

# Fibertech going strong

## Brighton fiber-optics company reflects on best year

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Increasing demand for broadband Internet helped push Fibertech Networks to its best year ever.

The builder of fiber optic networks said its recurring revenue from leases rose \$8.5 million to \$28 million. The company, based in Brighton, also sold 190 new contracts last year, a 68 percent jump from 2004. Overall revenues



**John Purcell**  
“Our efforts are paying off,” said president and CEO.

were about \$40 million. “There’s more and more demand for broadband at the desktop,” said John Purcell, president and chief executive officer of Fibertech. “We’ve diversified nicely across several market sectors and

our efforts are paying off.” Purcell expects more growth this year. Fibertech will add 20 people to its 85-person work force, but only about five of the jobs will be in Rochester, he said.

Revenues should approach \$50 million, he said. The company could expand into two or three new markets in 2006, Purcell said.

Fibertech turned in its second profitable year

in 2005, with earnings before taxes, depreciation and amortization of \$7.9 million, up from less than \$1 million in 2004. The privately held company did not disclose net income.

Fibertech sold more than \$75 million in new contracts in 2005, the company said. That’s down from \$91 million in 2004, but the 2004 numbers were affected by a \$30 million contract with

the state of Connecticut.

The 5-year-old company is starting to hit its stride, Dan Clifton, director of marketing, said.

“We’ve matured over these five years into what we think is a strong success story,” Clifton said.

The company is in the process of expanding into an additional 4,000 square-feet at its Allens Creek Road office. When finished, Fibertech will occupy 20,000 square feet. □