



FINGER LAKES **TIMES** *ONLINE*

Geneva, New York

Management buys Badger Technologies

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PENN YAN — A \$2 million investment in Badger Technologies Inc. — half of which came from New York state's pension fund — sealed a management-led buyout of the Penn Yan-based manufacturer.

The other \$1 million came from Delta Point Capital Management, a Rochester investment firm that is handling the investment for the state.

The investment was recently announced by state Comptroller Alan Hevesi, who is the sole trustee of the Common Retirement Fund. The state's investment comes through a Legislature-approved program that encourages the pension fund to invest in state businesses. To date, the program has invested \$298 million in 11 businesses throughout New York state.

"I am proud to help Badger Technologies expand its business and preserve important jobs in Yates County. Investing in New York's companies should be a priority in any economic climate because it helps support the regional economy and the state pension fund's returns," Hevesi said in a statement.

The buyout — led by Badger President Rick Cirincione and Jason Saner, executive vice president of sales — ensures that Badger's more than 200 employees will remain in the area.

"It was a personal thing, for one. There's a dedicated group of people here. We like the area, we like the people. It was a family-type consideration. We're interested in seeing the people in the area grow with the company," said Cirincione.

Badger Technologies, sold by owner John Grabski, has been in business for 15 years. Cirincione said Grabski has not been active in the company in recent years, with other businesses of his needing more attention.

"He got to the point where he wanted to see the company grow, but he wasn't involved in the day-to-day operations," Cirincione said. He added that Grabski was approached by an out-of-state contract manufacturer inquiring about buying the company before Grabski asked Cirincione and Saner if they were interested.

The process began late last year and was finalized July 6.

"Without [Grabski's] support and effort, we wouldn't have gotten this done," Cirincione said.

Badger is a contract electronics manufacturer with products primarily serving customers in the communications and military industries throughout the Northeast. In Keuka Business Park on Route 54A, it is one of the largest employers in Yates County. Earlier this year, the company relocated one of its manufacturing lines to Newark.

The company is coming off a record year for sales, which reached about \$10 million in 2003, Cirincione said. He added that Badger is expecting 30 to 40 percent growth this year, particularly since the company has picked up new customers and some of their competition has gone out of business in the last 12 to 16 months.

As for the day-to-day operations, Cirincione said, there won't be much of a change as a result of the buyout, though officials will be working on the company's continual growth, including adding business and new capabilities on its manufacturing lines.

"With this transaction, we can continue to execute our business plan and significantly expand and enhance the services we can provide to our customers. Of equal importance, Badger will be able to further expand job opportunities for the people of Yates County," he said.

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