



**LAWRENCE COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION

## **. . . on the JOB**

Update for members & strategic partners  
August 2008

There's a way to do it better - find it.  
Thomas Edison

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### **Vortex Recycling profits from being environmentally friendly.**

Approximately 400 million oil filters are manufactured annually in the United States. So where do most of those filters end up when they are no longer useful? Until recently, most used oil filters in the United States were disposed of in landfills. Today, however, as a means of protecting the environment, many states are banning landfill disposal of used oil filters, or developing other strict regulations on their management.

So how can garages, quick lubes, or businesses that maintain large fleets of vehicles safely, conveniently, and legally dispose of used oil filters? Where some might see a problem, Don Kleine, Owner of Vortex Recycling, sees an opportunity. Vortex, located in New Castle, collects and recycles used oil filters. The company has been recognized by *Inc.* magazine as among the 5000 Fastest Growing Companies in the country for two consecutive years.



"We provide businesses with a convenient means of disposal in compliance with all Federal and state environmental regulations," he said. "Then we use our patented "mega crusher" to produce raw materials suitable for recycling. Nothing ends up in landfills."

Although a resident of California, Kleine knew his facility needed to be more centrally located, convenient to the steel mills and others who would buy his recycled products. He looked at sites in Ohio, Michigan, and Indiana, as well as in Western PA. "Without a doubt, Linda Nitch and Lynn Richardson were able to put together the best package of location, tax abatements and other incentives such as low interest loans. That's why we located in New Castle and have invested \$7.6 million," he noted.

### **Vortex Recycling (continued)**

Vortex employs thirty-eight full time workers at an average wage of \$18 per hour or more. The used oil filters are recycled into crude heating oil, which is bought by oil brokers for generating electricity and/or heating asphalt or cement kilns, and scrap steel used by steel mills.

“Our biggest problem is getting and keeping good employees,” commented Kleine. “We have good jobs that pay a living wage and offer competitive benefits. Except for that issue, our location in Lawrence County has met all our expectations.”

For more information about Vortex Recycling, visit [www.vortexrecycling.com](http://www.vortexrecycling.com).

### **Disney Institute Annual Dinner presentation designed to inspire.**



Be prepared to be dazzled at the 2008 LCEDC Annual Meeting! It has been said that creativity and innovation will be the keys for successful organizations in the rapidly changing 21st century. In this equally fast-paced and thought-provoking presentation, the Disney Institute speaker will share processes used by the Walt Disney Company’s acclaimed “Imagineers” to bring creative ideas to life. Audience members will walk away with ideas on how to increase creativity and innovation in their own organization.

For more information contact LCEDC!

### **Micro-Loan Program offers low-interest loans for smaller projects.**

If your small company is contemplating a machinery/equipment purchase or requires a working capital loan of \$20,000 or less, we may have your answer! The Northwest Commission’s Small Business Administration MICRO-LOAN PROGRAM offers loans up to \$20,000 for the purpose of machinery and equipment purchases (new or used) and related expenses or for working capital. Terms of up to 5 years for machinery and equipment and 3 years for working capital are available at a fixed interest rate of 6%. Preference will be given to businesses with ten employees or less. Each applicant must have a business plan reviewed by a Small Business Development Center. Contact the LCEDC for more information or go directly to the Northwest Commission website at [www.nwcommission.org](http://www.nwcommission.org).

## Greenway Plan implementation begins in Lawrence County

The Lawrence County Greenway Plan, which was funded by a grant of \$50,000 from the PA Departments of Conservation and Natural Resources and Community and Economic Development, has identified the various greenways in Lawrence County and made recommendations for improvements that will assure their conservation. According to Amy McKinney, Lawrence County Director of Planning, there are three types of greenways: recreational, conservation, and scenic.

“Enhancing our region’s greenways provides numerous and diverse benefits to everyone who lives and works in Lawrence County,” noted Ms. McKinney.

Work has begun on two of the four pilot projects called for in the plan. One pilot project involves repairs to sections of the Stavich Bike Trail. The trail runs from Union Township through Mahoning Township and into Ohio. Although it has been here for a long time, several sections have deteriorated badly. The Commissioners have made a long-term commitment to on-going maintenance of the trail.

The second pilot project involves building boat launches on the Shenango/Beaver Water Trail. This will enable boaters to put in at one end, float the length of the trail, and remove their boats at the other end.

“The Greenway Plan allows for flexibility and input from citizens,” added Ms. McKinney. “For example, as a result of citizen input, we have added a boat launch location to the water trail that we had not previously considered.”

The Greenway Plan remains a work in progress. “The Plan has helped us set priorities for actions that will take place over a long span of time,” concluded Ms. McKinney.

## Lawrence County marketed at NAIOP Developers’ Showcase

LCEDC representatives attended the NAIOP Developers Showcase held July 30 at the Regional Learning Center in Cranberry. Eight site selectors were in town and gave a panel discussion. According to the selectors, site selection depends on location, numbers, workers, CEO quirks. Of utmost importance are availability of shovel ready sites and a trained, ready-to-go workforce. Linda Nitch met individually with four site selectors on Thursday, July 31 in Pittsburgh.



**Millennium Technology Park.**

Millennium Technology Park is a unique, pro-actively designed industrial park offering pre-permitted, pad-ready building sites for your business! Site work now underway. Contact LCEDC for a tour and additional information.

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](http://www.lawrencecounty.com). Or call the LCEDC office.

## **Educational events scheduled**

### **Government 101: - September 17—Ellwood City**

Conducted by the Northwest Commission, this introductory training provides an overview of how to do business with the Federal, State and Local governments. This half-day event will be for any company who is looking to start working with, or would like to refresh their memories about, the sites and certifications of the federal and state procurement process. Presenters currently scheduled to speak include representatives from the Small Business Administration (SBA), Department of General Services (DGS), and the COSTARS program. Topics such as set-asides, bid leads, registrations, and how to work through government opportunities are customized to attending companies for this half-day training event.

For more information and to reserve your spot today, please contact Lori Kenyon at [lorik@nwcommission.org](mailto:lorik@nwcommission.org) or at 814-677-4800 x104.



### **Pennsylvania International Week**

#### **September 10, 2008 at the Radisson Hotel in Sharon**

This event is an opportunity for local businesses to schedule one-on-one business appointments to meet with Authorized Trade Representatives and discuss ways in which they can successfully compete in the global marketplace. The event will feature 23 Authorized Trade Representatives from Australia/New Zealand, Brazil, Canada, Chile, China-Beijing, China-Shanghai, Czech Republic, Eastern Mediterranean region, Arabian Gulf, France, India, Japan, Korea, Mexico, Netherlands, Russia, Saudi Arabia, Singapore, South Africa, Spain, Taiwan, UK and Vietnam. The Authorized Trade Representatives are contracted by the Commonwealth to provide market research for products/services, agent/distributor searches, foreign company background checks, industry contacts, in-country assistance and much more to small and medium sized companies in Pennsylvania.

For more information about Pennsylvania International Trade Week, please contact Claudia Garcia (Erie County) at 814.454.7191 or Katarina Ishman at 814-677-4800 x 117.

## **Save the Date!**

**2008 Annual Dinner  
Thursday, September 11 @ The Scottish Rite Cathedral**

Feature presentation by the  **Institute**

**Sponsors: \$1,000**

**Program Advertising: \$50, \$200, \$350 or \$500**

**Dinner tickets: \$60 each**

**Make your reservations TODAY! [walker@lawrencecounty.com](mailto:walker@lawrencecounty.com)**

**Funding for this newsletter is made possible by a generous grant from the  
Lawrence County Commissioners:  
Steve Craig, Rick DeBlasio, and Dan Vogler**

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To submit information of general interest for use in this newsletter (no political or promotional messages please) or to offer feedback, please contact Kathryn Lima at 724-981-4318 or e-mail to [klima@faroenterprises.com](mailto:klima@faroenterprises.com).