



Ceterus™ Networks Officially Opens Doors in Allen

Ceterus Networks, Inc. has officially opened their headquarters in Allen. Located at 402 Bethany Drive, the company has been in a research and development mode and is now launching their corporate product. Ceterus, a provider of a unique “single virtual pipe” for transport of Metro Ethernet services, is unveiling its Universal Transport System™ family of network devices. They have already signed on several new customers.

The company has 58 employees and expects to grow as they garner new clients. The management team has over 250 years of combined senior management experience with 175 years of that in telecom. Ceterus is a privately held, venture-funded company.



Ceterus headquarters in Bethany Tech Center

“The Allen location puts Ceterus in great proximity to other emerging industries. We see Allen as friendly to high-tech and strategically located along a major transportation route, making it easier for us to grow our business.”

*Bill Szeto, President & CEO
Ceterus Networks*

The Universal Transport System (UTS) family will enable service providers to deliver Metro Ethernet services to the 90% of businesses with copper-only access and those with Gigabit Ethernet bandwidth demands over existing broadband transport networks. With the Ceterus Networks solution, service providers will deliver carrier-grade Metro Ethernet services at significantly less cost and with performance characteristics similar to native ATM, Frame Relay, or SONET transport.

“Our Universal Transport System is revolutionary in its ability to create a single high-bandwidth virtual pipe, allowing service providers to fully use the capacity of both their legacy and their next-generation networks,” according to Szeto. “In addition to increasing efficiency, our architecture enables service providers to bring the benefits of Metro Ethernet to many businesses where service was unavailable for lack of fiber or was cost prohibited.”

Neopolitan Networks, a leading Ethernet Network Solutions provider based in Palo Alto, California, has installed the UTS1000 system in its labs and is successfully passing live traffic. The system is also being evaluated by Progress Telecom, a broadband telecommunications provider, based in Raleigh, North Carolina, serving the Eastern United States from New York to Miami, Florida.

For more information, visit the company’s website at www.ceterusnetworks.com.

● 2003 Millennium Business Awards ...

Allen celebrated the contributions of businesses and an individual to economic development in the community during the fifth annual Millennium Business Awards luncheon. The awards are given by the Allen Economic Development Corporation (AEDC) and presented in four categories: National/Corporate Manufacturing, Local Independent Business, Retail/Service, and the Individual Award. The theme of this year's awards ceremony was *People Make It Happen*.

“The Millennium Business Award is the highest honor we bestow on those who have contributed to economic development in Allen,” noted Charisse Reaume, AEDC Executive Director. “We are proud to showcase the contributions our winners have made to the economic development of Allen; these truly are the people who make it happen.” The award winners are selected by nominations submitted to the AEDC by members of the business community and residents of Allen. *Inside Collin County Business* and the Allen Chamber of Commerce are co-sponsors of the event.



*Jim Brazeal
Individual Award*

Allen Mayor Steve Terrell presented the **Individual Award** to AEDC Board President, **Jim Brazeal**. Brazeal is a fifth generation Allen resident and a founding member of the AEDC Board of Directors. The Mayor cited Jim's skills as a negotiator and his ability to clearly see and communicate the “big picture” as his strengths in Allen's successful economic development. He has been involved from the beginning with the acquisition of prime land by the AEDC for quality development of business and technology parks to the recruitment of high-tech industries and corporate campuses. He also worked with the developers of Allen Premium Outlets, the Hilton Garden Inn, and other projects that have brought retail, restaurants and services to the community.

Jim Brazeal is a retired oil driller who enjoys fly fishing during his free time. Jim and his wife, Barbara, are members of the First Baptist Church in Allen. They have four children, Brian, Eileen, Gaynell and Beth.

Millennium Business Awards - Previous Recipients

National Corporate Category

*Jack Henry & Associates - 2002
Lyrick Studios - 2001
Millipore - 2000
Experian - 1999*

Retail/Service Category

*Allen Premium Outlets - 2002
Sage Telecom - 2001
TXU Electric & Gas - 2000
Brookshire's - 1999*

Local Independent Business Category

*American National Bank - 2002
Karen's Hallmark - 2001
Allen True Value Hardware - 2000
Rodenbaugh's - 1999*

Individual Category

*Dr. E.T. Boon - 2002
Sharon Brazeal - 2001
Dr. Jerry Wilson - 2000
Mayor Steve Terrell - 1999*

● ● ● “People Make It Happen”



Above, l-to-r:
Mike Williams,
Misty Lutz,
Darrin Williams



Allen Properties Online
305 E. McDermott

Allen Properties Online, a residential and commercial real estate company, was honored in the **Local Independent Business Category**, which recognizes small retailers, service providers and other businesses with fewer than 50 employees. In presenting the award, Allen Chamber Board Chairman Bob Rothe characterized Allen Properties Online owner Mike Williams as a man of “vision and persistence, especially when it comes to the revitalization of Allen’s Central Business District.”

Mike Williams has worked in the real estate business in Allen since 1975, when Allen had just one traffic light. Prior to starting his own company in 2002, he was a top producer with Re/Max and Properties Unlimited. With son Darrin, he formed Allen Properties Online to specialize in the residential and commercial development in Allen. They purchased a piece of land in the Central Business District (CBD) on McDermott Drive that many would have deemed unusable and built a 3,200 square foot office building that houses Allen Properties as well as several other small businesses. Williams continues to explore alternatives to jump start CBD development.

A Rotarian since 1979, Williams was president of the Noon Club in 1998-99. He is a charter member of the Allen Chamber of Commerce.

Inside Collin County Business President Jack Bick presented the **Retail/Service Award**, honoring large retailers and service providers with more than 50 employees to **Presbyterian Hospital of Allen**. “When the hospital and the first medical office complex opened in 2000, it expanded the medical services available to Allen residents as well as residents in the region,” Bick said. “The expansion now underway will ensure Presbyterian will continue to meet the needs of this growing community.”

Sheila McKinney, President of Presbyterian Hospital of Allen, accepted the award and talked about the hospital and medical office expansion projects. In a \$15-million project, Presbyterian will double the number of beds and add intensive care beds and additional diagnostic facilities in Allen. An \$8.5-million, 60,000 square foot, three-story medical office complex will soon be under construction that will bring more healthcare professionals and medical services to the area.

The list of contributions that the hospital and staff have made to the community is impressive. McKinney serves on many boards, including the Allen Chamber of Commerce, Collin County and Greater Dallas United Way, and Allen Community Outreach (ACO). The Allen Philharmonic Symphony, ACO, Allen Rotary, the City of Allen, American Cancer Society and many other organizations have been supported financially, as well as with hours of volunteer efforts, from Presbyterian and its employees.

Sheila McKinney
President
Presbyterian Hospital
of Allen





Robin Lewis
Technical
Service Manager
Photronics



The **National Corporate Manufacturing Award** recognizes major industries with 50 or more employees. Jim Brazeal presented the award to Robin Lewis, Technical Service Manager, for the Allen location of **Photronics, Inc.** A leading worldwide manufacturer of photomasks, Photronics began construction of their manufacturing facility in Allen in 1994 in Millennium Technology Park.

“Photronics was the first industry to locate in Millennium Technology Park,” according to Brazeal, “and their attractive facility set the aesthetic standard for the quality of construction in this and nearby parks.”

Photronics’ employees have also set an example for community involvement in Allen. Retired Photronics Senior VP-Strategic Planning, Jack Moneta, served on the AEDC Board of Directors from 1995 to 1998. Barry Fritzer, who recently retired from his position as VP-US Operations, served on the Board of Directors of the Allen Chamber of Commerce and chaired the Chamber’s International Business Council. Paul Fego, now President and COO of Photronics, has also served as a board member of the Chamber of Commerce. Photronics’ Allen facility Employee Activity Committee participates in the Allen Community Outreach Christmas in July program, as well as supports Allen High School and the American Red Cross.

More Kudos for Allen Businesses

Honors have recently been given to several Allen businesses recognizing quality, growth, and their contributions to the community. Congratulations to the following companies!

Sage Telecom

Sage Telecom has been named to Deloitte & Touche’s prestigious *Technology Fast 50* program for Texas, a ranking of the 50 fastest growing technology companies. Rankings are based on the percentage of growth in fiscal year revenues over five years. From 1998 to 2002, Sage’s 69,914% revenue growth resulted in a number one ranking overall for the *Fast 50* in Texas.

Photronics

The founder and Chairman of Photronics, Constantine “Deno” Macricostas, has been awarded the Ellis Island Medal of Honor. The distinction is given on an annual basis to individuals who personify the American Dream and the contribution of the U.S.’s ethnic constituents to the American social fabric. One of the country’s highest civilian honors, the award is given by the National Ethnic Coalition of Organizations.

ColorDynamics

ColorDynamics has been awarded a bronze and pewter award from PrintMedia’s and Printing Impressions Annual Gold Ink Awards. The bronze winner, Burberry Watch Catalog for Fossil Watches, highlights ColorDynamics excellent color reproduction. The pewter award was won for a pocket folder designed for The One Group.

● ● ● Stacy Furniture Opening in Allen

Stacy Furniture & Accessories, a “destination” retail furniture store, has announced plans to open its second DFW Metroplex store in Allen in Twin Creeks Village on the northwest corner of US 75 and McDermott Drive.

Stacy Furniture draws customers from a wider radius than many furniture retailers because of



its unique store design and diverse selection of furniture and accessories. The project, which is approximately 125,000 square feet, will incorporate an indoor streetscape with multiple storefronts, many of which are subleased by a variety of home furnishings and decorative accessories manufacturers. Planned features include fountains, a restaurant and a daycare center.

“Our company has been built on the foundation of offering name-brand, quality furniture at affordable prices,” noted Stacy. “When we took a look at the demographics in the area, Allen was the very best location for our next store.”

Residents within a 30-mile radius of the new location spent over \$633-million on furniture in 2001, according to Bureau of Labor Statistics data. Allen has an above average median income of \$102,390, according to 2002 census estimates. The median age in Allen is 33 and 84% of the homes are owner-occupied.

Stacy Furniture expects to employ approximately 75 people, with most of the positions available in sales. The entire project is estimated to generate \$20-\$30 million in annual sales, growing to \$40 million in 3 to 5 years. According to the State Comptroller’s office,

this will significantly increase the taxable revenue in the home furnishings category for the City of Allen. Most of that category’s revenue currently comes from housewares and home furnishings stores located at Allen Premium Outlets, which also draws shoppers from the region.

“Allen is developing into a ‘destination’ retail location,” according to Charisse Reaume, Executive Director, Allen Economic Development Corporation, “The uniqueness of Allen Premium Outlets and Stacy Furniture increases Allen’s shopper draw radius and adds to the power of the community’s more traditional shopping venues.”

Stacy expects the store to be open by the end of the year. “The City of Allen has worked with us to move through the permitting and planning process

“This location offers us excellent access to shoppers on the east side of the Metroplex. We’re confident we will mirror the success of our store located in Grapevine and even exceed those expectations with the population growth in Collin and surrounding counties.”

*Rick Stacy, Owner
Stacy Furniture*

to facilitate our opening in time for the holidays,” said Stacy. “That willingness to be proactive to our needs played a key part in our decision to locate in Allen.”

Stacy Furniture opened in 1989 in Southlake. The business moved to Grapevine in 2000 into a 212,000 square foot building which could accommodate the growing store and corporate headquarters. A family-owned business, Stacy Furniture employs 23 members of the Stacy family at their current location, in addition to approximately 100 other employees.



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Millennium Moments



Dr. Jenny Preston, Superintendent of the Allen Independent School District and Steve West, Assistant Superintendent, Finance & Operations, were among the almost 200 people who came to celebrate the AEDC Millennium Business Awards.



Jim Brazeal, winner of the Individual Award and President of the AEDC Board, had an unexpected family reunion at the Millennium Awards luncheon. In attendance (left-to-right) were his wife Barbara, son Brian, Jim Brazeal, daughter Gaynell, mother Lucille, daughter-in-law Marlo, and daughter Eileen.