



NEW YORK STATE SENATOR

Mark Grisanti

Governor Cuomo Announces OneTouch Direct to Bring 270 Jobs to Western New York

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“Over the last several years, Western New York has begun to emerge as a hotspot for private sector growth,” Governor Cuomo said. “This partnership between government and OneTouch Direct will mean the creation of 270 jobs in the region, and demonstrates both the quality of the local workforce and the attractiveness of the area for businesses looking to

grow and thrive. I welcome OneTouch Direct to their new home in Upstate New York and am excited to help this plan move forward in the community.”

“OneTouch Direct is thrilled to be expanding into Western New York because of the availability of strong qualified talent and an unrivaled work ethic,” said OneTouch Direct Executive Vice President Dave Masi. “This expansion will play a vital role in helping us bring exceptional customer care to new heights and deliver results our clients have come to expect.”

The state package of incentives includes up to \$1.25 million in performance-based Empire State Development (ESD) Excelsior Jobs Program tax credits from the state in return for OTD’s proposed investment and job creation commitments. Without a significant incentive from New York State, the company could have easily expanded its operations in Florida.

“With New York’s top-notch workforce and OneTouch Direct’s history of attracting, retaining and developing talent, the company has a bright future in Western New York,” said Empire State Development President, CEO & Commissioner Kenneth Adams. “Through Governor Cuomo’s leadership and support, our state has been transformed into a magnet for private investment that creates jobs and builds confidence in our economy.”

Buffalo Niagara Enterprise (BNE) assisted OneTouch Direct with site selection, access to incentives and workforce recruitment.

“OneTouch Direct’s decision to expand in Buffalo Niagara reaffirms that the affordability of our real estate and the productivity of our workforce make our region a cost competitive location for advanced business services companies,” said BNE President & CEO Thomas Kucharski. “Nearly \$8 million in investment and hundreds of jobs will have a very meaningful impact on our economy. Owner Joseph Mole is a former western New Yorker and we’re thrilled to welcome him back to Buffalo Niagara and thank him for his faith and investment in our community.”

Senator Mark Grisanti said, “It is great to see over 270 jobs coming to Western New York with OneTouch Direct LLC., who will now be located in Orchard Park. Thank you for your confidence and investment in our region.”

Assemblyman Michael Kearns said, “The 270 new jobs will strengthen our local economy and encourage other opportunities for international growth. The word is getting out; Western New York is a great place to live, work and invest.”

Erie County Executive Mark Poloncarz said, “One Touch Direct's decision to establish operations here is further evidence of Erie County’s continuing turnaround, and shows once again that businesses from around the world are coming here to expand. This investment and these jobs are a testament to Erie County's superb workforce and business climate, which continue to attract positive international attention.”