

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](#)

Financing Notes

June 2010

Current Fixed Rates:

- SBA 504 - 5.29% 20 yrs
- SBA 504 - 4.61% 10 yrs

Montco News

Four Montco Projects to Receive Funding From PECO Program

This article originally ran in the 6/14/10 issue of the Pottstown Mercury

PECO has chosen four Montgomery County municipalities to receive \$30,000 in grant funding from PECO. This is part of \$150,000 in grant funding as part of 2010 PECO Green Region, the company's municipal open space grant program.

PECO Green Region provides grants for projects focusing on open space preservation, improvements to parks and recreation resources, and conservation.

Since 2004, PECO has provided nearly \$800,000 toward qualifying projects. Grants provided this year will support an array of green projects including the development of recreation trails, the purchase of open space, planting of trees and other vegetation, and park planning.

Administrative Assistant /
Marketing / Real Estate

[Carli Pio McCrea](#)

Administrative Assistant /
Public Relations / Workforce

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

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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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"Open space preservation and access to outdoor recreation are essential to the livability and prosperity of our communities," said Molly Morrison, president of Natural Lands Trust. "That is why Natural Lands Trust has been so honored to be a partner in PECO's Green Region program. It is a wonderfully effective way to help our region's municipalities invest in their own future."

In partnership with Natural Lands Trust, the region's largest land conservation organization, PECO will award grants to the following municipalities in Montgomery County:

West Pottsgrove Township (\$10,000) - The township will use the grant to complete a master site plan for this recently expanded 23-acre park, an important natural, passive recreational, and open space asset.

Norristown Borough (\$5,000) - The grant will be used for improvements to Strawberry Alley, a small passageway that serves as a critical pedestrian connection between the Norristown Transportation Center and the Main Street Business District. Improvements include a reduction of hardscape to increase the planting areas and the replacement of compromised concrete.

Conshohocken Borough (\$10,000) - The grant will be used for improvements to the borough's 4-acre Mary Wood Park. The improvements include rain gardens with signage, replacement of walkways with pervious pavers, light fixtures, benches, restoration of a stone wall, and landscaping.

Worcester Township (\$5,000) - The grant will be used to enhance the newly-acquired Heyser Field adjacent to the township's Community Hall. The site has been home to horse show events of the Farmers Union Horse Co. for decades.

Municipalities can apply for a Green Region grant of up to \$10,000 per project each year.

A committee of representatives from PECO, its parent Exelon, county agencies and conservation organizations reviews each application and selects the projects to receive funding.

Based in Philadelphia, PECO is an electric and natural gas utility subsidiary of Exelon Corp. (NYSE: EXC). PECO serves 1.6 million electric and 486,000 natural gas

customers in southeastern Pennsylvania and employs about 2,400 people in the region.

PECO delivered 83.7 billion cubic feet of natural gas and 39.4 billion kilowatt-hours of electricity in 2009.

Natural Lands Trust is the region's largest land conservation organization, preserving thousands of acres of open space each year throughout eastern Pennsylvania and southern New Jersey. The organization owns and manages 41 nature preserves totaling more than 20,000 acres and has helped hundreds of private landowners and area communities fulfill their conservation goals.

MCEDC Events

Follow-Up Health Care Reform Event to be Held in Fall

We all know how difficult it is to achieve substantial seminar attendance during the summer months with everyone planning vacations but we tried it anyway and, due to the importance of the topics presented, were quite successful.

Our thanks go out to all of those who attended the "Impact of Health Care Reform on Businesses and Employees" seminar which was presented by Baum Smith and Clemens, LLP and CBIZ at the Plymouth Country Club on June 29th.

This presentation, which examined provisions to Health Care Reform being brought into affect due to the Patient Protection and Affordable Care Act and then Health Care and Education Reconciliation Act which were signed into law March 2010, received such an overwhelmingly positive response, that we are already planning a second program for mid-September. By that time, we hope to have more details regarding this new legislation so that you can better plan for the future.

If you should have any questions about this legislation and how it will affect you and your firm, please don't hesitate to contact [Roy Kershaw](#) and [Ed Bottone](#) of Baum Smith and Clemens or [Joe Ellis](#) and [Deane Brennan](#) of CBIZ.

Featured Property

22,354 S/F Industrial Space Available for Sale

900 Adams Avenue

Norristown, PA



To obtain a property brochure, click the picture above.

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

CB Richard Ellis, Inc.

Paul Touhey
Vice President
610-251-5126
paul.touhey@cbre.com

Len Redeyoff
First Vice President
610-251-5106
len.redeyoff@cbre.com

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.

A.V. Weber Co.

North Wales, 215-699-3527
www.avweber.com

Albert Einstein Healthcare Network

Philadelphia, 215-456-7018
Healthcare

BBD, LLP

Philadelphia, 215-405-6018
BBD, LLP is a nationally recognized PCAOB-registered firm of Certified Public Accountants. BBD specializes in providing services for construction and real estate enterprises; manufacturers & distributors; government entities; life sciences and more.
www.bbdcpa.com

Cigas Machine Shop, Inc.

Pottstown, 610-384-5239
Manufacturer of Stainless Steel Products
www.cigasmachine.com

Conestoga Bank

Blue Bell, 610-731-7252
Depository Institution, Commercial Banking
www.conestogabank.com

DGK Group, P.C.

Plymouth Meeting, 610-940-1626
Certified Public Accountants & Leaders in Financial Management Outsourcing
www.dgkgrouppc.com

Joshua I. Chung, Esquire

Norristown, 610-275-1220
Legal Services, Consulting
www.jurischung.com

Lansdale Borough

Lansdale, 215-368-1691
www.lansdale.org

Lower Pottsgrove Township

Pottstown, 610-323-0436
www.lowerpottsgrove.org

Mack-Cali Realty

King of Prussia, 610-382-5231
Commercial Real Estate
www.mack-cali.com

One Source Office Refreshment Service

Pottstown, 610-495-9353
Provider of Full Line Vending, Office Coffee and Water Filtration Services
www.onesourcerefreshment.com

Upper Perk Physical Therapy & Sports Rehab Inc.

Lansdale, 215-565-5454
Physical Therapy

Industry Partnership News

Senate Committee Approves Industry Partnership Legislation & Senate Begins Debate

The Senate Labor & Industry Committee voted Wednesday to approve SB 1409, to establish the Industry Partnership program, by a unanimous vote of 11 to 0. A technical amendment offered by Chairman Gordner to the bill was also adopted.

[Senate Committee Vote on SB 1409](#)

[View copy of SB 1409](#)

As administrators of The Philadelphia Regional Construction Industry Education Partnership's Incumbent Worker Grant, MCEDC would like to thank all of you who took the time to contact the Committee members as well as other members of the Senate in support of this bill.

The bill is now being considered by the full Senate. If you have not already done so, please contact all your Senators and request that they vote for the bill. For your Senator's phone number, go to: [PA Senators](#) and click on their name. For email, click the following link: [PA Senate Email Addresses](#).

If it is approved by the Senate, it will then go to the PA House for a vote. We will keep you informed about further developments.

Thank you very much to all of you that have already contacted your Senators and have helped to get the bill to this point.

Your support is greatly appreciated!

For more information regarding The Philadelphia Regional Construction Industry Education Partnership, please contact [Carli Pio McCrea](#).

Featured Article

Are You Making the Most of Your Recruiting Efforts

Brought to you by: MidAtlantic Employers' Association (MEA)

In today's employment market, it's hard to know who's interviewing who. After almost 18 months of steadily increasing unemployment, with numbers in some areas higher than at any other time in recorded history except for during the Great Depression, one would think that finding qualified candidates would be as easy as placing an ad and watching all the resumes come tumbling in. Does this sound too easy?

In the age of electronic media, one simple job posting placed on Monster.com can garner you thousands of responses. Unfortunately most of those responses will either be glaringly overqualified, with so many professionals desperate to just get back to work, or woefully unqualified with skills and experiences unrelated to those for which you were advertising. Trying to identify the best of the resumes you receive can be a time-consuming and often costly endeavor. Here are some techniques many have tried:

1. Electronic Key Word Search - This will reduce the number of resumes to only those that possess the specific words you have programmed into your search. Shortcomings to this approach are the possibility that you will factor out the best candidates and never actually review their resumes.
2. Manual Resume Review - This approach will ensure that (almost) every resume at least gets looked over by someone, but the questions here are by whom and how long will it take, and what will it cost you in terms of payroll dollars and lost

production. Is your organization prepared to be flooded by thousands of resumes and do you have the resources in place to successfully manage the process of reviewing and recording all this documentation.

3. Outsourcing - You can choose to outsource as much or as little of the hiring process as makes sense for your organization. In the past, many looked at recruiting outsourcing as an all or nothing proposition-you either hired an agency or you recruited in-house. In today's virtual recruiting world, the use of the Internet makes it so much easier to engage professional recruiters directly to perform any number of recruiting functions, from resume screening to full-cycle recruiting.

You could also pay to place your job posting on a recruiting site like BountyJob.com or Dyack.com. These websites, and dozens like them, offer you the opportunity to expose your vacancy to hundreds, possibly thousands, of professional recruiters who will then submit qualified candidates to your account for you to review. Sounds great, right? But again, who will manage the dozens, maybe even hundreds of e-mails and phone calls you will receive? You will receive calls from recruiters seeking additional information on your job posting, feedback on their candidate submittals, hiring manager insight or direct contact information in order to prep their candidates for interviews, and the list goes on. Who are these guys? And do you have enough time in your day to deal with each and every one of them?

In the end, did you hire a qualified candidate that understood your corporate culture? Did the individual fit into your organization seamlessly with the ability to immediately add value? Did he or she possess the skills and experiences your hiring manager needed today, while offering the potential to develop into whatever or whoever your company needs to remain competitive in the future? And were you able to do it faster and more efficiently than ever before? Welcome to the world of "New Recruiting," a virtual highway where bystanders are left wondering where all the good candidates went. Do you know where to find them?

If you'd like assistance in figuring out the best recruiting method for your organization or you'd like MEA's assistance in finding the right candidate for a position, please contact:

RuthAnn Platt
MEA Staffing Consultant
610-994-7626
rplatt@meainfo.org

Member Press Releases

GVF Transportation -

[GVF Welcomes New Partner TD Bank](#)

[GVF Wins Main Line Chamber of Commerce Small Business of the Year Award](#)

Kreischer Miller -

[Maxine Romano Elected Board President of Child, Home & Community](#)

Maillie, Falconiero & Company, LLP -

[IRS Emphasizes Hiring and Health Care Tax Incentives for Small Businesses](#)

[Obama Calls for the Expiration of Tax Cuts for Higher-Income Taxpayers](#)

If you are a Member and have a Press Release that you would like included in 'The Indicator', please submit to [Carli Pio McCrea](#).

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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