

. . . on the JOB

Update for members & strategic partners
May 2008

Do what you can, with what you have, where you are.
Theodore Roosevelt

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Chinese delegation visits Lawrence County

Call it turn around, or even reversal of fortune, but representatives from the China National Machinery Industry Corporation (SINOMACH) spent a day in Lawrence County "shopping" for possible locations to build manufacturing operations in the United States. SINOMACH specializes in large-scale projects contracting.



Lawrence County is one of several geographic areas under consideration by SINOMACH because of its location near several auto manufacturing plants. The auto service trade is a new growth point for SINOMACH.

Participating in the presentation were LCEDC board and staff members, the Lawrence County Commissioners, representatives of the Northwest Commission, Dan Dolan, International Business Project Manager for the PA Department of Community and Economic Development. Representatives from Butler Community College, the West Central Job Partnership

and William Sinn, President of Sinn & Company LLC also participated.

The day also included a visit to Millennium Technology Park, a fireworks display presented by Pyrotechnico, lunch at Mill Street Grille, and a tour and presentation by Mike Pijar and staff at Berner International.

Grant funds development site feasibility study

LCEDC, in cooperation with the Lawrence County Planning Department, has secured a \$50,000 planning grant from the New Communities Program. The grant will fund the identification, analysis, and prioritization of prime sites for development. "When the anticipated revenues from gaming begin to materialize, it is important that LCEDC and the County be ready to use the funds wisely to develop sites that will attract new businesses to our region," noted Linda Nitch, Executive Director of LCEDC.

Diane Coury Design Associates: Designing woman!

A designer is more than simply a decorator. Just ask Diane Coury Jacob, owner and president of Out-source Multi-Services DBA Diane Coury Design Associates in New Castle. "People think of interior designers as people who help select wall coverings and paint colors," noted Ms. Coury. "And while that is a part of what we do, it is not the most important part. We help our clients plan how a space will actually function." The company provides a "turn-key" service for both corporate and residential clients. "We plan the space, optimize how it will function, and design how it will work as well as look," she added. "Many don't realize that in addition to interior design services, we sell both residential and commercial furniture, flooring, wall covering and window treatments."

Ms. Coury began her business in 1980 in Youngstown, OH. After earning her degree in interior design from the Art Institute of Pittsburgh, she spent a few years working for an interior design firm and an office furniture dealer before striking out on her own. Since 1992 she has based her business in New Castle, most recently from a restored house on Jefferson Street in the North Hill historic district. Although the region has endured some challenging economic times, the business has grown because of its ability to supply services to all types of clients. "For a few years our growth came from the health care and condominium development industries. Now we are beginning to experience a positive resurgence in demand from corporate clients," said Ms. Coury.

Today most of her commercial projects are LEEDs (Leadership in Energy & Environmental Design) driven. As a member of the Pittsburgh Green Building Alliance, she is excited about the green built environments and its integration into residential and historic preservation projects. These are sustainable projects that make sense. Ms. Coury keeps up with new concepts and materials through constant continuing education.

Her primary market area continues to be western Pennsylvania and northeastern Ohio, but she's planning to expand soon via the Internet. "With the Internet, the geographic boundaries of a business are unlimited," she explained. "We have an opportunity to expand beyond our local base, especially in the areas of furniture and materials, without having to leave Lawrence County where we enjoy a low cost of living and lower overhead."

Women's Conference a big success!

For Women, By Women, About Women—the Lawrence County Women's Conference was a resounding success! The one-day event, held at the Scottish Rite Cathedral on April 19, attracted over 220 area women. The event was sponsored by Berner International, National City Bank, PA State Representative Chris Sainato, and Pennsylvania Women Work. The attendees participated in workshops on such topics as leadership, finance, and interpersonal skills.

Millennium Park clears line of credit

LCEDC recently received a reimbursement in the amount of \$2.1 million from the Commonwealth of PA's Redevelopment Assistance Capital Program (RACP), which was used to repay debts associated with the development of Millennium Technology Park, including the line of credit provided by a local consortium of banks as well as various other vendor bills. Currently, site preparation is underway on the Sportsmen's Club portion of the Park. Nearing completion is installation of the Neshannock Township sewer system that will serve the Park.



Your business belongs at Cascade Riverplex!

This month's featured site offers 20,000 square feet of premium retail/commercial space, enhanced by the opening of **The Basin Jazz and Blues Bar**, blues and jazz at its best, and, in June, Stage 3, the area's finest comedy and live entertainment venue featuring national, regional, and local artists.

Cascade Riverplex offers big city appeal with a small town feel. Casual indoor/outdoor atmosphere and great entertainment located along the Riverwalk.

Many available industrial and commercial properties in Lawrence County can be found under the "What we offer/Sites and Facilities" tab on the LCEDC web site—www.lawrencecounty.com. Or call the LCEDC office.

Educational Opportunities

Here's a list of up-coming educational events of interest to business:

Commercializing Your Idea "Product Development for Entrepreneurs"

When: Friday, May 16 8:00 AM—Noon
Where: ETC/FICDA Building
191 Howard Street
Franklin, PA

Sponsor: Keystone Innovation Zone (KIZ)
Cost: \$49

Learn the ins and outs of getting an idea/product to market.

For additional information or to register: Contact Vinelle Johnson at 570-675-9253 or vjohnson@psu.edu.



Energy Management Workshops

For small and medium-sized businesses that want to save money on their energy costs, the Commonwealth of PA has scheduled a series of free workshops at various locations throughout the state. Each workshop is from 8:00 AM to Noon and includes a continental breakfast. Coming up in western PA are:

May 15—Meadville

June 12—Pittsburgh

To register: www.depweb.state.pa.us/. DEP Keyword: Ombudsman (click on "Upcoming Events")

Manufacturing Education & Economic Network Training Courses

The Manufacturing Education and Economic Network (MEEN) offers area businesses a number of training courses available at a reduced rate.

Courses: Accelerated CNC Milling
Industrial Mechanics
Hydraulics and Pneumatics
PLC
Industrial Electricity

Location: All training to be held at PMI's new facility (892 South Dock Street, Farrell PA 16121).

Dates: Late May/early June 2008. Final schedule will be coordinated with interested employers.

Seating: Limited! Trainees must be PA residents, currently employed by the sponsoring employer.

Payment: West Central Job Partnership will pay for 100% of the program cost. Participating employers will be invoiced for 25% of the cost to fulfill the mandatory cash matching requirement. Matching funds will be used for MEEN industry partnership sustainability.

Register or more information contact: Eric Karmecy, West Central Job Partnership
724-658-2501 Ext. 228 or ekarmecy@wcjp.org

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