



# MONTGOMERY COUNTY COMMERCE DEPARTMENT

November 1<sup>st</sup>, 2017

County-Wide Stakeholder Meeting

# Commerce Department

2

- 19 Staff
  
- Montgomery County's one-stop "no wrong door" solution for individuals, businesses, municipalities, and stakeholders seeking economic and workforce development information, services, and/or cooperative opportunities
  
- Four Elements
  - MontcoWorks
  - Montgomery County Development Corporation (MCDC)
  - Redevelopment Authority (RDA)
  - Industrial Development Authority (IDA)



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3

- MontcoWorks
  - The Workforce Development Board (WDB) for Montgomery County
  - Directs funding from federal, state, and local sources for programs and services designed to benefit job seekers, incumbent workers, and businesses in accordance with the Workforce Innovation and Opportunity Act (WIOA)
  - Oversees the PA Careerlink ® of Montgomery County and its service providers
  - Programs includes On the Job Training (OJT), Montgomery County EARN, and MontcoWorks NOW Youth Program



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4

- MCDC
  - A 501(c)(3) public-private partnership & membership supported economic development organization
  - Facilitates networking, educational, and economic development opportunities in Montgomery County
  - Provides support for the County Loan Program and serves as the County's Certified Economic Development Organization (CEDO) for Commonwealth of Pennsylvania economic development business financing programs
  - Acts as the Commerce Department's designated element for the Southeast Pennsylvania Partnerships for Regional Economic Performance (SE PREP)



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5

- RDA
  - Principal purposes are assisting the County's townships and boroughs in stimulating economic revitalization and aiding in the provision of affordable housing through applications to state and federal sources
  - Services and programs have included Redevelopment Planning and Implementation; Pennsylvania Enterprise Zone Administration; Conduit for Federal, State, and County Funding; Brownfields Assessment & Remediation; Tax Increment Financing; Affordable Housing Development, Finance & Monitoring
  
- IDA
  - The Industrial Development Authority (IDA) has assisted manufacturing firms, nonprofit (501(c)(3)) organizations, educational institutions and health care organizations, as well as water treatment plants and pollution control facilities
  - Facilitates projects through borrowing money from private sector financing institutions, loaning this money to Montgomery County companies to finance projects while securing below-market interest rates on loans that are tax-exempt to the lender



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## A Non-Exhaustive List of Resource Providers and Technical Assistance Partners

- Pennsylvania Department of Community and Economic Development (DCED)
- Temple University Small Business Development Center
- Lehigh University Small Business Development Center
- Delaware Valley Industrial Resource Center (DVIRC)
- World Trade Center Philadelphia
- Montgomery County Planning Commission (MCPC)
- Governor's Action Team
- Ben Franklin Technology Partners of Southeast PA
- Service Corps of Retired Executives (SCORE)
- Federal Home Loan Bank of Pittsburgh
- Montgomery County Intermediate Unit (MCIU)
- USDA Rural Development
- Montgomery County Community College (MCCC)
- World Trade Center Greater Philadelphia
- Valley Forge Tourism & Convention Board (VFTCB)
- Manufacturer's Alliance of Bucks and Montgomery County (MABMC)
- Strategic Early Warning Network (SEWN) and PA L&I Rapid Response
- Federal Reserve Bank of Philadelphia
- Select Greater Philadelphia
- Small Business Administration
- Economic Development Administration
- Community Development Financial Institutions (CDFIs)
- Delaware Valley Regional Planning Commission (DVRPC)



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7

- Strategic Commerce Department Goals
  - Business Services/Assistance/Incentives/Information
    - Continuing to excel and further improve our core services while looking for ways to stay ahead of trends and augment our capacity
    - Emphasis on understanding and disseminating information and data on local, regional, and global events, trends, and other factors impacting the economy of Montgomery County
  - Regional and Local Community/Economic/Workforce Development
    - Being a voice and a force for positive, forward-thinking, and impactful investment, growth, and change with new programs and initiatives
    - Strengthen our collaborative efforts with our fellow County Departments and Agencies
    - Bringing together stakeholders to form strategic, sound partnerships based on shared visions and missions



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- Developing Commerce Department Initiatives
  - Emphasis on consistent county branding
  - Greater engagement with a broader array of partners and stakeholders
    - Ex. – Regularly convene meetings with economic and workforce development stakeholders from across the County as well as throughout the region
  - Focus on connecting businesses, individuals, entrepreneurs, and municipalities with full slate of economic development tools, incentives, and technical assistance
    - Ex. – County Loan Program development and intensification of deal flow
  - Enhanced social media and web presence
  - Develop seamless communications and programming between workforce and economic development entities within Department
    - Ex. – cross-over events and entrepreneur/early-stage business mentoring and support programs
  - “Roundtable”-style engagement with leading regional philanthropic, non-governmental, educational, and professional association leaders
  - More coordination with other County Departments (MCPC, HHS, etc.), non-profits, and non-governmental agency stakeholders





# Discussion

9

- ❑ What are the emerging businesses in your area? What businesses are struggling?
- ❑ What do people say to you about economic and workforce development in Montgomery County?
- ❑ What are your needs from the Commerce Department? How can we help?
- ❑ Where do you see opportunities for economic and workforce development enhancement in Montgomery County?
- ❑ What questions do you have for the Commerce Department?



# Conclusion

Thank You!

