



LAWRENCE COUNTY
ECONOMIC DEVELOPMENT CORPORATION

. . . on the JOB

Update for members & strategic partners
September 2009

Innovation distinguishes between a leader and a follower.

Steve Jobs

CONTENTS . . .

- ◆ **Huntington brings tradition, expertise and community service to Lawrence County**
- ◆ **Make your Annual Dinner reservations TODAY!**
- ◆ **Membership up-date**
- ◆ **Growth Partnership reviews progress on strategic plan implementation**
- ◆ **LCEDC Corporate Office Condominium for sale or lease**
- ◆ **Industry Needs You campaign ready to launch**
- ◆ **Billboard calls attention to Millennium site**
- ◆ **Follow the 'yellow brick road' to WEDO, October 16 at Grove City College**
- ◆ **CCBC presents conference on sustainability**

Huntington brings tradition, expertise and community service to Lawrence County

When Huntington Bancshares entered the western PA market in September, 2007, it brought over 143 years of experience in serving the financial needs of its customers in Ohio to Lawrence County and elsewhere in Pennsylvania. An industry leader, Huntington Bancshares Incorporated is a \$52 billion regional bank holding company headquartered in Columbus, Ohio. Through its subsidiaries, including its banking subsidiary The Huntington National Bank, with over 600 banking offices in the Midwest, Huntington provides full-service commercial and consumer banking services, mortgage banking services, investment management, retirement planning, customized insurance service program, equipment leasing, trust services, brokerage services and other financial products and services.



G-20: The Global Economic Puzzle — Lawrence County's Role

The 7th Annual LCEDC Dinner

Wednesday, September 30, 2009

The Villa Banquet Center

2500 New Butler Road, New Castle

Reception & Business Showcase: 5:00 pm * Dinner: 6:00 pm * Speaker: 7:00 pm

Register today! Reservation form at end of this newsletter.

Huntington (continued)

Huntington also offers retail and commercial financial services online at www.huntington.com; through its technologically-advanced, 24-hour telephone bank and through its network of almost 1,400 ATMs. The Auto Finance and Dealer Services group offers automobile loans to consumers and commercial loans to automobile dealers within its six-state banking franchise area.

Lawrence County, with its seven Huntington Bank locations, is an important part of Huntington's Mahoning Valley Region, a network of 51 banking offices that also includes Mahoning, Trumbull, and Columbiana Counties in Ohio; and Erie and Mercer Counties in PA. This region's over 640 associates are proud of the personalized service they provide their customers. "Huntington associates have responded exceptionally well during the stressful economic conditions by always providing exceptional service and striving to maintain valued relationships with their



A bank invested in people.®

its customers' financial needs, is its role as a proud community partner. In Lawrence County, Huntington is proud to partner with many organizations and community events, including LCEDC, which it supports at the Benefactor level. Other examples of community service and support include a corporate sponsorship for the "Celebrity Series" at Westminster College and the Westminster College athletic program; as well as support for the Ellwood City Revitalization Program; New Castle YMCA; Lawrence County Chamber of Commerce; Lawrence County United Way and New Wilmington baseball program. In addition, Huntington staff members are active in numerous other community activities and organizations.

Huntington also brings a reputation for expertise. In 2008, Huntington was once again recognized as one of the nation's Best Banks for Middle Market Businesses. Huntington has won the national Greenwich Associates Excellence Awards for several consecutive years. In October 2008, Huntington was recognized with three national Greenwich Awards for its online services, relationship managers and product capabilities. It also won a fourth regional award for overall customer satisfaction. The awards are based on Greenwich Associates' survey of nearly 17,000 businesses across the U.S. with sales of \$10 million to \$500 million. Greenwich Associates is a leading worldwide strategic consulting and research firm specializing in financial services. Its awards in the field of business banking are nationally respected for their survey methodology.

"We are pleased to be able to bring Huntington's long tradition of excellence, community service, and financial expertise to our friends and associates in Lawrence County," noted Hierro.

customers," says Frank Hierro, the regional president. "Huntington associates are positioned to be essential partners for our current and new customers in these uncertain economic times. This region has an experienced team of bankers prepared to assist our customers with all of their financial needs."

Just as important to Huntington as taking care of



*Frank Hierro, Regional President
Huntington National Bank*

SHOWCASE YOUR BUSINESS

Be a Sponsor of the 7th Annual Dinner on September 30 and take advantage of a special marketing opportunity with a display in the Business Showcase

LCEDC 7TH ANNUAL DINNER

September 30

Villa Banquet Center

Make your Annual Dinner reservations today!

The LCEDC Annual Dinner brings together the business and community leaders of the region with the added benefit of helping to support the important work of LCEDC. The 7th Annual Dinner scheduled for September 30 at the Villa Banquet Center features two very prominent speakers—Dennis Yablonsky and Bill Flanagan—as well as a new “Showcase of Sponsors.” This mini-expo will feature table displays of goods and services offered by the Annual Dinner sponsors during the pre-dinner reception from 5:00 to 6:00.

It's not too late to register! See the reservation form at the end of this newsletter.

Membership up-date

As of the end of August, LCEDC welcomed seventy new and renewing members. Of special note are the many members who joined or renewed at the Benefactor and/or Patron levels. Our thanks to the following benefactors: ESB Bank, First Energy, Huntington National Bank, National City Bank and First Commonwealth Bank. Our Patron members are Jameson Health System and First National Bank of PA. If your company has not yet renewed its membership, please contact Christine Vanasco at LCEDC today.

Growth Partnership reviews progress on strategic plan implementation

The Lawrence County Growth Partnership, comprised of 50 leaders from the community – business, government and non-profit — who are helping to implement the Strategic Plan initiated in 2008, recently reviewed the progress made to-date. The process of linking land use and economic development is underway, and will be completed by July 2010. This will include assessments of areas available for investment, growth, and new or expanding industry.

As a means of creating jobs for the future, Lawrence County, via the West Central Job Partnership, is participating in efforts by the Oh-Penn Interstate Region, the vision for which is: a sustained forum for planning and action that aligns the efforts of local elected officials along with their leaders in economic development, workforce development, and education under a common brand for growth and innovation for five counties. The five counties are Columbiana, Mahoning, and Trumbull counties in Ohio and Lawrence and Mercer counties in Pennsylvania. This is the first ever interstate designation recognizing that the 5 counties have common workforce and employer base, similar opportunities and obstacles, and an interconnected past and present. Working together, the region will be able to deliver

- high-quality services to employers through multi-organization and single points of contact;
- a network of one-stop career centers and affiliate sites that offer consistency of products and procedures in the region; and
- civic networks enabling community leaders, employers and citizens of the region to interact for creative solutions for the region's development.

In order to provide a “one-stop shop” experience for current and prospective businesses, and others, the Lawrence County Growth Partnership portal page is up and running. Now anyone may access Travel & Tourism, Chamber of Commerce, Economic Development, and Local Government through www.lawrencecounty.com.

Work has also begun on the Business First Centre, located at the former Lawrence County Learning Center. Once complete it will provide a business incubator, and support for research, development, technical and business resources. The Business Center will promote “green” concepts.

LCEDC Corporate Office Condominium

For sale or lease

This 2,100 square foot suite of offices is located at Plaza South, 100 E Reynolds, New Castle.



Amenities include: Spacious conference room, 5 offices, two kitchen areas and a large file room. Ample parking. For more information contact Linda Nitch at 724-658-1488.

Industry Needs You campaign ready to launch

Ironically, amid all the publicity about the demise of manufacturing and the poor economy, one of the most pressing issues for Lawrence and Mercer Counties is a lack of skilled workers to fill both the jobs available today, as well as those jobs that will come open once the recovery is underway. With the assistance of grants from the Northwest Commission and the PA DCEDC, the West Central Job Partnership Industry Partners group and LCEDC will launch an Industry Needs You campaign to encourage residents and young people to consider a career in manufacturing. The campaign will include a television, posters, social media, YouTube, plant tours, etc., as well as a new Web site, www.industryneedsyou.com. For a preview of the testimonials on YouTube, visit www.youtube.com/industryneedsyou.

"Workforce development is a high priority if we are going to attract new industries and grow the ones we have," notes LCEDC Executive Director, Linda Nitch. "Manufacturing remains one of the largest sources of employment in Lawrence County."

Billboard calls attention to Millennium site



ADVERTISE HERE

Reach over 190 community leaders every month!

1" x 3 1/2"

ADVERTISE HERE

Reach over 190 community leaders every month!

1" x 3 1/2"

Follow the 'yellow brick road' to WEDO, October 16 at Grove City College

Calling all "Dorothys"! If you are a woman in business – whether owner or employee – you could probably use some help traversing that proverbial yellow brick road to somewhere over the rainbow. If so, the Lawrence/Mercer County 2009 WEDO event is just the place for you.

Local experts will be talking about important topics of interest to anyone looking to get ahead, and then nationally-recognized successful women will present advice on Building a Sustainable Business via a live closed-circuit feed. And finally, we'll tie it all together with a motivational luncheon speaker.

Friday, October 16

Grove City College

8:00 AM — 1:00 PM

For more information or to register, visit www.WE-DO.net.

Ruby slippers optional.



CCBC presents conference on sustainability

"THE ROAD TO SUSTAINABILITY" is the theme of a conference to be hosted by Community College of Beaver County (CCBC), Congressman Jason Altmire, L. Robert Kimball & Associates, and Sustainable Pittsburgh on October 13 in the CCBC Dome. The conference, taking place from 8:30 a.m.-3 p.m., is the first of its kind in the region and is aimed at providing information to businesses and organizations about what it really means to "go green" as well as what it will take to get the current workforce trained to do so. The cost to attend is \$35 per person and includes breakfast and lunch. For additional information or to register, contact the CCBC Career and Workforce Development Office at 724-480-3600.

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

Lawrence County Economic Development Corporation

Plaza South, Suite 100/100 East Reynolds Street

New Castle, PA 16101

724-658-1488

www.lawrencecounty.com

Linda Nitch, Executive Director (nitch@lawrencecounty.com)

Diane Lynn Richardson, Assistant Director (richardson@lawrencecounty.com)

John DiMuccio, Project Coordinator (dimuccio@lawrencecounty.com)

Christine Vanasco, Executive Assistant (vanasco@lawrencecounty.com)

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.

The Seventh Annual
Lawrence County Economic Development Corporation Dinner
Wednesday, September 30, 2009
The Villa Banquet Center, 2500 New Butler Rd., New Castle, PA 16101
Dennis Yablonsky and Bill Flanagan: Reflections on the G20 Summit

RESERVATION FORM

Sponsorship—\$1,000 Sponsorship includes:

Full Page Ad 10 Dinner Tickets Banner Recognition
Table Recognition ***NEW for 2009! — Table Display in Business Showcase!***

Name: _____

Organization: _____

Address: _____

Phone: _____ E-Mail: _____

Advertising

I would like to advertise in the Dinner Program

_____	Full Page (7 1/2" x 10")	\$450
_____	Half Page (7 1/2" x 5")	\$300
_____	Quarter Page (3 3/4" x 5")	\$200
_____	Eighth Page (3 3/4" x 2 1/2")	\$100
_____	Business Card	\$ 75

Dinner Tickets

_____ Tickets at \$55.00 each

Names on tickets: _____

Donation

_____ I am unable to attend but would like to offer a donation in the amount of \$_____

For sponsorships, dinner reservations and advertising, complete and return this completed form with check payable to:

Lawrence County Economic Development Corporation
100 East Reynolds Street
New Castle, PA 16101