

BUTLER COUNTY MANUFACTURING CONSORTIUM

Minutes for August 23, 2006

Present

Jim Ferguson, Kristen Bastaja and Chuck Guiste – *Penn United Technology*; Doug Bartosh – *Unimach Mfg*; Linda Ward – *Pulva Corp.*; Mark Balentine – *AstenJohnson*; Scott Docherty and Terri Lee Bowser – *CID Associates*; David Fair and Jennifer VanGorder – *ATS, Inc.*; Clayton Woodward – *Woodward Inc.*; Mike Bartlett – *Bear Metallurgical Company*; Nadine Tripodi – *Butler Technologies, Inc.*; Carl Bemben and Mary Salony – *TCWIB*; Diane M. Sheets and Patrick Courson – *CDC of Butler County*; Lisa Campbell – *Butler County Community College*; Peggy Weckerly – *PA CareerLink Butler County*

After the *Introductions, Minutes* of the July 26, 2006, meeting were reviewed and approved. **BCMC Treasury** has \$1350 with paid memberships.

Previous Business

Grant and Training Updates: Carl reported that the state has issued a grant extension, the HR program that was cancelled is back on, and IUP is starting Sept. 8th with 6 classes to complete by Nov. 10th. Lean mfg and HR are at Armstrong Educational Trust and are still open with the next class starting Sept. 13th with room for more people. Catalyst Connection is also teaching lean mfg. Non-member manufacturers can attend if they pay the \$100 membership fee.

The **Website** is up and running, and the Community Development Corporation (www.butlercountycdc.com) is adding a link to the BCMC and vice versa. The website for the tri-county PA CareerLinks also has a link to BCMC (www.tricountycareerlink.org)

The new training grant for CAD/CAM/CNC addresses a universal training need. BC3 is working on training curricula with each segment between 24-30 hours each and tied to manufacturing needs with a possible 3-6 PM time slot, and good instructors are available for evenings. It will be tailored to suit the needs of the companies, and only CAM is introductory. Content will be based on what mfg asks BC3 to provide - they'll start with basics and customize the training to what BCMC wants. Lisa Campbell can be reached at BC3 at 724-287-8711, Ext. 2890. *Neil, Chuck, Doug and Mark will serve as a training committee.*

Current Business

Scott Docherty is Board President for the CDC and spoke of CID's desire some time ago to expand. The CDC negotiated pricing, secured tax benefits and tax breaks for their move to southeastern Butler County. He stressed the "ripple effect" since he moved his family here, purchases all his supplies in the county, and does \$8 million in sales. Butler County is the only county in the past 10 years in PA that has had growth. The CDC built the 9th biggest industrial park in SW PA on 425 acres of wasteland and brought about 3000 jobs at places like Kayberry, Medrad, Castcon Stone. The CDC is now working on the Trinity site and has touched the lives of everyone in the county. They help with grants, low interest loans and buying equipment.

Diane Sheets is the Executive Director and said that the CDC is a private non-profit which is 50 years old and was initially formed as part of the Chamber of Commerce. David Lloyd is one of the founding fathers and is still there. Of their \$400,000 operating budget, 30% is from the state and county for administration; 30% is for programs or grant agreements; 30% is generated itself; and 10% is "prayer money" – unplanned donations, etc. *Site Development* is a primary function with the most time and money (\$11.5m) being allocated to Victory Road, site of the USX Sintering Plant which closed in the 1980's. The CDC partnered with the township, school and county for the Keystone Opportunity Zone, and no state sales and property taxes are required until 2010. Medrad was "overwhelmed" by the community involvement in getting them here. Now 70 acres remain. When the CDC acquired the Pullman site in 1998, they invested \$1m in roads and utilities and then formed the Butler Economic Development Corp. whose sole mission is to build spec

buildings. The Governor gave them \$7m for infrastructure and a \$4m loan to build buildings. They subdivide based on the client's needs.

The CDC also does *financing* in terms of expansion and retention monies. OVR has job creation monies available if the company hires and retains an OVR client for 5 years; in return they get up to \$100,000 worth of equipment, which can include new phone, computer or CAD systems. This is a \$200K fund balance for Butler and Armstrong counties.

If a company has a challenge, the CDC wants to get together to think creatively. They help with cash flow, low debt load, work towards the cheapest best solution and set up creative financing by working with banks. They can be a technical resource with access to public funding sources and resources like Catalyst Connection. The CDC Board includes all sizes of companies and is very involved. Patrick is involved with the Business Calling Program, especially with manufacturers, and this provides CDC with a chance to comment on policy. WEDnet was one of these and changed from only OJT into Basic Skills Training. They are looking at a partnership with HUD to get affordable home ownership in the county near clusters of manufacturers since there is no public transportation, and skilled workers can't afford really expensive homes. They are looking at Regional Transit since surrounding counties have affordable housing like Tarentum. Manufacturing is one of the few ways to get money into a community. CDC is "speculative development", and they only do what they're good at and help others be good at what they do. They are looking for future growth if property becomes available in northern Butler County.

CDC Environmental owns property across from BASF – and was formed to take environmentally challenged (contaminated) property and get public money to remediate it.

New Business

Jim wants to work on one page of Bylaws at the next meeting. Manufacturers are voting members while the others are resource partners. There is strength in working together, and the consortium is for the manufacturers.

W.I.I.F.M. (What's In It For Manufacturing)

Any member concerns should be voiced as part of each meeting. Jim suggested that audio conferences are available on all kinds of things such as employee handbook updates or training made affordable when several companies share the cost.

Next meeting:

Wednesday, September 27, 2006, at 7:30 AM at the PACareerLink*.

***PA CareerLink Butler County is located at 112 Hollywood Drive, Butler,
on the first floor of the Pullman Commerce Center.**