

# Ceramics Corridor®

Ceramics, Glass & Advanced Materials Newsletter

Second Quarter 2001



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The Ceramics Corridor® runs along I-86 in the Western and Central Southern Tier of New York State

## By the Numbers...CCIC Generates Economic Success

With all the numbers totaled up through last year, the job creation totals for current tenants in CCIC's business incubators at Alfred and Painted Post, and those firms that have "graduated" within the last three years, is more than 2,430. Add indirect jobs created, as determined by the economic development field's standard multiplier, and CCIC's total current impact on the Southern Tier region is more than 3,650 jobs.

Economic impact only begins with jobs created. Wages, taxes, business and construction expenditures are all part of the equation, and judging by that yardstick, CCIC's innovative business incubators turned in a stellar performance last year. Through 1999, the total cumulative economic benefit generated in the previous decade by the two facilities was approximately \$248 million. Last year alone, current tenants and those that have "graduated" within the last three years generated more than \$79 million in wages paid, and they spent \$158 million on construction and business-related purchases.

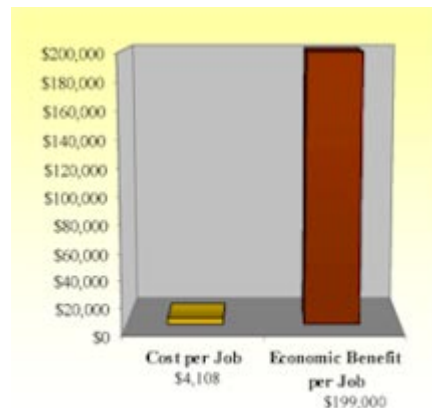
"A company that 'graduates' is one that starts in one of our two facilities and, with our help, becomes commercially viable and moves on to their own facility," explains Jon Wilder, CCIC's executive director. "Under the industry norm, we track their results for the first three years after they 'graduate'.

"We're enormously pleased with these results," Wilder continues. "When we started back in 1992, the goal was to create 1,000 jobs by the year 2000. We've more than doubled that in terms of direct jobs. And if you look at the numbers, this has been accomplished very efficiently: Our cost per job created is just over \$4,100 and our cumulative economic benefit per job created is almost \$200,000. That's extraordinary, in my view."

Altogether, 10 incubating businesses are currently operating within CCIC's program. The Painted Post facility is currently 100% occupied, while the Alfred is 95% occupied. Since the program officially began in 1992, 11 firms have "graduated." Most have stayed in the Southern Tier region.

In terms of sales, CCIC's incubating businesses generated more than \$5 million domestically last year, and \$500,000 internationally. Graduated firms currently being tracked had domestic sales of \$1.5 billion, and international sales of over \$1 million.

Put another way, the total sales impact of current CCIC tenants and those that have graduated within the last three years adds up to over \$1.506 billion.



Return on original \$10 million investment

# Education is the Key

Yes, fledgling businesses need support services, business advice, networking opportunities, and outreach programs. There is also plenty of "hand-holding" and TLC in turning an idea into a thriving business.



Jon M. Wilder

Education is also a key element for current and potential employees and for the region's economic health, and education tops our list as we help businesses succeed. Besides our academic and research links to Alfred University, we have long partnered with Corning Community College to meet the educational needs of the region. In 1998, CCC established an on-site high-tech lab for educational and training purposes. And in 1999, the New Visions Program was launched with the help of several local businesses to reach out to gifted high school students.

Last year, credit class offerings through CCC totaled 16 per semester, enrolling 190 students, taught by 13 instructors. Total Competency Training enrollment was 800 per month, taught by nine instructors in 526, four-hour sessions. And the New Visions Program assisted 12 high school seniors prepare for engineering careers.

We intend to increase our educational and training efforts. Close working relationships with strategic partners throughout the Ceramics Corridor region will continue to be the catalysts of future success in the region and in the CCIC program.

*Jon Wilder*

Executive Director

# People in the News...

**Robert L. Ecklin**, executive vice president of Optical Communications for Corning Incorporated, is the new president of Alfred Technology Resources, Inc., operator of the Ceramics Corridor Innovation Centers in Alfred and Painted Post. Ecklin joined Corning in 1961, moving through the ranks to become vice president of operations for Corning Engineering in 1982 and president and general manager of Corning Engineering a year later. By 1990 he was senior vice president and general manager of Corning Incorporated's Industrial Products division, and by 1999 he was the company's executive vice president. When Corning acquired Oak Industries 18 months ago, he assumed senior management responsibilities for several former Oak Industries business units. He received his current title at the beginning of this year.



Robert L. Ecklin

"Over the past decade, ATRI's outstanding people and world-class resources have contributed to the success of a variety of new businesses here in the Southern Tier of New York," Ecklin says. "I'm looking forward to working with the ATRI team to take our innovation programs to the next level."

Ecklin replaces **Dick Rahill**, ATRI's president since 1987. Rahill, also president of Corning Enterprises, the economic development arm of Corning Incorporated, accepted early retirement from the latter as part of the company's restructuring. He joined Corning Incorporated as a sales rep in 1960, advanced to district sales manager in Chicago in 1967, and to sales and marketing manager for the company's electronics division in 1973. Rahill became business manager and later vice president of Corning's Lighting Products Division in the late '70s, and in 1989 became president of Corning Enterprises. He's also served as chairman of the Three Rivers Development Corp. and as a member of the Southern Tier Regional Economic Development Board.



David Szczerbacki, Ph.D.

**Dr. David F. Szczerbacki**, chairman of the ATRI board since 1995, has been appointed as provost and vice president for academic affairs at Alfred University. He has served as dean of the College of Business at Alfred since 1993. He was instrumental in implementing the master of business administration degree at AU; for the development of the Center for Family Business, located at CCIC's Alfred facility; and for the creation of a partnership with Cisco Systems to provide training at AU for network professionals from throughout the northeast. He has also been involved in securing accreditation for AU's undergraduate program in business.

He joined the AU faculty in 1981, became a full professor in 1990, and since 1996 has also been acting dean of the College of Engineering and Professional Studies.

The Ceramics Corridor® newsletter is published quarterly by the Ceramics Corridor® Innovation Centers for ceramics, glass and advanced materials entrepreneurs and corporations.

Jon Wilder . . . . . Executive Director  
Eric Peterson . . . . . Editor  
Laura Quick . . . . . Managing Editor

For additional copies of this newsletter, or to add your company to the mailing list, please call (607) 587-9444, or e-mail us at [corridor@ceramicscorridor.org](mailto:corridor@ceramicscorridor.org)

## Got News?

*We want to know about it! Send us your information on staff appointments, awards, new product development, trade show participation and any other business and professional activities. Your news should be sent to Jon Wilder, Executive Director, Ceramics Corridor Innovation Centers, 200 North Main Street, Alfred, NY 14802, by e-mail at [corridor@ceramicscorridor.org](mailto:corridor@ceramicscorridor.org), or call (607) 587-9444.*

# Area Resources...

## Southern Tier Central Kicks Off Entrepreneurial Loan Fund

The Southern Tier Central Regional Planning and Development Board (STC), based in Painted Post, has launched a new entrepreneurial loan program funded by a \$175,000 grant from the Appalachian Regional Commission. Grant funds will be used to set up a micro-enterprise revolving loan fund to boost local entrepreneurs who stay in the region to start or expand a business.

“The grant provides a unique opportunity to foster home-grown businesses and to retain the Southern Tier region’s entrepreneurial talent,” according to William Hess, executive director of STC.

An advisory committee will assist STC in targeting the region’s most entrepreneurial enterprises, with priority given to those utilizing new production technologies or providing new products and services. The committee will screen applicants, who will also be required to provide bank financing for half of the overall project cost. Grant funds will be loaned at incentive interest rates to leverage private sector financing. Loan payments will be re-lent, enabling the fund to be a continuing financial resource in the Southern Tier counties of Chemung, Schuyler and Steuben. The maximum loan amount is \$20,000, and the minimum is \$2,500.

STC can be reached at (607) 962-5092, or e-mail [stcrpdb@stny.rr.com](mailto:stcrpdb@stny.rr.com). The agency’s Web site is [www.stcrpdb.dst.ny.us](http://www.stcrpdb.dst.ny.us).



“Bridging the financial gap”

## Networking Opportunities: CCIC’s Alfred Facility Tenants

### **CACT Transfer of Technology Center**

*Pilot plant & extension services for ceramics manufacturing*

Contact: Dr. Vasantha Amarakoon, Director  
(607) 871-2486

Web site: [nyscc.alfred.edu/external/cact/](http://nyscc.alfred.edu/external/cact/)

### **Ceralink, Inc.**

*Microwave sintering & millimeter wave sintering R&D and consulting*

Contact: Dr. Holly Shulman, Principal  
(607) 587-9816

e-mail: [Ceralink@infoblvd.net](mailto:Ceralink@infoblvd.net)

### **Meadow River Enterprises, Inc.**

*R&D and production of solid state electroceramesscent lighting solutions*

Contact: Duncan Morrison  
(304) 645-5419

Web site: [www.mre.area125.com](http://www.mre.area125.com)

### **Moore-Merkowitz Tile, Ltd.**

*Designs & produces distinctive decorative ceramic tile for residential & commercial applications*

Contact: Neil Merkowitz  
(607) 587-9508

Web site: [www.moore-merkowitz.com](http://www.moore-merkowitz.com)

### **The Raymond Family Business Institute**

*An educational facility assisting small, entrepreneurial family-owned businesses*

Contact: Dr. Carol Wittmeyer, President  
(607) 587-9695

e-mail: [RFBI@alfred.edu](mailto:RFBI@alfred.edu)

### **Saxon Glass Technologies, Inc.**

*Glass strengthening & testing for the medical, automotive & other industries*

Contact: Dr. Arun Varshneya, Principal  
(607) 587-9630

Web Site: [www.saxonglass.com](http://www.saxonglass.com)

### **Xylon Ceramic Materials, Inc.**

*Manufactures zirconia-based ceramics for biomedical & industrial use*

Contacts: Dr. Nicholas Burlingame, President  
Paul Johnson, Vice President  
(607) 587-9039

Web site: [www.xylonceramics.com](http://www.xylonceramics.com)

## From Corning Community College

Nancy Johnson has taken over the program coordination responsibilities at Corning Community College formerly held by Vivian Stubblefield, who has retired. The final element of Stubblefield’s well-earned



legacy is just coming on-line—a new degree program in manufacturing leadership.

Johnson’s primary responsibility is to serve as a liaison between Corning, Incorporated and Corning Community College. She’s based in offices located in the temporary annex facility on the CCC campus and in CCIC’s Painted Post facility. Nancy is a CCC graduate and has been a program coordinator with the Corporate and Community Education unit of the CCC since 1994 providing an extensive background in program development and services to students. She can be reached at 607-962-9226 or by e-mail at [Johnson\\_n@corning-cc.edu](mailto:Johnson_n@corning-cc.edu).

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## Technology Notes...

*L&L Kilns* has introduced the Bell-Lift Elevator Kiln that lifts the whole kiln up as a unit, exposing the bottom of the kiln for easy loading from all four sides.

“A common complaint about top-loading kilns, especially the larger ones, is that it’s difficult to load them,” explains the Boothwyn, PA-based company’s Steve Lewicki. “In a production environment, this labor-intensive job can become very expensive over time, and some people simply aren’t capable of doing this strenuous and heavy lifting.”

At the same time, front-loading kilns can be expensive, according to Lewicki, and shuttle or envelope kilns can also be expensive. *L&L Kilns*’ answer is the 34.5-cubic-foot Bell-Lift Elevator Kiln with an automatic three-zone control. *L&L* can be reached at (610) 485-1789, or Steve Lewicki can be e-mailed at [steve@hotkilns.com](mailto:steve@hotkilns.com). The company’s Web site address is [www.hotkilns.com](http://www.hotkilns.com).

## Business Notes...

A pilot program for the transfer of ceramics technology will be established at the *New York State Center for Advanced Ceramic Technology at Alfred University (CACT)*. According to Dr. Vasantha Amarakoon, director of the CACT Transfer of Technology Center, the program will be set up with donations of equipment from ceramics and glass industrial companies around New York State.

“The purpose of the Center is to provide extension services to industry,” according to Dr. Amarakoon, “and to implement research results on a pilot plant scale. We will also collaborate with current CCIC tenants to develop new technology and processes and increase CACT-industry collaborations.”



*Dr. Vasantha Amarakoon*

## New StateWeb Site

New York State has unveiled a new user-friendly home page that “provides better access to government information and services on the Internet,” according to Gov. George Pataki. The site is part of the Pataki administration’s e-commerce/e-government initiative, launched a year ago to provide “government without walls.” The site’s address is [www.state.ny.us](http://www.state.ny.us).

## On the road...

*Corning Microarray Technologies*, the Advanced Life Sciences Division of Corning, Incorporated, has been doing some globe hopping. This new business that utilizes the emerging science of microarray (also called DNA chips) technology sent Dr. Anis Khimani to Tokyo in June to present the topic “Differential Gene Expression Analysis” at the Microarrays and Microchips Japan meeting.

A few days later, CMT sponsored a workshop at this year’s Eurobiochips Conference at the Hilton Munich Park, Munich, Germany. Finally, the second week in June saw Dr. Khimani offer his “Differential Gene Expression” presentation at the Genechip Symposium in Kowloon, Hong Kong.

Ceramics Corridor Innovation Centers  
Alfred, New York 14802