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ESDC BOARD APPROVES GRANTS LEVERAGING \$61 MILLION IN PRIVATE INVESTMENTS TO RETAIN AND CREATE JOBS ACROSS NEW YORK STATE

More than 1,258 jobs to be retained and 784 new jobs to be created

Empire State Development Corporation's Board of Directors met today and approved grants totaling more than \$3.4 million, pledging to retain over 1,258 existing jobs and create 784 new jobs in New York State. The grants will leverage nearly \$61 million in private investments across the state.

The following companies were awarded Economic Development Fund grants:

GIS Information Systems – \$1,000,000 (Onondaga County)

GIS Information Systems, Inc. d/b/a Polaris Library Systems ("GIS") develops, supports and sells library automation solutions for public libraries in the United States and Canada. It operates out of 16,200 square feet of leased space in Liverpool, Onondaga County and has 63 employees. GIS was sold to PLS Solutions, Inc. in December of 2009, which assured the continuation of the company in Central New York. GIS was awarded a loan of up to \$1,000,000 to be used for a portion of the company's acquisition costs. GIS retained 63 jobs and pledges to create an additional 9 jobs. Total project cost is \$11,500,000.

Robinson Home Products – \$400,000 (Erie County)

Robinson Home Products, a developer and marketer of houseware products in Cheektowaga, New York, recently acquired Oneida Ltd., including the exclusive rights to sell and market Oneida brand flatware and dinnerware. The company was awarded a \$400,000 grant to be used for a portion of the costs of the acquisition and installation of new and used equipment. Robinson will retain 79 employees and create an additional 88 jobs in Western New York. Total project cost is \$17,750,000.

Zeller Corporation Capital – \$350,000 (Monroe County)

Founded in 1961, Zeller has evolved into a diverse family of companies providing electrical components and manufactured solutions. It serves various industry sectors, including automation and controls, machine vision inspection, motion control and process control. As the company continued to grow new products and services, it needed additional space. A grant of up to \$350,000 was awarded to the company to be used for a portion of the purchase cost of machinery and equipment. As a result of ESD's assistance, the company was able to stay in Rochester,

leasing 55,000 square feet in the Gleason Works industrial park. The company also retained 63 jobs, which otherwise would have gone to another state, as the company considered a Massachusetts location. Zeller expects to create 50 new jobs. Total project cost is \$3,250,000.

Kozy Shack MAP Capital – \$337,000 (Nassau County)

Kozy Shack was founded in 1967 in a Brooklyn delicatessen and has grown to become the second largest pudding producer in the United States, behind Kraft Foods' Jell-O brand. A grant of up to \$337,000 was awarded to the company to be used for a portion of the cost of building renovations, and the purchase and installation of machinery and equipment. The project was started in 2007 and completed in January of 2010. As a result, Kozy Shack has increased its annual production to over 75 million pounds of pudding. In addition, the project has resulted in reduced waste. The company pledges to retain 310 jobs through January of 2015. Total project cost is \$10,500,000.

Alleson Athletic Capital –\$150,000 (Monroe County)

Alleson of Rochester manufactures and distributes athletic apparel under the name Alleson Athletic. It has been headquartered in Rochester since 1933. A grant of up to \$150,000 was awarded to the company to be used for a portion of the purchase cost of machinery and equipment as part of a facility expansion. The alternative was for the company to expand in Tennessee or Texas. The company will retain 30 jobs at risk of relocation and create 50 new jobs. Total project cost is \$3,162,000.

The following company was awarded a JOBS Now Program grant:

AXA Equitable Life Insurance Company – \$1,250,000 (Onondaga County)

AXA Equitable Life Insurance is among the largest of life insurance companies in the United States, with approximately 2.26 million insurance contracts in force as of December 31, 2009. The company is part of a diversified financial services organization offering a broad spectrum of financial advisory, insurance and investment services. A grant of up to \$1,250,000 was awarded to AXA to be used for a portion of the cost of renovations at its Syracuse location. ESD's grant induced the company to remain in New York. The company pledges to create up to 587 new jobs and will retain 713 jobs. Total project cost is \$18,198,904.

New ESDC Board Member

Empire State Development welcomed its newest board member, Robert R. Dyson, at today's meeting. Since 1992, Dyson has served as chairman and CEO of The Dyson-Kissner-Moran Corporation, a privately-owned, international holding company based in New York City. He also serves as president of The Dyson Foundation, chairman of the Marist College Board of Trustees and is a member of the Health Quest Inc. Board of Trustees in Poughkeepsie, New York. A motor sports enthusiast, Dyson is the owner of the Dyson Racing Team, a professional automobile racing team, and is on the International Speedway Corporation Board of Directors. Dyson and his wife reside in Millbrook, New York and he has two adult children.

The next meeting of the Board of Directors will tentatively be held the third week of April 2010, at a location to be announced closer to the time of the event.

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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