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## Partnerships not new in region

by BOB RECOTTA

[rrecotta@the-leader.com](mailto:rrecotta@the-leader.com)

CORNING | One of the centerpieces of Gov. Eliot Spitzer's State of the Upstate speech Wednesday was creating partnerships between government, businesses and institutions of higher education.

His plan is to turn the ideas discovered in colleges into jobs in the workplace.

But colleges and corporations working together is nothing new in the Southern Tier.

The most visible result of the partnership between Corning Inc. and Alfred University is Alfred Technology Resources Inc. The organization set up incubators in Gang Mills and Alfred to give technology businesses facilities to develop.

"Corning Inc. was the industrial anchor and Alfred was the academic anchor," Craig said. "The incubator at Alfred is housing spin off businesses from the faculty. The one here in Corning primarily houses actual businesses that come into the area and need space for a start-up. That includes the fact Corning Inc. itself has used the Painted Post incubator for several years. That's where photonics was started several years ago."

Craig said the government aided the development of the two incubators. The state held the original mortgage when the facilities were first built and recently forgave the balance of that note.

The numbers are a testament to the impact the partnership has had.

"The incubator has started about 18 start-ups," said John Wilder, executive director of incubation center in Gang Mills. "It's created about 2,800 jobs over a 15-year period. If you do the economic development metrics, that's an additional 1,200 to 1,500 indirect jobs."



Provided to The Leader | Alfred Technology Resources Inc. is one of the examples of a partnership between industry and higher education, which Gov. Eliot Spitzer spoke about in his State of the State address. The incubator has created close to 3,000 jobs and \$600 million in revenue for the region in 15 years.

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Wilder said the Gang Mills incubation center has created \$2 billion in revenue, has paid in excess of \$600 million in wages and pumped \$225 million in investments into the region.

Corning Community College is also no stranger to partnering with local businesses.

"At the heart of our mission as a community college is to work closely with both public agencies and private businesses," CCC President Floyd "Bud" Amann said. "We offer workforce development training programs for workers already employed or interested in becoming employed. We offer programs ranging from full degree programs we put together at Photonics to individual training programs."

The latest extension of the college's mission to provide training for the area's workforce is the college's Academic and Workforce Development Center in Elmira.

Before the new center opened in Elmira, college officials spoke with leaders from local businesses such as Schweizer, Kennedy Valve and Hardinge to find out their needs.

"We are reaching new cohorts of people who are not necessarily interested in degrees, but in skill-development courses," Amann said. "Many employers are looking for entry level workers with basic skills. We will work with them and regional economic agencies to provide training to the point of need."

Since the center opened in August, roughly 400 students have attended classes at the center in Elmira. Amann said he can foresee a time when up to 1,000 students are receiving training at the center.

"The center is not fully operational yet," Amann said. "We will be inviting the Department of Labor, the Department of Social Services, BOCES and Workforce New York to occupy the center. They are not scheduled to move in until February."

Corning Inc. and Alfred University have also shared resources for educational purposes.

"We have a seminar series between the school and Corning Inc." said Charles Craig, vice president of science and technology administration and operation for Corning Inc. "Their faculty comes and speaks at Corning and we have scientists speak at Alfred."

Craig said officials from Alfred University and Corning Inc. have also discussed company employees taking six-month sabbaticals at Alfred U. Faculty from the school would also take sabbaticals in order to spend time at Corning Inc.

Also under development is the establishment of a high-temperature measurement facility at Alfred University. Craig said the facility would be open to not only Alfred faculty, but other universities as well.

Craig said Corning Inc. could make the facility one of its primary laboratories for high-temperature measuring.

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