Financing Notes

Have You Considered SDC For Your Lending Needs? The Time May Be Right!

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 your 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 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 feel free to visit our [web site](http://www.montcoedc.com) and download the application or you may contact either Carmen Italia or Tom Barbine at 610-272-5000.

Unemployment Notes

Unemployment Compensation Benefits Exhaustion Tip Sheet

Brought to you by: The Dept. of Labor & Industry

The maximum duration of unemployment compensation benefits in Pennsylvania is 79 weeks. This is broken down as follows: 26 weeks of regular UC, 33 weeks of federal Emergency Unemployment Compensation (EUC) and 20 weeks of state Extended Benefits (EB). As of Sept. 20, 2009, the first large wave of claimants will have exhausted all of the UC benefits available to them. These claimants will be in need of help identifying what other assistance may be available to them.
People who have, or are about to, exhaust UC benefits can go online at www.heretohelp.pa.gov for information on what services are available not only through the Department of Labor and Industry, but through other Commonwealth agencies as well.

To view this notice in its entirety, please click HERE.

For more information, please contact:
Your local PA CareerLink Office
www.heretohelp.pa.gov
1-866-858-2753

**Member Spotlight**

U.S. Bank SBA Division specializes in providing capital to growing small businesses - even in tough economic times. With 32 years of SBA lending experience, U.S. Bank is one of America’s most enduring and successful SBA lenders. Through SBA Division, U.S. Bank provided nearly $504 million in SBA guaranteed loans to 3,955 small businesses nationwide last year.

In the Mid-Atlantic states, U.S. Bank SBA Division is led by Michael Hahn, vice president and business development officer.

"We specialize in providing the advantages of long-term SBA financing for owner-user occupied properties," Hahn said. "Typically we work with professional real estate professionals who trust their clients to us and many times they discover that the SBA loan is the perfect means of growing a business with an appreciating asset. These days, many lenders have virtually closed their portfolios to new loans, but here at U.S. Bank, we are open for business and we're making new SBA loans every day," Hahn added.

SBA real estate uses include property purchase, construction, tenant improvements and debt refinance. Loans range from $250,000 to $5 million with terms up to 25 years.

Nationally, SBA Division operates 25 specially designated SBA Business Centers nationwide. With $266 billion in assets, U.S. Bancorp is the parent company of U.S. Bank and its operating business lines. U.S. Bank operates 2,791 banking offices and 5,164 ATMs, and provides a comprehensive line of banking, brokerage, insurance, investment, mortgage, trust and payment services.

For more information, please contact:
Mike Hahn
302-824-7070

SBA Division’s Business Center is located at:
1521 Concord Pike
Suite 301
Wilmington, DE 19803

More details on SBA loans from U.S. Bank can be found at: www.usbank.com/sba
Upcoming Events

Fall Business & Commercial Real Estate Environmental Seminar
Brought to you by: RT Environmental Services, Inc.

**When:** Wednesday, October 7, 2009 7:45am - 12:00pm  
**Location:** Philadelphia Marriott West 111 Crawford Avenue West Conshohocken, PA 19428  
**Admission:** Non-Members: $20.00 BOMA, MCEDE or TriState Members: $15.00

**Description:**  
This program is an important look at key issues likely to impact businesses in 2010 and will include Commercial Real Estate Update and Climate Change/Energy cost impact briefings; and The EPA April 2010 Lead Paint Renovation Rule. Guest speakers will include: David G. Mandelbaum, Ballard Spahr Walter Hungarter, RT Environmental Gary Brown, P.E., RT Environmental Jeff Algatt, Marcus & Millichap Larry Bily, RT Environmental Carmen Italia, MCEDE

**RSVP:** For a copy of an event flyer containing a registration form, please click [HERE](#).

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MCEDE Membership Mixer  
*Sponsored by: Patriarch Management LP*

**When:** Thursday, October 15th, 2009 5:30pm - 7:30pm  
**Location:** 1400 Pennbrook Parkway - Lansdale, PA 19446 - For directions, click [HERE](#).

**RSVP:** This is a MEMBERS ONLY event. Please email your RSVP to Carli Pio with "10/15 Membership Mixer" as your subject line. A confirmation email will be returned securing your reservation to this event.

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Creative Financing in a Tough Economy  
*Brought to you by: MCEDE*

**When:** Tuesday, October 20th, 2009 8:00-11:30  
**Location:** The Horsham Community Center - 1025 Horsham Road - Horsham, PA 19446  
**Admission:** Non-Members: $25.00 MCEDE Members: $15.00

**Description:** MCEDE 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!

**Panel:** Chuck Evans, Seed Co. of PA; Bill Hughes, Innovative Financing Solutions; Carmen S. Italia, Jr., MCEDE; 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 with "10/20 Finance Panel" as your subject line. A confirmation email will be returned securing your reservation to this event.
Numerous economic development programs administered by the Department of Community and Economic Development (DCED) were preserved in a handshake budget agreement announced Friday, September 19, according to Legislative Leaders and Governor Rendell. Budget experts are still crunching the final line item figures for each of the economic development programs, but sources indicate the programs should remain largely in tact.

"The final funding for the programs is probably not going end up as high as the Governor originally wanted," said one House budget expert. "But they are not going to be cut as severely as in some budget proposals."

The General Assembly is expected to vote on the final plan sometime during the week of September 28, if final negotiations go well. The 2009-2010 fiscal year started on July 1, 2009.

In May, Senate Republicans approved a spending plan, SB 850, that reduced funding for the economic development programs. The measure was approved by the House on August 4 as a vehicle to keep core government services funded. The Governor signed the bill but blue-lined numerous items, including the funding for the economic development programs. He said at the time the funding was insufficient. For their parts, the Senate Republicans kept their promise to approve a budget with no broad-based tax increases. Faced with a $3 billion spending deficit, the Republicans were forced to reduce spending. Other programs were cut as well in SB 850.

Some of the economic development programs in play include the following:

**Industrial Resource Centers (IRCs):** Governor Rendell proposed $11,508,000 in spending in his budget address in February. SB 850 appropriated $5,750,000 to the Centers. The IRC Network represents seven private, non-profit Industrial Resource Centers throughout Pennsylvania. The Centers were established to help small- and medium-sized manufacturing enterprises (SMEs) respond to changing markets, new technology and the competitive pressures of today's global economy.

**Customized Job Training (CJT):** Governor Rendell proposed spending $18,000,000 over the 2009-2010 fiscal year. SB 850 appropriated $9,000,000. The CJT effort is run through the Workforce Development office in the Department of Labor & Industry.

**Opportunity Grant Program:** Governor Rendell proposed spending $18,000,000. SB 850 appropriated nothing. The Governor's office typically uses the money in the program to attract businesses from other states, according to DCED. According to the DCED website, the grants can be used for Machinery and equipment; Working Capital; Job Training; Infrastructure; Land and building improvements; Environmental assessment and remediation; Acquisition of land, buildings and right-of-ways; Site preparation, demolition and clearance.

Overall, the $27.3 billion agreed-to spending plan contains the following new revenue sources:
$200 million from legalizing table games at casinos through a mix of recurring taxes and license fees; A net of $300 million from freezing the Capital Stock & Franchise tax this year at 2008 rates, saving $374 million, and cuts in two aspects of the corporate income tax worth $74 million this year; $65 million from expanded drilling leases for natural gas in state lands for this year; $97 million from a 25-cent-per-pack cigarette tax hike; $755 million from the Rainy Day Fund; $708 million from the surplus in the Health Care Provider Retention Account; $211 million by moving up the due date for sales tax collections $159 million in 2010-2011 by moving up the due date for personal income tax collections; $150 million for this year and $250 million next year from the Tobacco Endowment fund; $208 million from the Oil and Gas lease fund this year, $180 million next year; $16 million by reducing spending on tobacco cessation and prevention; $10 million from other budget transfers.

For more information, please contact:

Kenneth Davis
Duane Morris Government Affairs LLC
215-979-1376
kdavis@dmga.com
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.

Featured Property

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www.pgofficespace.com