

## **Empire State Development News**

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### **FOR RELEASE: IMMEDIATE**

1/8/2008

## **ESD PROVIDES \$1.5 MILLION IN GRANTS TO WELCH ALLYN**

### **Medical products manufacturer to expand and make Skaneateles its world headquarters**

Empire State Development Upstate Chairman Daniel C. Gundersen today announced that a \$1.2 million capital grant and a \$300,000 Manufacturing Assistance Program (MAP) grant has been awarded to Welch Allyn, a leading global manufacturer of frontline medical products and solutions in Central New York.

The company will designate Skaneateles Falls as its global headquarters and plans to break ground on a \$30 million expansion project in the spring. In addition, Welch Allyn will retain its workforce of nearly 1,125 employees and pledges to add another 175 workers over five years.

"Building an Innovation Economy is the cornerstone to the revitalization of Upstate New York. Welch Allyn's decision to move its global headquarters to Skaneateles is a tremendous boost to the region and a sure sign that Upstate New York does foster a climate ripe for economic development," said Governor Eliot Spitzer. "New York, through the Empire State Development Corporation, will continue to strive for bold investments to spur job growth throughout the region and we're proud to be working with companies like Welch Allyn who are leading the way as a catalyst for continued growth in the region."

"Welch Allyn is a stunning example of a successful, innovative, high-tech business that is competing in the world marketplace from right here in Central New York," Chairman Gundersen said. "ESD is pleased to support this new \$30 million expansion project that will retain Welch Allyn's current workforce of over one thousand and lead to an additional 175 employees. Furthermore, this confirms that Central New York is a viable place to do business."

Welch Allyn plans to add more than 120,000 square feet of manufacturing and administrative space, as well as renovate another 50,000 square feet to the State Street facility.

Also announced today, in partnership with Syracuse University and New York State, is the formation of a new technology incubator company, the Richard W. Newman Innovation Center. The company will be a wholly owned subsidiary of Welch Allyn. The naming of the new innovation center honors Rich Newman, Welch Allyn vice president for advanced technology, who retired January 2, 2008 after 40 years with the company.

The goal of the Richard W. Newman Center for Innovation is to accelerate the product development process from ideation to conceptualization of new technologies and inventions designed specifically for the health care industry. This will allow Welch Allyn to fill its product pipeline faster, with new technology to address future customer needs, and with increased efficiency and focus. In addition, there will be a greater ability to collaborate with university researchers throughout the world and leverage the many resources and advantages that an innovation incubator is afforded.

The innovative center will be housed at Syracuse University's Computer Applications and Software Engineering Center (CASE Center) in Syracuse. The CASE Center is a NYSTAR-designated Center for Advanced Technology (CAT). Al DiRienzo, Welch Allyn chief science and technology officer, will serve as CEO of the new research enterprise.

"The Innovation Center established by Welch Allyn in partnership with the NYSTAR designated CASE Center at Syracuse University is exciting news for the State of New York," said Edward Reinfurt, executive director of New York State Foundation for Science, Technology and Innovation (NYSTAR). "The Richard W. Newman Innovation Center's charge is to innovate. It will be challenged to develop new product concepts which may help fill Welch Allyn's pipeline or may capitalize on new technologies which will lead to the creation of new companies. The ultimate goal is successful product development which Welch Allyn believes can be enhanced by a Center where employees are not restricted by the limitations imposed by traditional corporate settings. There are very few companies that can match the track record of Welch Allyn."

Shimer said Welch Allyn's Skaneateles Falls-based manufacturing operation will continue its evolution into high-tech centers, capitalizing on increasing global market demand for the company's digitally-enabled patient monitoring, electronic vital signs and diagnostic cardiology product offerings, in addition to its traditional core product categories. She said the company finished the year with strong sales with much of the total year-on-year growth coming from products manufactured in Skaneateles Falls.

Welch Allyn also received financial and technical assistance from OCIDA (Onondaga County Industrial Development Agency), NYSERDA (New York State Energy Research and Development Authority), NYS Center of Excellence for Environmental Systems, and NYSTAR (New York State Foundation for Science, Technology, and Innovation).

The company will use an environmentally conscious approach to the initial development and long term sustainability of the expansion and the site. It plans to achieve a L.E.E.D. (Leadership in Energy and Environment Design) certified rating.

Welch Allyn currently has manufacturing facilities in Beaverton, Ore.; as well as Navan, Ireland; Juningen, Germany; Tijuana, Mexico.

The New York State Manufacturing Assistance Program can assist resident manufacturers, employing 50 to 1,000 workers, by investing in capital projects that significantly improve their productivity and competitiveness by providing grants up to \$1 million. Job creation is not required to obtain MAP funding, but may be a positive consequence. For further information, manufacturers can contact Empire State Development at 1-800-STATE-NY or [www.nylovesbiz.com](http://www.nylovesbiz.com).

Empire State Development is New York's chief economic development agency, encompassing business, workforce and community development. ESD also oversees the marketing of "I LOVE NY," the State's iconic tourism brand. For more information, visit [www.nylovesbiz.com](http://www.nylovesbiz.com).

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