



Regional Enterprise Tower • 425 Sixth Avenue • Suite 2500 • Pittsburgh, PA 15219-1852 • 412-391-5590 • FAX 412-391-9160

## PLANNING AND DEVELOPMENT PROGRAMS ACTIVITY REPORT APRIL 2012

### EXPORT MARKETING ASSISTANCE

#### ALLEGHENY

**Alung Technologies, Inc., Pittsburgh** – Work order submitted to the office in Canada, as client has requested assistance in setting up appointments for their trip to Toronto.

**Aztec Steel Buildings, McKees Rocks** – Company sells Pre Engineered Steel Storage Buildings. Work order was submitted to the office in Shanghai, China, for appointment with potential JV interested parties. Also, work order submitted to the office of Singapore for market research, as well as setting up meetings in Vietnam during their trip.

**Burnham Insulation Sales, Inc., North Hills** – Work order submitted to the office in India to assist this client with a list of companies that have involvement with power plant projects.

**Carnegie Speech, Pittsburgh** – Work order submitted to the office in India for assistance with information on local taxes in India for their educational products being sold there. Also, work order entered for the office in the Arab Gulf for assistance in identifying potential agent/rep distributors. The office in Saudi Arabia, received a work order to identify potential JV partners for the company.

**CIMA Technology, Inc., Pittsburgh** – Client met with trade representative during their visit to Pittsburgh, and submitted work order to identify potential agent, rep, distributor contacts in Shanghai, China. Also, client requested logistic assistance during their visit to Shanghai. Client attended the Annual Meeting for the Asia-Pacific Association of Cataract and Refractive surgeons.

**Go Business USA, Pittsburgh** – Work order submitted to the office in Canada, requesting market overview research.

**Neuro Kinetics, Inc., Pittsburgh** – Work order submitted to the office in Mexico, for assistance with on-going project and obtaining their export certificate.

**Zambelli Technology International, LLC, Pittsburgh** – Client requested assistance with VAT, as well as information on the best way to move bulk products into China.

#### BEAVER

**Nitor Technologies, Inc., *Beaver Falls*** – Company will be participating in the Global Petroleum Show in Canada. Multiple work order submitted to this office for: logistic assistance, appointment setting and research and market overview.

**Pocket Nurse, *Ambridge*** – Work orders submitted to the offices in Australia and Chile, to request assistance in identifying potential distributors for larger products.

#### BUTLER

**Slippery Rock University – International Services, *Slippery Rock*** – Work order submitted to the office in Mexico for assistance with Catalog Show.

#### WASHINGTON

**84 Lumber Company, *Eighty Four*** – Work order submitted to the office in Korea for assistance with identifying a rep that would assist them with ongoing projects they have in Korea.

**AMETEK Specialty Metal Products, *Eighty Four*** – Work order submitted to the office in Brazil, for assistance in reaching out to the high end cookware industry in Brazil.

**Leveltek International, LLC, *Washington*** – Work order submitted to the office in Singapore for market overview of the aerospace and oil & gas industries. Also work order submitted to the office in Mexico for assistance in reaching to ABSteel contact on behalf of the company.

#### WESTMORELAND

**Cicardiance, *Export*** – Work order submitted to the office in Korea for trade lead assistance with Ace Tech.

**ExportTech Company, *New Kensington*** – Work order submitted to the office in Shanghai, China for assistance with background check on a particular company that wants to do business with them.

**Ice Qube Inc., *Greensburg*** – Client will attend the Global Petroleum Show in Canada. Work orders submitted for logistic assistance, appointment setting and market research.

**Latrobe Foundry, *Latrobe*** – Work order submitted to the offices in Germany for assistance in identifying potential agent/rep distributors.

**Westmoreland Advanced Materials, LLC, *Monessen*** – Client participated in Trade Mission to Australia. Work orders submitted for logistic assistance and for appointment setting.

**Xodus Medical, Inc., *New Kensington*** – Work order submitted to the office in Singapore to provide information on registration of medical devices in Singapore.

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- Participated in Go Global Seminars at Duquesne SBDC
- Attended Global Growth Conference at St Vincent SBDC
- Attended NASBITE Conference (National Association of Small Business International Trade Educators)

## GOVERNMENT PROCUREMENT ASSISTANCE

### ALLEGHENY

**AAA Business Solutions, LLC, Robinson Township** – Answered questions about RFP received through bid match program; discussed marketing strategies for client to increase federal sales.

**Adult Sitters, Pittsburgh** – Spoke to client about SPC procurement services and bid match program.

**Bulldog Office Products, Robinson Township** – Assisted client with questions about the Small Business Administration's Woman-Owned Small Business (WOSB) certification program.

**Christian Home Health Care, Pittsburgh** – Answered questions about opportunity with the state that client is currently pursuing.

**Della Luce Solution, Baldwin** – Assisted client with Central Contractor Registry (CCR), Online Representations and Certifications Application (ORCA), and Federal Business Opportunities (Fed Biz Opps) registrations.

**Direct Energy Business, Pittsburgh** – Contract award from DLA – Fort Belvoir, VA - \$9,149,619.15

**Helbling & Associates, Wexford** – Provided client with information to assist with possible opportunity with the General Services Administration.

**Luma Institute, Pittsburgh** – Answered questions about federal RFP that client received through bid match and is interested in pursuing.

**Tech Mech Supply, Pittsburgh** – Assisted client with solicitation for the state of Missouri.

**Willow Environmental, Inc. Coraopolis** – Contract award from the department of Defense Logistics Agency – Battle Creek, MI - \$1,705,350

**Water Heater Distributors, Pittsburgh** – Contract award from the Army – Fort Riley, KS - \$25,544

### BUTLER

**Ibis Tek, Butler** – Contract award from Defense Logistics Agency – Columbus, OH - \$4,864,200

### INDIANA

**H & W Global, Indiana** – Assisted client with Department of Defense notice received through bid match program and discussed client's pending move to new location.

### WASHINGTON

**Industrial Elevator Maintenance, Inc., Cecil** – Contract award from the Dept. of Labor – Beaver, WV - \$44,184

WESTMORELAND

**Dedicated Nursing Associates, Murrysville** – Assisted client with questions about Department of Veterans Affairs Federal Supply Schedule (FSS) application.

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- Attended SPC's "Regional Freight Conference" in Moon Township.
- Attended and participated in the Department of General Services "Doing Business with the Commonwealth Seminar" at Saint Vincent College in Latrobe.
- Attended and participated in the "Made in PA Expo" sponsored by the Armstrong County Community Development Center and the Pittsburgh Technology Council in Kittanning.

## BUSINESS FINANCE ASSISTANCE

### ALLEGHENY

**All Water Systems, Turtle Creek** – Staff performed a site visit with this active client.

**Stagno's Bakery, Pittsburgh** – Performed a site visit with this active client.

**The Splendid Thread, Pittsburgh** – Met with this former client to review our programs for a potential loan.

**TMG Electronics, Inc., Cheswick** – The Loan Review Committee reviewed an Appalachian Regional Commission loan application to acquire machinery and equipment. The request has been tabled.

### BUTLER

**North Country Brewing Company, Slippery Rock** – A Small Business First loan application was sent to this potential client.

### FAYETTE

**Reese Grocery & Supply, Smithfield** – Met with this potential client.

**Rivers Edge Camping & Cabins, Connellsville** – Met with this potential client along with staff from Catalyst Connection.

### WESTMORELAND

**Fifth Third Bank, Murrysville** – Networking

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- A presentation of our loan programs was made to staff at First National Bank – 16 attendees.
- Attended Mon Valley Initiative – CIF meeting.
- Attended an Open House at Fay-Penn Economic Development Council's new offices
- Attended and participated in the "Made in PA Expo" sponsored by the Armstrong County Community Development Center and the Pittsburgh Technology Council in Kittanning.
- Attended PEDAC Conference in Harrisburg.
- Training received for 2 PEDAC Certification Programs – "An Introduction to Angel Investment and Venture Capital" and "Best Practices in Economic Development Marketing"
- A presentation of our loan programs was made to members of the Beechview Merchants Association – 25 attendees.
- Attended SPC Regional Freight Conference in Moon Township.
- A presentation of our loan programs was made to staff at Dollar Bank – 22 attendees.

## **COMMUNITY ECONOMIC TECHNICAL ASSISTANCE**

### **Meet with 9 Counties on a One-to-One Basis to Discuss Priorities and SPC's Programs**

- Met with planning director and planner from Washington County to discuss their priorities and SPC energy program

### **Actively engage 50 local groups on a one-to-one basis to discuss needs and local initiatives**

- Conducted energy assessment for Murrysville (continued from February)

### **Assist applicants with preparing 4 applications for submission to ARC**

- No activity

### **Convene 2 Economic Development Strategy Committee Meetings**

- No activity

### **10 Workshops / Seminars**

- Attended Technical Committee meeting for SunShot

### **4 Regional Newsletters**

- Wrote and distributed quarterly community assistance newsletter

## **OUTCOMES**

### **Prepare 1 list of ARC priority projects**

- No activity

### **4 site visits to potential or current ARC projects**

- No activity

### **Prepare 1 comprehensive list of local economic impact projects**

- No activity

### **4 full applications submitted to ARC**

- No activity

### **Provide demographic data and analysis to 40 local stakeholders**

- David Wassel, McKeesport – Provided a file containing 2010 Census Redistricting Summary File total and Black or African American alone population for all ages and ages 18 & over for voting districts in each of the SPC counties.
- Primary Care Health Services, Inc., Pittsburgh – Provided the University Center for Social and Urban Research (UCSUR) publication "City of Pittsburgh Neighborhood Profiles American Community Survey Five-year Estimates Update for 2006-2010 Data" which was published February 2012.
- AECOM, Pittsburgh – Provided the SPC Cycle 9 forecast of all data items for 2010-2040 by zone for Union Township; and a Cycle 9 standard report for 2010-2040 by zone for Union Township.

- Pittsburgh Community Reinvestment Group, Pittsburgh – Provided a file containing all municipal building-permit data items 2006-2010 for Allegheny County.
- Real Property Research Group, Inc., Columbia, MD – Provided 1) file containing the SPC Cycle 8 forecast of population and housing data items for 2005 and 2010 by Pittsburgh zone; 2) file containing the SPC Cycle 9 forecast of population and housing data items for 2010, 2015, and 2020 by Pittsburgh zone; 3) map of Pittsburgh zone boundaries and numbers for Cycle 8 and Cycle 9; 4) file containing the SPC Cycle 8 forecast of population and housing data items for 2005 and 2010 by Allegheny County (outside Pittsburgh) zone; 5) file containing the SPC Cycle 9 forecast of population and housing data items for 2010, 2015, and 2020 by Allegheny County (outside Pittsburgh) zone; and 6) map of Allegheny County zone boundaries and numbers for Cycle 8 and Cycle 9.
- American Red Cross Southwestern Pennsylvania Chapter, Pittsburgh – They requested the most current municipal data related to population, housing, and employment. No data has been provided as of April 30, 2012, since the files for the sequence numbers that have the tables with the data requested have not yet been created.

### **Prepare 1 report analyzing the targeted regional energy sector**

- No activity

### **KEYSTONE OPPORTUNITY ZONES**

- **100 KOZ applications processed**
  - 6 applications were processed:
    - Beaver - 1
    - Fayette - 1
    - Greene - 2
    - Pittsburgh - 2
- **75 KOZ inquiries answered**
  - Received and answered **16** requests for program information/general inquiries.

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- Attended SPC's "Regional Freight Conference" in Moon Township.
- Attended Build Pittsburgh Event (Received 6 CEU's towards LEED)
- Two staff attended Green Building Alliance workshop to receive continuing education credit for USGBC's Green Associate certification
- Participated on a planning committee for workshop on air quality/energy efficiency targeting businesses
- Convened meeting between Siemens Infrastructure and Port Authority of Allegheny County to discuss opportunities for compressed natural gas refilling stations
- Met with Siemens Infrastructure to discuss wastewater treatment facility workshops over the summer in the region
- Attended energy management seminar for water and wastewater treatment facilities
- Participated on a planning committee for developing energy management workshops for southwestern Pennsylvania
- As board member, participated in Board meeting for Pittsburgh Regional Clean Cities