



2010 Highlight & Impact Study

Ceramics
Corridor
Innovation Centers®

"Where Ideas and Success Meet"



**Ceramics Corridor Innovation Centers
Highlight & Impact Study
December 2010**

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A Message from the Executive Director

Alfred Technology Resources, Inc. (ATRI) was founded in 1987 as an economic development entity with the mission to assist job creation in the Southern Tier Region of New York State. In 1992, ATRI created the Ceramics Corridor Innovation Centers (CCIC) program and built two hi-tech incubator facilities that would provide lab and office space to entrepreneurs for new business start-ups. Over the past 19 years, the CCIC program has been recognized as a successful economic development model for job creation.

To date, tenant and graduate firms have created 2,697 jobs. The cost has been \$3,708 per job resulting in a cumulative economic benefit per job of \$236,188 on an initial investment of \$10mm provided by New York State.

Last year, in spite of the economic recession three tenant companies graduated from the program, and companies remaining within the incubator program maintained a level of employment of; 118 jobs and wages at approx \$8.5mm. Related annual revenue reported by tenants was \$3.9mm. This is confirmation that the business incubation model works well in assisting entrepreneurs to weather challenging economic times.

In 2009, development and construction of the NanoMaterials Innovation Center (NMIC), a wholly owned subsidiary of ATRI, was successfully completed. The NMIC program focuses on nano-materials research and development and technology transfer activities related to energy, semiconductor manufacturing and biotechnology.

In 2010, the NMIC program provided client services to both corporate industry and academic research and development entities during its first year start-up phase.

For 2011, the NMIC program will provide a means to more effectively introduce new technology into the marketplace through research advancement and technology transfer activities. The NMIC provides industry with research tools to enable cost savings and profitability through new product development.

ATRI continues its mission of marketing this talent-rich region, fostering regional economic growth by the proven methods of business incubation through the Ceramics Corridor Innovation Centers program.

Jon Wilder
Executive Director

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Executive Summary as of December 31, 2010

Job statistics (see Section A)

- To date, 2,697 jobs have been created by businesses operating within the Ceramics Corridor Innovation Centers program
- In 2010, Ceramics Corridor Innovation Centers incubating businesses reported an employee total of 118

Number of Businesses (see Section B)

- There are currently 13 incubating businesses in the Ceramics Corridor Innovation Centers program
- 36 firms have graduated from the program since inception (1992)

CCIC Program – Facility Occupancy 2009 (see Section C)

- Alfred facility – 100% occupancy
- Painted Post Facility – 100% occupancy

Technology Transfer (see Section D)

- To date, 136 technologies have been patented by tenants of the Ceramics Corridor Innovation Centers. There has also been over 180 articles and papers published.
- In 2010, 10 patents were applied for/granted and 3 articles/papers were published by tenants of the Ceramics Corridor Innovation Centers

Current Annual Wages Paid to Employees

- In 2010, Ceramics Corridor Innovation Centers incubating businesses reported wages paid to employees of approximately \$7.4 Million

Current Annual Sales Reported

- In 2010, Ceramics Corridor Innovation Centers incubating businesses reported annual Domestic sales of approximately \$3.9 Million

Current Tenant and Graduate/R&D Projects Investment in New York State

- To date, graduates/completed R&D projects have invested approximately \$279mm in capital investments (infrastructure and equipment).
- For 2010, current tenants have invested approximately \$21m in capital investments (infrastructure and equipment).

Southern Tier of New York economic impact since inception (1992)

- A return of \$900mm on the \$10mm investment for the Southern Tier Region

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**Section A:
Jobs & Return on Investment**

Cost Per Job Created	
Projected cost \$10,000,000 per 2,697 jobs:	\$ 3,708
Cumulative economic benefit since inception:	<u>Millions</u>
Cumulative Wages Total as of 2009	\$ 608
Wages in 2010	8
Construction/purchase in 2010	<u>21</u>
	Total \$ <u>637</u>
Cumulative economic benefit per job created	\$ 236,188

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**Section B:
Businesses
Tenants in 2010 by Facility**

Alfred

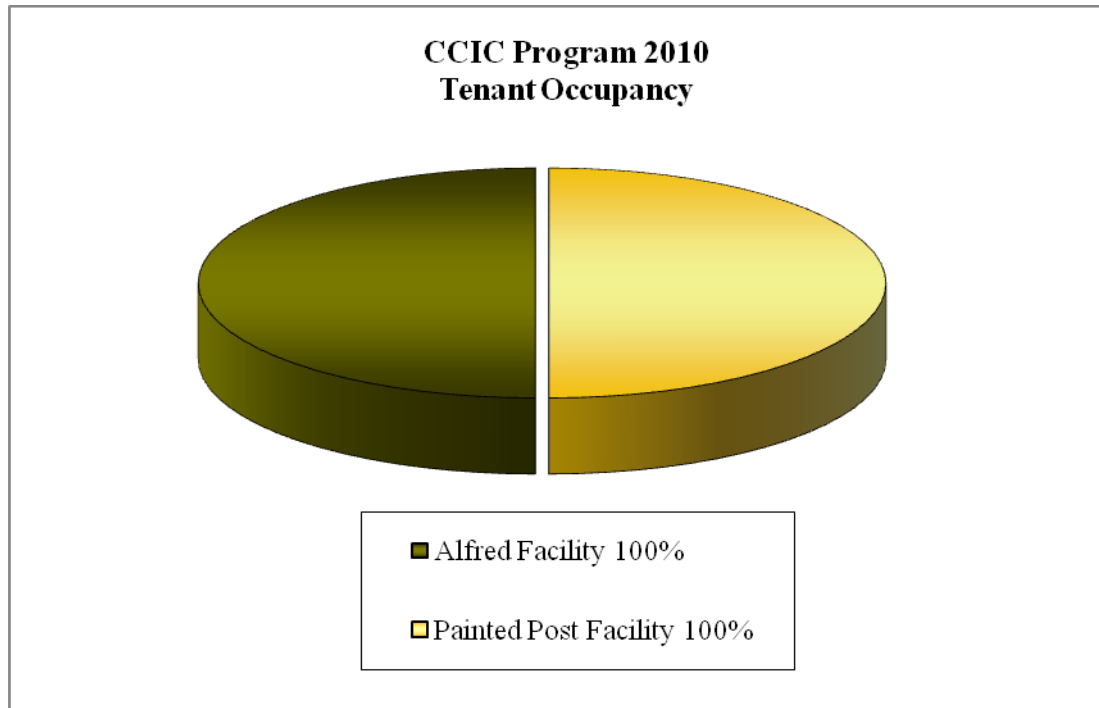
Alfred University <ul style="list-style-type: none"> • Photonics/Characterization/Microwave Labs • Alfred University-CACT/Clarkson University-CAMP Joint Venture
Bridge Composites
CeraGen, LLC
Electrical Power worX (EPX)
Excelerant Ceramics
NanoMaterials Innvoation Center, LLC
Saxon Glass Technologies
Xylon, LLC

Painted Post

Community Glass, Inc.
Corning Incorporated Business Ventures: <ul style="list-style-type: none"> • Gorilla Glass – AG Project • Scion Project/AAA Project • Photovoltaics Project
Greenstar Services

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**Section C:
CCIC Program - Facility Occupancy**



Alfred – 8 Tenants

Painted Post – 5 Tenants

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**Section D:
Technology Transfer**

Business incubation is about growing both jobs and technology transfer resulting in commercially successful applications – turning ideas into viable products and services. It is important to emphasize that there is no better place for research & development and start-up projects than in the dedicated facilities of proven business incubators. It is an environment where an idea or concept can be carefully nurtured, while remaining focused on the ultimate goal of transferring the technology to the marketplace.

During the past 19 years, 136 patents, with an impressive array of intellectual property, trade secrets processes, techniques, and material compositions have been created by tenants of the Ceramics Corridor Innovation Centers. There has also been over 180 articles and papers published.

The following list indicates some of the diversity in technologies employed and variety of intellectual property under management by those tenants:

- Glass and metal analytical testing
- Photonics technology
- Microwave processing
- Nano-particle coatings
- Chemical strengthening of glassware
- Ceramic component manufacturing
- Biomedical applications
- Fiber-based display technology
- Energy management and renewable energy products
- Nanostructured electro ceramics applications

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**Appendix A:
Graduates/Completed or Relocated R&D Projects**

Alfred

Alfred Analytical
 Ceralink Inc
 Corridor Clay Studio
 CSL Materials
 Dante Design
 Demodulation, LLC
 Estech, Inc.
 Greenwood Technology
 Information Boulevard
 Meadow Rivers Enterprises, Inc.
 Moore-Merkowitz Tile
 PolyCeramics, Inc.
 Clark Patterson Engineering
 Raymond Family Business Institute
 Schein-Joseph International Museum of
 Ceramic Art
 Santanoni Glass & Ceramics
 SETI, Inc.
 Signal Medical
 Standard Ceramics, Inc.
 TriCeramics, Inc.
 Xylon/Refractron Ceramic Materials, Inc

Painted Post

Advanced Ceramics
 Corning Community College Photonics
 Workforce Education Program
 Corning Incorporated

- Characterization, Science & Services
- Photonics Technologies
- CS&S Thermomechanical Lab
- Industrial Liquid Filtration
- Microarray Technologies
- Optical Networking Devices
- Multiclad Couplers Project

 GelTech
 Intelligent Power Management
 Lightpath Technologies
 NuPix, LLC
 Red Sky Systems
 Silicon Carbide Products, Inc.

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**Appendix B:
Performance Metrics & Sources**

The performance metrics used in this report have been adopted to adhere to federally accepted reporting standards used by local and national economic development agencies¹. Consultation with the agencies referenced in footnote 1 resulted in a standard reporting period of tracking tenants annually, while they are in incubation stage. Graduates from the incubation program are tracked annually for a period of up to three years post-graduation.

Consultation with these various agencies also resulted in a decision to provide information regarding indirect job creation based on a multiplier of 1.5.

¹Southern tier Central Regional Planning and development board
Painted Post, NY

Economic Development Agency Regional Office
Philadelphia, PA

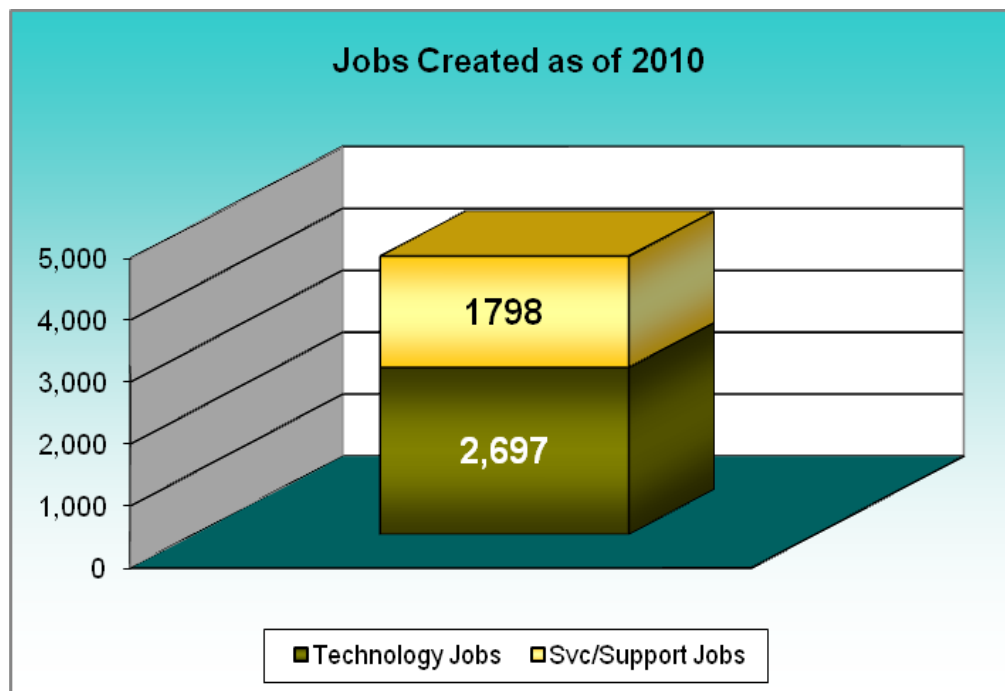
New York State Economic Development Agency
Syracuse, NY

Appalachian Regional Commission
Washington, D.C.

Rural Utility Service
Syracuse, NY

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**Appendix C:
Direct & Indirect Jobs
Generated by Tenants of the Ceramics Corridor Program**



Economic Benefit Realized from Alfred Technology Resources, Inc. (ATRI)

It should also be noted that ATRI, the parent corporation of the Ceramics Corridor Innovation Center program and NanoMaterials Innovation Center, LLC has provided the following economic benefit to the region. To date the company has:

- Created 11 jobs
- Paid cumulative wages of \$4mm
- Cumulative Investment of \$10.9mm in infrastructure and equipment
- Generated in excess of \$16mm in cumulative revenue