

# Penn-Northwest Broadcast News

## December 2009

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[www.penn-northwest.com](http://www.penn-northwest.com)

## **PNDC Holds Annual Meeting at Penn State Shenango**



L to R: William Perrine, outgoing PNDC Chairman; Larry Reichard, PNDC Executive Director; Ken Faulconbridge, newly elected PNDC Chairman; James Feeney, PNDC Senior Director

The Penn-Northwest Development Corporation (PNDC) held its 2009 annual meeting on Oct. 31st at Penn State Shenango in Sharon. Members elected officers and received an update on the 2009 development activity and investments. Dr. Fred Leeds provided a presentation on Penn State Shenango, its growth and development, plans for the future and new program offerings.

Officers elected for FY 2009/2010 were: Chair, Kenneth Faulconbridge, Northwest Savings Bank; Vice Chairs, Lew Kachulis, Gilberts Insurance and Consulting, and Ken Ammann, Mercer County Commissioner; Secretary, Robert Wilson, Roll Forming; Treasurer, John Mastrian, Strimbu Memorial Fund; and Assistant Secretary/Treasurer, Tony Zucco, Penn Power.

Stepping down as Chair is Bill Perrine after four years as Chairman of the Corporation. "I'm grateful for the opportunity to serve as Chair of Penn Northwest and feel we accomplished a lot over the last four years" said Perrine.

Accomplishments among others during Mr. Perrine's tenure as Chair included the completion of Stateline Industrial Park, the establishment of Precision Manufacturing Institute, PMI, in Sharon, funding for the PMI educational fund, streamlined loan participation process with the Shenango Valley Enterprise Zone and Penn Northwest, and most notably the formal establishment of the economic development "One -stop" professional center at 749 Greenville Road, Mercer.

Elected to the Board of Directors for three year terms were Frank Gargiulo, SVEZC/HHSDR, Edward Winslow, Winslow & Assoc., Kenneth Cloud, CCL Container, George Gerhart, SV Chamber, David Grande, Huntington Bank, Eric Graven, Custom Stone & Tile, Gary Gulla, Hermitage EDC, John Mastrian, Strimbu Foundation, David Hock, LAIC, Scott Kalmanek, Joy Cone Co., John Morris, Pymatuning Telephone, Douglas Riley, MCIDA, Dr. Richard Dorman, Westminster College, Anthony Zucco, Penn Power, and Steven Warner, Novocell Semiconductor.

Larry Reichard, Executive Director of PNDC, presented the highlights of the previous year. "Without a doubt this has been a very challenging year economically throughout the County", said Reichard.

Nevertheless Penn Northwest worked on 15 industrial projects, some of which are ongoing with decisions pending prior to the end of the year and early 2010. "With the economy showing modest signs of picking up we look forward to project activity expanding over the next 6-9 months", Reichard noted.

During 2008/2009, the Business Retention and Expansion Program (BREP) completed 263 calls, of which 34% resulted in Customer Action Plans. The FY 08/09 BREP team included the directors of the Greenville, Grove City, Mercer and Shenango Valley Chambers of Commerce.

Despite a challenging year economically, service levels remained high with affiliate one-stop organizations.

Gannon Small Business Development Center's Mercer County office provided nearly 1200 consulting hours to 123 clients, helped Mercer County clients obtain \$1.54 million in capital and facilitated the creation of eight new start up businesses.

The Northwest Industrial Resource Center Mercer County office participated in 20 projects, and reported over \$8.5 M in reported economic Impact from services provided for FY 07/08. Services Include New Market Development, LEAN Manufacturing, Value Stream Mapping, Continuous Improvement Programs, ISO/Quality Certification, Energy Assessments and Workforce Training Assessments.

The Northwest Commission International Trade and Development Mercer County office provided export assistance for 33 companies, facilitated five market access grant applications resulting in \$15,000 allocated to Mercer County companies. Fifteen local companies utilized the overseas offices with 79 work orders to world trade representatives. As a result of Northwest Commission services, Mercer County companies achieved \$838,000 in export sales as a result of services provided. The Commission also hosted special International Week events in May at the Radisson Hotel in Mercer County.

## **The Fundamentals of International Business Contracts: What you must know!**

December 17, 2009

### **The Fundamentals of International Business Contracts: What you must know!**

December 17, 2009 the Northwest Commission in close partnership with the Oil Regional Alliance is providing a half day training session on International Business Contracts, to include modules on International Business Transactions, Financial Considerations for Overseas Operations, Negotiating & Drafting Foreign Agency and Distribution Agreements, Drafting an Arbitration Clause for International Contracts, The United Nations Convention on Contracts for the International Sale of Goods, The Foreign Corrupt Practices ACT (FCPA), What You Need to Know about U.S. AntiBoycott Laws. The speaker of the event is Dennis Unkovic, Partner of Meyer Unkovic and Scott LLP, Pittsburgh.

December 17, 2009  
Sperian Fall Protection, Inc.  
1345 15th Street,  
Franklin, PA 16323

**Registration/  
Cont. Breakfast 8:30  
Training 9:00 - 12:00  
Registration Fee  
\$ 15.00**

**Online Registration  
available,  
please click [here](#).  
Deadline for registration:  
Dec. 11, 2009**



## **Industries in Mercer and Lawrence Counties Focused on Meeting Workforce Needs When Recession Ends**

### ***“Industry Needs You” Outreach Campaign Designed to Change Image of Manufacturing, Attract Future Employees, and Encourage Skills Training***

NEW CASTLE, PA – November 30, 2009 – At a time when unemployment in the manufacturing sector of Lawrence and Mercer Counties is in the double digits, area manufacturers are reaching out to high school students, parents, school guidance counselors and others to encourage interest in manufacturing careers. “Industry Needs You” is the message being communicated via a new Web site, [IndustryNeedsYou.com](http://IndustryNeedsYou.com), and supported by presentations, videos, advertising, posters and other public relations tools. The campaign is a workforce development project of the Industry Partnership of Lawrence and Mercer Counties, by the West Central Job Partnership of the Workforce Investment Board.

“We want to change the perception that manufacturing is a dirty, dead-end job,” notes Eric Karmecy, Assistant Director of Workforce Development of West Central Job Partnership. “Modern manufacturing offers good pay and benefits and many options for career advancement. The goal of the Industry Needs You campaign is to get that message out to young people, their parents, guidance counselors, and others, and encourage them to take advantage of the many training opportunities available locally.”

“Our facilities are modern and our employees are cross-trained to handle a variety of tasks--which keeps the work interesting and rewarding,” says Pamela Vass, Vice President of Human Resources at The Ellwood Group. “We take advantage of long-term skills-based training programs to help our employees acquire new skills and to advance.”

The Industry Needs You outreach campaign is designed to drive traffic to the Web site, [www.IndustryNeedsYou.com](http://www.IndustryNeedsYou.com). There visitors will find lists of area manufacturers, training providers, and testimonials from people who work in manufacturing.

“If we don’t encourage young people to consider a manufacturing career now, and get the skills training, when this recession ends Lawrence and Mercer Counties will experience a severe workforce shortage,” adds Dale Deist, President of Deist Industries in Hadley. Deist and other representatives of the metals manufacturing industry have been making presentations to school boards in Mercer County to call attention to the need for skills training.

Many area manufacturing executives began in entry level positions, took advantage of employer-sponsored educational opportunities, and today either own or oversee the plant operations. For example, the CEO of XALOY in New Castle, Ron Auletta, began in the plant and worked his way up. Jay Martin, COO of IPEC in New Castle, took a similar career path. “Manufacturing got me started with a good paying job, the company supported my continuing education, and today I have input into the entire operation.”

The Web site includes links to area manufacturers’ Web sites, where job openings are posted, as well as local and regional training programs from such providers as Precision Manufacturing Institute in Sharon, the Mercer County Career Center in Coolspring Township, and the Lawrence County Career and Technical Center in New Castle. In addition, virtual plant tour videos are posted for Roll Forming Corporation in Sharon and Technical Precision, Inc. in Hadley.

“We designed this site to be a one-stop source of information for students, parents, educators and anyone else who needs to know more about manufacturing in Lawrence and Mercer Counties and how to obtain the training needed for these good-paying jobs,” concluded Karmecy.



## 2009 Mercer County Industrial Directory is Available

The Penn-Northwest Development Corporation is pleased to announce that the 2009 edition of the **Mercer County Industrial Directory** is available.

The directory contains the names and contact information of manufacturing and industrial establishments within Mercer County. The cost for the printed directory is \$15.00 per copy, plus postage. The directory is also available on a CD at a cost of \$25.00, which includes the directory in both .pdf and .csv file forms. The Penn-Northwest Development Corporation extends its thanks to all the companies that have provided information for this annual publication.

Visit [www.penn-northwest.com](http://www.penn-northwest.com) or call 724-662-3705 to order your copy. Members of the Penn-Northwest Development Corporation are eligible to receive a complimentary copy upon request.



### FEATURED PROPERTY FROM MERCER COUNTY'S INVENTORY OF AVAILABLE SITES & FACILITIES

#### 1000 Champion Drive, Grove City, Mercer County, PA

Located within Hovis Development Park, 1/2 mile from I-79 and less than 3 miles from I-80. Public utilities. Zoning: Commercial C-1.

#### Multiple facilities constructed in 2004 available for lease including:

- Building 1: 3,000 s.f. Office/call center/back office facility with 8' ceilings
- Building 2: 21,200 s.f. Facility with 23'-35' ceilings. Includes 3 offices, ADA restrooms, & security system.
- Building 3: 33,000 s.f. Facility with 11'-20' ceilings. Heat, A/C, sprinklered, ADA restrooms, & security system.
- 5 Acre parcel vacant land. Land lease or build to suit.

**For more information on available sites and facilities in Mercer County, contact Penn-Northwest at 724-662-3705 or visit [www.penn-northwest.com](http://www.penn-northwest.com)**