

# MCEDC

Montgomery County Economic Development Corporation



## the INDICATOR

January 7, 2010  
Vol. 4 - No. 1

# happy new year!

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### Our Staff

[Carmen S. Italia, Jr.](#)  
President/Assistant Secretary

### Grant Programs

#### **PA DEP Announces Stimulus Small Business Advantage Grant Program**

Pennsylvania's Small Business Advantage Grant Program opened recently for applications. Grants will be awarded on a first-come first-served basis until the approximately \$1 million in funding is depleted, so apply soon to have the best chance of success. This program funds pollution prevention and energy efficiency projects. The Small Business Advantage is a grant program providing 50% reimbursement matching grants, to a maximum of \$7,500, to enable a small business in Pennsylvania to acquire equipment or processes that result in energy efficiency or pollution prevention.

Applications and further information are available on the Small Business Advantage Grant Program's website. You can view this website by clicking [HERE](#). The application package contains the materials and instructions necessary for applying for a grant.

Applicants are encouraged to submit their completed application as soon as possible. Applications will be reviewed for funding in the order in which they are received.

The Department will accept applications for the program if postmarked by January 15, 2010, or hand delivered by 4:00 P.M. on January 15, 2010.

[Thomas M. Barbine](#)  
CFO/Assistant Vice President

[George E. Gunning](#)  
Vice President of Business &  
Membership Development

[Janet Otto](#)  
Administrative Assistant /  
Marketing / Real Estate

[Carli Pio McCrea](#)  
Administrative Assistant /  
Public Relations / Workforce

### Contact Us

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email us at:  
[info@montcoedc.com](mailto:info@montcoedc.com)

or check out our website:  
[www.montcoedc.com](http://www.montcoedc.com)

### About Us

Montgomery County Economic Development Corporation (MCEDC) is the key resource in Montgomery County for economic assistance and development for business. MCEDC is dedicated to enhancing the county's economic balance and preserving its quality of life. The Corporation has a rich, successful history in attracting new business to the county.

### Please Visit Our Newsletter Sponsor



## Environmental Compliance News

### SPCC Rules: Compliance Required by January 14th

We are finding that many of our clients are not aware that the above final rule from EPA is effective very shortly. Critical issues are:

- Do all of your SPCC regulated above ground storage tanks have secondary containment?

- At liquid loading and unloading areas, do you have a written response plan that describes how you can contain a spill if one develops during liquid transfer?

If the answer to either of these questions is no, we urge you to update your SPCC plan right away.

RT has Professional Engineers registered through the Mid Atlantic states and New England and we can update your SPCC plan promptly to meet the January deadline.

For many sites we can modify plans to include the new provisions and compliance schedule for a cost of a thousand dollars or less if your existing SPCC Plan was updated through 2002.

For information on the final SPCC EPA rule changes, please click [HERE](#).

If you would like a quote for updating your plan promptly, please contact:

Gary R. Brown, P.E.  
RT Environmental Services, Inc.  
gbrown@rtenv.com  
610-265-1510 ext. 234

## Financing Notes

### Have You Considered SDC For Your Lending Needs?

The Suburban Development Council (SDC) is a private non-profit organization which was created in 1983 by the Montgomery County Industrial Development Corporation (MCIDC) to meet the needs of small businesses who were not able to qualify for certain State or Federal funding programs.

SDC has recently revised its lending criteria and is very interested in lending you business money. The new guidelines are effective immediately and will remain in effect until January 31, 2010.

### **REVISED LOAN GUIDELINES**

#### **Interest Rate:**

Fixed Rate @ 4.5% (Provided Loan Closes by 1/31/2010) for the 1st Five Years

#### **Maximum SDC Loan Amount:**

\$ 500,000

#### **Eligible Projects:**

As a permanent lender, SDC projects can include the acquisition, renovation, or expansion of real estate facilities for use primarily by the applicant. All other loan requests will be considered based on the collateral available for the specific project.

#### **Subject to the availability of funds!**

For more information on this Program, please contact:

Carmen Italia or Tom Barbine  
MCEDC  
610-272-5000  
[www.montcoedc.com](http://www.montcoedc.com)

### **PIDA Program Rates**

Effective October 1, 2009:

3.25% - 10 year TR

4.25% - 10 year TR+1

#### **PIDA's countywide participation rate for small applicants (fewer than 50 employees) are as follows:**

50%- Conventional rate bank first mortgage loan

50%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate plus one percentage point (4.25%).

#### **For small projects located in the Borough of Norristown:**

40%- Conventional rate bank first mortgage loan

60%- PIDA low fixed rate second mortgage loan

#### **For small projects located in the Borough of Pottstown:**

30%- Conventional rate bank first mortgage loan

70%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate (3.25%).

#### **PIDA's countywide participation rate for large applicants (50 or more**

**employees) are as follows:**

50%- conventional rate bank first mortgage loan  
30%- PIDA low fixed rate second mortgage loan  
20%- cash equity (minimum, more allowed)

The interest rate will be set at a rate equal to the 10-year treasury rate plus one percentage point (4.25%).

**For large projects located in the Borough of Norristown:**

50%- Conventional rate bank first mortgage loan  
50%- PIDA low fixed rate second mortgage loan

**For projects located in the Borough of Pottstown:**

40%- Conventional rate bank first mortgage loan  
60%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate (3.25%).

For more information on this Program, please contact:

Carmen Italia or Tom Barbine  
MCEDC  
610-272-5000  
[www.montcoedc.com](http://www.montcoedc.com)

**December 2009 SBA 504 Rate**

Current Fixed Rate:

SBA 504 5.47% - 20 years  
SBA 504 4.70% - 10 years

For more information please contact:

Chuck Evans  
South Eastern Economic Development Company of PA  
610-458-5700 ext. 242

**Member Spotlight**

MEA is your one-stop shop for human resource services & training solutions. At MEA, our goal is to advance the success of the employers with which we work and create long-term partnerships. As a member-based association headquartered in King of Prussia, MEA provides:

- Hundreds of training events each year. In fact, MEA is the area's leading provider of supervisory/management training. Last year MEA conducted training sessions for over 2000 employees in its King of Prussia facility and reached

hundreds more through custom programs delivered onsite at employers' locations.

- HR compliance experts. Members save time and limit risk by using MEA's employers' Hotline. In real-time, members access HR experts and receive guidance on complying with workplace regulations or handling difficult employee situations.

- Recruitment and other workplace-related expertise. Wage surveys, background checks, employee opinion surveys and compensation consulting are all part of MEA's portfolio of offerings. Turning to MEA's dedicated experts can be a huge time and cost saver for the HR person who wears many hats.

- Legal resources. Members looking for legal advice can access MEA's legal partner, Powell Trachtman Logan Carrle & Lombardo, at no additional cost for routine inquiries.

- Employee benefits consulting. MEA is uniquely positioned as a full service brokerage with the depth and breadth of HR expertise to provide the training and benefits services companies require. We don't outsource these pieces. We fulfill them ourselves so employers know they're getting top quality service from start to finish.

- Cost savings on utilities. New for 2010: MEA is now an alliance partner for electric and gas. Utilities are provided directly to members from the electrical grid and gas pipeline at substantial savings vs. uncapped rates from other utility providers effective year end 2010.

We welcome the opportunity to learn more about your business goals and discuss how we can help you achieve those goals.

For more information, please contact:

Clara Console, Director of Membership  
610-994-7624  
[cconsole@meainfo.org](mailto:cconsole@meainfo.org)

[www.meainfo.org](http://www.meainfo.org)

## Featured Property

**40,000 S/F on 2.41 Acres**

**Valley Forge Corporate Center**  
**1045 S. Trooper Road**  
Lower Providence Township



*To obtain a property brochure, click the picture above.*

**For more information or to arrange an inspection,  
please contact:**

**Newmark Knight Frank Smith Mack**

Neil Shupak  
[nshupak@NewmarkKFSM.com](mailto:nshupak@NewmarkKFSM.com)  
610-755-6977

Justin Bell  
[jbell@NewmarkKFSM.com](mailto:jbell@NewmarkKFSM.com)  
610-755-6979

Office: 610-265-0600 / Fax: 610-265-0618  
[www.newmarkkfsm.com](http://www.newmarkkfsm.com)

## Upcoming Events

### **Member/Guest Membership Mixer**

*Sponsored by: Storage Deluxe*

**When:**

Thursday, January 14, 2010  
5:30pm - 7:30pm

**Where:**

Storage Deluxe  
714 Markley Street  
Norristown, PA 19401

**Description:**

We invite you and a guest to join MCEDC and Storage Deluxe for our next Membership Mixer. Don't miss out on this opportunity to talk to other

members, exchange business cards and pick up leads, while enjoying hors d'oeuvres.

Make sure to RSVP quickly as this event is expected to be well attended!

**RSVP:**

This is a Member/Guest Membership Mixer. We welcome each Member to invite a guest. Please email your RSVP to [Carli Pio McCrea](#) with "1/14 Membership Mixer" as your subject line. If you are bringing a guest, please include their information with your RSVP. A confirmation email will be returned securing your reservation to this event.

## **Creative Financing in a Tough Economy**

*Brought to you by: MCEDC*

**When:**

Tuesday, January 26th, 2010  
8:30am - 12:00pm

**Where:**

The Lower Merion Township Building  
75 East Lancaster Avenue  
Ardmore, PA 19003

**Admission:**

Non-Members: \$25.00  
MCEDC Members: \$15.00

**Description:**

MCEDC is always seeking ways to keep businesses in Montgomery County up to date on the current available financing tools. In today's trying economic times, it is getting more and more difficult to secure financing for various projects. Don't give up hope. There are alternatives out there to help you get your projects done. We've put together a panel of financial experts which will be traveling to different locations around the county so everyone is assured a convenient opportunity at getting the information they need. You won't want to miss this exciting program!

A Continental Breakfast will be provided.

**Panel:**

Chuck Evans, Seed Co. of PA  
Bill Hughes, Innovative Financing Solutions  
Carmen S. Italia, Jr., MCEDC  
Donald L. Jefferson, U.S. Small Business Administration  
Gail Kronig, The Governor's Action Team  
Steve Pettit, US Realty Capital

**RSVP:**

Please email your RSVP to [Carli Pio McCrea](#) with "1/26 Finance Panel" as your subject line. A confirmation email will be returned securing your reservation to this event.

## **Six Mistakes That Can Destroy Your Business Legacy and How to Avoid Them**

*Brought to you by: The Delaware Valley Industrial Resource Center (DVIRC)  
& RLS Associates*

**When:**

Tuesday, January 26th, 2010  
8:30am - 10:00am

**Where:**

The Chester County Economic Development Council  
Eagleview Corporate Center  
737 Constitution Drive  
Exton, PA 19341

**Description:**

The DVIRC cordially invites you and your spouse to attend an interactive and educational executive briefing. Good intentions will not safeguard your legacy. As business owners, every day brings new challenges, opportunities and decisions. But there are six pitfalls that if not addressed will threaten the financial security of your family, your business and your retirement. This program is extremely effective in helping business owners identify, anticipate and avoid these pitfalls.

Speakers will include experienced and knowledgeable panelist from the law firm of Fox Rothschild, the financial advisory firm of Brumbaugh Wealth Management Group, and the Delaware Valley Industrial Resource Center to answer your questions.

A Continental Breakfast will be provided.

**RSVP:**

Please register by January 18, 2010 by contacting the DVIRC at 215-552-3837 or by e-mail at [registration@dvirc.org](mailto:registration@dvirc.org)

## **Doing Business With the Federal Government**

*Brought to you by: U.S. Small Business Administration*

**When:**

Thursday, January 28, 2010  
8:30am - 4:00pm

**Where:**

U.S. Small Business Administration  
Parkview Towers  
1150 1st Avenue, 10th floor, Suite 1001  
King of Prussia, Pa 19406

**Description:**

Would you like to know how to do business with the federal government? Are you interested in becoming 8(A) and HUBZone Certified?

8:30 a.m. - Registration  
9:00 a.m. - Doing Business with the Federal Government  
12:00 noon - Lunch Break  
1:00 p.m. - How to Become HUBZone and 8(a) Certified  
4:00 p.m. - Adjournment

**RSVP:**

Jane Aquila  
jane.aquila@sba.gov  
610-382-3063

You can also register on line by clicking [HERE](#). Click, select seminar, scroll down and select "Doing Business with the Federal Government" and click submit.

## **Woman-Owned Business Course Open House**

*Brought to you by: Montgomery County Community College*

**When:**

Tuesday, February 2, 2010  
6:30pm

**Where:**

Montgomery County Community College  
Faculty/Staff Dining Room  
340 DeKalb Pike  
Blue Bell, PA 19422

**Description:**

The "Starting A Successful Woman-Owned Business Certificate Program" is a dynamic course designed to encourage women to develop their business ideas into a roadmap for success. Please join us for this FREE Open House.

**RSVP:**

For more information or to register for the Open House, please call 215-641-6397.

## Member Press Releases

### **44 Business Capital - *Business Loans Available Again; A New Business Lender Structured for Recessionary Times***

PHILADELPHIA and BLUE BELL, PA - With more than two decades of experience as a well respected commercial finance company in the Delaware Valley, founders of 44 Financial have launched 44 BUSINESS CAPITAL LLC, a newly-established direct lender to small and middle market companies located within a two hour radius of Philadelphia. 44 BUSINESS CAPITAL combines the talents of Phil Rapone and Jeff Sherry, formerly of 44 Financial, with that of Greg Poehlmann, a 15-year-veteran of the world of commercial finance including the last ten years with Business Loan Express (BLX) where he was national sales manager. Along with Greg comes an experienced staff of back office personnel trained to provide professional, knowledgeable underwriting and customer care.

[Complete Press Release...](#)

**Aptcor Commercial, Realtors - *Real Estate/Business Press Release***

LANSDALE, PA - Two Harleysville area industrial properties with combined value of over \$2,000,000 have been sold in December according to Aptcor Commercial, Realtors. The 15,000 SF Branch Valley Associates building at 100 Christopher Lane was sold for the new home of BEC Machine Products, Inc. Alan Apt of Aptcor represented the Buyer and Seller.

[Complete Press Release...](#)

**Aptcor Commercial, Realtors - *Real Estate/Business Press Release***

LANSDALE, PA - Alan Apt, CCIM, ALC, GRI and Brad Goodrich, Account Executive, facilitated the signing of long term Leases for 2 Plymouth Meeting office buildings. A 7,500 SF free standing child care center at 3037 Walton Rd. previously occupied by Chesterbrook Academy has been leased by Midway Associates to Creative Child Care Centers.

[Complete Press Release...](#)

**Maillie, Falconiero & Company, LLP - *Business Mileage Rate Down 10% for 2010***

OAKS, PA - The IRS announced that the standard mileage reimbursement for business travel in 2010 will be 50 cents per mile, down from 55 cents in 2009 when the cost of gasoline was much higher.

[Complete Press Release...](#)

**Newmark Knight Frank Smith Mack - *Newmark Knight Frank Smith Mack Represents LTCl, Inc. in the Purchase of an Industrial Building in Hatboro, PA***

WAYNE, PA - Newmark Knight Frank Smith Mack represented LTCl, Inc. in the purchase of 210 Bonair Drive, a 33,530 square foot industrial building located in Hatboro, Pennsylvania for \$815,000.

210 Bonair Drive is a one-story, 33,530 square foot industrial building built in 1960 and renovated in the early 2000's. The building is situated on approximately 1.9 acres of land in East Montgomery County and is located within minutes of the Pennsylvania Turnpike, Street Road, County Line Road and Route 611.

[Complete Press Release...](#)

## Client Alert

### **H-1B Cap Reached for Fiscal Year 2010**

As of December 21, 2009, USCIS Headquarters announced that it had received enough H-1B petitions to fulfill the H-1B quota for the fiscal year ending September 30, 2010. As of yesterday, petitions for "new employment" of H-1Bs, that is, for employment of a person who is not yet in H-1B status for another employer, will not be accepted again until April 1, 2010, and that those petitions must request employment starting October 1, 2010, so that they will be subject to next year's

cap. Please note that H-1B1 petitions for nationals of Chile and Singapore can still be approved due to free trade agreements with those countries, and that "cap exempt" employers (such as universities and nonprofit research organizations) can continue to seek H-1B status on behalf of their employees.

The "final receipt date" for H-1B purposes is December 21, 2009. Regulations now provide that all H-1B petitions received by USCIS on or before December 19 (because of the weekend) have been submitted "under the cap," but all H-1B petitions received by USCIS on or after December 22, 2009 will be rejected, as the cap was reached on December 21, 2009. For those H-1B petitions received yesterday, USCIS will calculate the total number of H-1Bs available as of yesterday, and will randomly select that many H-1B petitions for further processing. We do not know how many of the cases received by USCIS will be randomly selected for further processing, and it will likely be January before we know whether each particular H-1B received on December 21 was accepted or rejected.

After the holidays, we will be contacting employers about options for those beneficiaries of H-1B petitions that did not make the cut-off for the cap.

This Client Alert may also be found on [www.klaskolaw.com](http://www.klaskolaw.com) at H-1B Cap Reached for Fiscal Year 2010. For specific issues, please schedule a consultation or contact your Klasko Law attorney.

## Economic Development Editorial

### **Governor Unveils Statewide Mortgage Program**

*Brought to you by: Kenneth Davis, Duane Morris Government Affairs LLC*

In Harrisburg, Governor Rendell announced a \$1.2 billion statewide mortgage program to provide affordable loans.

"To kick-start the housing recovery we need to repair the damage of the past few years and again make it possible for qualified homebuyers to get loans," the Governor said in a statement. "Through the Pennsylvania Housing Finance Agency, we've created programs that have helped existing borrowers avoid foreclosure and re-finance unaffordable home loans. They've also helped first-time buyers achieve their dream of home ownership.

The initiative is a partnership between the Pennsylvania Housing Finance Agency, the U.S. Treasury, FannieMae and FreddieMac. Key elements of the \$1.2 billion program include:

- Making 11,000 long-term (30-year), fixed rate, low-interest mortgage loans;
- Expanding the Keystone First program with an additional \$10 million -enough for 2,000 homebuyers - to help buyers who are eligible for federal homebuyer tax credits to borrow up to \$6,000 interest-free for closing costs and down payments; and
- Providing \$50 million for approximately 450 new-home construction loans to encourage new building activity, create jobs, and boost the economy.

"Long-term, low interest, fixed-rate loans are exactly what our consumers need," Governor Rendell said. "These loans are the opposite of the kinds of 'sub-prime,' or 'interest only' and 'adjustable rate' loans that led so many homebuyers into trouble."

The new program targets \$50 million to encourage new home construction because funds for building new homes have been scarce in these tight credit markets. It will assist in moving existing inventory for homebuilders, and create jobs for architects, builders, laborers and others in the construction industry.

In other economic development news, state transportation officials have invited the public to comment on the Pennsylvania Intercity Passenger and Freight Rail Plan, which provides guidance for investing in future rail needs and potential ways to enhance passenger and freight rail development in the state, supporting economic growth and environmental sustainability.

"Passenger and freight rail are important infrastructure components in Pennsylvania and demand is growing for each of them," PennDOT Secretary Allen D. Biehler, P.E. said. "This plan will help us inventory our current infrastructure, future needs and facilitate cooperation between the two modes through future federal and state rail investments."

The final plan will serve as a planning document for federal and state rail investments within the commonwealth; create the base document for additional analyses of goods movement in other modes; and fulfill the requirements of the Railroad Safety Enhancement Act of 2008, State Rail Plans and the Pennsylvania Rail Freight Preservation and Improvement Act Comprehensive Rail Freight Study.

"Public feedback on this rail plan allows us to hear concerns and input, which is a vital step in the transportation planning process," Biehler said. "Also, the public can learn about where we are and what the future of passenger and goods movement in Pennsylvania could hold."

PennDOT developed this draft plan through a substantial partnership with public and private sector stakeholders, including carriers, shippers, developers, labor, private entities, and public agencies.

For more information, please contact:

Kenneth Davis  
Duane Morris Government Affairs LLC  
215-979-1376  
[kdavis@dmga.com](mailto:kdavis@dmga.com)

#### **About the INDICATOR:**

Montgomery County Economic Development Corporation (MCEDC) is pleased to bring you an online version of their publication, the INDICATOR. As it has been since the beginning, this newsletter is dedicated to "providing the reader with information concerning national, state, and local developments in Montgomery County."

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