

Purdue Research Park lands up to 200 helicopter design jobs to support Sikorsky

Purdue Research Park has landed as many as 200 high-tech jobs in the helicopter industry, thanks to teamwork by state, local and university leaders.

Sikorsky Aircraft Corp. has selected New Jersey-based Butler International Inc. to open a \$9.9 million engineering design center at the research park. Butler will perform targeted engineering design in support of projected growth in domestic and international development.

"This is a great opportunity for us. We are pleased to grow our relationship with Sikorsky and are looking forward to expanding our presence in Indiana

by opening the center in West Lafayette," said Edward M. Kopko, Butler's chairman and CEO. "The award of this important contract is a testament to Butler's ability to provide high-quality, skilled resources and customize our services to meet our customers' unique needs at a great value."

Butler expects initially to bring in 40 employees, and the operation may grow to as many as 200 staff or more by the end of 2005, contingent on several anticipated contract awards to Sikorsky. Butler operates three design centers within Indiana, and this center is anticipated to be the largest.

Mark F. Miller, Sikorsky's vice president of research and engineering, said the West Lafayette design center will be key to anticipated growth.

"Butler International's expansion into West Lafayette is fully aligned with our strategy of utilizing domestic engineering design centers for targeted airframe and subsystem detail design activities," Miller said.

The Butler design team will occupy 12,900 square feet of the former Whirlpool Corp. building, which is being renovated. The

agreement includes an option to lease an additional 17,660 square feet over the next several years. The 111,000-square-foot warehouse facility was left vacant by the appliance manufacturer in September 2001 and acquired by the Purdue Research Foundation shortly thereafter. The foundation then worked with Purdue University, the Indiana Department of Commerce, the city of West Lafayette, Tippecanoe County and the Lafayette/West Lafayette Economic Development Corp. to land the Butler Technical Group.

"The location of this high-technology enterprise

at the Purdue Research Park is an important step for Indiana, because it demonstrates that the state is very competitive in the knowledge-based economy," said Purdue President Martin C. Jischke. "We are glad that Sikorsky and its subcontractor Butler Technical Group agree: Purdue's strength in engineering, as well as aeronautics and astronautics, will be a major asset to these companies."

The city of West Lafayette and Purdue

Research Foundation together will renovate the former Whirlpool Corp. facility. Renovation expenses are projected to total approximately \$4 million.

State incentives included \$2.8 million in Economic Development for a Growing Economy (EDGE) tax credits, which credit the company's state income tax liability for new jobs created, as well as \$475,000 in training grants and \$240,000 for assistance in assessing and recruiting employees.

Local assistance is expected to include a \$450,000 grant to Lafayette-West Lafayette Economic Development Corporation from Tippecanoe County that will assist in recruiting and relocating job candidates. ◀

www.sikorsky.com



Sikorsky, based in Stratford, Conn., is a world leader in the design, manufacture and service of advanced helicopters for commercial, industrial and military uses. Among its better known products are the H-60 "Blackhawk" helicopters. The company also has built and maintained every presidential helicopter since the days of Dwight D. Eisenhower. (Photo courtesy of Sikorsky Aircraft Corp.)

Did you know?

In August 2004, surgeons in New York City chose a unique biomaterial made from pig intestines - discovered at Purdue and developed at Cook Biotech Inc. - to replace the dura mater on the heads of conjoined Filipino twins.

(See story about Cook Biotech's expansion on back page)

TRAIN OF THOUGHT

Purdue Research Park; Nation's Best in 2004



JOSEPH HORNETT
Senior VP and Treasurer
Purdue Research Foundation

This has been a very good year for the Purdue Research Park and its owner/manager, the Purdue Research Foundation.

Our economic development initiative, which involves services and facilities to accelerate high-tech business growth, is the focus of both national and statewide praise. Our program was recognized in 2004 as the state's top professional service provider by Indiana's TechPoint as well as the nation's best research park by its peers, the Association of University Research Parks.

We are, of course, thrilled. But what do these kudos mean for Indiana on the whole?

They are indicators that the state now is positioned to attract the kinds of companies that are necessary to sustain our economy. They mean that when it comes to economic development and technology transfer, Purdue is absolutely at the top of the game. Companies that want to locate in this type of entrepreneurial environment are going to take a closer look at Purdue Research Park. For faculty who come to Purdue who want to see their research commercialized and brought to fruition in the marketplace, this is as good a venue as they can find in the country.

It means that Purdue can compete with the country's high-tech corridors, and has become an

even greater asset to the state.

Why is this good for Indiana? Because these kinds of companies, in addition to creating jobs and stemming the brain drain (see *Cook Biotech's expansion on back page*), can help other parts of the state transition into a knowledge-based economy. InfoComm Systems is a prime example of this synergistic effect. InfoComm is working with several Indiana communities address to develop high-tech telecommunication hubs (see *story below*).

With the greatest concentration of high-tech businesses within the state, Purdue Research Park is a magnet for new business development (see *Sikorsky on front page*). Currently, more than 70 technology companies are housed in 1.3 million square feet of research and manufacturing space.

And the park is attracting more than just companies. This clustering effect and the recent successes of several of the park's emerging firms have led to a substantial increase in venture capital funding from firms across the country.

We have spent the last few years building an environment at the Purdue Research Park that high-tech companies won't be able to resist. The national recognition, influx of companies, and exiting research being generated at Purdue, are signs of a tremendous growth trajectory for Purdue Research Park. We'll be disappointed if the park doesn't double by 2010.

Joseph B. Hornett

VENTURE SPOTLIGHT

InfoComm Systems helps Indiana cities/towns develop telecom strategy

InfoComm Systems, a Purdue Research Park information technology company, is working with several Indiana communities to enhance the telecommunications infrastructure necessary for economic development in a knowledge-based economy.

The company has teamed up with the Greenfield, Ind.-based economic development and strategic planning consulting firm Thomas P. Miller & Associates to investigate both the supply and demand sides of advanced telecommunications markets in *South Bend/St. Joseph County, Shelby County, Rush County, and the cities of Indianapolis, Bloomington, Columbus, Evansville, Lafayette-West Lafayette, Michigan City and Noblesville.*

InfoComm Systems' consultants work as detectives to uncover an area's unknown or undervalued telecom assets, including competitive local exchange carriers, carrier-neutral telecom hotels, "meet me rooms", and/or "dark fiber" providers.

In contrast to optical fiber, which conveys information in the form of light pulses, "dark fiber" is optical fiber infrastructure (cabling) that is in place, but not being used. Dark fiber providers are companies that had proactively installed optical fiber along routes, which they anticipated would be in high demand from

telecommunications carriers or enterprise users.

"The economic recession prevented the intended clients of many fiberoptic companies from purchasing or leasing the already buried dark fiber in order to "light" it themselves," said James Goldman, InfoComm System's executive vice president and the professor who started the telecommunications and networking technology degree program at Purdue University.

InfoComm Systems also is helping communities address some of the problems that come with upgrading telecom infrastructure. As a result, many of these communities have formed oversight committees to not only administer the fiberoptic infrastructure and plan for its expansion, but also to forge public/private partnerships that encourage the shared utilization of existing city-county assets.

For example, the company is helping Evansville promote competition within its Downtown Digital Enterprise Zone by recommending that the city require the zone's infrastructure providers to cross-connect with other telecommunications providers at a neutral Internet peering facility that allows the sharing of telecom capacity between major telecom users to deal with peak-load problems and for the exchange of Internet traffic. ◀ www.infocommsystems.net



James Goldman, a Purdue University computer science professor and founder of InfoComm Systems, helps Indiana communities implement economy-enhancing telecommunications infrastructure/policy.

INCUBATION STATION

TWO GROWTH 100 AWARDEES

Griffin Analytical Technologies Inc. and Imaginestics LLC, were recognized with a Growth 100 award from the Johnson Center for Entrepreneurship & Innovation, a division of IU's Kelley School of Business. The award honors Indiana's rapid growth, high potential entrepreneurial companies. ◀

www.kelley.indiana.edu/jcei

gh OUTGROWS THE NEST

A ribbon-cutting ceremony in late November marked gh LLC's official "graduation" from the Purdue Research Park's incubator program.

Four years ago, the company's founders formed a startup company in two small rooms within the park's flagship business incubator. Their information and assistive technology company developed a content-independent media conversion process to make print material more accessible to people coping with blindness, low vision, learning disabilities or other print disabilities.

The company, which will remain in the park, employees 40 people and enjoys a growing revenue stream fueled by a recently awarded

multiyear, multimillion dollar IRS government contract. ◀ www.ghbraille.com

PARK VP ELECTED TO INTERNATIONAL BOARD

Gregory W. Deason, vice president of development for the Purdue Research Foundation, was chosen to serve a three-year term on the board of the Association of University Research Parks. ◀ www.aurp.net

ENDOCYTE'S RESEARCH TO REDUCE CHEMO'S SIDE EFFECTS RECEIVES STATE-FEDERAL DOLLARS

More than \$3.5 million in federal and state grants will support research by Endocyte Inc. to make cancer-treating drugs more potent, yet easier for patients' systems to tolerate.

The grants \$1.63 million from the National Cancer Institute and \$1.95 million from the Indiana 21st Century Research and Technology Fund will enable the research park company to complete preclinical research on tumor-targeted chemotherapeutics.

"The research will involve using the vitamin folate to transform various anticancer drugs into 'smart drugs,' which bypass normal cells in favor of diseased ones," said Christopher P. Leamon, Ph.D., Endocyte's vice president of research. ◀ www.endocyte.com

David Schleppenbach (shown left), CEO of gh LLC, and Dr. Abraham Nemeth, creator of the Nemeth Braille Code, celebrate the company's move from the research park's business incubator and into new headquarters with a ribbon-cutting ceremony.



WINNER: Quadraspec took the \$25,000 top prize in Purdue's Opportunity for Indiana Business Plan Competition. The West Lafayette company aims to commercialize protein-diagnostics technology developed by David Nolte, a Purdue physics professor. The Purdue Research Park/West Lafayette competition was one of three statewide co-sponsored by the Lilly Endowment.

\$1.2 million state grant helps park grow

Only two weeks after Purdue Research Park was named best research park in the country, Indiana Lt. Gov. Kathy Davis announced a state award of nearly \$1.2 million to the City of West Lafayette to help with the research park's continued growth.

"The efforts being made here in West Lafayette are an example of a community initiative to improve the quality of life for its citizens and to make the city an attractive choice for forward-thinking companies," said Lt. Gov. Davis (shown right congratulating Purdue Research Park for its No. 1 status).

Established in July 2003 by the Indiana General Assembly, the state's Technology Development Grant Fund provides assistance to Certified Technology Parks (CTPs) for capital expenditures and operational expenses incurred by a CTP's redevelopment commission. The West Lafayette Redevelopment Commission and the Purdue Research Park (the state's first CTP) received \$750,000 from the fund late last year.



Both grants, totaling close to \$1.9 million, have been applied to the cost of adding 45,000 square feet to the Purdue Technology Center (shown left), the research park's flagship business incubator. Construction is expected to be completed in late February 2005.

"Besides creating viable technology-based businesses, Purdue provides unique learning opportunities and skill training for research park employees as well as Purdue students and faculty members, making the Purdue Research Park integral in our statewide push for job growth and economic prosperity," Davis said. ◀ www.indianacommerce.com

TECH TALK

Cook Biotech expands tissue-engineering facility

Cook Biotech Inc., a nine-year-old Purdue Research Park tissue-engineering company, unveiled a new 55,000-square-foot manufacturing, research and development facility Sept. 10 during a ribbon-cutting ceremony.

The \$7 million building expansion could lead to as many as 200 new jobs.

The expansion, which quadruples the company's West Lafayette facility, includes new clean-room manufacturing space where Cook Biotech transforms a portion of porcine (pig) small intestine into strong, sterile, pliable sheets that work as a

scaffold to facilitate the growth of new tissue. The tissue-engineering technology was discovered at

Purdue University and subsequently licensed, developed and manufactured by the company. Cook Biotech has received 13 clearances from the Food and Drug Administration for medical product applications in the areas of wound care, burn management, hernia repair, urological surgery and general surgery.

"We are gratified by the strong interest that physicians have expressed in our medical products, and we now have a state-of-the-art facility that will be capable of supporting the company's growth," said Mark Bleyer, president of Cook Biotech.

Cook's expansion and commitment to stay in the community is supported by West Lafayette Mayor Jan Mills.

"The city of West Lafayette is pleased to be able to provide the tax incentives and quality of life amenities that encourage companies like Cook Biotech to remain and expand in our community," Mills said. ◀ www.cooksis.com



Cook Biotech's President Mark Bleyer takes Purdue researcher Leslie Geddes (center) and Geddes' wife LaNelle on a tour of the company's new facility.

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