



new york edc

Explore the advantages of doing business in Binghamton!

pd Patrick Doyle



Broome County IDA

Spring is the perfect time to explore the advantages of doing business in Binghamton. The scenery is second to none, the concentration of high-technology amazing, and the proximity to major eastern and midwestern markets is surprising.

Located along the booming I-81 corridor between Scranton and Syracuse in New York's southern tier, Binghamton is only three hours from midtown Manhattan, three and

one half hours from Center City Philadelphia, and within driving range of Albany, Cleveland, Toronto, and Boston.

Binghamton's technology is focused on aerospace, software, advanced manufacturing, communications, simulation, distribution, and the services. We are ranked among the top 20 communities nationally for technology concentration and growth in high tech investment in the Milken Institute's Best Performing Cities.

Our regional MSA of some 250,000 sports an impressive mix of big brand companies like Lockheed Martin, Gannett, Rockwell Collins, BAE Systems, Universal Instruments, Frito-Lay and IBM along with a range of smaller firms who find the region a great place to

combine working and living.

Maines Paper & Food Service, one of the largest food service distributors in the country, is in the process of building a 76,000 s/f expansion of its corporate headquarters in Conklin, just outside of Binghamton. The Broome County IDA played an important role in helping to facilitate this transaction.

Binghamton University, ranked among the nation's top 50 public universities, and recently named the number one out of state value by Kiplinger's. The university is nearing completion of a \$30 million academic building downtown that will not only enhance the skyline but serve as a focal point for joint college/community activities. The university also recently announced that Kevin Broadus, an assistant

coach at Georgetown, would become the men's basketball coach. Broadus said his goal is to bring an America East conference championship to Binghamton.

Businesses exploring Binghamton will never have to worry about being connected. Our communications technology is better than communities many times our size. We can provide connectivity up to an OC-92, and a range of other services including Metro Ethernet, NLAN, Voice, VOIP trunks and many more innovations. If you are seeking a backup facility for your business Binghamton is a great place to look.

Expansion Management magazine's 8th annual quality of life rankings named Binghamton a 5-star metro for its quality of life

quotient. Of the 362 Metropolitan areas studied, in nearly 50 statistical categories, Binghamton is in the top 20% for livability and affordability.

Speaking of affordability, *Business Week* magazine has ranked Binghamton one of the 50 most affordable housing markets in the U.S. Many firms in many places are having difficulty attracting workers because it is too expensive to live. Not the case in Binghamton.

When we talk about quality of life in our part of Upstate New York, we mean excellent schools, an opera and a symphony, strong minor league baseball and hockey, Division I athletics, and a fast-growing arts scene.

We continue to strengthen our position as a leader in sports at all levels. Binghamton landed the prestigious American Hockey League All Star game set for January, 2008, and later in the summer of '08 will host the Empire State Games.

This summer, July 9-15, the Dick's Sporting Goods Open will come to Binghamton for the first time. Dick's Sporting Goods was founded

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here more than 50 years ago and has become one of the biggest sports retailers in the nation. This tournament will build on a long tradition of great golf in our community. Binghamton has an enviable variety of great courses that are affordable and accessible.

We are close to the Adirondacks, the Poconos, and the tremendous fly-fishing along the Delaware River. And if you like winery tours and tastings we are a short distance from the Finger Lakes, featured by *Wine Spectator* as one of the emerging wine regions in the world.

Professionals in larger metropolitan areas list traffic as a top concern. Commute times in Binghamton average under 20 minutes. You'll hear traffic reports in our community that describe delays of up to ten minutes as a serious problem. In our region, you can spend the day at work and be home in no time to see the kids perform in a show or play a sport.

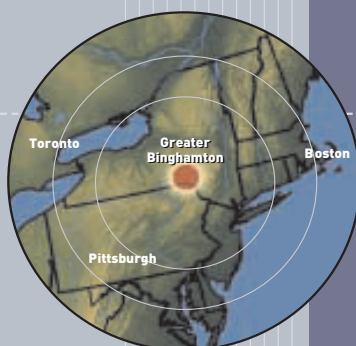
If you are looking to get out of the rat race, but still be part of the action, please give me a call.

Patrick Doyle is the marketing director at the Broome County Industrial Development Agency, Binghamton, N.Y.

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