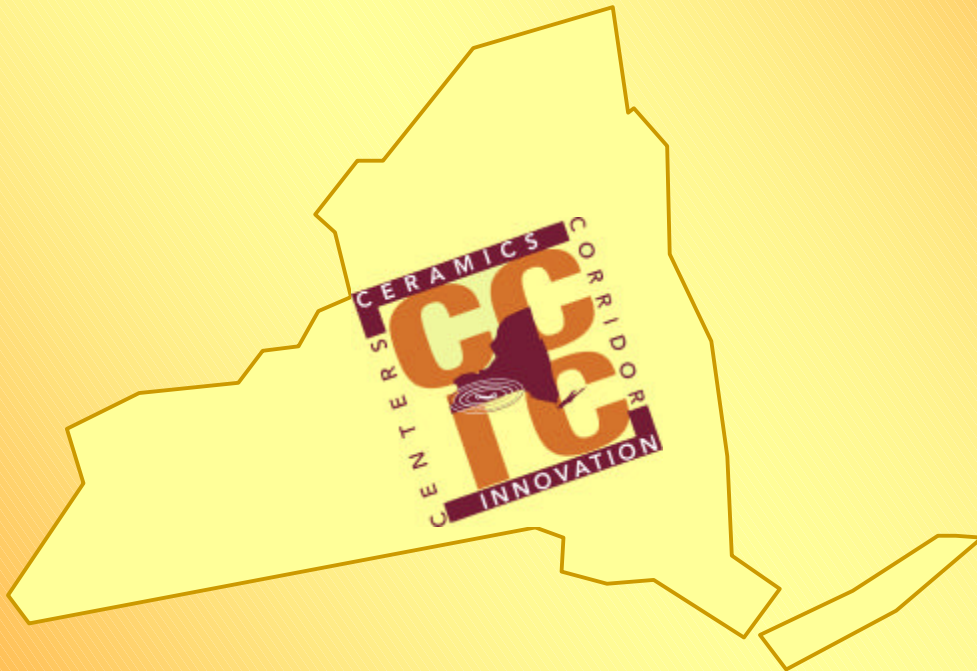


# **Ceramic Corridor<sup>®</sup> Innovation Centers**



## **HIGHLIGHT & IMPACT STUDY**

**December 2001**

**A project of Alfred Technology Resources, Inc.**

**Ceramics Corridor Innovation Centers  
Highlight & Impact Study  
December 2001**

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## **Ceramics Corridor Innovation Centers Highlight & Impact Study December 2001**

### **A Message from the Executive Director**

The Ceramics Corridor Innovation Centers program was born a decade ago on the heels of a major economic recession. The goal was to create 1,000 jobs by the year 2000—a figure that was more than doubled. In the process, we have proven that business incubation can, indeed, be a highly successful process, as the program's 94% success rate clearly indicates.

Last year, the economy faced a recession, exacerbated by traumatic national events, for the first time since the birth of Ceramics Corridor Innovation Centers, but with the solid momentum that has been created, the program continued to move forward with a net increase of 36 jobs. The numbers, we believe, are a testament to the hard work of everyone associated with the program: Since 1992, tenants and graduate firms have created nearly 2,500 jobs. The cost has been just \$4,049 to create each job, and as has been spelled out in this annual report, the result has been an economic reward for the region of \$213,360 per job. That adds up to an astounding return on investment of nearly 5200%.

For the future, we will continue to focus on growing the Ceramics Corridor Innovation Centers program and its facilities, as well as the economy of the Ceramics Corridor region of New York's Southern Tier in general. We will emphasize to the CEOs of major high-tech companies that there is no better place to develop their research and development and start-up projects than in the dedicated facilities of proven business incubators. We will continue to demonstrate the importance of academic links for the incubation process.

We will similarly continue to foster strategic partnerships between business, academic and public sector entities throughout the Ceramics Corridor region. No innovative idea is ever brought to commercial success in a vacuum, and this talent-rich region has all of the resources needed to turn concepts into economic reality.

We are very optimistic for the future of the ceramics and advanced materials industry in New York State and look forward to Ceramics Corridor Innovation Center's continuing role in the region's economy. Thank you for your continued support of this important initiative.

Jon Wilder  
Executive Director

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**Executive Summary as of December 31, 2001**

**Job statistics (see Section A)**

- Ceramics Corridor Innovation Centers incubating businesses reported an employee total of 116, a 36 job increase over the year 2000.
- Ceramics Corridor Innovation Centers graduates, up through 3 years post graduation, reported an employee total of 1,177

**Number of Businesses (see Section B)**

- 19 incubating businesses in the Ceramics Corridor Innovation Centers program
- 11 firms graduated from the program since inception (1992)

**Current Annual Wages Paid to Employees (see Section C)**

- Ceramics Corridor Innovation Centers incubating businesses reported wages paid to employees of \$3.6 Million
- Ceramics Corridor Innovation Centers graduates, up through 3 year post graduation, reported wages paid to employees of \$38 Million

**Current Annual Sales Reported (see Section D)**

Ceramics Corridor Innovation Centers incubating businesses reported annual:

- Domestic sales of \$2.6 Million
- International sales of \$133 Thousand

Ceramics Corridor Innovation Centers graduates, up through 3 years post graduation, reported annual:

- Domestic sales of \$400 Million
- International sales of \$500 Thousand

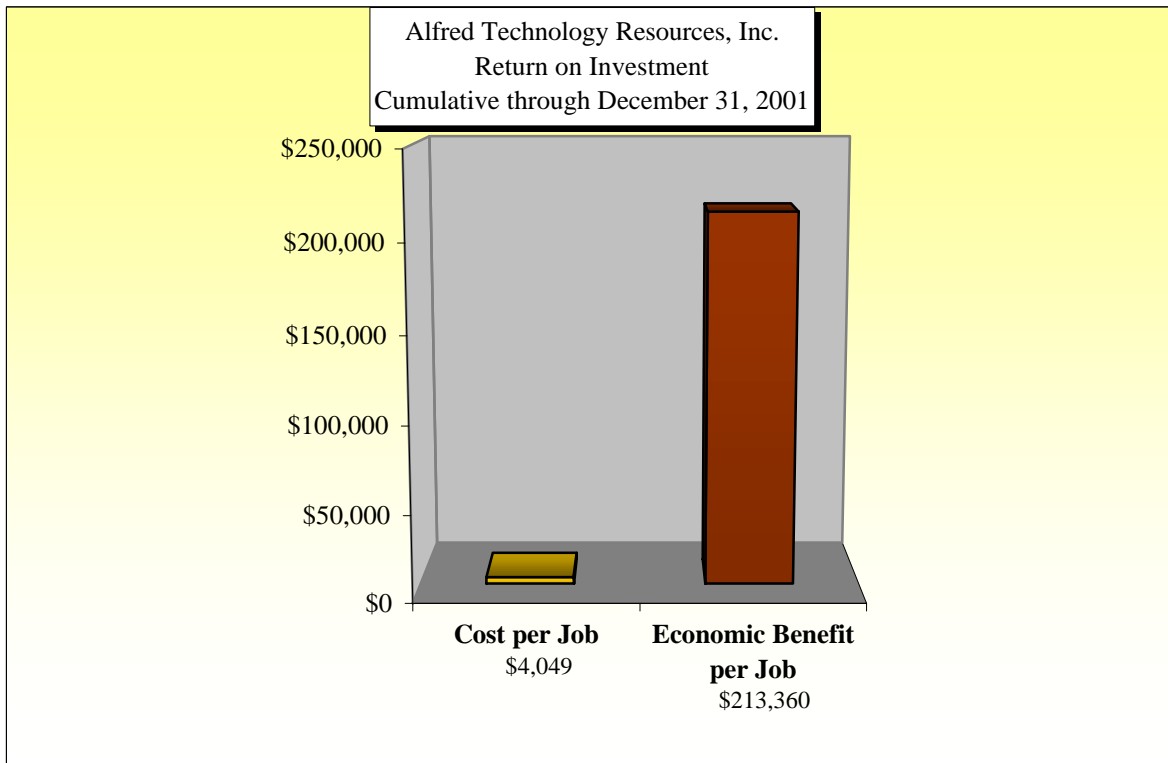
**Graduate Investment**

To date, three graduate firms constructed or purchased 596,000 square feet in New York State with a capital investment of approximately \$225 Million.

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

Cost per job created:		
Project cost \$10,000,000 per 2,470 jobs:	\$	4,049
Cumulative economic benefit since inception:		<u>Millions</u>
Cumulative Total as of 1999		485
Wages in 2000		42
Construction/purchase in 2000		--
	Total \$	<u>527</u>
Cumulative economic benefit per job created	\$	213,360



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**Section B:  
Businesses**

**Tenants in 2001 by Facility**

<b>Alfred Facility</b>	<b>Painted Post Facility</b>
Alfred University/Edward G. Coll, Jr.	Advanced Ceramics, Inc.
CACT Transfer of Technology Center	Corning Community College
Ceralink Inc.	Corning Incorporated Business Ventures:
Corridor Clay Studio	- CerCor Separations
Meadow River Enterprises, Inc.	- Characterization, Science & Services
Moore-Merkowitz Tile, Ltd.	- CS&S Thermomechanical Laboratory
Raymond Family Business Institute	- Corning Microarray Technologies
Santanoni Glass and Ceramics	- Optical Networking Devices
Saxon Glass Technologies, Inc.	
Schein-Joseph International Museum of Ceramic Art	Lightpath Technologies
Xylon Ceramic Materials, Inc.	

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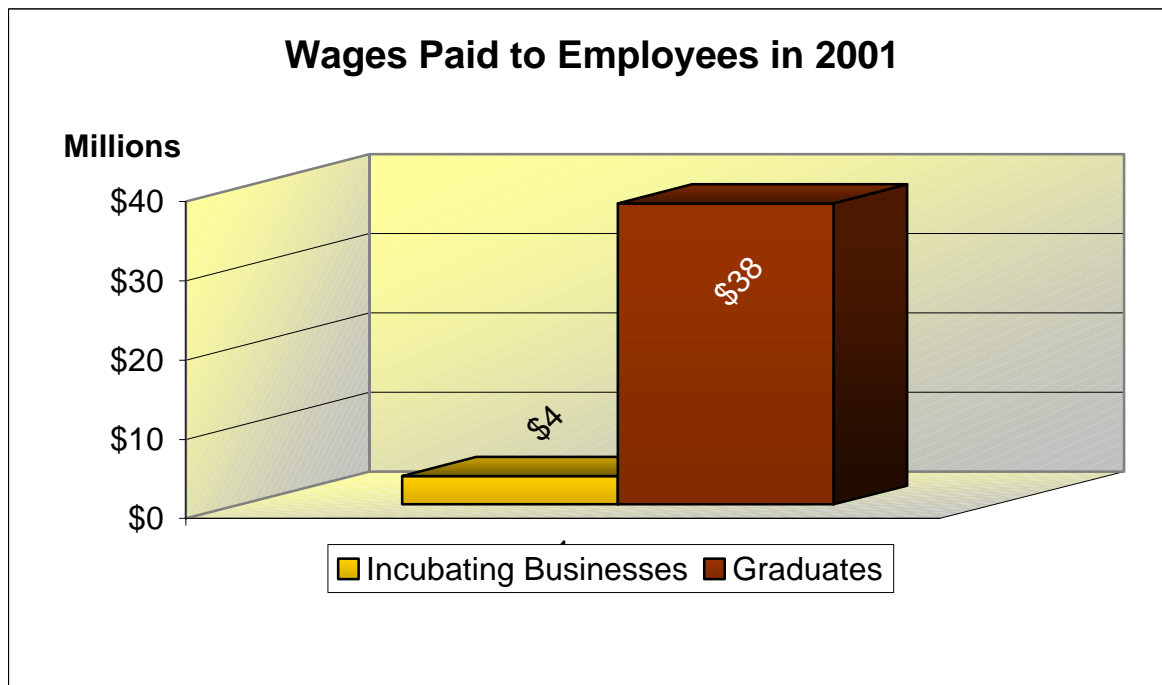
**Section B:  
Businesses**

<b>Number of Tenant Businesses in Program - Annually</b>				
	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
<b>Alfred Facility</b>	11	6	6	9
<b>Painted Post</b>	8	6	5	4
<b>Total Program</b>	19	12	11	13

<b>Tenant Occupancy - Annually</b>				
	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
<b>Alfred Facility</b>	92%	79%	76%	100%
<b>Painted Post</b>	100%	100%	100%	100%
<b>Total Program</b>	96%	90%	88%	100%

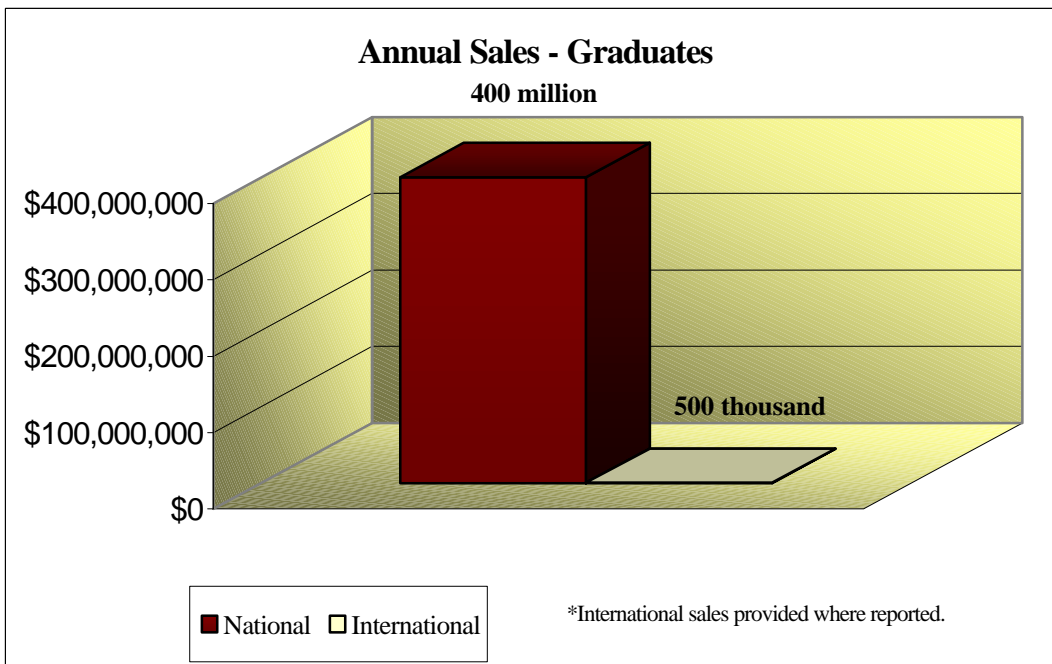
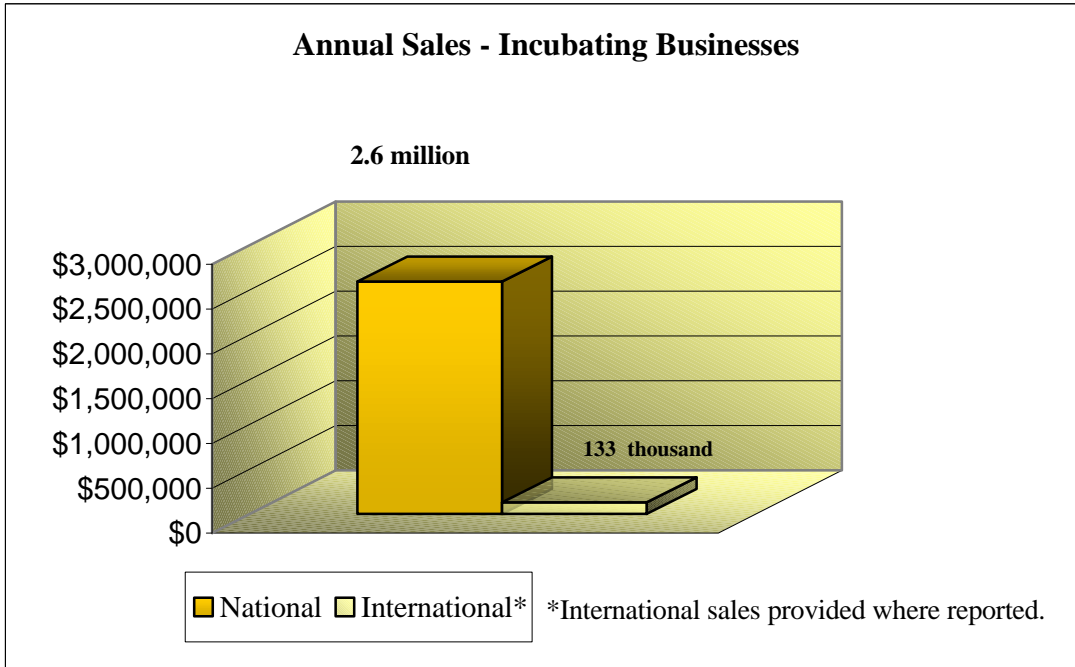
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**Section C:  
Current Annual Wages Paid**



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December 2001**

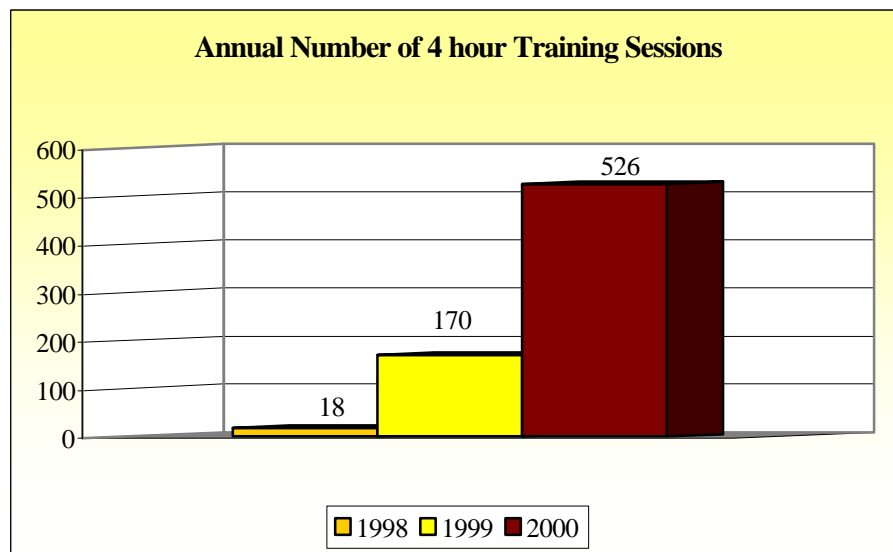
**Section D:  
Current Annual Sales Reported**



## Ceramics Corridor Innovation Centers Highlight & Impact Study December 2001

### Workforce Education.

- In 1999
  - Competency Training Classes increased to 170 4-hour training sessions
  - The New Visions Program was launched, 8 gifted high school students participated in the program, which was developed in a collaborative effort between, Corning Inc., Dresser Rand, Phillips Lighting, Corning Community College and Steuben-Allegany BOCES to offer hands-on engineering experience, college courses and rotating internships to high school seniors.
  
- In 2000
  - Credit class offerings totaled 16 per semester with enrollment of over 190 students, taught by 13 instructors.
  - Competency Training enrollment totaled 800 participants per month, taught by 9 instructors in 526, 4-hour training sessions.
  - The New Visions Program assisted 12 high school seniors to further prepare for hi-tech engineering careers.
  
- In 2001
  - Credit class offerings averaged 13 for the year with enrollment of 420 students taught by and average of 10 instructors.
  - 4 non-credit courses with an enrollment of 29 students were taught by 2 instructors.
  - Competency Training continued through June 2001 with 101 4-hour training sessions



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**Appendix A:  
Graduates**

<b>Business Name</b>	<b>Location</b>	<b>County</b>
Alfred Analytical	Alfred Station, NY	Allegany
Estech, Inc.	Alfred Station, NY	Allegany
GelTech	Orlando, FL	
Information Boulevard	Hornell, NY	Steuben
Photonics Technologies	Corning, NY	Steuben
PolyCeramics, Inc.	Alfred, NY	Allegany
SETI, Inc.	Alfred Station	Allegany
Signal Medical	Michigan	
Silicon Carbide Products, Inc.	Big Flats, NY	Chemung
Standard Ceramics, Inc.	Niagara Falls, NY	Niagara
TriCeramics, Inc.	Alfred, NY	Allegany

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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 agencies.<sup>1</sup> Consultation with the agencies referenced in footnote 1 resulted in a standard reporting period of tracking tenants annually, while they are in the 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.

<sup>1</sup> Southern Tier Central Regional Planning and Development Board  
Painted Post, NY

Economic Development Agency Regional Office  
Philadelphia, PA

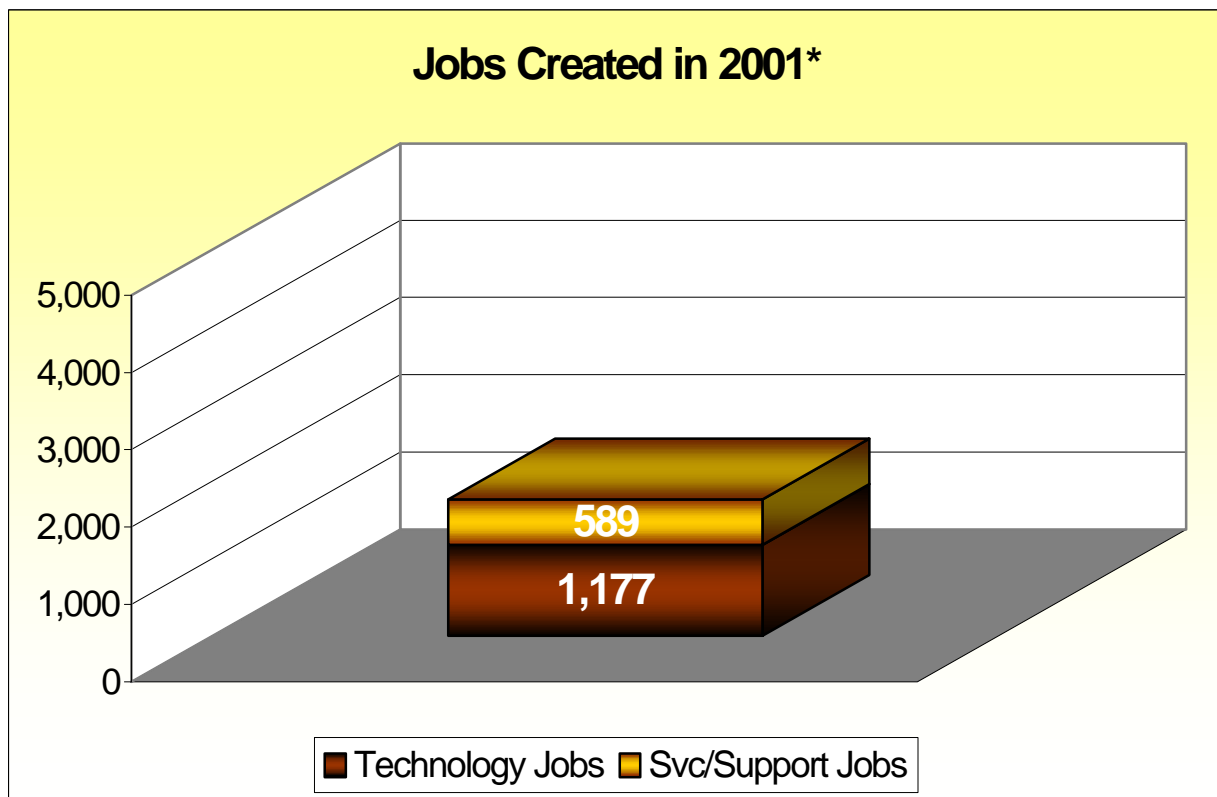
New York State Economic Development Agency  
Syracuse, NY

Appalachian Regional Commission  
Washington, D.C.

Rural Utility Service  
Syracuse, NY

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**Appendix C:  
Direct & Indirect Jobs**



\*Indirect jobs are calculated based on a multiplier of 1.5