

# The InterMedium - Third Quarter 2005

## Kim McFadden - Pennsylvania Interview

### **1. Explain the top three competitive advantages Pennsylvania provides to companies currently in Pennsylvania who are planning on expansion and that are considering Pennsylvania for that expansion.**

#### (1) Our Process

The Governor's Action Team has a streamlined, business-friendly process that provides specific answers in a business reasonable time-frame. With cooperation from the company, it can be as short as 3-4 weeks.

#### (2) Our Programs

PA has a large number of diverse programs that can suit a wide-array of companies. We encourage companies to pick the best location and let us propose a package that supports relocation to PA.

#### (3) The Economic Stimulus Package

In addition to PA's existing robust economic development toolset, in April of 2004, the Governor and Legislature signed into law, over \$2 billion dollars in new loans, grants, and guarantees. These innovative programs will leverage available funds to generate at least \$5 billion in private investment in economic and community development projects across Pennsylvania.

### **2. What do you see as growth industries over the next five years?**

Life Sciences; Business and Financial Services; and Information and Communication Services

### **3. Does Pennsylvania have a list of "target industries" it would like to see developed?**

Pennsylvania has nine targeted industry clusters. These regional and local clusters represent distinct groups of businesses with unique relationships – linked to one another by common product markets and labor pools, as suppliers and customers, or, as innovation collaborators. These nine clusters account for nearly 69% of all employment in the Commonwealth. The following nine industry clusters are targeted for focused workforce development strategies based on projected labor shortages, growth potential and significance to Pennsylvania's economy. Three of the targeted industry clusters include critical sub-clusters (shown in italics).

#### 1. Life Sciences

*Bio-Medical*  
*Health Care*

#### 2. Business and Financial Services

#### 3. Education

#### 4. Advanced Materials and Diversified Manufacturing

*Chemicals, Rubber and Plastics*  
*Electronics*  
*Metals and Metal Fabrication*

*Printing*

*Vehicle and Vehicle Equipment*

5. Building and Construction
6. Agriculture and Food Production

*Food Processing*

7. Information and Communication Services
8. Logistics and Transportation
9. Lumber Wood and Paper

To view the "Pennsylvania's Targeted Industry Clusters" report in its entirety, visit:

[http://www.dli.state.pa.us/landi/lib/landi/cwia/industry\\_clusters/indclus.pdf](http://www.dli.state.pa.us/landi/lib/landi/cwia/industry_clusters/indclus.pdf)

We seek to assist companies across all sectors but are particularly attuned to supporting manufacturing. In 2003 and 2004, the Governor's Action Team assisted over 200 manufacturing companies by providing over \$282 million in grants, tax incentives, and loans. This state assistance supports \$3.2 billion in private investment, will create 16,500 jobs and retain 61,600 jobs in the Commonwealth.

**4. If a company is not in a growth industry does that preclude it from state programs?**

No.

**5. Besides calling InterMedium, how would you recommend an employer reach out to the state?**

Call the Governor's Action Team's toll free number: 888-483-2672.

**6. Is Pennsylvania more aggressive today versus a few years ago in helping its already instate companies?**

The Rendell Administration is committed to economic development. To implement this policy, PA has become more aggressive in helping all companies including existing PA companies. The Governor's Action Team runs the PA Business Retention Program that visits over 9,000 companies per year.

**7. Are there any new programs that business may not be currently aware of?**

The Economic Stimulus Package programs are new and many people are unaware of them. To learn about the programs visit [www.newpa.com](http://www.newpa.com) or call the toll free number: 866-GO-NEWPA.

**8. Pennsylvania takes a unique approach to business. Explain the role of the Governors Action Team and Team PA.**

The Governor's Action team (GAT) is comprised of high-level economic development professionals who report directly to the Governor. GAT works with domestic and international businesses, as well as professional site consultants on projects involving significant investment and job creation opportunities. Projects are handled on a

strictly confidential basis and coordinated with a state-wide team of economic development partners. The Action Team also coordinates and manages a network of foreign investment offices committed to eliminating barriers that foreign companies might encounter in investing, expanding and operating businesses in Pennsylvania.

The Governor's Action Team is part of the Department of Community and Economic Development. GAT project managers work with staff from various program offices within DCED and TeamPA to help coordinate resources, provide technical assistance and achieve your company's goals. Specific services include:

- Coordination of site and building searches.
- Assist companies/businesses relocate, expand or stay in Pennsylvania.
- Provide assistance with permits and regulations; infrastructure and utility needs; and taxes. Coordinates your specific permit needs with other state agencies.
- Identifying applicable grants, loans or tax credits available from the Commonwealth.
- Connect you with local economic development partners who can help you meet your business needs.
- Represents Pennsylvania at various U.S. and International trade shows.
- The Governor's Action Team's headquarters is located in Harrisburg with seven regional offices throughout the state to help you with your business project.

The Team Pennsylvania® Foundation is a public/private, economic development partnership that initiates and supports innovative programs to improve Pennsylvania's competitiveness and quality of life. They support important economic development, expansion and retention opportunities, work to keep talent in Pennsylvania, provide comprehensive access to state and regional information about site location, expansion and workforce development, network with state and local leaders. For more information visit [www.teampa.com](http://www.teampa.com).

**9. As we see more jobs off shored are you seeing a new focus on job retention as opposed to net new jobs to the state?**

We continue to be focused on both the retention and creation of new jobs.

In December 2004, Governor Rendell unveiled his "Manufacturing Innovation" plan. As part of this plan, the Governor named Pennsylvania's first Manufacturing Ombudsman to help businesses cut through red tape, and the Executive Director of the newly-formed Office of Fair Trade.

Governor Rendell created the Office of Fair Trade to ensure that Pennsylvania businesses can compete in the global marketplace on a level playing field. The office will function as an advisor to and advocate for Pennsylvania business - not a substitute for outside legal counsel - but a critical resource for Pennsylvania businesses that have been negatively impacted by unfair trade practices. In addition, the Office will form coalitions with other states and industry groups to ensure that the Commonwealth's positions receive full consideration.

Tom Palisin is the state's first Manufacturing Ombudsman. His role is to help businesses cut through red tape and solve problems involving state agencies. The Ombudsman will also be able to assist employers with questions about business finance, workforce training programs, permits and other regulatory issues.