

# MCEDC

Montgomery County Economic Development Corporation



## the INDICATOR

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### Our Staff

[Carmen S. Italia, Jr.](#)

President/Assistant Secretary

[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

### New Board Members

MCEDC is proud to announce the appointment of it's newest Board Members.

These individuals bring with them years of experience in business development, financial management, human resources and academia.

#### **John Lenzi** -

Shareholder, Mayer Hoffman McCann P.C.; Lead Managing Director, CBIZ MHM, LLC

#### **John T. Sasso** -

President & CEO, Advanced Medical Systems (1980-2007); President & CEO, Churchhill Medical Systems (1987-2007)

#### **Judy E. Smith** -

Audit and Accounting Partner & Managing Partner, Baum, Smith & Clemens, LLP

#### **Dr. Karen A. Stout** -

President, Montgomery County Community College

### Tax Alert

#### **Senate Passes Jobs Bill; Includes Hiring Incentives, Expensing Extension**

*Brought to you by: CBIZ, Inc.*

Confronted with stubbornly high unemployment numbers and a slow economic recovery, the Senate on February 24 voted 70 to 28 to pass a \$15 billion jobs

## Contact Us

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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.

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bill, the Hiring Incentives to Restore Employment (HIRE) Act, H.R.2847. The HIRE Act provides a new tax incentive for hiring and retaining workers, along with a one-year extension of enhanced Code Sec. 179 expensing and changes to Build America Bonds. The HIRE Act is partially offset by a package of new foreign account tax compliance rules. The HIRE Act does not include extenders, COBRA premium assistance or an estate tax extension.

To read more on this Tax Alert, click [HERE](#).

## Member Press Releases

### **The Seltzer Group - *The Seltzer Group Adds Gregory DeMedio to It's Staff, Extending Services Into Philadelphia's Surrounding Counties***

Schuylkill Haven, PA - The Seltzer Group, a specialist in insurance services and solutions and a member of the Keystone Insurers Group, announces that it has added seasoned insurance professional Gregory DeMedio, CIC, CWCA, to its ranks. This will give The Seltzer Group a presence in the Philadelphia region. This includes Bucks, Montgomery, Chester, Philadelphia, Southern Berks and Delaware counties. DeMedio co-founded his own successful agency, Collegeville Financial Group, at which he served the northern suburban Philadelphia area for close to eight years, and has owned his own agency since 1995.

[Complete Press Release...](#)

## Member Spotlight



One of the country's largest direct mailing companies is right here in Montgomery County and is a member of the Montgomery County Economic Development Corporation.

PSC Info Group, based in Valley Forge (Oaks), specializes in providing a full range of print solutions no matter the application or requirement. Print-on-demand, graphic

design, offset and web printing, high speed laser imaging, a wide variety of standard or customized business products are all part of PSC's capabilities. From concept to design, to printing and distribution, we are the single-source provider you can depend on for cost effective, efficient solutions for all your printing, business product and mailing service needs.

#### **Direct mail services - from graphic design to printing and mailing**

PSC Direct, PSC Info Group's direct mail service, focuses on quickly processing critical, time-sensitive personalized communications. Through the service, PSC handles numerous types of direct mail pieces - from a straight-forward direct mail postcard to a sophisticated, action-generating package. PSC Direct handles everything from design, list selection, forms production, postal optimization, laser personalization, inserting and entry into the mail system. PSC Direct's experienced staff provides a single source for all direct mail needs.

PSC Info Group also serves as a "one-stop-shop" for companies needing a range of à la carte services:

#### **Printing**

PSC's commercial, high-speed laser printing service offers essential items such as letterhead, business cards, envelopes, brochures and direct mail applications. PSC can design and print custom business forms as well as provide print-on-demand services and forms management programs.

#### **Mail Processing**

PSC's comprehensive mail processing and fulfillment service utilizes leading technology to get mailings, small or large, produced and into the mail stream quickly.

#### **Graphic Design Services**

Using sophisticated computer design technology, PSC's team of graphic designers can design marketing materials, create corporate identities, logos, sales brochures, stationery or other similar items.

#### **Call today!**

PSC Info Group has a long history of success in saving clients time and money. To find out how they can help your company, call 1-800-852-5213, ext. 3964.

## Featured Property

### **1,716 S/F Industrial/Warehouse Unit For Lease**

**351 North Cannon Avenue, Suite 200A**

Lansdale Borough



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

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

## **ValleyWide Real Estate & Asset Management, LLC**

Steve Carroll  
Office: 215-295-6100610  
Email: [scarroll@valleywide-llc.com](mailto:scarroll@valleywide-llc.com)

[www.valleywide-llc.com](http://www.valleywide-llc.com)

## **Upcoming Events**

### **Taking Control of Your Workers Compensation Cost**

*Brought to you by: MCEDC & The Seltzer Group*

#### **When:**

Tuesday, March 9, 2010  
8:00am - 11:00am

8:00am - 8:30am (Check In/Breakfast)  
8:30am - 11:00am (Program)

#### **Where:**

[The Plymouth Country Club](#)  
888 Plymouth Road  
Plymouth Meeting, PA 19462

#### **Admission:**

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

**Description:**

Far too many Pennsylvania businesses are paying enormous Workers Compensation surcharges and many are overcharged due to hidden, yet avoidable, mistakes. This forward-thinking educational seminar was designed to help business leaders and management teams recognize how mismanaged Workers Compensation can directly lead to undesirable bottom-line results. By attending, you will gain an insight on how the Workers Compensation system works against you and will begin to discover solutions that will enable your company to prevent costly surcharges and eliminate common overcharges.

*Some of the topics that will be discussed include:*

- Your Experience Modulation Rate and why it is the most critical component in determining your Workers Compensation premium
- Claims Management
- Physician Panel - your open checkbook
- Premium Audits and why they are riddled with costly mistakes
- How can HR prevent work place injuries
- And much more...

*Speakers:*

Steven Stramara, CWCA, CIC; Vice President - The Seltzer Group  
Gregory DeMedio, CWCA, CIC; Client Advocate - The Seltzer Group  
Stacey Cheese, CWCA, CISR; Director of Work Comp Programs - The Seltzer Group

**RSVP:**

Please email your RSVP to [Carli Pio McCrea](#) with "3/9 Workers Comp Seminar" as your subject line. A confirmation email will be returned securing your reservation to this event.

**Counseling with PA Authorized Trade Reps (ATRs)**

*Sponsored by: World Trade Center of Greater Philadelphia & Chester County  
Economic Development Council*

**When:**

Wednesday, March 10, 2010  
8:30am - 4:00pm

**Where:**

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

**Description:**

As the Regional Export Network Representative for the Commonwealth of Pennsylvania's Center for Trade Development, the WTCGP is pleased to announce that on Wednesday March 10, the PA Authorized Trade Representatives (ATRs), from Australia (includes New Zealand), France (includes Belgium), Germany (includes Austria, and Switzerland), India, Israel (includes Egypt, Greece, Jordan and Turkey), Japan, Korea, Netherlands, Russia, Singapore (includes Indonesia,

Malaysia, Philippines, and Thailand), Spain, United Kingdom (includes Ireland and Scandinavia), United Arab Emirates (includes Bahrain, Kuwait, Oman, and Qatar), and Vietnam will be available to provide One-On-One counseling to qualified export ready companies. The one-on-one meetings are by appointment only and are limited to 3 appointments per company.

**Agenda:**

8:30am - 9:00am Registration/Networking

9:00am - 12:00pm One-on-One Meetings with ATRs

12:00pm - 1:00pm Break for Lunch (lunch is on your own)

1:00pm - 4:00pm One-on-One Meetings with ATRs (continued)

**RSVP:**

Companies that plan to attend must schedule appointments BEFORE March 10. To schedule your One-on-One appointments, please contact one of the following WTCGP Trade Specialists:

For Chester, Montgomery, and Delaware Counties:

Ron Drozd

rdrozd@wtcphila.org

215-586-4240 x 122

For Bucks and Philadelphia Counties:

Dale Foote

dfoote@wtcphila.org

215-586-4240 x 117

## **Leading in Turbulent Times**

*Brought to you by: Penn State Abington*

**When:**

Wednesday, March 10, 2010

8:30am - 11:30am

**Where:**

Penn State Abington

1600 Woodland Road

Abington, PA 19001

**Description:**

"Leading in Turbulent Times" is a free seminar that will address current business trends, the implications for leaders, and how to change as conditions do. Eric Bergstrom, Instructor and Assistant Director of Penn State's Management Development Programs and Services, will facilitate the seminar.

In addition to exploring business trends and developing action plans, the session will also explore:

- The right People: Developing great leaders
- The right Culture: Empowerment and collaboration

- The right Processes: Hard on problems, soft on people
- The right results: Metrics-driven

This seminar is intended for employers and managers of local business and industry. It is co-sponsored by PA Careerlink of Montgomery County, The Workforce Investment Board, the eastern Montgomery County Chamber of Commerce and Penn State.

**RSVP:**

The session is free to members of the Montgomery County Workforce Investment Board, Pennsylvania Career Link and Penn State Abington but reservations are required.

Please RSVP to Judy Ahern at [jsa16@psu.edu](mailto:jsa16@psu.edu) or call 215-881-7488 by Friday, March 5, 2010.

### **MCEDC Membership Mixer**

*Brought to you by: Beneficial Bank*

**When:**

Thursday, March 18, 2010  
5:30pm - 7:30pm

**Where:**

Beneficial Bank  
2905 Whitehall Road  
Norristown, PA 19403

**Description:**

We invite you to join MCEDC and Beneficial Bank 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:**

This is a MEMBERS ONLY event. Please email your RSVP to [Carli Pio McCrea](#) with "3/18 Membership Mixer" as your subject line. A confirmation email will be returned securing your reservation to this event.

### **2nd Annual Cleantech Investment Forum**

*Brought to you by: Cleantech Alliance Mid-Atlantic*

**When:**

Thursday, March 25, 2010  
4:00-6:00 p.m. Program  
6:00-7:30 p.m. Cocktail Reception

**Where:**

The Academy of Natural Sciences  
1900 Benjamin Franklin Pkwy.

Philadelphia PA 19103

**Admission:**

\$35.00

**Description:**

Blank Rome's Energy Industry Group and the Academy of Natural Sciences Center for Environmental Policy are pleased to host the 2nd Annual Mid-Atlantic Cleantech Investment Forum which will feature a panel of experts and thought leaders discussing Cleantech venture and corporate investing as well as a showcase of leading Mid-Atlantic Cleantech companies.

Confirmed Panelists:

Michael Bevan, Managing Partner, Element Partners

Richard Defieux, Venture Partner, Battelle Ventures

Michael Donnelley, Managing Director, GE Equity

**RSVP:**

To buy tickets, please click [HERE](#).

**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."

**Disclaimer:**

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