

Business BRIEF



Monroe County.
Creating Jobs.
Growing Our Economy.



Maggie Brooks
Monroe County Executive

NEW PROGRAM ANNOUNCED

Monroe Manufactures Jobs

County Executive Maggie Brooks recently announced the launch of a new program in partnership with Monroe Community College (MCC) to better meet the needs of the local manufacturing industry.

The "Monroe Manufactures Jobs" program will connect MCC graduates in the Precision Machining, Optical Fabrication, and AAS Precision Machining programs with local manufacturing companies. When a manufacturing company hires a graduate of any of these programs and

retains that employee for one full year, both the company and the employee will each receive \$1,500 bonus.

The program will help cultivate Monroe County's manufacturing industry and bolster our local economy by directly linking skilled workers with excellent jobs.

Information on MCC's Applied Technologies Center programs can be found at monroe.edu/depts/apptech or contact Robert Lasch, Program Coordinator at 292-3748.



County Executive Maggie Brooks joined by MCC President Tyree, Kevin Kelley of RTMA and Bob Lasch of the MCC Applied Tech Center.

Weldrite Closures, Inc. Bases Manufacturing Operations In Monroe County

Weldrite Closures Inc., a Canadian manufacturer of welded marine and isolation closures and flood-protection products, has selected Monroe County for its manufacturing operations hub in the United States.



At the recent grand opening of the company's new location at the Rochester Tech Park, co-owner Greg

Scace talked about selecting a location: "Our startup plan was very aggressive and there were more than a few people who questioned our compressed timing schedule. Six weeks after our first meeting with Monroe County Economic Development representatives, we moved into this facility and began operations. The Tech Park and the Monroe County group were extremely helpful and easy to work with. Without their accessibility and responsiveness, we would not have been able to accomplish our startup goals."

Weldrite has invested over \$2 million into its 50,000 square foot facility and has created 32 new jobs to date.

Monroe County Executive Maggie Brooks cites Weldrite as a perfect example of the kind of company that our region works hard to attract. "Weldrite Closures' decision to locate its U.S. manufacturing operation at Rochester Technology Park is a testament to the site's outstanding assets and to our region's overall strength in precision manufacturing," Brooks said. "We welcome Weldrite to Monroe County and look forward to working with them as they help grow our regional economy."

Monroe County assistance included the GreatRate and Equiplus program through the County of Monroe Industrial Development Agency and Empire Zone designation.

SMALL BUSINESS SUCCESS STORY

In 2005, attracted by a skilled workforce and a package of incentives offered by



Monroe County, Callfinity President Jeff Valentine relocated his telecommunications software company from Boston to Rochester. At the time, Callfinity employed three and was pursuing a new market in call management systems for call centers. Callfinity was approved for the GreatRate and Equiplus program which provided a sales tax exemption on the purchase of new equipment and an interest rate subsidy on their loan. The company was also approved for inclusion in the Empire Zone. Callfinity today employs 25, and was recently awarded the contract to provide contact center systems and hosted services in support of the 2010 Decennial Census.

2008 Economic Development Projects

TOTAL PROJECTS – 141

TOTAL INVESTMENT – \$308 Million

TOTAL JOBS RETAINED – 7,088

PROJECTED NEW JOBS – 1,870

Loan Portfolio

4th Quarter, 2008 | Facilitated by Monroe County Department of Planning & Development

Business Type	Type of Assistance	Bank Participant	Referral Source	Amount Approved
Wholesale	GreatRate/Equiplus	M&T Bank	M. Cirella	\$512,321
Manufacturer	GreatRate	M&T Bank	A. Cutrona	\$175,000
Manufacturer	GreatRate	M&T Bank	A. Cutrona	\$150,000
Printer	GreatRate	Great Atlantic Capital Corp.	D. Del Guerer	\$475,000
Services	GreatRate/Equiplus	Canandaigua National Bank	J. Eilertsen	\$100,000
Services	GreatRate/Equiplus	M&T Bank	K. Foy	\$90,000
Manufacturer	GreatRate	HSBC	S. Jay	\$225,000
Retail	SBA504	Genesee Regional Bank	R. McKenzie	\$2,609,000
Manufacturer	GreatRate	Real Lease	P. Moore	\$197,770
Manufacturer	GreatRate	Genesee Regional Bank	P. Murray	\$72,000
Construction	GreatRate/Equiplus	Genesee Regional Bank	P. Murray	\$87,232
Services	GreatRate/Equiplus	Canandaigua National Bank	J. Nieman	\$75,000
Manufacturer	GreatRate	RBS Asset Finance, Inc.	D. Omicinski	\$621,000
Manufacturer	GreatRate	Upstate National Bank	T. ONeill	\$525,000
Manufacturer	GreatRate	M&T Bank	S. Phillips	\$175,000
Manufacturer	GreatRate	M&T Bank	M. Richards	\$75,000
Services	GreatRate	M&T Bank	D. Richardson	\$179,655
Services	SBA504	Canandaigua National Bank	D. Szabat	\$2,500,000
Services	GreatRate/Equiplus	M&T Bank	M. Whipple	\$250,000

