



LAWRENCE COUNTY
ECONOMIC DEVELOPMENT CORPORATION

... on the JOB

Update for members & strategic partners

November 2009

The great thing in the world is not so much where we stand , as in what direction we are moving.
Oliver Wendell Holmes

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TRACKING SUCCESS

In 2009 the LCEDC Staff and Board of Directors continued to work on enhancing and growing the local economy. In the past twelve months, the LCEDC successfully worked with local business on several projects including:

1. Improving the rail system in the community with grant funding totaling \$381,250.00
2. Providing low interest business financing totaling \$914,500.00
3. Obtaining workforce training grants for 13 companies totaling \$197,950.00

Nearly 200 local business were visited in 2009 creating a direct line of communication between the LCEDC and these employers. By staying in touch with these existing businesses, the LCEDC assisted in obtaining nearly \$1,300,000.00 in grants and loans resulting in the retention of 159 jobs in the county. The following report details the activities of the financing and training projects. In the last 10 years over \$20 million in assistance has been obtained from federal, state, and local resources resulting in the retention/creation of 1,379 jobs.

In addition to these projects, the LCEDC successfully purchased the building housing the Lawrence County Learning Center, located at 131 Columbus Innerbelt, New Castle. This facility provides an opportunity to create a one-stop business resource center. The building is intended to become the home of the LCEDC and a brand-new Business Incubator/Assistance Center. Additionally, the LCEDC has created four Commerce Parks housing over 50 businesses and employing over 700 people.

Linda Nitch, Executive Director of the LCEDC recently remarked, “As this report shows– the LCEDC continues to grow the local economy by partnering with private businesses, public officials, non-profit organizations and community leaders. Many thanks to all of you who provide your time, talent and funding to build a great Lawrence County.”

What Has the LCEDC Done? GRANT/LOAN FINANCING PROJECTS

Year	Amount of Assistance	Purpose of Assistance	Jobs Affected
1999	\$755,000	Machinery & Equipment, Working Capital	21
2000	3,849,900	Machinery & Equipment, Facility Acquisition, Working Capital	105
2001	2,975,000	Building Construction, Facility Acquisition and machinery & equipment	166
2002	2,396,000	Facility Acquisition, Building Construction	112
2003	1,028,296	Building Construction, Machinery & Equipment, & Facility Acquisition	146
2004	3,569,808	Building Construction, Machinery & Equipment, Working Capital, Property Acquisition	42
2005	1,082,201	Building Acquisition, Construction, and Machinery and Equipment.	47
2006	1,066,047	Machinery & Equipment, Building Acquisition and Facility Construction	67
2007	559,700	Rail Freight Assistance, Building Acquisition, and Machinery & Equipment	139
2008	2,311,150	Rail freight Assistance, Foreign Trade Zone, Machinery and Equipment, and Building Renovations	375
2009	\$105,450	Rail Freight Assistance – Kasgro Rail Corp. (New Castle/ Taylor)	60
	\$65,800	Rail Freight Assistance – Vortex Recycling (City of New Castle)	26
	\$210,000	Rail Freight Assistance – Jet Industries. (Boro of Ellwood City)	43
	\$607,500	Build PA – Treloar & Heisel (City of New Castle)	30
	\$200,000	Small Business First – Treloar & Heisel (City of New Castle)	
	\$107,000	LC Enterprise Zone RLF – Treloar & Heisel (New Castle)	
Total:	\$20,888,852		1,379

WORKFORCE TRAINING PROJECTS

Period	Number of Companies Served	Type of Workforce Training	Total amount of assistance
2006-07	6	Basic Skills	\$79,150
2006-07	2	Information Technology	7,000
2007-08	10	Basic Skills	75,550
2007-08	7	Information Technology	35,240
2008-09	9	Basic Skills	93,814
2008-09	7	Information Technology	32,963
2009-10	13	Basic Skills/IT	197,950
TOTALS:	41		\$521,667

RiverView Commerce Park:
Site identification for West Penn Printing/Medure Development Corporation
Site identification for D&D Development (Doran Construction), Castle Environmental
Site identification for Vortex Recycling
Negotiated land sales to Vortex Recycling, Medure Development, and D&D Development
Completed \$1,000,000 Redevelopment Assistance Capital Program grant for land purchases/construction
Secured \$350,000 Infrastructure Development grant to assist with installation of utilities and access road
Secured \$45,000 Rail Freight Assistance Grant
Secured \$130,000 Industrial Sites Reuse Grant to remove tanks on former Baker Garage Site and complete environmental assessment on former Agway Petroleum site
Negotiated consent order and agreement/Act 2 protection regarding former Agway Petroleum Site
Worked with DEP and DuPont regarding completion of remedial activities on former New Castle Junk Site
New Castle Commerce Park:
Secured tenant for LCEDC's spec building
Negotiated land swap between Rocca Foods and the City of New Castle
Negotiated sale of Spec Building to Linton Enterprises
Millennium Technology Park:
Initiated Millennium Technology Park concept
Negotiated land purchases and relocation agreements with Chaffee, Abraham, Frece and LC Sportsmen Club
Secured \$3,500,000 grant from County of Lawrence
Secured \$4,000,000 RACP grant for Millennium
Secured and completed \$50,000 US Department of Labor Earmark Grant
Secured \$10,000,000 Line of Credit
Secured \$3,750,000 Business In Our Sites Grant
Secured \$3,750,000 Business In Our Sites Loan
Actively involved in Lawrence County Redevelopment Authority's eminent domain process
Coordinated all development activities and contracts e.g. engineering, wetland delineation, archeological studies, infrastructure installation
Secured all necessary permitting for Southern portion of Park (LC Sportsmen's Club)
Secured Steelite Int'l.USA as first tenant and negotiated first lot sale to Medure Development, Inc.
Initiated designation of Foreign Trade Zone
Completed sitework on Sportsmen's portion of the Park
Completed first RACP drawdown request paying off LCEDC LOC
Completed majority of BIOS Grant/Loan drawdowns
Shenango Commerce Park:
Negotiated sale of Spec Building to Eaco Chem, Inc.
Negotiated sale of lot to MAS Air
Negotiated sale of lot to Berner International
Negotiated sale of lot to Lear
Arranged for completion of wetland study and appraisal on balance of Park owned by the LCEDC
Cherry Street Site (CSX):
Site Identification Tanner Industries
Assisted with sale of property from CSX to Tanner Industries
New Castle Development:
KOEZ designation and site identification
Business First Center:
Acquired \$500,000 Grant from Sen.Gerald LaValle to acquire former Lawrence County Learning Center
Developed Plan to create Business First Center
Expect to close on real estate purchase in January 2009

Small Business First Fund

Is your business in the market for new or used machinery and equipment? Have a building expansion, construction or acquisition project in your near future? Then the Commonwealth's Small Business First loan fund (SBF) may be just what you're looking for!

The Lawrence County Economic Development Corporation (LCEDC), along with the Northwest Commission in Franklin, administer SBF in Lawrence County which provides low interest loans to eligible businesses. SBF is designed to stimulate the expansion and assist in the retention of small businesses for the purpose of creating new jobs and retaining existing jobs. SBF provides low-interest loan financing for a portion of the costs of land, building, machinery and equipment, and working capital to businesses unable to fully finance these projects with equity, bank financing, or other private and public sources. The client should be working with a financial institution or other source of investment. This fund provides qualified businesses with up to \$200,000 or half of a total project cost, whichever is less. The current interest rate is fixed at 3% for the term of the loan.

Book of Lists

The LCEDC has created its first BOOK OF LISTS. This roadmap to Lawrence County contains over 500 listings! Eleven categories are identified including—Advertising, Construction, Education, Finance, Government, Healthcare, Manufacturing, Professional Services, Real Estate, Travel and Wholesale. If you are looking for a specific industry or service this helpful guide provides you with contact information as well as websites. For your copy of the BOOK OF LISTS please contact Christine Vanasco at 724-658-1488.

Wind Power Opportunities for Local Businesses

In today's business climate, manufacturers are seeking new avenues of business. One customer base worth exploring is the wind industry. According to the U. S. Department of Energy, roughly a fifth of U. S. Electricity will be generated by wind power by 2030 and the North American market is a growing sector. In 2008, 4,500 wind turbines were placed on-line. Those 4,500 turbines require 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 than 5,000 miles of 4' wide sidewalk). To learn more about Wind Power and Supply Chain Prosperity, please see last page of this newsletter regarding an upcoming workshop.



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Wind Power & Supply Chain Prosperity

A Half-Day Wind Industry Supply Chain Workshop for Small to Mid-Sized Manufacturers

Presented by: Great Lakes WIND Network™

Wednesday, December 16, 2009 | 8:30 a.m. - Noon | Breakfast Included

Robert Morris University | Sewall Center
6001 University Boulevard - Moon Township, Pa.
(near Pittsburgh International Airport)



The wind power supply chain market is **exploding with business opportunities** for capable manufacturers, including those in the Greater Pittsburgh region – a place recognized for energy-focused smart solutions and a manufacturing know-how that has its roots in our industrial heritage.

Participate in this workshop at no cost and take away valuable information about:

- The structure of the wind supply chain and what components are most in demand globally
- What original equipment manufacturers (OEMs) in the wind industry look for in their suppliers
- How interested, capable manufacturers from targeted sectors* can take advantage of the supply chain prosperity being created by a growing – and global – wind energy industry

**Targeted sectors include metal fabricators and foundries, machine shops, manufacturers of bearings, plastics, coatings, controls and electrical equipment and components including turbines, generators, motors and fans, and more.*

Hear from the experts with the Great Lakes WIND Network™ – a non-profit, industry-led organization of manufacturers and suppliers aiming to increase the domestic content of North America's wind turbines – on key issues, including:

- Market Opportunities, Trends and Resources
- Anatomy of a Wind Turbine
- Structure of the Supply Chain
- Challenges for Manufacturers
- Connecting with the Wind Industry

Seating is limited; reserve your place now.

RSVP your attendance to Mickey Denner at mdenner@pittsburghregion.org.
For questions, call 412-392-4555, ext. 3103.

Registration deadline is December 9, 2009.

Don't miss this unique, no-cost workshop made possible with funding from the Claude Worthington Benedum Foundation and PA DCED.

Manufacturers: this is your opportunity to learn about leveraging what you do best to become a part of the dynamic wind industry supply chain. RSVP today.

Get directions to Robert Morris University at www.rmu.edu and select "Maps & Directions."

Learn more about the Greater Pittsburgh region's energy economy.

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