



LAWRENCE COUNTY
ECONOMIC DEVELOPMENT CORPORATION

. . . on the JOB

Update for members & strategic partners
January 2009

If a man has good corn, or wood, or boards, or pigs to sell, or can make a better chain or knives, crucibles, or church-organs than anybody else, you will find a broad, hard-beaten road to his house, though it be in the woods.

Ralph Waldo Emerson

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New Year, New LCEDC President—A Message to Members from Sam Mastovich

It is with great appreciation and enthusiasm that I accept the role of President of the Board of Directors of the Lawrence County Economic Development Corporation. To inherit this position from Robert DeSignore, who sacrificed much time and effort in successfully making Lawrence County a more business-friendly community, is an honor.

I feel privileged to be assuming this important role at such a crucial time. As you know, the economic forecasts for 2009 are not positive. The uncertainty looming over the auto, financial services and retail industries has shaken consumer confidence to levels not seen in many years. Many experts project a further reduction in output, which will increase the number of bankruptcies and unemployment. Although Lawrence County has weathered this storm favorably compared to much of the Country, local businesses will be impacted by the far-reaching effects of this recession.

Through various stimulus packages, the federal government has become involved with this economic crisis and has pledged even more involvement in 2009. Much of this involvement will fund initiatives and programs that will be administered at the state level. The LCEDC serves as the County’s representative to many state agencies and is the conduit connecting Lawrence County businesses to the funding, training and other resources provided by these various government programs.

Message from Sam Mastovich (continued)

Given the current economic situation, the importance of the LCEDC has never been greater.

As a commercial lender, I have had the privilege of working with many successful businesspeople across a variety of industries. One universal characteristic of successful businesses is their ability to adapt and respond to the ever-changing market conditions that directly impact them. The LCEDC is no different.

The economic environment leading up to this current recession called for a focus on growth. As a result, the development of land for future commercial use became a top priority for the Commonwealth of Pennsylvania and a primary focus of the LCEDC. Through many years of hard work, this focus on development has produced Millennium Park, the foundation of future economic development in Lawrence County. The fruits of this labor are just now beginning to be realized as Phase I is complete and there are 87 acres of shovel-ready industrial land ready to be developed.

Upon the completion of Phase I, the economic environment changed. The focus is no longer on growth but rather preservation and survival. ***Accordingly, the focus of the LCEDC is shifting.*** The resources once allocated to land development will now be concentrated on business retention. The pursuit, receipt and implementation of government funding to benefit the existing businesses of Lawrence County from New Wilmington to Ellwood City will become a top priority. Through an increase in communication, education and marketing, Lawrence County businesses will be reminded on a regular basis of just how vital their strategic partnership with the LCEDC is.

A recession is a very difficult time that can cause businesses to close. However, to the companies that survive, a recession creates more opportunity than any other point of the business cycle. I look forward to working with the businesses of Lawrence County to withstand the current challenges at hand and pursue the vast opportunities that lie ahead.

Sincerely,

Sam

Sam Mastovich is Vice President for Huntington Bank in New Castle. He can be reached via email at sam.mastovich@huntington.com.

Castle China Among Lawrence County Jewels

Among the many "official" souvenirs commemorating the inauguration of Barak Obama as the nation's 44th President is a plate. And on the bottom of that plate is the logo "Woodmere China, New Castle, Pennsylvania".

"Due to the special historic significance of this particular inauguration, these souvenir plates are likely to be passed down for many generations, thus assuring New Castle a special place in history," noted David Turner, President of Lawrence County's own Castle China, which manufactures Woodmere China.

Since the early 1970's, Castle China's Woodmere brand has been commemorating America's history in the re-creation of beautiful porcelain dinnerware and giftware. These beautiful collector pieces are enjoyed by enthusiasts and collectors around the world and in every state of our Union. So, when the Inaugural Committee needed a commemorative plate, they came to a well-known source for high quality design and manufacturing here in the United States. "Our customer service, fast turn-around, and quality workmanship made Woodmere the perfect choice for this special Inaugural keepsake," added Turner. "We are proud that our products serve as historic reminders of our nation's heritage. We are equally proud that today our products serve as distinctive gifts for Presidents, Heads of State, dignitaries and others who appreciate the rich heritage of our great land."



*In commemoration of the inauguration of
Barack H. Obama and Joseph R. Biden
President and Vice-President of
The United States of America
at
Washington, District of Columbia
January 20, 2009
The Official 2009 Presidential Inaugural Plate*
W
Woodmere
New Castle, Pennsylvania

Official Inaugural Plate front (top) and back.



Marc Blackwell Tableware

Castle China employs 15 – 20 highly skilled designers and artisans at its West State Street facility in Union Township, where they produce both the Woodmere Brand, as well as the newly re-launched line of high-end table ware by famed designer Marc Blackwell.

"We are thrilled to add the Marc Blackwell name to our line of fine china. We were chosen because in addition to our excellent quality, we are able to be responsive to the delivery needs of the retailers who carry the Blackwell line," Turner said. "Woodmere and Marc Blackwell are niche brands that appeal to a limited, but loyal, clientele who enjoy owning unique pieces."

Castle China (continued)

Although economic conditions are challenging, Turner is cautiously optimistic about the opportunities for growth for Castle China. He considers his Lawrence County location an advantage. Here he is able to find talented workers at all levels, and considers the political leaders in both the county and the state to be creative and positive thinkers who work to support small business. In addition, he has found LCEDC to be a source of "creative solutions for extraordinarily difficult economic problems."

"We especially appreciate the fact that in Lawrence County even a small business like ours is appreciated for its contributions to the local economy. Small businesses, collectively, are the most important source of future job growth, and as such need to be supported. We find that here."

For more information about Woodmere China visit www.woodmerechina.com. For information about the Marc Blackwell line, visit www.marcblackwell.com. To purchase an Inaugural plate, visit <http://pic2009.inauguralcollectibles.com/category/COLLECT.html>.

LCEDC Board Approves New Dues Structure

In an effort to appeal to a wide variety of prospective members, while remaining responsive to the needs of current members, the Board of Directors has adopted a new dues structure. The new structure adds categories for individual and supporting members and clarifies the benefits of each level of membership. The new categories and the benefits of each are:

Friend (Individual, not representing business)	\$ 100
◆ Receives monthly newsletter	
◆ 25% discount on Workshop/Seminar fees	
Supporter	\$ 200
◆ All previous benefits	
◆ Eligible for consideration as member of Board of Directors	
◆ Free copy of up-dated Annual Business Directory on CD	
◆ 25% discount on Marketing/Advertising fees	
Leader	\$ 400
◆ All previous benefits	
◆ Recognition on LCEDC Home Page	
◆ Reduced fees for listings on LCEDC website's Sites & Facilities page	
Partner	\$ 800
◆ All previous benefits	
◆ One free classified advertisement in Newsletter	
◆ Free listing on LCEDC website's Sites & Facilities page	
Sponsor	\$1,600
◆ All previous benefits	
◆ One free display advertisement in Newsletter	
◆ Organization featured in one issue of Newsletter	
◆ 50% discount on Workshop/Seminar fees	
◆ 50% discount on Marketing/Advertising fees	
Patron	\$2,500
◆ All previous benefits	
◆ 75% discount on Workshop/seminar fees	
◆ 75% discount on Marketing/Advertising fees	
◆ Annual Dinner Banner Recognition	
Benefactor	\$5,000
◆ All previous benefits	
◆ Public Marketing Display	
◆ Free attendance at all Workshops/Seminars. Free Marketing/Advertising	
◆ Feature display on front page of "Book of Lists."	

Mercer/Lawrence County ATHENAPowerLink® Seeks Applicants

The ATHENAPowerLink® program of Mercer/Lawrence County invites local women business owners to apply for the opportunity to receive one year of free business counsel. Applications will be accepted between January 2 and February 27, 2009. The ATHENAPowerLink® is a mentoring program that connects a woman business owner with a volunteer panel of advisors who provide free advice to help her grow her company and improve its operations.

A governing body of local economic leaders will select two woman-owned businesses, one from Mercer County and one from Lawrence County, to participate in the local ATHENAPowerLink® program based on the companies' potential to effectively utilize an advisory panel to assist the companies' growth. Once a company for each county has been selected, a custom panel of advisors made up of business professionals from both counties will assemble to address each company's specific needs and growth objectives. The panel will meet with each woman business owner at least once per quarter to provide counsel and assess the company's progress.

For further information or to apply, contact Karen Piccirilli (724-662-0281) in Mercer County or Carrie Goff ((724) 658-1524) in Lawrence County.

Lawrence County Projects Submitted for Federal Stimulus Funds

Lawrence County has submitted \$122,731,710 in potential projects to the Southwest Planning Commission for inclusion in the Southwest Pennsylvania requests for Federal Stimulus Funding.

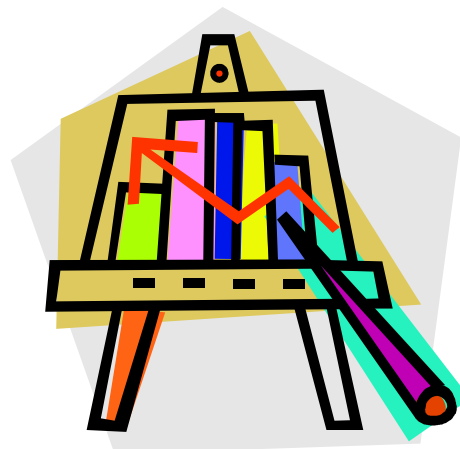
"All of the projects included here would significantly improve the facilities, infrastructure, and quality of life in Lawrence County," said Amy McKinney, Lawrence County's Planning Director.

The projects include over \$65 million in infrastructure improvements, \$1.2 million for energy efficiency improvements, \$25 million for economic development to complete Phase II of Millennium Park, \$15 million in water and sewer improvements, and \$832,000 for highway, transportation and recreation projects. Eligible projects must be ready to go—shovels in the ground within six months of the stimulus grant. Although the "wish list" is much longer, only those projects that that have been engineered and are ready to go out to bid qualify for consideration.

"These projects benefit almost all residents of our county and free up local tax revenues to address other needed services," added Dan Vogler, Lawrence County Commissioner.

"From an economic development viewpoint, stimulus funding for all or most of these projects would create hundreds of jobs and improve the economic viability of the region," noted LCEDC Executive Director Linda Nitch.

The specific projects are outlined on the following charts.



Proposed Federal Stimulus Projects (continued)

Infrastructure Projects		
Pulaski Township	New Municipal Building	\$325,000
Lawrence County	Courthouse Plaza	\$1,000,000
Lawrence County	Renovations and Additions to Government Center	\$1,381,000
New Castle Area School District	School Building Renovations	\$10,000,000
Mohawk Area School District	Renovations to School Building	\$13,206,310
Ellwood City School District	Renovations to School Building	\$6,800,000
Shenango Area School District	Renovations to School Building	\$368,000
Mahoning Township	New Municipal Building	\$1,000,000
Union Township Storm Sewer Project	Storm Sewers	\$200,000
Volant Borough	Upgrade Volant's Water Treatment Facility	\$300,000
Wampum Borough	New Fire Department Building	\$250,000
City of New Castle	Parking Garage Repairs	\$1,002,000
New Castle Sanitation Authority	Construction of holding basins	\$8,000,000
Neshannock Township	Millennium Park Sewer Project	\$13,400,000
Shenango Township	Storm water Projects	\$1,150,000
Union Township	New Police Department Building	\$455,400
New Castle Municipal Airport	Equipment Building	\$500,000
New Castle Municipal Airport	Rehabilitate and Repair Runway	\$3,000,000
Ellwood City Borough	Renovations and repairs - Municipal building and public works building	\$750,000
Ellwood City Borough	Public Works Infrastructure	\$1,580,000
Ellwood City Borough	Repair and Replace sanitary sewer lines	\$1,000,000
	TOTAL INFRASTRUCTURE	\$65,667,710

Proposed Federal Stimulus Projects (continued)

Energy Projects		
New Wilmington Water Authority	Solar mixing system	\$82,000
Ellwood City Borough	Roof Mounted Solar Panels and Turbine	\$450,000
Ellwood City Borough	Installation of LED Street lights and traffic signal	\$700,000
TOTAL ENERGY PROJECTS		\$1,232,000

Economic Development		
Lawrence County Economic Development Corp.	Millennium Park Phase II	\$25,000,000
TOTAL ECONOMIC DEVELOPMENT		\$25,000,000

Water and Sewer		
Mahoning Township	Mahoning Township Sewer Extension	\$11,000,000
Wayne Township Municipal Authority	Expansion of Sanitary Sewage Collection	\$4,000,000
TOTAL WATER & SEWER		\$15,000,000

Highways/Transportation/Recreation		
Lawrence County	Upgrading roads, bridges and drainage issues	\$60,000
Lawrence County	Neshannock Trail Conversion of a rail right-of-way from New Castle to Volant	\$1,000,000
Lawrence County	Route 60/422 Interchange in Union Township	\$1,375,000
Lawrence County	Stavich Bike Trail upgrades and repairs	\$432,800
Ellwood City Borough	Swimming pool & park renovations	\$400,000
TOTAL HIGHWAY/TRANSPORTATION/RECREATION		\$832,000



OSHA Training Offered by Butler County Community College

Butler County Community College is offering 10- and 30-hour training in OSHA Construction Safety and Health at its main campus.

The OSHA 10-Hr Construction classes run from 7:00 a.m.—5:00 p.m and include donuts, coffee, and lunch. A textbook will be available for use and available for purchase (\$25.00). Cost is \$175 per person.

Class dates are: February 9 (#RBUIN 207-N22), March 16 (#RBUIN 207-N23), April 6 (#RBUIN 207-N24), May 11 (#RBUIN 207-N25), and June 8 (#RBUIN 207-N26).

The OSHA 30-Hour Construction Safety & Health courses will be held on February 10, 11, 12, and 13 (Course # RWDBU 472-M01), and May 12, 13, 14, and 15 (Course #RWDBU 472-M02), from 8:00 a.m. to 4:30 p.m. each day. Cost per person is \$295, and includes donuts, coffee and lunch. Textbook available for use and purchase.

To register call 888-826-2829 Ext. 8358. Payment methods are Visa, MasterCard, Discover, American Express, check or invoice with pre-authorization on company letterhead or Purchase Order.

Community College of Beaver County Training Opportunities

FREE SEMINAR: “What is Lean Manufacturing” sponsored by CCBC and the Mercer County Community Educational Center (<http://www.mccec.org>.) January 23rd from 1:00 – 3:00 at the MCCEC. For more information contact Melody Kimbrough at 724-847-7000 Ext. 210 or the MCCEC at 724-983-0970.

GIS Mapping Certificate Program begins Feb 10, 6:30 – 9:30. For more information visit http://www.ccbc.edu/nu_upload/GISMapping2.pdf

Understand OSHA 1910 General Industry Standards: how to utilize these standards to identify needs and establish, implement, and monitor effective site-specific program for the purpose of reducing incidents that may result in injury and/or illness. February 19th and 20th, 8:30 a.m.-2:00 p.m. 10 Hours. Cost: \$300 plus \$45 book cost. For more information contact Sue Dunlap, CCBC Workforce Development Training Manager, 724-847-7000 Extension 233.

Correction on previous Email for the United States Postal Service...The USPS Seminar is scheduled for Friday Feb 6 and not Feb 5th. Please contact Joy Donnelly at 724-775-8561 Ext. 154 with the time that you prefer and to register for the seminar. (9 A.M. – 11 A.M.) OR (1 P.M. – 3 P.M)

FREE SEMINAR on Shipping for Small to Mid-Size Businesses. This FREE seminar is designed to help organizations make smart shipping choices. Two time slots to pick from on Friday, February 6: 9 A.M. – 11 A.M. or 1 P.M. – 3 P.M. Sponsored by CCBC and the United States Postal Service.

DID YOU KNOW THAT...the USPS offers Click and Print services... free packaging... free pick up ... you can request a FREE US Postal Service Rate Comparison and Cost Savings Analysis and so much more.

Industry Partnership Training Opportunities

The following courses will be available at Precision Manufacturing Institute (PMI):

Training Course	Hours	Minimum # of Students	Maximum # of Students	WCJP Cost/ Person	Employer Cost/ Person
Accelerated CNC Milling	48	5	8	\$900.00	\$225.00
Industrial Mechanics	60	6	8	\$1,000.00	\$250.00
Programmable Logic Controllers	48	6	10	\$1,000.00	\$250.00
Industrial Electricity	48	5	8	\$900.00	\$225.00
Auto Cad 2008	48	5	8	\$1,250.00	\$312.50
Basic Blueprint Reading	48	5	8	\$900.00	\$225.00

Questions regarding course descriptions and scheduling: Contact Carmen Gruver or John Holliday at PMI (724-342-4504). Questions regarding payment: Contact Eric Karmecy or Rebecca Moder at WCJP (724-658-2501).

In addition to the classes here, the Industry Partnership is planning to offer the following programs to participating manufacturers through June 30th:

- 1) Another round of similar training at PMI beginning in April 2009 and running through June 2009
- 2) A customized welding program (TBD)
- 3) Individual company awards for advanced training not offered through consortium-based efforts

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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.