

News Release

For Immediate Release:

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Contact:

John MacEnroe, President – DCEDC
845.463-5406

County Executive Steinhaus and IDA Chairman Tomkovitch announce trade show grant

POUGHKEEPSIE, NY – Harney & Sons Fine Teas of Millerton was presented a \$3,000 *Trade Show Grant* today by Dutchess County Executive William R. Steinhaus and Dutchess County Industrial Development Agency Chairman Michael J. Tomkovitch.

The Trade Show Assistance Program is offered to businesses by the Dutchess County Economic Development Corporation (DCEDC) in partnership with the Dutchess County Industrial Development Agency (DCIDA). The program reimburses qualified manufacturing companies for up to 50% of the direct costs associated with participating in an industry trade show of their choice

Harney & Sons has been in the business of gourmet tea for over 25 years, making teas for the enjoyment of their customers and taking pride in meeting and exceeding their expectations from every cup of tea. Their large selection includes many customer favorites including green tea, black tea, and white tea. These wonderful teas are exported all over the world, including the Czech Republic, Trinidad, Great Britain, Puerto Rico and Morocco.

“Harney & Sons is a business critical to eastern Dutchess County,” said County Executive Steinhaus. “Their employment growth and continuing commitment to quality have helped them become an award winning company.”

“The IDA is pleased to help retain employers in the area,” said DCIDA Chairman Michael Tomkovitch. “We do this by funding the trade show grant program with non-tax dollars.”

According to Dutchess County Economic Development Corporation President John MacEnroe, “The *Trade Show Grant* helped leverage private investment by Harney & Sons for some of the cost to participate in the *Summer Fancy Food Show 2009* in New York last June.” The return on investment was tremendous. “While at the show last year, Harney generated 200 leads.”

Harney & Sons President, John Harney was grateful to the DCEDC and the DCIDA for the *Trade Show Grant*. “Attending trade shows is critical to our sales efforts. Not only for the leads it generates but for the opportunity to hear from our customers on what they are looking for in the 2010 market.” said Mr. Harney.

Dutchess County businesses interested in learning more about the *Trade Show Assistance Program* can contact Catherine Maloney at cmaloney@dcedc.com or 845.463.5415 for information or to obtain an application.

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The Dutchess County Economic Development Corporation, (DCEDC) is a private, nonprofit organization serving the cities, towns, and villages of Dutchess County. Funded annually by the County, the County’s Industrial Development Agency, and through private-sector investment, the DCEDC supports and promotes business development in Dutchess County through a variety of business attraction, expansion, and entrepreneurial development programs.

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