

Business BRIEF



Maggie Brooks
Monroe County Executive

Monroe County.
Creating Jobs.
Growing Our Economy.



ATTENTION MANUFACTURERS! County Executive Maggie Brooks Offers Programs For Manufacturers

The Monroe Manufacturing Rewards program will provide a one-time rebate of \$1,000 for equipment purchases totaling between \$25,000 and \$49,999. Since 2007, this program has been used by over 50 companies.

The Monroe Manufactures Jobs LoanPlus program will lend manufacturing companies 10% of the purchase price of manufacturing equipment, up to \$100,000, at 1% interest. The company must also invest 10% and a partner bank will finance the remaining 80%.

In addition to equipment purchasing programs, Monroe County also offers a Monroe Manufactures Jobs program which seeks to connect graduates of the Monroe Community College Applied Technology Center with local manufacturers and provides a \$1,500 bonus to both the employer and employee.

For information on these or any of our programs please contact us at (585)753-2000.

SUCCESS STORY

Klein Steel is Upstate NY's premier steel supplier specializing in saw cutting, plate burning, drilling, beveling, and beyond.

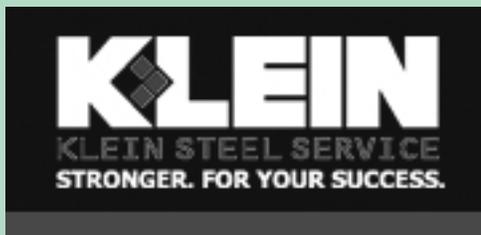
After being in business for 40 years, Klein Steel made the decision to market their products and services directly to the Federal

government. Klein utilized the services of Monroe County's Procurement Technical Assistance Center (PTAC) and they have succeeded in making the United States Department of Defense a Klein Steel customer.

"PTAC provided Klein Steel with the guidance our team needed to successfully reach this new customer." stated Major General John Batiste U.S.Army (Retired) President of Klein Steel Service Inc. "We have added a new position at our firm to focus on researching, preparing and submitting government bids."

Monroe County's Procurement Technical Assistance Center works with companies to help expand sales into the government market. PTAC provides guidance to get through the red tape of government bidding. Services are free and offered through workshops and one-on-one counseling.

For more information visit the website at www.RochesterPTAC.com or phone 585-753-2017.



Founded in 1879, Harris Seeds is one of Monroe County's oldest companies. Harris is nationally recognized for its vegetable and flower seeds as well as garden supplies for professional growers throughout the U.S.

Harris recently purchased their facility in Chili and utilized programs through Monroe County Economic Development to upgrade their warehouse with energy efficient lighting, racking and cubicles.



Access to the GreatRebate program (which rewards business with a \$5,000 bonus for investing locally) and sales tax exemption through the EquiPlus program allowed Harris to make improvements to the facility. Harris employs 36 in Monroe County.

New Foreign Trade Zone Procedures Simplify Participation

The Foreign-Trade Zones (FTZ) program was created by Congress to expedite trade and encourage activity in the United States that might otherwise be done abroad. Monroe County was named Grantee of Foreign Trade Zone #141 in 1987.

Companies large and small – in industries ranging from oil refining and shipbuilding to chemicals and electronics – turn to the FTZ program to maximize the international competitiveness of their U.S. operations. Operating in an FTZ provides several customs benefits for U.S. facilities.

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FTZ [continued from front...]

Imported merchandise can be brought into an FTZ, stored or manufactured, and re-exported without payment of duty. Duty is deferred on any merchandise that is ultimately for sale in the United States.

Also, with FTZ Board approval, duty can be reduced if the duty rate on a finished product manufactured in an FTZ is less than the duty rate on the imported components. This type of savings may be important to retaining domestic production when key manufacturing components are produced only overseas. FTZ operators may also qualify for other customs benefits, such as weekly entry or direct delivery procedures.

As the level of international trade, and the pace of business decision making have all increased, FTZ procedures can be a key

contributing factor to competing successfully with companies and facilities overseas.

As Grantee, Monroe County focuses on meeting the real-world needs of our local business community. Recognizing the hurdles to using the current program, Monroe County has elected to apply for conversion to the Alternative Site Framework for Foreign Trade Zones. This change will improve flexibility and increase predictability for approval of FTZ sites. Upon approval of the conversion, applicants for FTZ status will find a streamlined process with approval decisions available within approximately 30 days.

If you would like more information about Monroe County Foreign Trade Zone #141, contact Judy Seil at 585-753-2000 or jseil@monroecounty.gov to learn how your company may be able to benefit!