



Southwest

An admired City of Pittsburgh anchors a thriving region

Southwestern Pennsylvania lies in the center of the nation's business engine and has nearly half of the United States buying power located within 500 miles. Labor costs remain below the national average, and instances of reshoring (bringing back business production to the U.S. that had previously occurred in a foreign country) are becoming more commonplace.

Business remains strong in the greater Pittsburgh area, and the rest of the world has taken notice of the area's high quality of life, as proven by prestigious rankings that favor the region:

- **America's 50 Hottest Cities (for business relocation and expansion)**, Expansion Management magazine
- **American Cities of the Future**, Foreign Direct Land Investment (fDi) Magazine
- **America's Smartest Cities**, Movoto Real Estate
- **Best Places to Buy a Home**, Forbes
- **Most Livable Cities**, Places Rated Almanac and The Economist
- **World's Cleanest Cities**, Forbes

In fiscal year 2014, Southwest PREP partners worked with 2,864 clients. Companies that completed a survey during this time reported more than \$460 million in increased sales and 5,000 jobs created/retained as a result of working with PREP.

Business Demographics

In the Pittsburgh region, more than 96 percent of the firms would be categorized as small to medium-sized, and more than 83 percent would be categorized as small. These small firms are responsible for more than 17 percent of the region's employment and nearly 21 percent of new employment.

Success Story: AccuTrex Products Inc.

Headquartered in Washington County, AccuTrex Products Inc. manufactures custom shims, gaskets, metal stampings and sheet metal fabrication and assemblies, as well as laminated materials and products cut from these materials, for a wide variety of industries. AccuTrex was recently recognized for meeting the requirements of the AS9100 quality standard so it could expand its customer base.

Denise Dudik, AccuTrex quality assurance manager, looks to a future of growth. "With the AS9100 registration, AccuTrex Products has positioned itself to take advantage of opportunities with aerospace and defense companies," she said.

After more than 30 years in business, AccuTrex continues to thrive in Southwest Pennsylvania and remains a strong member of the community.

Success Story: Gerome Manufacturing Co. Inc.

Located in Uniontown, Gerome Manufacturing Co. Inc. is a producer of custom precision sheet metal products. Gerome products include magnetic shielding for sensitive instrumentation, NEMA-rated electronic enclosures, internal chassis fabrications, instrument enclosures, and sheet metal enclosures for computers, power supplies and motor controls. In addition to sheet metal capabilities, Gerome provides bus bar and metal-working techniques to form, shape, machine, heat-treat and finish various materials.

Gerome received a broadband technology assessment of its facility that was paid for using a state grant program. The findings showed the benefits of adding an enterprise resource planning (ERP) software to its operations.

"We were able to choose ERP software that has helped us manage information and run the operations with higher efficiency," said Joe Putila, president of the company.

Investment in technology is critical for the region's manufacturing companies to remain competitive in the global economy.

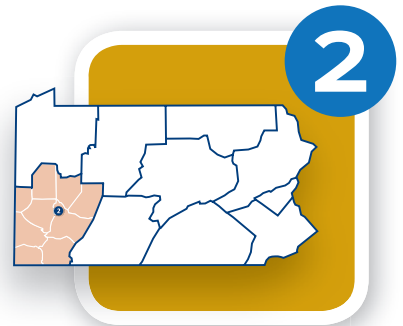


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COUNTIES:

Allegheny
 Armstrong
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Top Industries

Education and Health Services
 Professional and Business Services
 Manufacturing
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Major Regional Employers

UPMC Health System
 U.S. government
 Commonwealth of Pennsylvania
 University of Pittsburgh
 Giant Eagle, Inc.



Building/Site Availability

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Incentive Programs & Resources

Program	Bond, Grant, Loan or Tax Abatement	Maximum Amount
OVR Job Creation Grant	Grant	\$150,000
SBA Microloan	Loan	\$35,000
CDC Revolving Loan Fund	Loan	50% of project or \$250,000 (whichever is less)
USDA-IRP Loan Fund	Loan	\$150,000
USDA/ RBEG Revolving Loan Fund	Loan	Varies
Keystone Opportunity Zone	Tax abatement	No set amount
Keystone Opportunity Zone (KOZ, KOEZ, KOIZ)	Credits within specific geographic zone	Varies
Keystone Innovation Zones (KIZ)	Credits within specific geographic zone	Varies
Build PA Fund	Loan	Up to \$2 million
Machinery Technology Loan Fund	Loan	Maximum loan of \$150,000 or 50% of total equipment costs
Pennsylvania Works!	Loan	\$100,000