

sp new york economic development corp.

Location is just one of the reasons that doing business in the Binghamton region makes sense

pd Patrick Doyle



Broome
County IDA

In these challenging times, doing business in Binghamton makes more sense than ever. Our region is an easy three hours northwest of midtown Manhattan, situated strategically between Syracuse and Scranton along the bustling I-81 corridor.

Binghamton is a haven for high technology. We rank—along with

San Jose, Cambridge, and Austin—as one of the strongest areas for innovation in the U.S. We have company clusters in aerospace, software, advanced manufacturing, communications, simulation, distribution and the services.

We are home to household name companies like Lockheed Martin, Gannett, Rockwell Collins, IBM, Frito Lay, L-3 Communications and BAE Systems along with a range of smaller firms who like our combination of work and play.

We were delighted when Impress, one of the world's leading can makers, announced it would invest \$40 million in a new state-of-the-art metal packaging plant in Conklin, just outside Binghamton. The plant will be approximately 100,000

s/f and initially employ 75 people. There are plans for an expansion where employment could eventually be doubled.

Emerson Network Power, a business of Emerson, is set to open a 40,000 s/f headquarters in the Charles Street Business Park in Binghamton. This world-class facility will host visitors from around the world and showcase Emerson Network Power's global-leading technologies in power protection.

Binghamton is home to McIntosh Laboratory, one of the top manufacturers of audio equipment in the world. The December issue of *WIRED Magazine* reviewed the McIntosh MT 10 Turntable, a 62-lb. rig with "sound so good you'll be

driven to tears."

Innovation, a global leader in automated prescription dispensing, based in Binghamton has a new partnership with Kaiser Permanente for a high-volume pharmacy automation system for the Kaiser Permanente Colorado region in Denver. The company has recently opened a new location at the Huron Campus in Endicott.

We recently launched the Greater Binghamton Modeling and Simulation Coalition to promote the many contributions our community has made to the modeling and simulation industry over the years. Our coalition includes Binghamton Simulator Co., Binghamton University, Broome Community College, Diamond Visionics, L-3 Link

Simulation & Training, Rockwell Collins, RPA Electronic Solutions, Simulation & Control Technologies, and Virtusphere.

Most of these organizations exhibited at the 2008 Interservice/Industry Training, Simulation and Education conference in December in Orlando. The show promotes cooperation among the armed services, industry, education and government agencies to improve training and development programs around the world. The modeling and simulation industry was born in Binghamton 80 years ago.

Many regional companies enjoy a strong partnership with Binghamton University, an education powerhouse ranked by Kiplinger's Personal Finance as one of the best values in public colleges anywhere. A college counselor told the New York Times that Binghamton University is the new Harvard. Applications are up more than 50% for this fall's incoming class.

Binghamton's real estate market continues to be quite strong. Recently the New York real estate guru Barbara Corcoran appearing on NBC's Today show said the Binghamton market was one of the top 5 investments in the U.S. The median selling price in Binghamton is a little more than \$110,000.

In Binghamton, we like to brag about our quality of life. It means excellent schools, an opera and a symphony, strong minor league baseball and hockey, division I athletics, and a fast-growing arts scene. Commute times in Binghamton average less than 20 minutes. You can finish up a tough day at work and be home in no time to see your kid play a sport or star in a play.

Binghamton's transportation system makes it possible to get to the Adirondacks, the Poconos, and the tremendous fly-fishing along the Delaware River in a matter of hours. And if you like winery tours and tastings we are a short distance from the Finger Lakes, one of the Wine Spectator's emerging wine regions in the world.

For more on business in Binghamton, visit the BCIDA's website, including a searchable property database, an interactive profile of the region, and a link to our incentives and programs. As quality of life becomes increasingly important to overall business success, we encourage you to consider Binghamton. Contact me today to find out more.

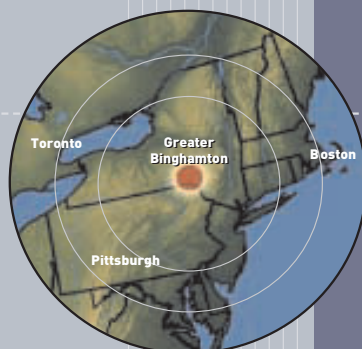
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