

Wired to expand



NEW VISIONS founder Carmen Branca (*left*) shows Gov. George Pataki and Mayor Matt Driscoll the high-speed Internet and phone service his company will provide over power

lines in the Solvay area. The governor was in Syracuse to announce a \$300,000 grant that will help New Visions expand operations through other electric utilities.

Li-Hua Lan / Staff photographer

STATE OF NEW YORK
EXECUTIVE CHAMBER
GEORGE E. PATAKI, GOVERNOR

Press Office
518-474-8418
212-681-4640
<http://www.state.ny.us>

FOR RELEASE:
IMMEDIATE, Tuesday
September 21, 2004

GOVERNOR: NEW VISIONS TO CREATE 153 JOBS IN SYRACUSE Company to Build State-of-the Art Network-Operating Center in Armory Square

Governor George E. Pataki today announced that New Visions PLC, LLC, a cutting-edge powerline communications company, will create 153 new jobs and invest nearly \$1 million to establish a state-of-the-art network-operating center (NOC) at its new location

in Armory Square. With this announcement, the company's workforce will grow to more than 30-times its present staff level.

New Visions has developed a new technology to deliver high-speed internet services through existing electric powerlines. The company recently completed a pilot program with this technology in the Village of Solvay, a suburb outside of Syracuse in Onondaga County. A few months ago, the Village Board approved a 10-year contract with the company for system deployment of high-speed internet service throughout their service territory, which includes approximately 5,000 homes.

New Visions commitment to establish a state-of-the-art network operating center and create 153 new jobs is tremendous news for the people of Central New York and shows that our high-tech efforts here and across New York State are working, Governor Pataki said. We will continue to make strategic investments in innovative, high-tech companies like New Visions and provide strong support for our Syracuse Center of Excellence, so that we can continue to attract new high-tech job opportunities for Central New York families. ”

We're excited that New Visions chose to test and develop its exciting new broadband initiative right here in New York, Governor Pataki said. As we move forward with our aggressive efforts to promote New York's high-tech economy and support critical research and development activities, we will be well-poised to reach our ambitious goal of creating one million new jobs in New York State by the end of the decade. ”

Senator John A. DeFrancisco said, I've known Carmen Branca for many years, and I have always admired his entrepreneurial skills and success. When he first came to me with his plan for New Visions, I believed it had tremendous potential for new jobs in Central New York and that is why I was happy to be a matchmaker for him and Empire State Development. I am pleased that Governor Pataki shares my optimism for New Visions. I applaud Mr. Branca and New Visions for their investment in the Central New York economy and our workforce. ”

Onondaga County Executive Nick Pirro said, Onondaga County is proud of rising star companies like New Visions for their commitment to developing and offering the latest in communication technology and for helping to improve employment opportunities and the quality of life for all our citizens. ”

City of Syracuse Mayor Matthew J. Driscoll said, The City of Syracuse is excited to welcome New Visions to Armory Square and our Department of Economic Development stands ready to assist the business in their upcoming expansion. The 153 new jobs created by New Visions signal the continued transition of our city center to a technologically based economy, and once again demonstrates the ability of our downtown area to attract new companies through a business-friendly environment. ”

Anthony Modafferi, Mayor, Village of Solvay said, On behalf of the Village of Solvay Board of Trustees and Electric Superintendent John Montone, I would like to thank New

Visions PLC for the opportunity to be the first community in New York State to test and now implement this new technology. The Village is looking forward to providing not only high speed internet to its residents, but also phone service and security monitoring in the near future. My thanks to Governor Pataki for recognizing this important service that New Vision offers and I applaud the State's effort to promote high tech job opportunities for the Central New York Region. ”

New Visions' new location in Armory Square is located within the City of Syracuse's Empire Zone. The company specializes in networking hardware and software to enable the delivery of high-speed data and voice services over existing electric power lines. New York is one of only a few states in the nation where this new broadband initiative currently exists. Since electric lines reach every home and business, the new technology will make it easier for rural areas across the State to access high-speed internet services.

Carmen Branca, Jr., President of New Visions PLC, LLC said, “We are excited about the opportunity this new technology brings to New York State. Affordable high-speed Internet access will improve the economic productivity and offer life-enhancing applications, such as remote medical diagnostics, security monitoring, voice services and the ability to work at home more effectively. Our continued expansion across the State and the Country will mean new jobs and opportunities right here in Central New York. I applaud the Governor's efforts to support new technologies and President George Bush's national goal of affordable broadband access to all Americans by the year 2007. ”

In addition to its local business and residential applications, the new network-operating center (NOC) will permit New Visions to provide network management services to the electric utility industry, including load management, automatic meter reading, remote outage/fault detection, and a host of other services which will allow the utilities to better monitor their network and customer usage and to detect problems at the source.

The new NOC could also help utilities address any security issues. The new system will be able to accommodate monitoring functions for cameras that could be installed on the power line systems at critical areas along the network, providing enhanced security for the power line infrastructure.

Charles A. Gargano, chairman of Empire State Development, said, “New York State continues to create a pro-business environment that helps companies like New Visions grow and create new jobs. Businesses recognize our leadership in creating and retaining jobs and as a result, they choose to expand or locate in New York State versus other locations. ”

In consideration of the company's commitment to New York State, New Visions is eligible to apply to Empire State Development for a \$300,000 Capital Grant to assist with purchase and installation of the required machinery and equipment