

# Business BRIEF



Maggie Brooks  
Monroe County Executive

Monroe County.  
Creating Jobs.  
Growing Our Economy.



## 2009 ECONOMIC DEVELOPMENT RESULTS | BY THE NUMBERS

**88**  
COMPANIES

INVESTED: **\$187 million**  
in buildings and equipment  
↓  
CREATED: **960**  
new Jobs  
↓  
IMPACTED: **3,600**  
Jobs



## Getinge is Not a Household Word...

...but its products are found in nearly every hospital and clinic around the world.

Getinge manufactures sterilization and washing equipment for both healthcare and life sciences markets.

Monroe County Executive Maggie Brooks said, "I am proud to have such a remarkable company here in Monroe County and thank them for their continued commitment and investment in our community."

Getinge is a Swedish-owned company with two of its divisions located in Monroe County. Getinge Sourcing, LLC manufactures sterilization equipment and washing equipment for both the healthcare and life sciences markets. Getinge USA provides U.S. sales, marketing, service and distribution to customers in these respective markets. Getinge's local customers



County Executive Maggie Brooks with Scott Lesnick, John Aymong and Andrew Ray of Getinge.

include Rochester General Hospital, Strong Memorial Hospital, Highland Hospital, Unity Hospital at Parkridge, University of Rochester, Rochester Institute of Technology, and Bausch & Lomb.

Getinge employs 265 people in Monroe County. In 2007, Getinge invested approximately \$6 million to renovate the company's 280,000 square foot shared facility in Henrietta.

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## CHECK THIS OUT College To Job Connection

County Executive Maggie Brooks and MCC President Anne Kress present checks to Lou Romano, President of Romold, Inc. and Matt Brooks. Matt, a graduate of the MCC Applied Technology Center, was the first recipient of the Monroe Manufactures Jobs program. The Program rewards graduates of the MCC Applied Technology Center and those employers who hire the graduates.

## Paley Studios, LTD Relocates

Albert Paley is a world renowned American sculptor who has been producing art for over 30 years in Rochester. Paley has completed over 60 site specific works commissioned by both public institutions and private corporations.



Several examples in Rochester, including a 65-foot sculpture for the entry court of the Bausch and Lomb headquarters (above) and the Main Street bridge railing downtown. Albert Paley can be found in the permanent collections of many major museums including the Metropolitan Museum of Art in New York, the Museum of Fine Arts in Boston and the Victoria and Albert Museum in London. [continued on back]

### APPLICATIONS BEING ACCEPTED FOR The Entrepreneurs Network

Monroe County's premiere entrepreneurial training program, complete with Investor Presentation Boot Camps! Classes begin in March. For more information and applications visit [www.ten-ny.org](http://www.ten-ny.org).



# PTAC At Work

## A QUICK CASE STUDY

### Monroe County Economic Development and its Procurement Technical Assistance Center (PTAC) program help firms explore and form working relationships.

Rich Bergen was looking for the right match to help his business succeed. Rich needed a reliable source to provide a consistent supply of components to the federal government. Marc lacona was looking to expand his firm, Simcona, into new markets. Rich Bergen and Marc lacona partnered to form AmeriVet Solutions.

AmeriVet Solutions, a service-disabled veteran-owned firm supplies electronics to the federal government. The firm's first contract was awarded by the US Department of the Interior. AmeriVet Solutions will leverage this success in pursuing additional government sales.

Rich stated, "If there are companies that are out there interested in government contracting then PTAC should be the first stop."

For more information on PTAC programs, call 753-2000.

## GETINGE

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The project consisted of reconfiguring the manufacturing floor, building office space, and constructing a new showroom. Getinge received a sales tax exemption on the construction materials and equipment through COMIDA and a capital grant from New York State.

"It was the sales tax incentives from Monroe County and the capital grant from New York State that played a key role in the business case to remain in New York State and make the necessary investment in our Henrietta facility," said John Aymong, President of Getinge Sourcing, LLC.

## PALEY

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Paley Studios, LTD has outgrown their existing space in the City of Rochester and will be relocating to a new studio located at 1555 Lyell Avenue.

**Monroe County will be providing assistance to Paley Studios, LTD through the GreatRebate/EquiPlus program which provides a sales tax exemption and a rebate on \$245,000 of new equipment purchased to equip the new facility.**

Paley Studios, LTD employs 14 in Monroe County and expects to create 2 new full time positions.

