



the INDICATOR

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In This Issue

Legislative Update

MCEDC's Newest Members

Upcoming Events

Member Spotlight

Featured Property

Member News

Member to Member Discounts

Quick Links

[Visit our Website](#)

[Membership](#)

[Member to Member Discounts](#)

[MCEDC's Newest Members](#)

[MCEDC Partnerships](#)

[Montco Young Professionals Group](#)

[Financial Assistance/Funding](#)

[Past Issues of the INDICATOR](#)

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

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

[Janet Otto](#)
Office Administrator

[Carli Pio McCrea](#)

Legislative Update

[Governor Corbett's Economic Plan: Revitalizing Pennsylvania's Economy Through Innovation, Improved Job Creation & an Educated Workforce](#)

*Brought to you by:
Pennsylvania Economic Development Association*

Governor Tom Corbett plans to revitalize Pennsylvania's economy and restore the commonwealth's position in the global marketplace through innovation, improved job education and 21st Century workforce training. His economic development and job plans will work to propel Pennsylvania forward through five core areas:

- Expanding Pennsylvania's Economy Through Innovation
- Reforming Pennsylvania's Job Climate
- Developing a World-class Workforce
- Growing Small Business in Pennsylvania
- Expanding Pennsylvania Worldwide

Please click [HERE](#) to learn more about Governor Corbett's Economic Plan.

Meet MCEDC's Newest Members

MCEDC would like to recognize and thank the following companies and individuals for their membership. Please consider using the businesses that support our organization as they are driving forces in the development of Montgomery County.

The Broker Network, West Chester
610-496-0824
Health Insurance for Individuals and Small Businesses.

Administrative Assistant/ Events
Coordinator

www.bninc.net

Contact Us

420 W. Germantown Pike
East Norriton, PA 19403

p: 610-272-5000
f: 610-272-6235

email us at:
info@montcoedc.com

or check out our website:
www.montcoedc.com

Find us on Facebook 

Follow us on 

View our profile on 

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**



The Carney Group, Blue Bell

215-646-6200

Recruitment & Placement Firm: Temporary, Direct Hire, Part-time, Consulting & Special Events Staffing Solutions

www.carneyjobs.com

Klasko, Rulon, Stock & Seltzer, LLP, Philadelphia

215-825-8608

Immigration and Nationality Law

www.klaskolaw.com

New America Power, Conshohocken

866-862-5842

An energy efficiency consulting firm specializing in energy procurement (gas and electric broker), lighting design, solar and energy efficiency technologies and products.

www.newamericapower.com

North Wales Borough, North Wales

215-699-4424

A pleasant blend of past and present, North Wales is the oldest of the North Penn boroughs, incorporated in 1869. It is tucked into the center of southeastern Pennsylvania's prosperous Montgomery County.

www.northwalesborough.org

Township of Cheltenham, Elkins Park

215-887-1000

Provide financial incentives that retain existing and recruit new businesses. To provide cost effective and efficient municipal services to the Township residents that promotes the health, safety and welfare of the general citizenry.

www.cheltenhamtownship.org

U.S. Realty Capital, LLC, Glenside

215-517-5044

Arranges debt and equity financing for all types of commercial real estate.

www.usrealtycapital.com

Thank you for your support! Your membership allows us to continue our efforts to attract new business and retain existing business in Montgomery County.

MCEDC Upcoming Events

MCEDC Membership Mixer

Sponsored by: Philomeno & Salamone

When:

Thursday, March 24, 2011

5:30pm - 7:30pm

Where:

Scenic Park Office Campus
317/325 W. Germantown Pike
East Norriton, PA 19403

Admission:

This event is FREE of charge to MCEDC Members

Description:

We invite you to join MCEDC and Philomeno & Salamone 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 cocktails and hors d'oeuvres.

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

RSVP:

Please email your RSVP to [Carli Pio McCrea](mailto:Carli.Pio.McCrea@mciedc.com) with "3/24 MCEDC Membership Mixer" as your subject line. A confirmation email will be sent securing your reservation to this event.

**OSHA's Targeted Inspection Programs:
Is Your Company a Target?**

Presented by: Compliance Management International

When:

Tuesday, March 29, 2011
8:00am - 10:30am

8:00am - 9:00am (Networking & Continental Breakfast)
9:00am - 10:30am (Program)

Where:

The Plymouth Country Club
888 Plymouth Road
Plymouth Meeting, PA

Admission:

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

Description:

Hilda Solis, the Secretary of Labor, pledged to "put enforcement back into the Department of Labor" including more OSHA inspections. Now that OSHA has hired a significant number of new inspectors, many small and mid-sized companies are being inspected and receiving significant fines. In addition, OSHA's aggressive National Emphasis Programs are ramping up in various industries ranging from chemical production, metal working, printing, food processing, general manufacturing and any industry involving combustible dust. Under the Obama administration, employers must be ready for this shift away from the cooperative atmosphere to a more aggressive, citation-based approach.

Without an understanding of these programs and their applicability in your industry, your workplace could be the recipient of a visit from an uninvited guest: an OSHA Compliance Officer!

This presentation will serve as an overview of the current inspection targeting programs being implemented at the Federal, State, and local level, and how these programs impact the manufacturing sector.

With a practical understanding of these targeted inspection programs, Health & Safety Professionals, Supervisors, Facility Managers, HR Managers, and Owners will be empowered to take positive steps to be prepared in the event of an OSHA audit, to enhance workplace Health & Safety, and to reduce regulatory non-compliance risk.

RSVP:

Please email your RSVP to [Carli Pio McCrea](#) with "3/29 OSHA Event" as your subject line. A confirmation email will be returned securing your reservation to this event.

Member Spotlight



From cash management to people management.

Many companies are pursuing new ways to be leaner and more efficient. This where market conditions often lead to unpredictable cash flow. Streamlining that your company runs on all cylinders when the economy improves.

Where to begin? Today's latest cash management tools are surprisingly cost effective. They help you save money and give you more control over your business. They provide faster access to cash, and they offer your customers more payment options.

Got a suspect check? Don't put off investigating exceptions anymore. New tools use automation to help you combat check fraud and make more informed decisions faster.

What about employee loyalty? There are more ways than ever before to deliver benefits to your employees during lean times -while still saving you money. As you contemplate your strategy for success, here are ten things you can do to enhance your business, improve its operations and prepare for the future.

1. Get the big picture.

Wouldn't it be easier to spend less time navigating accounts and more time running your business? Now you can get access to all your financial information for any department or individual in the company, whenever and wherever you want. That includes a complete view of your cash, payments, receivables and investments in real time. All it takes is a single sign-on to give you better control of your accounts.

2. Deposit checks from your own desk.

Do you lose time when you or your key people make trips to the bank? What if you could deposit checks from the office? Thanks to advances in banking technology and the Internet, you can now process as many as 500 checks at a time. A desktop scanner creates digital images of your checks, and the accompanying software posts them for deposit at your bank, securely and efficiently.

3. Combat check fraud. Protect your transactions.

With so many challenges facing businesses like yours, the last thing you need is the risk of check fraud or an unauthorized electronic transaction. Fortunately, today's fraud prevention services can offer you more effective tools for managing risk, protecting your assets, and making faster, more informed decisions.

4. Maximize each sales opportunity.

As you compete in the marketplace, it helps to have more ways for customers to pay. Card processing can offer a quick, easy option for purchasing your valued goods and services. It can also provide you with faster access to your hard-earned money at a minimum cost, as well as detailed information about your card transactions through flexible, tailored online reports.

5. Improve your cash position with real time spreadsheet updates.

Imagine seeing your updated cash position whenever you need to. Innovations in electronic spreadsheet technology can do just that. Now you can get timely updates straight to your desktop on an automated basis. Less manual processing means fewer calculations errors and more accurate information - accuracy is a powerful advantage when you're running a fast-moving business.

6. Get all the benefits of ownership for less.

Need to make an important capital expenditure? Leasing offers you a way to acquire the equipment you need, while conserving capital, enjoying low monthly payments and in some cases taking advantage of tax benefits. Leasing options are available for many types of business equipment, from heavy machinery to commercial vehicles to medical and technology equipment.

7. Make payday easier for everyone.

With a direct deposit plan, you can offer your employees more convenience and flexibility-and make your business run more smoothly. That's because electronic transfer of payroll offers distinct benefits to employers too. Reduced administrative costs, decreased fraud exposure, and improved productivity to name a few.

8. Cultivate employee loyalty with added benefits.

More businesses are cutting back on employee benefits, but did you know that your own financial institution may offer preferred banking services that can be passed along to employees? When your employees sign up, they get a wide range of banking services to choose from and access to financial education and advice via online resources. There's no-cost and no-obligation for you. And your business stands to benefit from increased employee satisfaction.

9. Eliminate the time and expense of writing payroll checks.

Because some employees don't have traditional bank accounts, you might have unique payroll needs. Nowadays, your employees without traditional checking or savings accounts can receive payments and make withdrawals through any ATM or point-of-sale machine. That means you can do away with the time and expense of writing (and keeping track of) paper checks, and reduce your exposure to check fraud.

10. Get to know your banker.

Finally, it pays to have a conversation with your banker. He or she will understand how vital it is for your business to identify new opportunities, outpace the competition and succeed on your precise terms. Whether it's sharing knowledge of the local market or the latest tools to power your business, your banker should be a trusted teammate and an advocate for your success.

For more information, please contact:

Bank of America
4 Sentry Parkway
Suite 200
Blue Bell, PA 19422
t: 610-825-8800
www.bankofamerica.com

Featured Property

For Sale or Lease: 76,500 S/F

Limerick Airport Business Center
Limerick Township



To obtain a property brochure, click the picture above.

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

The Gambone Group

William G. Straub, Sr.

t: 610-539-4700 x108

f: 610-539-4701

www.gambone.com

Member News

AlphaGraphics -

[AlphaGraphics Partners with Inductotherm to Create Wall Mural](#)

Aptcor Commercial, Realtors -

[Aptcor Reports the Lease of 11,500 S/F Former Sheetrock Warehouse](#)

Baum, Smith & Clemens, LLP -

[Upcoming Event: \(3/30/11\) A Not-for-Profit Human Resources Update](#)

GlaxoSmithKline -

[GlaxoSmithKline 15th Annual IMPACT Awards Seek Philadelphia and Camden Healthcare Non Profits](#)

Financial Advisors of Delaware Valley -

[Upcoming Event: \(3/31/11\) The Worst is Yet to Come](#)

JettExcellence -

[Upcoming Event: \(4/5/11\) Grow Your People, Grow Your Business](#)

Mack-Cali Realty Corporation -

[Mack-Cali Realty Corporation Completes Common Stock Offering](#)

Sustainable Waste Solutions -

[Upcoming Event: \(5/7/11\) Air Quality Partnership to Host Lawn Mower Trade-in](#)

If you are a member and have a Press Release that you would like to include in an upcoming issue of 'the INDICATOR', please submit it to [Carli Pio McCrea](#).

Member to Member Discounts

Montgomery County Economic Development Corporation is proud to announce our new **Member to Member Discount Program**.

MCEDC Members can offer discounts to other MCEDC Members which will attract more business to their location, increase revenues, decrease costs, and enhance visibility among colleagues and potential customers.

Participation in the **Member to Member Discount Program** is complimentary for all MCEDC Members.

We encourage all MCEDC Members in good standing to take advantage of this opportunity not only to save money, but also to generate exposure and obtain new clients for your business. If you are interested in participating, please call MCEDC at 610-272-5000 or complete the attached form. All discounts will be subject to MCEDC's review and approval.

Email Alerts will be sent to you monthly and the entire list of discounts can be viewed 24/7 by accessing *Member to Member Discounts* from the main menu of our web site www.montcoedc.com. You can add, update or remove your coupon(s) at any time by contacting our office.

SEND US YOUR DISCOUNT TODAY! [CLICK HERE](#) to obtain a PDF version of the discount form or [CLICK HERE](#) to obtain a Word document version of the discount form which can be filled out and sent back to us electronically. You can also provide us with your discount by sending an email to [Carli Pio McCrea](#) describing your discount.

Please feel free to contact any MCEDC Staff Member if you have any questions about this new membership benefit.

[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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