



LAWRENCE COUNTY
ECONOMIC DEVELOPMENT CORPORATION

. . . on the JOB

Update for members & strategic partners
February 2009

*Whenever you see a successful business, someone made a courageous decision.
Peter Drucker*

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Jameson Health System: A valuable community resource

Sometimes we don't appreciate the many benefits a local hospital brings to its community. Jameson Health System in New Castle is an example of how an independent healthcare organization serves its community in a multitude of ways. In addition to the positive economic impact the hospital has on the region, Jameson offers high quality healthcare services that are convenient and responsive to the specific needs of the community.

Jameson is Lawrence County's largest employer, with 1,284 employees and a payroll of approximately \$68 million that provides tax revenues and buying capacity to contribute to the economic well being of the region. In addition, the hospital spends over \$45 million each year in purchased goods and services, of which \$15 million are with Lawrence County vendors. Although challenged by such issues as changes in insurance coverage and reimbursements, rising unemployment, and other financial pressures, CEO Doug Danko is optimistic that the hospital can continue to grow and serve the community.

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Jameson Health System (continued)



*Douglas Danko,
President & CEO of
Jameson Health
System*

"Our aging population in Lawrence County counts on convenient access to health-care," said Danko. "Prompt treatment is the key to successful outcomes."

Among the benefits of having a local, independent hospital is the ability of the hospital's board and staff to monitor and respond quickly to changing community needs.

"The members of our board are local residents, and are able to respond quickly to the changing healthcare environment without having to wait for approval from a parent company," he added. "At the same time, we collaborate with others when it is in the best interests of our patients."

Some ways that Jameson serves the community's need for expert healthcare and convenience are to offer such advanced procedures as angioplasty (surgery to clear narrowed or blocked arteries), minimally invasive thoracic surgery, and radiation oncology locally. Although independently owned and operated, Jameson has forged strategic clinical alliances with UPMC to bring their expertise and experience to New Castle. The advanced procedures are performed by the UPMC physicians on site at Jameson, where a high volume of procedures and a local staff trained in Pittsburgh, keep complication rates at or better than all State standards.

A critically important project for Jameson and Lawrence County is the health system's planned expansion of its Emergency and Surgical departments. Due to significant increases in ER visits, outpatient and inpatient surgical procedures, Jameson plans to nearly double the size of its Emergency Department to more than 14,000 square feet and expand the Surgical Department by an additional 19,000 square feet, while updating the facilities of both departments.

To this end, Jameson is now in the fifth year of a five-year capital campaign in which it hopes to raise \$5 million in charitable donations from employees, medical staff, board members, the Jameson Junior Guild, business and industry leaders. The addition of nearly \$6 million in state and federal grants and \$2 million in hospital funds will be necessary to begin the project. The campaign is currently at approximately 75% of its goal.

The current national economic climate presents challenges by limiting access to the capital needed to upgrade aging facilities. "The upheaval in the financial markets makes our ability to fund capital improvements difficult," Danko noted. "Cooperative partners like the LCEDC are so very important in helping us identify potential local funding sources for crucial projects such as this. In the meantime, we are doing our best within the limitations of current resources. I'm proud that Jameson, through the teamwork and efforts of our staff, continues to deliver high quality outcome measures."



Cardiology and Pulmonary Rehabilitation are among the services offered locally by Jameson.

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Jameson Health System (continued)

Danko sees the potential for additional growth through collaborations with the medical community in such areas as providing practice management support – freeing physicians from the day to day distractions of running and staffing an office so they can treat more patients. “We are challenged, however, in our ability to recruit enough physicians to meet our needs. That’s why LCEDC’s efforts to market our region are so important. We need to find the right way to promote Lawrence County as a great and affordable place to live, to practice medicine and to raise children.”

Need for wind power offers opportunities for Lawrence County manufacturers

The large, diverse manufacturing base found in Lawrence County and its neighboring counties could mean that western Pennsylvania is poised to become a leader in manufacturing of components for the wind and other alternative energy product sectors.

In today’s turbulent economic climate, local manufacturers achieve long-term business stability and growth if they can identify new customers. One source of new customers is in the newly emerging U.S. wind energy industry. Currently in Pennsylvania we enjoy a growing base of wind energy providers such as Gamesa in Cambria and Bucks counties, GE Wind in Erie; and Iberdrola in Somerset, Schuylkill and Luzerne counties. These companies will need hundreds of manufactured components to build, maintain and expand their operations.

Recently, Linda Nitch, executive director of LCEDC, attended a two-day workshop in Cleveland sponsored by the American Wind Energy Association (AWEA). According to the U.S. Department of Energy, roughly a fifth of the country’s electricity will be generated by wind power by 2030 (www.20percentwinde.org) and the North American market is expanding at a furious rate.

According to AWEA, the U.S. wind energy industry will have installed over 7,500 megawatts (MW) in 2008 – shattering all previous records. To do this, 4,500 turbines were placed on-line. Those 4,500 turbines required 13,500 blades and tower sections, approximately 2,180,000 bolts, 24,395 miles of rebar, and 1,127,000 cubic yards of concrete (enough for more that than 5,000 miles of 4’ wide sidewalk).

In order to achieve the 20% Wind Energy goal by 2030, there is a HUGH demand for manufactured products. By NAICS codes, there are currently 16,000 manufacturing firms in the US that can produce one or more of the 8,000 components that typically go into a wind turbine. The following lists the major categories required for the wind turbine market:

- ◆ Plastic products
- ◆ Iron Foundries
- ◆ Fabricated Structural Metal
- ◆ Ball and Roller Bearings
- ◆ Fans and Blowers
- ◆ Generators
- ◆ Speed Changer
- ◆ Power Transmission Equipment
- ◆ Control Devices
- ◆ Motors and generators
- ◆ Electronic Equipment

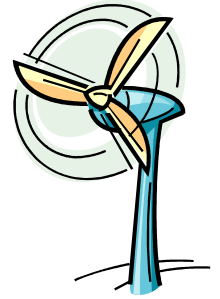
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Wind Energy Opportunities (continued)

According to the experts at the AWEA conference, one of the biggest problems is component supplies. Companies such as Gamesa, which is headquartered in Spain, must rely on foreign manufacturers to ship parts to the US. This is both expensive and time consuming. The time is ripe for more local suppliers to become part of the manufacturing supply chain.



Another plus for local manufacturers is Governor Edward G. Rendell's Energy Independence Strategy. This strategy was signed into law in July and recently jump-started a new wind energy initiative called The Wind Energy Supply Chain Initiative or WESCI. Initial goals of the WESCI initiative will identify "gaps" in the existing supply chain and work with Pennsylvania manufacturers to meet production demands of the industry. (For more information on the Energy Independence Strategy, visit www.depweb.state.pa.us.)

Lawrence County is being proactive regarding opportunities for its manufacturers. After attending the workshop, Linda noted, "I am optimistic that the wind industry offers new venues for local manufacturers to retool both their strategies and their factories to meet the manufacturing demands of the 21st century." Please contact the LCEDC office at 724-658-1488 regarding additional information.

LCEDC Newsletter to accept paid advertising

LCEDC On the Job is sent monthly to over 190 community and business leaders. If you would like to easily and inexpensively reach this audience, consider purchasing an ad on one of the newsletter pages. The ad sizes include a 1" x 7" banner, a 2" x 3 1/2" box, or a 1" x 3 1/2" box. Cost to advertise is \$50 per issue for the banner or 2" x 3 1/2" box, or \$510 for the full year (15% discount), or \$35 per issue for the 1" x 3 1/2" box, \$357 for the full year. Deadlines to advertise are the 30th of the prior month. For more information or to book your ad, contact Kathryn Lima by e-mail at klima@faroenterprises.com or via phone: 724-981-4318.

Last call for Mercer/Lawrence County ATHENAPowerLink® Applicants

Applications for the ATHENAPowerLink® program of Mercer/Lawrence County are due by February 27. The program offers one year of free business counsel for a local woman-owned business. 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.

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Funding available for renewable energy manufacturers

Governor Rendell has announced that \$25 million is now available to spur new jobs and growth in the renewable energy manufacturing industry. Businesses, not-for-profit entities, economic development organizations, and political subdivisions are eligible to tap into the Renewable Energy Program for wind and geothermal projects — one component of the Alternative Energy Investment Act that the Governor signed into law last July. Applicants must provide evidence of at least \$1 in matching funds for every \$1 of program funds awarded by the state.

For more information, call 1-866-GO-NEWPA (1-866-466-3972) or visit www.newpa.com and enter keyword "Energy."

Workshops scheduled to help small business access energy efficiency grants

Small businesses in northwestern Pennsylvania looking for help to reduce their energy costs are encouraged to attend one of two workshops later this month sponsored by the Department of Environmental Protection. The workshops will focus on the new Small Business Energy Efficiency Grant Program, which offers \$3 million this fiscal year to help businesses undertake energy saving projects.

The workshops will be held from 9 a.m. to 10:30 a.m. and from 1 p.m. and 2:30 p.m. on Tuesday, Feb. 24, in the DEP Northwest Regional Office, 230 Chestnut St., Meadville. Those interested in attending one of the workshops can register by e-mail: twilley@state.pa.us. The e-mail must include the names of the business and the attendees. Additional information is available by calling Kammy Halterman at 814-332-6191.

"These workshops are for independent, for-profit small businesses with 100 employees or fewer whose business or facility is located within Pennsylvania," said DEP Northwest Regional Director Kelly Burch. "These job-creating businesses are facing a growing list of challenges, with rising energy costs a key concern. The goal of these workshops is to provide information on potential ways to bring energy costs under control." Presenters at the workshop will explain the program's requirements and application process, and will review energy conservation measures for small businesses.

The Small Business Energy Efficiency Grant is the first program through the state's new Alternative Energy Investment Fund, which Governor Edward G. Rendell signed into law in July.

Small businesses, such as manufacturers, retailers, service providers, mining businesses and agricultural operations, can use the grants for energy efficiency improvements on lighting, heating, cooling and refrigeration systems, as well as process machinery, building insulation and weatherization projects. Qualifying projects must save the business at least 20 percent annually off its energy costs or 20 percent in comparison to the system being replaced. The project must also save the business at least \$1,000 a year in energy costs. Grants will cover up to 25 percent of project costs, with a maximum grant of \$25,000.

Applications and additional grant program training resources are available at www.depweb.state.pa.us, keyword: Small Business Energy Efficiency Grant, or by contacting DEP's Office of Energy and Technology Deployment, 15th Floor, Rachel Carson State Office Building, 400 Market St., P. O. Box 8772, Harrisburg, PA 17105-8772. Applications can also be obtained by calling (717) 783-8411 or e-mailing ra-sbgrants@state.pa.us. Applications must be received by May 1. Grants will be awarded to eligible applicants on a first-come, first-served basis until the available funds are depleted.

In total, the \$650 million Alternative Energy Investment Fund includes \$237 million targeted specifically to help small businesses and families conserve electricity and manage higher energy prices. For more information on the Alternative Energy Investment Fund, visit www.depweb.state.pa.us and click on the "Fueling Energy Savings" icon.

Butler County Community College offers certificate in Entrepreneurship

THE ART OF STARTING A BUSINESS (24 Hours)

Do you have a great idea for a business? Do you have a skill, but you're using it to make someone else money? Does your new business need a little help? This certificate in Entrepreneurship might be for you. Starting a business is more than just hanging up a sign and making business cards. Butler County Community College has created a series of courses that will give you a foundation to begin or strengthen your business. Taught in a relaxed seminar style, these courses will cover everything from the personalities of entrepreneurs to marketing your product. This program will help develop the basic foundations of business development and management. Throughout the course each participant will be exposed to various business dynamics that shape current business thinking, while allowing for individual expression. There will be discussion, lecture, guest speakers, projects, and case studies.

Thursdays, March 5—April 30 6:00-9:00 PM \$225 Lawrence County location to be announced

For further information contact: C. Scott Campbell, Director of Professional Education and Certificate Programs
Butler County Community College 724-287-8711, Ext. 8390 Website: www.bc3.edu

Power Generation & Energy Industry global trade representative meetings scheduled

On March 24, PA trade representatives will be available at Penn State Behrend in Erie to meet with anyone interested in discussing export potential for the power generation and energy industry. The event begins with an 8:00 AM breakfast followed by one-on-one individual business meetings. For further information or to register, visit <http://www.nwcommission.org/international.html#forms>, or contact Claudia Garcia (claudiag@northwestcommission.org) at the Northwest Commission.

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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.