

Monroe County.  
Creating Jobs.  
Growing Our Economy.



# Business BRIEF



Maggie Brooks  
Monroe County Executive

## Helmets to Hardhats Program

Connecting veterans with training and skilled labor opportunities, Monroe County Executive Maggie Brooks on November 13, 2013 announced that the County is working with UNICON and the Rochester Building and Trades Council (RBTC) in a national and nonprofit program called Helmets to Hardhats.

The Monroe County Helmets to Hardhats Program offers veterans enrolled in the RBTC training program an award of either \$1,500 or \$500. Qualified veterans completing a minimum of three years in the RBTC training program will be awarded \$1,500. A qualified veteran who has already received a certification through RBTC will be awarded \$500.

County Executive Maggie Brooks said, "Being able to partner with the local trade unions to provide incentives and training is a win-win because this program not only strengthens our workforce but also our veteran community."



Two veterans in training as apprentice and one (veteran) graduate apprentice in the Rochester Building Trade received their award checks in the amount of \$1,500. James Rafferty, IBEW Electrician, Local 86 served in the United States Coast Guard. Nicholas AuClair, Sheet Metal Worker Local 46, served in the United States Army. Joseph S. Falk, UA Plumbers & Steamfitters Local 13, served in the United States Navy.

To date, 13 additional veterans will receive awards. Applications can be found at [MonroeCounty.gov](http://MonroeCounty.gov) or call 753-2000.

*Pictured above:*  
*Dave Young,*  
*RBTC;*  
*James Rafferty;*  
*Joseph Falk;*  
*Maggie Brooks;*  
*Nicholas AuClair*  
*and Ken Warner,*  
*UNICON.*



## LOCAL BUSINESS PROFILE

### SMP Corporation

Systems Management/Planning Corporation (SMP Corp.) was founded in 1997 by Kristin and Eric Rorapough. While it began as a hardware company, it quickly evolved into a company that delivers complete IT solutions to small and large businesses, educational institutions and healthcare organizations. SMP's array of services ranges from system integration and configuration to software implementation, storage and security. SMP is also a reseller of software, hardware and peripherals from IBM, Cisco, Oracle and others. Many accolades have been given to SMP since its inception and just this year alone they have been ranked #17 on Rochester's Top 100 (they have been included a total of 8 times), Inc. 5000's annual list of fastest growing privately held companies, ranking #2,284 and named to CRN's 2013 Tech Elite 250.

In December 2012, SMP relocated their rapidly growing company to 1020 John Street in West Henrietta. The 24,000 square foot facility is now SMP's headquarters and has the capacity to host several state-of-the-art customer and partner solution centers and provide more office space for their expanding workforce. SMP utilized the SBA 504 program to purchase their facility. Since moving into the new facility, SMP has created 16 jobs for a total of 62.



*"The process of purchasing our new headquarters was not simple by any means. Furthermore, the mortgages offered by most financial institutions were very explicit about sizeable down payments and terms no less than 10 years. Fortunately, someone suggested that we look into using the SBA 504 loan. With the vast amount of assistance that we received from the Monroe County Economic Development team, we were led each step of the way and timely informed of the mortgage process. By utilizing the SBA 504 loan, the down payment was reduced, our terms were extended and the effective interest rate of the loan was significantly less than that offered by a conventional mortgage."*

*~ Dan Crist,*  
*CFO, SMP Corporation*

## Sentry®Safe approved as Foreign Trade Zone

Sentry®Safe was founded in 1930 by John D. Brush Sr. and Willard Punnett, two men who saw the value of maintaining the personal and special characteristics of a family business.

Today, SentrySafe produces more fire-resistant chests, files, safes and security storage containers than any other company in the world. The recent approval of a Foreign Trade Zone for SentrySafe's operations in Pittsford and East Rochester further underscores the company's commitment to its hometown community.

The foreign-trade zones (FTZs) program was authorized by Congress in 1934 and is used to help encourage activity and value-added manufacturing at U.S. facilities in competition with foreign alternatives. FTZs can help businesses reduce production, transaction, and logistics-

related costs by lowering effective duty rates, allowing special entry procedures, and encouraging production closer to market. By helping local employers remain competitive, zones encourage increased investment in U.S. facilities and contribute to maintaining or boosting employment opportunities.

Monroe County was named Grantee of FTZ #141 in 1987. As Grantee, Monroe County focuses on meeting the real-world needs of our local business community.

*“With the Foreign Trade Zone designation, we will benefit from financial savings that help us remain competitive with manufacturers outside of the U.S.,”* said Siobhan Sutherland, Supply Chain Director for SentrySafe.

*“As a result, we are better able to retain and grow our Monroe County manufacturing base which supports*

both our US and export sales. In addition to direct employment, there is a secondary positive effect on the local economy. SentrySafe is a large consumer of many other local goods and services. The application process was simple, straightforward and timely.”

*“As County Executive, supporting local businesses in their efforts to create jobs for residents is among my top priorities. In today's increasingly competitive environment, businesses need every possible advantage to succeed. Zone status for Sentry Group will help expand local production activity, increase exports and thereby contribute to the economic health of Monroe County through the creation and maintenance of employment,”* said County Executive Maggie Brooks.

If you would like more information about Monroe County Foreign Trade Zone #141, call 585-753-2020 to learn how your company may be able to benefit.