



Maggie Brooks  
County Executive

# business brief

A Publication of the Monroe County Department of Planning & Development

## CareGuide Chooses Monroe County Over Florida

Monroe County Executive Maggie Brooks announced that CareGuide, a national health care management company, has decided to move a majority of its operations to Monroe County and create 200 new jobs. CareGuide will invest \$11 million to consolidate its operations at a facility in the Town of Henrietta. The company will also move some operations from other states to its Monroe County site. CareGuide currently employs 42 in Monroe County.

*"We are extremely pleased to announce our expansion in the Greater Rochester area," said Chris Paterson, President and CEO of CareGuide. "We had considered making these investments in other areas of the country, but based upon the incentives from the County of Monroe and Empire State Development, as well as the tremendous workforce available to us here, the decision to grow in Greater Rochester became an easy one to make. We would like to thank Governor Pataki and County Executive Brooks for their efforts on our behalf."*

In consideration of CareGuide's commitment to growing its business locally, Monroe County will consider an incentive package totaling over \$500,000 including incentives through the County of Monroe Industrial Development Agency, loans through the Monroe County Revolving Loan Fund and Community Development Block Grant program, and inclusion in Monroe County's Empire Zone. All incentives and loans are subject to the approval of the appropriate agency. Additionally, CareGuide is eligible to apply to Empire State Development for a \$600,000 Capital Grant to be used to offset a portion of the cost associated with the company's purchase of new equipment.

*"This announcement underscores that there is momentum in our economy, there are jobs being created here, and our collaborative efforts to keep Monroe County competitive are paying off. It also demonstrates, in a significant way, that Monroe County does have tremendous assets that not only meet, but in many cases exceed, other areas of the country," Brooks concluded.*



Ann Boughtin, COO, CareGuide; Chris Paterson, President and CEO, CareGuide; County Executive Maggie Brooks; and Jack Kinnicutt, Regional Director, Empire State Development.

*"CareGuide's decision to move its operations hub to Monroe County and create 200 new jobs is a major victory for our local economy," said Monroe County Executive Maggie Brooks. "Monroe County is extremely proud to be a partner in this project and we thank CareGuide for its investment in our community. This was a collaborative effort between Monroe County, Empire State Development and GRE. This announcement is further proof that Monroe County is a competitive and attractive place to do business."*



Jim Cucinelli of Light Fabrications, Inc. points out new manufacturing equipment to County Executive Maggie Brooks. Brooks visited Light Fabrications as part of her monthly Executive Outreach program.

## Current Expands Local Workforce

Current Communications Services, LLC is expanding their local operations after accepting an offer of incentives from Monroe County. Current, which provides broadband internet service to customers over existing power lines, will occupy a new 52,000 square foot facility in the Town of Henrietta and plans to add 180 new jobs to their current local workforce of 82 over the next five years. Current considered locations in Maryland and Texas for their expansion, but ultimately decided to remain in Monroe County based on the competitive package of tax incentives and low-interest loans that were available to them.

## Can Monroe County Help My Business Grow?

- Yes! Are you investing at least \$50,000 in equipment?
- Yes! Are you creating new jobs?
- Yes! Are you a non-retail business?

If you answered yes to these questions, then you may be eligible for assistance. Our GreatRate and GreatRebate equipment programs provide a subsidy on interest charges, or a rebate on cash purchases. When coupled with our EquiPlus program, the purchase can be sales tax exempt. For more information, please contact Monroe County Economic Development at 753-2000.

# loan portfolio

BUSINESS TYPE	TYPE OF ASSISTANCE	BANK PARTICIPANT	REFERRAL SOURCE	AMOUNT APPROVED
Manufacturer	GreatRate	Citibank	T. O'Neil	\$ 250,000
Fulfillment	GreatRate	Grenna Capital Corp.	G. Miller	\$ 120,000
Trucking	GreatRate	M&T Bank	A. Cutrona	\$ 250,000
Manufacturer	GreatRate	Bank of Castile	M. Barber	\$ 75,000
Graphics	GreatRate	HSBC	D. Gooding	\$ 201,000
Video Production	GreatRate	M&T Bank	S. Slaight	\$ 156,000
Reclamation/Recycling	GreatRate	M&T Bank	D. Strom	\$ 79,000
Electronic Engineering	GreatRate	Qual Capital Corp.	R. Rodman	\$ 144,000
Printing	GreatRate	M&T Bank	R. Cardon	\$ 60,000
Environmental Remediation	GreatRate	M&T Bank	B. Brinkerhoff	\$ 50,000
Manufacturer	GreatRate	M&T Bank	R. Cardon	\$ 300,000
Commercial Landscaping	GreatRate/Equiplus	M&T Bank	K. DiGiacomo	\$ 143,000
Construction	GreatRate/Equiplus	Genesee Regional Bank	P. Kaiser	\$ 81,000
Construction	GreatRate/Equiplus	Genesee Regional Bank	V. Damon	\$ 350,000
Trucking	GreatRate/Equiplus	M&T Bank	A. Cutrona	\$ 250,000
Tire Wholesaler	GreatRate/Equiplus	HSBC	J. Koenig	\$ 140,000
Trucking	GreatRate/Equiplus	HSBC	D. Griffith	\$ 246,000
Training Services	GreatRate/Equiplus	M&T Bank	S. Slaight	\$ 121,000
Medical Device Manufacturer	GreatRebate/Equiplus			\$ 60,000
Beer Wholesaler	GreatRebate/Equiplus			\$ 87,000
Countertop Manufacturer	GreatRebate/Equiplus			\$ 129,000
Software Development	GreatRebate/Equiplus			\$ 100,000
Commercial Sweeping	GreatRebate/Equiplus			\$ 58,000
Software Development	GreatRebate/Equiplus			\$ 202,000
Trade Show Booth Manufacturer	GreatRebate			\$ 58,000
Towing	SBA504	Canandaigua National	K. Goebel	\$ 442,000
Veterinarian	SBA504	M&T Bank	M. Richards	\$ 615,000
Process Control	SBA504	M&T Bank	K. Foy	\$ 650,000
Construction	SBA504	Genesee Regional	V. Damien	\$1,386,000

