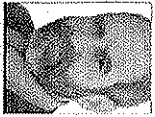


# Philly Deals

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A daily riff on the people, companies, deals, market-movers, dreams and whispers driving regional commerce. Read Joseph N. DiStefano's daily blog at <http://go.philly.com/phillydeals>.

## Another major firm buys into Pa.'s future

**Texas Instruments Inc.**, yesterday joined cell phone manufacturer **Nokia Corp.**, and business-software giant **Oracle Corp.**, and optical-components-maker **Finisar Corp.** as a newly minted Pennsylvania employer.



**Joseph N. DiStefano**

Those high-tech companies weren't lured here with tax breaks. In each case, they bought small Pennsylvania firms and slapped their names over the door.

"This is the way to attract them. If you give incentive grants, they stay as long as the grant. But if they're buying the talent, they stay here," and expand, said **Michael D. Burns**, managing director for \$100-billion-asset **Guggenheim Partners'** venture capital office in King of Prussia.

Burns' firm made "a very large return" — he won't say how large — by selling its stake in **CICLON Semiconductor Device Corp.**, of Bethlehem, to Texas Instruments. Investors **TL Ventures**, of Wayne, and

**Venrock**, the Rockefeller family venture fund, also shared in the payout.

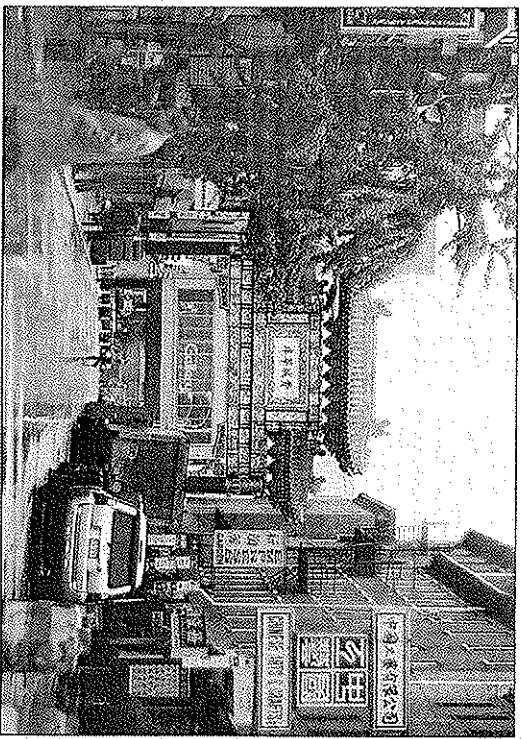
**CICLON** makes high-voltage, low-weight semiconductors for mobile systems. It was spun off from **Aege Systems Inc.**, three years ago by **CICLON** boss **Mark Granahan**, who approached Burns and the Commonwealth of Pennsylvania in search of funding for a new lab.

Guggenheim agreed to help fund a \$17 million expansion, and the **Rendell administration** found space in a former Berleheim Steel research facility on the Lehigh University campus, plus \$774,000 in

machinery, tax and "opportunity" grants, said state spokesman **Luke Webber**.

Texas Instruments plans to keep Granahan and his 50 workers, and it plans to expand the business' new line of power-saving circuits, according to Burns.

That follows, among other recent local tech deals, **Nokia's** acquisition of **Trafic.com Inc.**, of King of Prussia, and its former owner **NetNet Corp.**; **Finisar's** merger with **Chalfont-based Optium Corp.**; and **Oracle's** purchase of **Pinaraya Systems Inc.**, of Bala Cynwyd; **Global Knowledge Software LLC**, of King of Prussia, and



ERIC MENCHER / Staff Photographer

**AdminServer Inc.**, of Chester. All of these deals closed in the past year.

**Business goes to school**  
Business Leadership Organized for Catholic Schools, a 28-year-old group that raises money for parish schools in hopes of keeping school taxes low and ensuring a steady supply of educated workers, said it had separated from the Archdiocese of Philadelphia and set up an independent nonprofit corporation to keep urban schools open.

**BLOCS** chairman **Michael O'Neill**, a King of Prussia developer and mining-company owner, said the group had raised \$6 million in the last 18 months and was also giving schools advice in "business methods."

O'Neill said **BLOCS** helped set up new "flexible-tuition" policies that helped boost enrollment at

**St. Cyril** in East Lansdowne, **Our Lady of Lourdes** in Overbrook, and **St. Martin de Porres** in North Philadelphia this year.

**Neighborhood news**  
Local groups are mulling plans to replace weekly newspapers closed by Yardley-based **Journal Register Co.**

**State Rep. Mark Cohen**, (D-, Phila.), who represents neighborhoods that lost coverage when the *Ony Times*, *News Gleaner* and *Northwest Breeze* closed last year, has approached community groups about starting "our Community Newspaper," which Cohen calls a "nonprofit, nonpolitical" free weekly.

Cohen said that he planned to distribute the papers at churches, stores, and community groups, and that they'll cover neighborhood institutions such as **Albert Einstein Hospital** and **La Salle University**. Asked if he expected those institutions, or

### Gallery casino and new hotel on agenda

A public hearing on the proposed **Foxwoods Casino** is scheduled for 7 p.m. Feb. 24 at 1001 Locust St. before the city planning commission. At left, site of the casino, which is being fought by residents.

the Commonwealth of Pennsylvania, will advertise in or subsidize **Your Community News**, Cohen said, "if is possible."

Community groups in Northwest Philadelphia, where **Journal Register's** *West Oak Lane Leader*, **Mount Airy Times Express**, and **Germanatown Courier** folded this winter, are also trying to organize a newspaper, said **West Mount Airy Neighbors executive director Laura Morris Siena**.

Up in Lahaska, the independent, six-year-old **Bucks County Herald** has been receiving news items that used to go to the **Quakertown Free Press**, the **New Hope Gazette**, and the **Doylesstown Patriot** before **Journal Register** closed them this winter, said editor **Bridget Wingert**.

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