • Office of the Rockland County Clerk • Orange and Rockland Utilities, Inc. • Orange County Industrial Development Agency • Pfizer Inc. • Provident Bank • Rockland Business Association • Rockland Community

College • Rockland County Departments of Budget & Finance • Rockland County Department of Planning & Public Transportation • Rockland County Industrial Development Agency • Rockland County Legislature • Rockland Economic Assistance Corporation • Rockland SCORE • St. Thomas Aquinas College • TD Bank • The Business Council of New York State • The Business Council of Westchester • Tomorrow's Workplace • U.S. Department of Defense • Westchester County Industrial Development Agency • Workforce Investment Board.

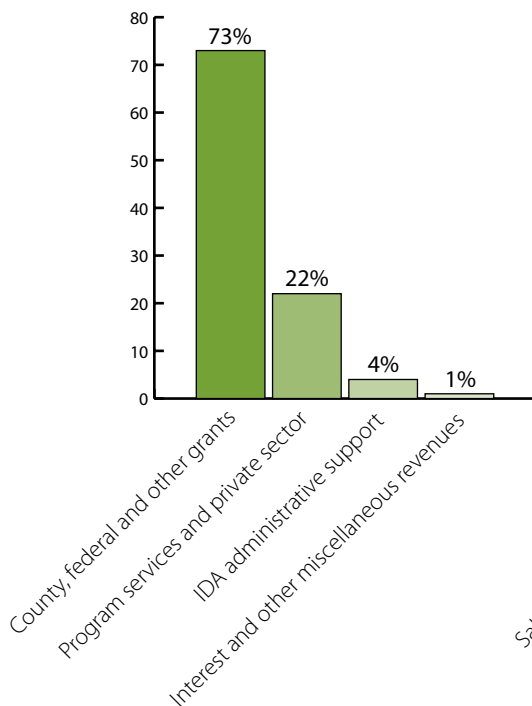


# FINANCIALS

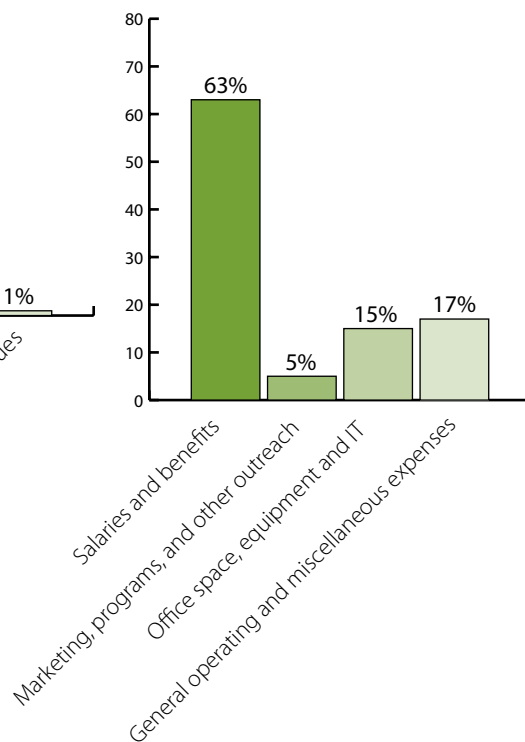
REDC is a not-for-profit contract agency of the County of Rockland. Programs and services are made possible with financial support from the County of Rockland, the Rockland IDA, the U.S. Department of Defense, corporate grants and private sector contributions. A detailed statement of REDC's financial position as of December 31, 2012—along with related statements detailing activities changes in net assets and cash flows, was prepared and audited by **Korn Rosenbaum LLP**. A copy may be obtained by contacting REDC at 845.735.7040 or visit our website at [www.redc.org](http://www.redc.org), click on Public Documents at the top of the page.

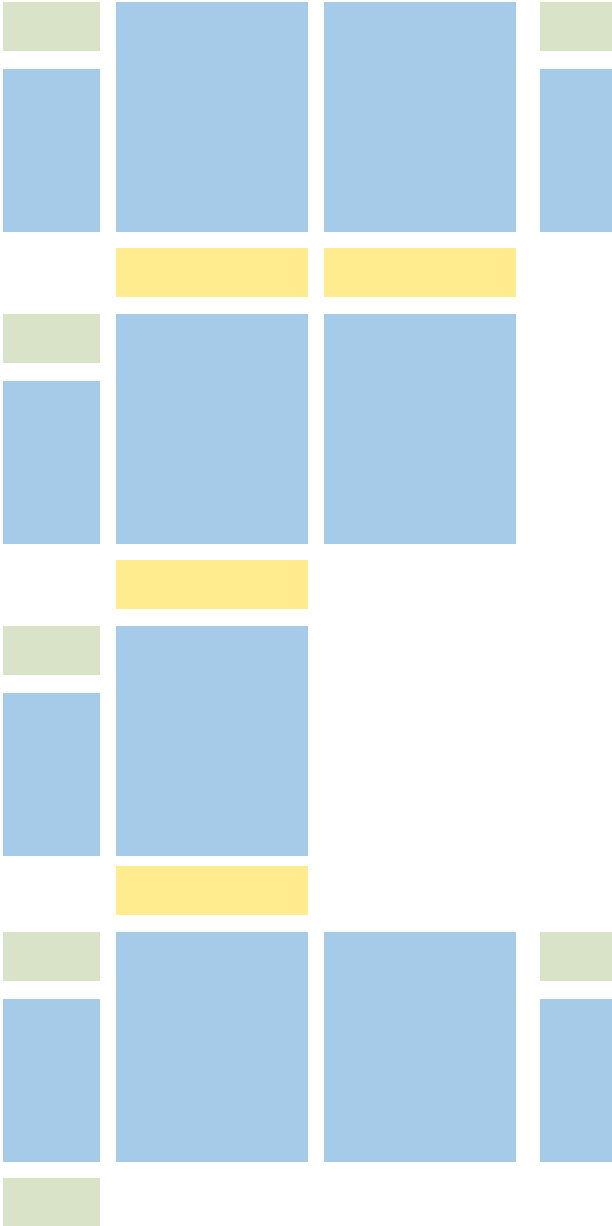
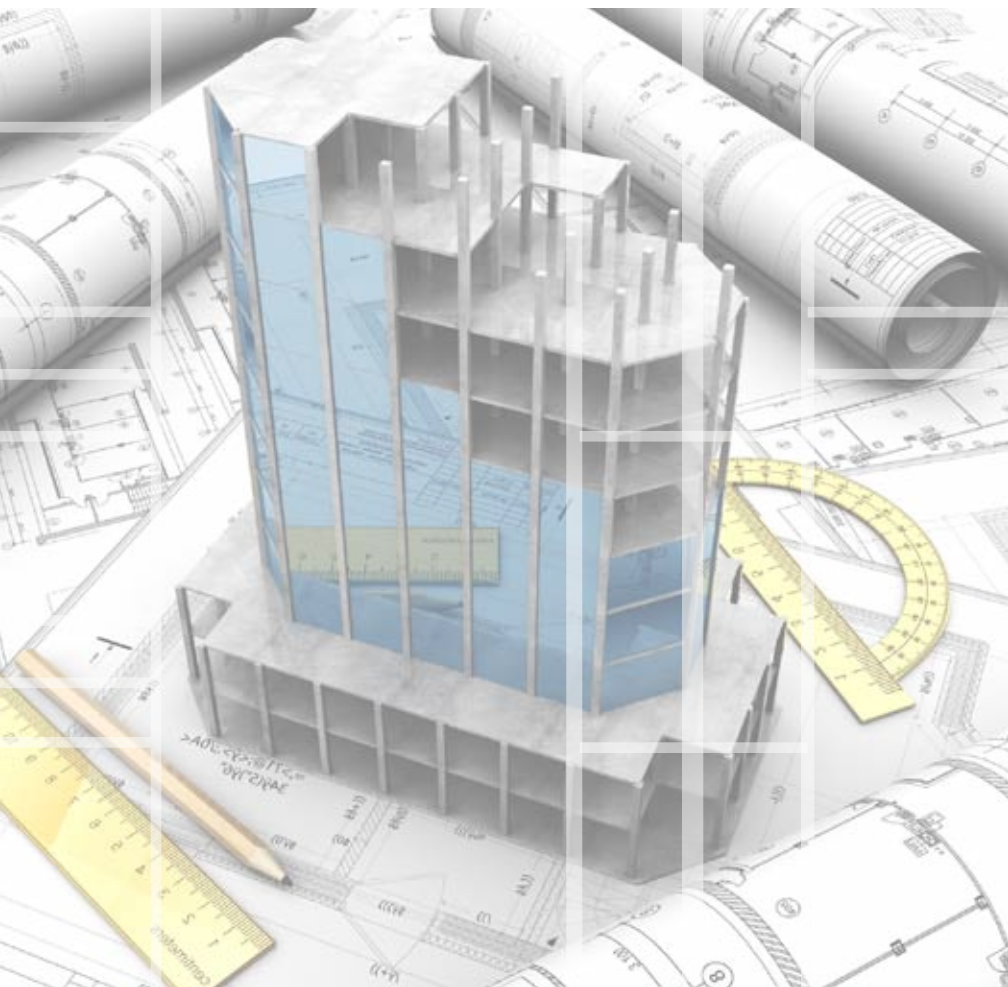
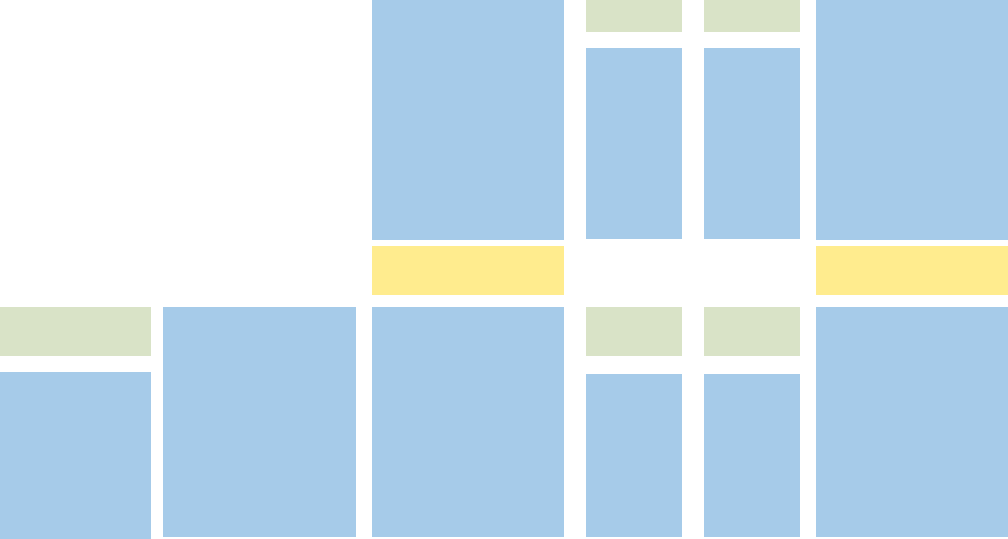
NOTE: The audit is performed in accordance with generally accepted standards as set forth by the American Institute of Certified Public Accountants. The audit complies with state regulations (PAAA2005) and the reforms of 2009.

## REVENUES



## EXPENSES





# Rockland Economic Development Corporation

Two Blue Hill Plaza  
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[www.redc.org](http://www.redc.org)