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**ESD ASSISTS THREE SMALL BUSINESSES EXPAND OPERATIONS IN
MONROE, WYOMING COUNTIES**

Macauto USA, Inc., EnerPath, Inc. and Steel & O'Brien Manufacturing, Inc., to invest combined total of \$2.7 million, retaining over 50 jobs, creating over 60 new positions

California-based EnerPath, Inc. establishing new presence in Monroe County

Empire State Development (ESD) today announced it has given assistance to three companies in the Finger Lakes region, Macauto USA, Inc., EnerPath, Inc. and Steel & O'Brien Manufacturing, Inc., in order to retain and grow their operations. The small businesses will invest a combined total of \$2.7 million in Monroe and Wyoming counties, retaining 56 existing jobs and creating an additional 63 full-time positions. ESD contributed a total of \$250,000 in grants to help offset costs associated with the companies' expansion plans.

“There is no doubt that economies thrive—particularly local ones—when small businesses thrive. Small businesses are our local entrepreneurs and they are the spine of every community,” said ESD Chairman & CEO Dennis M. Mullen. “It has always been Governor Paterson’s priority that New York State helps retain and grow our small businesses, as well as to give these businesses the tools they need to prosper. On behalf of the Governor and ESD, I congratulate these companies for being able to grow and increase productivity during a difficult economic period and wish them much continued success.”

Macauto USA, Inc. is a manufacturer of parts for automotive air-conditioning and automobile sun shades, with several operations located throughout the world, including Taiwan, China, Germany and Michigan. Due to an increased volume in production, the company is investing \$1,375,000 to purchase the building they currently lease space from, as well as renovate and upgrade the space to accommodate new orders and growth in operations. This acquisition gives Macauto a permanent facility located in a distressed part of Rochester’s inner city, which offers positive development for this neighborhood.

As a result of this expansion, Macauto will retain nine existing jobs and create 21 new full-time positions. The company will receive a \$90,000 grant from ESD, as well as Empire Zone benefits. The City of Rochester assisted the company with Empire Zone certification, as well as entrance into the Brownfield Assistance Program.

“This is great news for Rochester,” said Robert J. Duffy, Mayor, City of Rochester. “We are proud of our legacy as a leader in manufacturing technology and ESD’s support to Macauto USA helps us continue that legacy while providing more jobs and expanding our tax base.”

EnerPath, Inc. is a successful California company that performs energy assessments for small businesses. The company is establishing their first and only location in New York State in Rochester in order to better manage the Small Business Direct Install Program with Iberdrola USA for qualifying customers in the NYSEG and RG&E service areas. Over time, EnerPath may enter additional utility and business markets in the Northeast, operating out of Rochester.

“We are very grateful for the guidance and grant provided by ESD,” said Janina Guthrie, EnerPath Senior Vice President. “We look forward to creating many more new jobs within the state both directly with employees and indirectly through subcontractors. We are anxious to find a permanent location and to establish a long term presence in the state of New York.”

In order to establish a permanent headquarters in Rochester, EnerPath is investing over \$630,000 to purchase a building and create 32 new full-time positions. ESD has awarded the company \$60,000 to put towards an acquisition. Currently, the company is leasing space in Rochester, with 24 positions already filled. EnerPath is currently looking for a building to purchase within the next year.

Steel & O’Brien Manufacturing, Inc. has operated as a successful family-owned manufacturing business in Arcade, NY, producing high-quality stainless steel pipe fittings for the food processing and pharmaceutical industries. With a staff of nearly 50 full-time employees, Steel & O’Brien is an important company to this rural Wyoming County community.

Over the past 20 years, Steel & O’Brien has successfully overcome several industry changes, growing their market position. With the need to increase capacity to remain competitive, accommodate new growth and adjust to the changing marketplace, the company will invest over \$700,000 to construct a new building which will expand their existing facility to nearly twice the size, as well as acquire and install new production equipment. This expansion will retain Steel & O’Brien’s existing 47 jobs and create 10 new positions. The company will receive a \$100,000 grant from ESD, as well as Empire Zone benefits from Wyoming County.

“With a great deal of help from Jim Pierce at the Wyoming County Business Center, Mike Heftka at the Wyoming County IDA and Helen Blum from Empire State Development, Steel & O’Brien was able to secure a grant that will help us grow our manufacturing company in the global marketplace,” said Pete Beyette, Vice President of Operations at Steel & O’Brien Manufacturing, Inc. “This grant has helped us to double the square footage of our plant and purchase necessary machinery to increase our productivity to maintain our competitive edge over foreign competition and add necessary personnel to the shop and office.”

“Steel & O’Brien has been a valuable asset to Wyoming County’s economy. It is encouraging to see a small manufacturer make a significant investment during the current economic recession,” said Michael Heftka, Executive Director of the Wyoming County IDA. “Everyone in Wyoming County is grateful to Empire State Development for helping make this expansion a reality.”

ESD is committed to representing the interests and assisting New York's small business through both its regional offices and Division for Small Business. Most recently, the state created an online manual aimed at connecting small business owners and entrepreneurs to important resources. Governor Paterson also announced the creation of a \$50 million Small Business Revolving Loan Fund to provide capital to minority and women-owned enterprises and other entrepreneurs that are having difficulty accessing regular credit markets. For more information on ESD's Division for Small Business and its programs, visit <http://www.empire.state.ny.us/SmallBusiness.html>.

Empire State Development is New York's chief economic development agency, committed to being recognized on a global scale as the economic development engine driving job growth, strategic investment and prosperity in New York State. ESD is intent on paving the way for New York State to become the leader of the innovation economy and one of the most business friendly, productive and competitive economic development climates in the world. ESD also oversees the marketing of "I LOVE NY," the State's iconic tourism brand. For more information, visit www.esd.ny.gov.

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