



JUNE 2007
SELECT NEWS
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Select News is changing formats! Beginning July 1, 2007, Select Greater Philadelphia's monthly newsletter will have a new look and feel...stay tuned!

TOP STORIES

Pennsylvania and New Jersey Agree on River-Dredging Deal

Pennsylvania and New Jersey have reached an agreement over the proposed Delaware River channel-deepening project that could increase the waterway depth from 40 to 45 feet along a 103-mile stretch. The increased depth of the river is intended to help spur more ship traffic, encouraging a more robust economy. The deal would make the Philadelphia Regional Port Authority the project sponsor and would require Pennsylvania to keep the dredged spoils. The Commonwealth also has to seek an environmental impact statement from the Army Corps of Engineers. Under the terms of the agreement, New Jersey will be released from any financial commitments and will retain its permitting authority.

Study on Development of Area Surrounding PATCO Stations

A recent study commissioned by the Port Authority Transit Corp. (PATCO) and its parent, the Delaware River Port Authority, demonstrated the potential for mixed-used developments along several of PATCO's New Jersey park-and-ride stations. Of the seven stations studied, Collingswood showed the most potential for immediate transformation with Haddonfield and Ferry Avenue in Camden right behind. Westmont, Woodcrest and Ashland stops in Cherry Hill and Lindenwold also offer opportunity for growth. All efforts would require significant public funding to move forward, as well as buy-in of each individual community.

Pennsylvania Receives \$9M in Grant Funding to Enhance Port Security

Last month, the U.S. Department of Homeland Security awarded Pennsylvania approximately \$9 million in federal grants to fund port security in Greater Philadelphia, Pittsburgh and Erie. The grants were funded through the Department of Homeland Security's port security grant program. Organizations that received grants include the Pennsylvania State Police, the City of Pittsburgh, Erie-Western Pennsylvania Port Authority and the Philadelphia Regional Port Authority. The State Police received \$1.66 million, which will be used in Greater Philadelphia towards:

- Implementing a Delaware River Virtual Maritime Domain Awareness Center to facilitate the

sharing of security information on a 24/7 basis among law-enforcement agencies, the petrochemical facilities and general cargo terminals in the Port of Philadelphia;

- Purchasing a patrol boat for State Police to be used to prevent, detect and respond to any threats to critical infrastructure and key resources in the Port of Philadelphia; and
- Increasing the frequency of Civil Air Patrol aerial reconnaissance missions in the Port of Philadelphia and increasing their effectiveness by adding sophisticated sensor equipment to the aircraft.

\$35 Million Research Center Opens in Newark, Delaware

French industrial- and medical-gas company, Air Liquide S.A., has opened a \$35 million research center in Newark, Del. According to the company, the Newark operation employs 80 scientists and support staff and is expected to grow to 150 employees in one to two years. Research will include clean fuel, food processing, electronics and health care.

SELECT NEWS

2007 Regional Report Released by Select Greater Philadelphia at State of the Region

The Greater Philadelphia Chamber of Commerce, in partnership with the Chamber of Commerce Southern New Jersey and the New Castle County Chamber of Commerce, held its third annual State of the Region event on May 22, 2007, in Drexel Hill, Pennsylvania. This event was the culmination of the organization's [County Breakfast Series](#) and its agenda included featured speaker Douglas R. Conant, President & CEO, Campbell Soup Company. Conant gave an overview of Campbell's renewed strategy, which includes its recently announced campus expansion in Camden, New Jersey.

Select Greater Philadelphia President and CEO, Thomas G. Morr, released the 2007 Regional Report, a comprehensive analysis of Greater Philadelphia's 11-county region, at the event. The report includes information about the region and how it compares to other markets on a number of key areas of interest, including: talent, regional assets, industry clusters, support for business innovation, the value of the region, market access and quality of life.

"We live and work in a great region with a monumental past and a bright future - and the Regional Report helps us tell that story," added Morr. "Select uses the Regional Report as a tool to market the region by highlighting our stable and growing economy, top notch people, diversity of industry, superb location and quality of life."

The 2007 Regional Report can be accessed online at:
http://www.selectgreaterphiladelphia.com/regional_report.cfm.

The State of the Region also included a panel discussion on technology transfer as an example of the economy-building power and influence of our region's colleges and universities. The panel included Dr. Richard Caruso, Chairman of the Board, Integra LifeSciences Corporation; Katherine Chou, Executive Director, Office of Technology Transfer, Thomas Jefferson University; Christopher A. Coons, New Castle County Executive; P. Sherrill Neff, Founding Partner, Quaker BioVentures; and moderator Tara L. Weiner, Managing Partner, Greater Philadelphia, Deloitte.

Select Greater Philadelphia Welcomes 13 Companies, 400 New Jobs to Region

Select Greater Philadelphia (Select), a not-for-profit economic development organization dedicated to marketing the Greater Philadelphia region and attracting new businesses to the community, recently welcomed 13 companies to Greater Philadelphia. These companies include: Delta Phi Epsilon, Ethnics Furniture, Gahagan & Bryant, Medical Students for Choice, MetroPCS Communications, Inc., The Mutual Fund Store, Simeone Automotive Foundation, SOCOM, and

the Susquehanna Association for the Blind & Vision Impaired.

The location of these 13 companies in the region will add up to 400 new jobs to the local economy with the potential for even more opportunities as the organizations continue to expand. This adds to approximately 1,000 jobs expected in the region as the result of previously announced companies like Gamesa, Osstem, and Quintiq.

“We are happy to welcome each of these companies to Greater Philadelphia,” said Thomas G. Morr, president and CEO of Select Greater Philadelphia. “The wide variety of products and services provided by each organization demonstrates the diversity of this region’s economy – a key factor in the success of our area.”

Select Greater Philadelphia is pleased to report that nine out of thirteen companies have allowed us to publicly release their names. Companies not included have requested that their names remain confidential.

- **Delta Phi Epsilon**, an international sorority with 45,000 members and with both undergraduate and alumnae chapters throughout the United States and Canada, is locating its national headquarters in the region.
- **Ethnics Furniture** is a unique shop which houses a collection of handcrafted teak and mahogany furniture and accessories imported directly from the islands of Indonesia.
- **Gahagan & Bryant** is the largest firm in the US specializing in dredging engineering, hydrographic surveys, and subsurface investigations and has provided consulting engineering services from concept to completion for dredging of port development, land reclamation and coastal engineering projects, since 1975. It is locating a regional office in Greater Philadelphia.
- **Medical Students for Choice** is an internationally known non-profit organization with a network of over 10,000 medical students and residents around the United States and Canada. It is locating its national headquarters in the region.
- **MetroPCS Communications, Inc.** is a provider of wireless communications services that has located an office in the Greater Philadelphia region. It has more than 3 million subscribers nationwide and offers customers flat rate plans with unlimited anytime local and domestic long distance minutes with no signed contract.
- **The Mutual Fund Store** is an independent fee-based investment advisory business with 54 locations in 46 cities across the United States, including two recently located in the Greater Philadelphia. It is one of the nation’s first fee-based investment advisory firms to focus exclusively on mutual funds.
- **Simeone Automotive Foundation** is an exhibition of sports cars, historical center and driver training for youngsters.
- **SOCOM** is a resin manufacturer, based in France, which is dedicated to the creation, production, packaging, marketing and sales of chemical based adhesive systems, for the building industry in private label. It is locating its U.S. headquarters in the region.
- **The Susquehanna Association for the Blind & Vision Impaired (SABVI)** is an organization dedicated to restoring autonomy and independence to the lives of county residents who are blind or vision impaired by creating and offering employment opportunities. SABVI is opening a regional office in Greater Philadelphia, which will include a light manufacturing facility.

“Delta Phi Epsilon chose the Greater Philadelphia region because it is easily accessible to our entire membership in the United States and Canada - and simply because we’ve always enjoyed doing business here,” said Donna Von Bruening, International President, Delta Phi Epsilon. “A number of different regional organizations, including Select Greater Philadelphia, worked together to make our move to Greater Philadelphia an easy one.”

Select Greater Philadelphia’s (Select) works in partnership with 11-county economic development organizations to assist and influence companies to locate in the region. These include New Castle County in Delaware; Burlington, Camden, Gloucester, Mercer and Salem Counties in New Jersey; and Bucks, Chester, Delaware, Montgomery and Philadelphia Counties in Pennsylvania.

Select’s exact role in each company’s move to the Greater Philadelphia region varies. However,

in addition to its role in attracting business to this region, Select offers all clients a single source providing customized information and resources to meet business specific requirements. Services include providing accurate data about the Greater Philadelphia region, connecting companies to service providers, facilitating site and incentive analysis and acting as a liaison between company representatives and economic developers in this tri-state area (Delaware, New Jersey and Pennsylvania). Since its inception, Select has provided information and assistance to over 200 companies as they consider establishing a Greater Philadelphia location. For more information on services, please visit: <http://www.selectgreaterphiladelphia.com/select/select.cfm>

International Media Tour on Life Sciences in Greater Philadelphia

Select helped Pennsylvania's Department of Community and Economic Development and Team PA host a delegation of international life science journalists. A number of leaders in Greater Philadelphia's bio/pharma and medical communities spent time educating the reporters in an effort to help generate positive international press about the GPR's life science business climate. Thanks to all who helped showcase our area!

Advertising Campaign Highlights Greater Philadelphia Life Science Industry

Select recently launched an advertising campaign targeting the life science industry. The campaign features David Stout, President of Pharmaceutical Operations, GlaxoSmithKline, discussing (via a voice chip embedded in the advertisement) why Greater Philadelphia is the best region to commercialize a new therapeutic.

■ IN THE NEWS

Tasty Baking Company Announces Relocation to Navy Yard

Tasty Baking Company of Philadelphia announced last month its plans to relocate its corporate headquarters and main manufacturing and distribution operations to leased facilities at the Navy Yard, a commercial and industrial development center in Philadelphia. The relocation comes as a result of a comprehensive review of strategic manufacturing options.

The company is leasing a 345,000-square-foot building on 26 acres, which will include the production facility, a warehouse and distribution center. The new building will be developed as a high-performance, LEED-certified "green" facility. It will employ HVAC, water conservation, recycled building materials and day-light harvesting, among other environmentally efficient features. Construction is expected to begin in late 2008, with scheduled completion in 2009. Tasty Baking Company expects the facility to be fully operational in 2010.

The new site at the Navy Yard is a Keystone Opportunity Improvement Zone, exempting the company from the state and city taxes until at least 2018. The company will receive \$32 million in low-interest loans from the state and city to support the move. In addition, the company will receive a \$600,000 opportunity grant from the state.

Tasty Baking expects to employ 345 workers at the new manufacturing facility and retain its 150 workers in the corporate office. The company will also retain its manufacturing operations in Oxford, Pa., where it employs 300 people.

Pennsylvania Business Rails Receive Improvement Grants

Pennsylvania's business-use railways were awarded 40 grants totaling \$10 million for improvements. Together, Bucks and Philadelphia counties received six grants, totaling more than \$1.7 million. The grants are part of the Department of Transportation's Rail Freight Assistance Program. Last year the program also donated \$10 million in grants to use towards improvements.

The Bucks County Railroad Preservation and Restoration Corp. will receive \$250,000 to rehabilitate the track between New Hope and Warminster; Fairless Iron and Metal LLC will receive \$200,000 to continue rehabilitation within the plant facility; Land and Sea Forest Products Corp. will receive \$84,050 to construct two spurs that will extend the existing rail line; USS Real Estate Division of U.S. Steel Corp. will receive \$500,000 to rebuild and construct track and turnouts at the Keystone Industrial Port Complex; and Waya Ventures LP will receive \$250,000 to construct roughly 8,000 feet of track. In Philadelphia County, Delaware and Hudson Railway Co. Inc. will receive \$462,000 to relocate the existing CP Lumber facility.

Local Companies Highlighted by *BusinessWeek* as Small Companies to Watch

Three companies in the Greater Philadelphia region were recognized by *BusinessWeek* magazine for being hot growth companies. Companies identified must excel in three-year results in sales growth, earnings growth and return on invested capital. Those recognized in the region included:

- Penn Virginia Resource Partners in Radnor, Pennsylvania – coal mine owners who also transport and process natural gas;
- Covance in Princeton, NJ – a company offering drug development services from research to commercialization; and
- K-Tron International in Pitman, NJ – a company that designs, manufactures and services industrial conveyors and feeders.

Urban Outfitters Receives Urban Land Institute Award

Urban Outfitters Corporate Office Campus, located at the Navy Yard, received an Urban Land Institute (ULI) Award for Excellence in the Americas Competition. The company was recognized for the consolidation of its corporate and various brand headquarters in 250,000 square feet of renovated industrial buildings on 11 acres of the Navy Yard. The corporate campus' success has contributed to the Philadelphia Industrial Development Corporation's redevelopment of more than 1,000 acres on a historic, brownfield site.

Urban Outfitters' campus is one of ten outstanding developments from North America that have been selected as winners for this award. The awards program is widely recognized as the land use industry's most prestigious recognition program. The 2007 winners were chosen from a field of 23 finalists among 170 entries. Criteria for the awards included leadership, contribution to the community, innovations, public/private partnership, environmental protection and enhancement, response to societal needs, and financial success. In addition, each project was evaluated on the basis of financial viability, the resourceful use of land, design, relevance to contemporary issues and sensitivity to the community and environment. Each contributes to a live-work-play environment and is designed to complement and enhance the greater community.

New Car-sharing Firm Comes to Greater Philadelphia

Flexcar, one of the nation's largest car-sharing companies, launched operations in Greater Philadelphia last month, which has the potential to be one of the strongest markets for car-sharing. The company will start with 30 cars in downtown Philadelphia and will increase to 100 cars by the end of 2007. Vehicles include hybrids, sedans, minivans, pickups and sports cars. The Washington-based company now has operations in 11 U.S. cities.

Philadelphia's Wireless Network to be Ready by Fall 2007

Wireless Philadelphia announced that the technology to provide wireless, high-speed Internet access passed a test that evaluated how it would perform in a 15-square-mile area of the network built. As a result, the organization building the network, EarthLink Inc., has received the green light to build the remainder of the network, which is expected to be completed in early November 2007. EarthLink will also own and have the ability to sell access to the network. Wireless Philadelphia is overseeing network construction and creating programs to help bridge the digital divide.

■ ECONOMIC DEVELOPMENT NEWS FROM AROUND THE REGION

Bucks County

Universal Health Plans to Buy Bucks County Treatment Center

A subsidiary of Universal Health Services, Inc., a for-profit operator of hospitals and health centers, announced last month that it has agreed to buy Foundations Behavioral Health, a child and adolescent psychiatric hospital and residential treatment center. Based in Bucks County, Foundations is a non-profit facility with 54 acute-care beds, 48 residential beds and other services. The deal is expected to be complete within the next two months.

Burlington County

Science Incubator Formally Opened

Burlington County College (BCC) officials formally opened its new 12,800-square-foot Science Incubator last month. Located on the BCC campus, the \$4.2 million Science Incubator will provide space and access to professional staff to help startup science companies grow and succeed. The new building has 11 interconnected labs that are available for lease, conference rooms and high-speed Internet connections. The overarching goal of the Science Incubator is to develop businesses that will eventually move out of the facility, but remain based in Burlington County, providing both a boost to the local and regional economy as well as internship and job opportunities for BCC students. The Science Incubator will also be home to BCC's Center for Public Health Preparedness, a federally-funded program designed to train health professionals and volunteer first responders.

Camden County

Lockheed Martin Awarded Navy Contract

Lockheed Martin Corp. Advanced Technology Laboratories in Cherry Hill was awarded a \$1.7 million contract by the Office of Naval Research. The contract requires that Lockheed develop artificial-intelligence technology that quickly analyzes vast amounts of data and presents warfighters and first responders to terrorist incidents with the choices they need to make quick decisions. The work will be completed by the 150-person staff based in Camden County. Overall, Lockheed Martin employs 12,500 workers in the Greater Philadelphia region.

Chester County

Engineering Firm Awarded \$10.6M in Contracts

WPCS International Inc., a leader in design-build engineering services for specialty communication systems and wireless infrastructure, was awarded a variety of new contracts totaling approximately \$10.6 million. Based in Exton, some of the new projects include work for the United States Postal Service, Commonwealth Electric Co., Foxwoods Resort Casino in Mashantucket, Conn., and Union Pacific Corp.

Herr Foods Inc. Expands in Chester County

Herr Foods announced plans to add 70,000 square feet of manufacturing space to its Chester County facility for use in the making of cheese curls and new snack products. The company plans to hire 64 new workers in the process. Chester County's Economic Development Council helped secure a package of more than \$5.2 million through the Department of Community and Economic Development to fund the project. Herr's Chester County facility currently manufactures three-quarters of its products and employs approximately 470 manufacturing and administrative employees.

Delaware County

New Company to Help Foreign Life Sciences Companies Enter the U.S.

Last month, BioPortUSA, a "commercialization accelerator" comprised of U.S.-based professional services firms with international reach, opened its office in Wayne. The company will target foreign life sciences companies seeking to establish a U.S. presence and help them navigate the regulatory environment along with legal, tax, immigration and commercialization requirements. BioPortUSA's services are well-suited for funded life sciences firms with therapeutics (drug compounds or biologics), medical devices, diagnostics, or platform technologies well advanced in their clinical programs or launched in their respective domestic market.

Partners in the venture include: Amper, Politziner & Mattia, an accounting firm with offices in New York and New Jersey; Aston Tweed, an executive recruiting and consulting firm based in Wayne; Morgan, Lewis & Bockius, a Philadelphia law firm; PharmaNet Development Group, a Princeton clinical drug-development firm; and Wachovia Insurance Services, an insurance broker based in Charlotte, N.C.

The formation of BioPortUSA was announced at the Biotechnology Industry Organization's (BIO) 2007 annual convention held in Boston last month.

Montgomery County**Nine Local Tech Firms Receive \$2.4 Million; Largest in County**

Ben Franklin Technology Partners of Southeastern Pennsylvania (BFTP/SEP) has invested a total of \$2.4 million in nine early-stage technology companies. The largest investment went to Montgomery County-based Light-Pod Inc., a company that has developed a way to produce low-energy, low-heat lighting as bright as incandescent bulbs using light-emitting diodes. It has even produced a version that meets U.S. Navy requirements for operating in various environments where harmonics, shock or vibrations could cause damage.

Other Greater Philadelphia companies that received investments included Hx Technologies Inc., \$350,000; Voice Star Inc., \$300,000; Freedom Sciences LLC, \$250,000; Skillsurvey Inc., \$250,000; InfraScan Inc., \$250,000; Fund Publishing, \$200,000; EyeIC LLC, \$200,000; and Parsortix Inc., \$150,000.

Cedar Shopping Centers to Develop New Project in Mont Co

Cedar Shopping Centers announced it has entered a joint venture agreement with Tristate Ventures for construction and development of a 700,000-square-foot shopping center in Pottsgrove. Construction is scheduled to begin at the end of 2007 and the project is expected to be completed by mid-2009. The project will cost a total of approximately \$105 million and Cedar will provide up to \$17.5 million as invested capital with a preferred return. Tristate will be responsible for construction, leasing and property management of the center.

New Castle County**Newark Recognized as Business-Friendly**

Last month, Newark received the Delaware Small Business Community of the Year award from the Small Business Administration. The city was recognized for successfully leveraging economic development resources to the benefit of its businesses, including providing startup grants, partial property tax exemptions, parking waivers and zero-percent facade improvement loans. The town was also praised for persevering through the planned shutdown of the Chrysler plant.

Centerpiece Tenant Signed in Promenade at Middletown

Starplex Cinemas, a 10-screen, 1,650-seat Cineplex, signed a 15-year lease in the Promenade at Middletown. The Cineplex will have arena seating and state-of-the-art projection technology. The Promenade at Middletown includes 175,000 square feet of space, which will include 282 luxury condominiums and five separate buildings. Other expected tenants include a coffee shop-bookstore, upscale clothing boutiques and restaurants. Brokers from Patterson Woods Commercial/Corfac International hope to negotiate more leases for the center.

Philadelphia County

Local Organization Receives \$900,000 Grant for Technology Commercialization

According to the office of U.S. Representative Chaka Fattah, the U.S. Economic Development Administration recently awarded Ben Franklin Technology Partners of Southeastern Pennsylvania a \$900,000 grant. Ben Franklin Technology Partners promotes technology-based economic development and was given the grant to expand its technology commercialization efforts with corporate and university partners in an effort to integrate technology and develop new products.

Day & Zimmerman Relocating Within Center City

Day & Zimmerman, one of the largest private companies in the country, will relocate its Center City headquarters from 1818 Market Street. into 122,000 square feet of space at 1500 Spring Garden St. The 1.2 million-square-foot building has gained several high-profile tenants over the past year including CBS 3 and UPN 57.

Day & Zimmerman Power Services also recently announced its completed acquisition of Atlantic Services, Inc., making it the owner of two of the top companies in the power services market with combined total annual revenue of nearly \$800 million. This acquisition positions Day & Zimmermann Power Services as the No. 1 Power Operations and Maintenance Contractor nationwide, according to Engineering News Record's annual rankings.

Day & Zimmerman's revenue in 2006 was approximately \$1.4 billion. Its lines of business include architecture, engineering and construction services, maintenance and modification services, munitions and government services, security services, talent and outsourcing services, and validation services.

Reinsurance Firm Adds Office in Philadelphia

Collins, a privately held reinsurance intermediary, has opened a new office in Greater Philadelphia in order to be part of the "established, dynamic" insurance community the region offers. Brokers who have joined Collins in Greater Philadelphia include, Robert L. Duffield, Diane M. Larzelere and Maureen F. Brittingham, all former employees of Benfield. Collins is based in Minneapolis and serves clients in the property-casualty, life and accident and health insurance markets. The company provides reinsurance brokerage services, risk transfer advice and analytical services to insurers, reinsurers, managing general agents and others in the insurance marketplace. This includes services such as catastrophe modeling, actuarial analysis, dynamic reinsurance modeling and financial consulting.



SELECT NEWS is the monthly newsletter of Select Greater Philadelphia, an affiliate of the Greater Philadelphia Chamber of Commerce. Select Greater Philadelphia is dedicated to marketing our region nationally and globally as well as attracting, growing and retaining companies to firmly establish Greater Philadelphia as a top-tier place to do business. The Greater Philadelphia region is comprised of 11 counties across southeastern Pennsylvania, southern New Jersey and northern Delaware.

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