

Business BRIEF



Maggie Brooks
Monroe County Executive

Monroe County.
Creating Jobs.
Growing Our Economy.



County Executive Maggie Brooks and
ConServe President Mark Davitt

ConServe Awarded Elite Contract

Continental Services Group, Inc. d/b/a ConServe, a provider of collection solutions of student loans, announced in May it has been awarded a position on an elite student loan collection contract from the US Department of Education. As a result of the contract, ConServe will nearly double its employment over the next 24 months, creating more than 150 jobs. ConServe, headquartered in Perinton, is ranked as the #1 agency in the US Department of Education's small business collection contract group. The company attributes its success to their dedicated employees and to a unique win-win strategy in dealing with clients.

ConServe has participated in the GreatRate, EquiPlus and Empire Zone programs.

Adecco USA, Inc. Expands Again

Adecco USA, Inc. (Adecco) is a provider of human resource services, temporary staffing, outsourcing, permanent recruitment, outplacement, career management, training and consulting with 6,700 offices worldwide. The company has selected Monroe County for its Recruiting Center of Excellence.

Adecco will lease and renovate 13,000 square feet at the Rochester Tech Park in the Town of Gates at a cost of \$410,000. \$575,000 will be spent on equipment and furnishings. The

project will create an additional 140 new FTE within three years.

This is the second significant expansion by Adecco in Monroe County. In 2008, Adecco located its Eastern Shared Services Center at the Rochester Tech Park bringing 89 new FTE to the area.

Monroe County was in competition with other states from the south and midwest for both projects. The company accessed sales tax exemption through COMIDA and is an Empire Zone certified business.

Molding System Manufacturer Expanding in Monroe County

Polyshot Corporation, a manufacturer of runnerless molding systems for the injection molding industry, recently announced plans for a \$1.4 million expansion of their manufacturing operation in Monroe County. Polyshot is expected to complete construction of a 16,200 square foot addition to their West Henrietta facility later this year. Polyshot manufactures molding systems, which eliminate plastic waste by producing parts not connected with a "runner". The company holds multiple patents and is one of only twenty companies worldwide that manufacture this type of system.



Monroe County first assisted Polyshot in 2000, when the company constructed a 13,000 square foot manufacturing plant at the RIT Business and Technology Park. Employment has more than doubled since the facility was built and Polyshot has committed to creating seven additional jobs as part of their current expansion. Monroe County will be providing assistance to the project through COMIDA and the SBA 504 loan program.

Gates Automotive Center Adds New Location

Gates Automotive Center, an auto repair service, opened its first location in Gates, NY in 1990 and recently held a grand opening for a second location at 50 Thruway Park Drive in Henrietta. This second location is a renovation of an existing 25,000

square foot building and will provide more than 23 jobs over the next three years. Monroe County provided assistance for the new location of Gates Automotive renovations through the SBA 504 loan program and COMIDA.

Monroe County Foreign Trade Zone

"...World trade has declined with startling rapidity. This has meant idle hands, still machines, ships tied to their docks, despairing farm households, and hungry industrial families. It has made infinitely more difficult the planning for economic readjustment in which the Government is now engaged."

— President Franklin Delano Roosevelt
Message to Congress, March 2, 1934

President Roosevelt's words of 1934 continue to echo today. Foreign Trade Zone (FTZs) are designed to lower the costs of U.S.-based operations engaged in international trade and thereby create and retain the employment and capital investment opportunities that result from those operations.

As a grantee, Monroe County has designated two General Purpose FTZs, available to local companies looking to effectively manage their import/export functions and cashflow.

You can find out more about how the FTZ might be able to help your business at the International Business Council Networking Event to be held Wednesday, July 15, 2009.

The International Business Council, housed at the Greater Rochester Enterprise (GRE), is one of Monroe County's Economic Development partners. For more information, see the GRE website <http://www.rochesterbiz.com/IBC/>.

Loan Portfolio

January – June, 2009 | Facilitated by Monroe County Department of Planning & Development

Business Type	Type of Assistance	Bank Participant	Referral Source	Amount Approved
Distribution	GreatRate/Equiplus	Bank of America		\$200,000
Health Services	SBA504	Canandaigua National Bank	J. Eilertsen	\$2,130,080
Scrap Metal	GreatRate/Equiplus	GE Capital	J. D'Imperio	\$87,500
Sports Instruction	SBA504	First Niagara	M. Giancursio	\$2,700,000
Wholesaler	GreatRate	Five Star Bank	T. Arcuri	\$69,861
Engineering	GreatRate/Equiplus	Key Equipment Financing	S. Barry	\$167,216
Paving Contractor	GreatRate/Equiplus	M&T Bank	A. Cutrona	\$150,000
Trucking	GreatRate/Equiplus	M&T Bank	A. Cutrona	\$180,000
Manufacturer/Distributor	GreatRate/Equiplus	M&T Bank	A. Cutrona	\$620,000
Trucking	SBA504	M&T Bank	K. DiGiacomo	\$550,000
Wholesale/Distribution	SBA504	Canandaigua National Bank	M. Drexler	\$965,000
Manufacturer	GreatRate	First Niagara	M. Giancursio	\$350,000
Manufacturer	GreatRate	HSBC	T. Halter	\$240,720
Distributor	SBA504	Canandaigua National Bank	J. Neiman	\$239,000
Real Estate Management	GreatRate/Equiplus	First Niagara	M. Livemash	\$294,793
Landscaping Contractor	GreatRate/Equiplus	First Niagara	M. Livemash	\$265,000
Electronics Retailer	SBA504	M&T Bank	A. Ricci	\$550,000
Dental Services	SBA504	M&T Bank	L. Ryan	\$655,000
Automotive Services	GreatRate	HSBC	J. Spaulding	\$64,475
Cabinet Manufacturer	GreatRate	Canandaigua National Bank	D. Szabat	\$215,000
Commercial Printing	GreatRate	KeyBank	W. Zenaty	\$274,895
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