

MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT & SPECIAL PROJECTS

ANNUAL REPORT

2007

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MAYOR**

**EDWARD L. NIELSEN
DIRECTOR**

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DEPUTY DIRECTOR**

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I. DIRECTOR'S MESSAGE

2007 DIRECTOR'S MESSAGE

Notwithstanding the political and budgetary disruptions that continued to plague the Capital City throughout 2007, Harrisburg continues to enjoy a secure position as one of the best renaissance cities for individuals and families to live, work, visit, invest and play in the Northeast, as well as the USA.

The Mayor's Office of Economic Development and Special Projects (MOEDSP) facilitates the economic and tourism development activities of the City, including a diversity of special projects that advance the City's pro-business agenda and residents' interests (e.g., the hotly-contested debate between the City and the General Services Administration over relocation of the Federal courthouse; three City-based hotel development projects; Southern Gateway Project; South of Market-SOMA- initiative).

More specifically, MOEDSP has operational and budgetary oversight responsibilities for a modest revolving loan program for City-based businesses, the cable television station, WHBG20, the City's web site (planning for a redesign by early summer of 2008) and general City marketing initiatives, such as the two page advertisement in the Hershey-Harrisburg Regional Visitors Bureau's *2008 Visitors Guide*. Additionally, MOEDSP provides a vital community liaison function, serving on boards of the National Civil War Museum, Pennsylvania League of Cities and Municipalities, Capital Region Economic Development Corporation, Penn State Harrisburg, South Central Assembly for Effective Governance, Tri-County Community Action Commission and Harrisburg Downtown Improvement District, to name a few.

Building on more than two decades of progressive growth and investment strategies, as well as entrepreneurial municipal government innovations, Harrisburg's future continues to brighten, as evidenced by the continued interest in businesses either locating in or re-locating to the City of Harrisburg, as the following report clearly demonstrates. While this report does not attempt to address the myriad details of economic and tourism development activities in the City, it does serve to provide the readers with an accurate bellwether of the Capital City's dynamic and diverse economic development initiatives.

While details follow in the rest of this report, highlights of the current MOEDSP revolving loan portfolio include: seventy loans, totaling nearly \$6 million; in 2007, more than \$500,000 in low-interest loans were made with City-based businesses through MOEDSP. Loans ranged from \$6,500 to \$150,000 and supported the start-up or expansion of a variety of businesses, including a holistic health care provider, installation of a fire protection system for a home-based day care, restaurant expansion, beauty and nail salon, as well as equipment purchases and working capital.

MOEDSP's long-standing support of minority and women-owned business enterprises continued through the year, with nine companies receiving loans and financial assistance through MOEDSP, including five woman-owned businesses (2 African American; one Asian; two Caucasian) and two African American husband-wife partnerships. MOEDSP also served sixty-

one clients and potential clients by hosting eight business start-up seminars, designed to create a basic understanding of successful business “best practices.” In August 2007, MOEDSP hosted an “Open for Business” seminar in City Council Chambers that attracted more than ninety participants, with excellent feedback from the attendees. A program is tentatively planned for the summer of 2008, with a focus on retail development in various areas of the City.

Strategically, a significant down side of the “in-negotiations” 2008 budget (in late 2007) that will hamper continued economic growth for the City was the elimination of funding for two MOEDSP staff positions (staff functions absorbed by the remaining staff) and several important organizational affiliations, including most notably the Capital Region Economic Development Corporation (CREDC), as well as the South Central Assembly for Effective Governance (SCAEG) and the Harrisburg Downtown Improvement District (HDID). Staffing remains core to MOEDSP being able to achieve its mission; with a staff that has eroded over the last ten years (currently at four full-time positions), MOEDSP is stretched to its limits. All three of above-mentioned entities provide considerable “return on investment” for the City: CREDC is a major partner of the City, collaborating with MOEDSP staff to entice large and small businesses to Harrisburg and providing professional expertise that enhances the value of doing business in Pennsylvania’s Capital City; SCAEG provides essential data collection and related information useful to supporting the case for continued growth and development; HDID focuses on the core central business district, providing beautification and cleaning of the streets and staffing a modest Visitors Information Center (VIC) on North Second Street.

Likewise, an area that has deserved considerably more attention than it received in the past is marketing and promotion of Harrisburg as a destination in which to “live, work and play.” To that end, the Harrisburg Broadcast Network (WHBG20-TV, City web site, production facilities) also functions within MOEDSP’s annual operating budget. The year 2007 set the stage for a strategic and long-term marketing effort, evidenced in particular with the “*We the People...*” advertisement placed in the Central Pennsylvania Business Journal’s premier issue of *Inclusion* magazine (September 2007). Additionally, 2007 started the process of planning for more “useful” information to be broadcasted to the region’s and City’s viewers via WHBG20. Examples of this effort included public service “infomercials” about reporting non-functioning street lights and potholes, available parking in downtown, as well as a one hour interview with members of the regional R&B crossover band, The Magnificent Men (circa 1960-1970).

Although considerable progress was made in 2007, continuing budget constraints prevented the city from developing a comprehensive multi-faceted marketing initiative for Harrisburg: hard copy collateral materials (brochures, portfolios, pamphlets, etc.); web-based marketing via City’s web site (harrisburgpa.gov); and, creating more educational/ informative promotions of the City and region and its many activities and resources via WHBG20-TV. The year 2008 is expected to yield some, but not all, of these important marketing materials and initiatives.

So, what does the future hold? A continuation of the steady growth in new economic and tourism development projects; maintaining the high standard of support services and low-interest loans to City-based businesses; a comprehensive and continuing push to more effectively market

Harrisburg and its environs; and, unbridled and unapologetic love for and enthusiasm about the Keystone State's Capital City: Harrisburg, Pennsylvania.

Readers of this report will find the following: a brief history of MOEDSP; a summary of various economic development projects managed by MOEDSP staff; a diverse loan portfolio, including a summary of jobs created through each business client; business certifications; a summary of business start-up development and assistance; new mercantile accounts; MOEDSP staff roster and 2007 operating budget.

Should any reader have questions about this portion of the City's 2007 Annual Report, they are encouraged to contact MOEDSP directly:

Mayor's Office of Economic Development & Special Projects
10 North Second Street, Suite 405
Harrisburg, PA 17101
W: <http://www.harrisburgpa.gov/moedsp/>
T: +1.717.255.3027
F: +1.717.255.6432

Welcome Home!!

A. ACTIVE LOANS/JOBS CREATED

ACTIVE LOANS/JOBS CREATED

The following is a list of the active loans and the jobs created by these loans:

<u>BUSINESS NAME</u>	<u>JOBS CREATED</u>
916 South 14 th Street Partnership	150

Amjad & Shahanna Ali	4
Anointed Eats & Sweets, Inc.	2
Appalachian Brewing Company	69
Atomic Warehouse	1
Basic Steps Daycare Center, Inc.	18
BJ's Drywall	6
Brother & Sister Food Service, Inc.	5
Cameron Real Estate, L.P.	118
Cameron Street Café	10
Cutting Edge Signs	2
David Ferris Associates, Inc.	2
Design Consortium	1
Downtown News	6
FDA Packaging, Inc.	80
Harrisburg Irish Pubs, LLC d/b/a Molly Brannigans	10
Howard Tire Company	14
Image and Print, Inc.	5
Keystone Cab Service, Inc.	63
Kline & Hippensteel	2
L. Myers Associates	15
Librandi's Machine Shop	16
Lil' Blessings Day Care, Inc.	18
MATH, Inc.	12
Milestone Inn	2
MOWA, Inc.	5
NICJO, Inc. d/b/a McGrath's Pub	15
Onabella LTD.	18
Pearl Hair Nail Salon	3
Quick Stop	9
Riverside Marina, Inc.	3
Robinsons Vending	1
Shear Insanity, Inc.	5
South Pointe Marina	6
Suites at Stocks	26
T & D Convenience	3
Woodlore Builders Studio	15
Zephyr Enterprise Services, Inc.	<u>15</u>
TOTAL	755

B. 2007 LOANS

2007 ACTIVE REVOLVING LOANS

<u>CLIENT</u>	<u>AMOUNT</u>
916 South 14 th Street Partnership	\$ 250,000.00
Amjad and Shahana Ali	\$ 21,500.00
Anointed Eats and Sweets, Inc.	\$ 63,671.00
Appalachian Brewing Company, Inc.	\$ 250,000.00
Appalachian Brewing Company, Inc.	\$ 30,000.00
Basic Steps Daycare Center, Inc.	\$ 40,795.73
BJ's Drywall and Services	\$ 10,000.00
Brother & Sister Food Services, Inc.	\$ 75,000.00
Cameron Real Estate, L.P.	\$ 240,000.00
Capital Region Health System	\$ 100,000.00
Cutting Edge Signs	\$ 81,778.78
Cutting Edge Signs	\$ 27,038.55
David Ferris Associates, Inc.	\$ 35,000.00
Design Consortium	\$ 25,000.00
Downtown News	\$ 40,000.00
FDA Packaging, Inc. (PA Competitive Grant)	\$ 250,000.00
FEI Company	\$ 75,000.00
George Courier Services	\$ 28,000.00
Grandkott Corporation	\$ 230,000.00
Harrisburg Irish Pubs, LLC	\$ 100,000.00
Howard Tire Company, Inc.	\$ 150,000.00
Image & Print, Inc. - MODE Magazine	\$ 97,600.00
Invica	\$ 55,000.00
Keystone Cab Service, Inc.	\$ 19,252.12
Kline & Hippensteel (New Baldwin Economic Zone)	\$ 18,000.00
Librandi Machine Shop, Inc. (New Baldwin Economic Zone)	\$ 300,000.00
L. Myers Associates	\$ 186,629.00
MATH, Inc.	\$ 72,841.05
The Milestone Inn, Inc.	\$ 110,000.00
MOWA, Inc.	\$ 125,000.00
NICJO, Inc.	\$ 100,000.00
Onabella, LTD.	\$ 135,000.00
Stephen Pearlman	\$ 58,929.86
Pearl Hair Nail Salon	\$ 19,000.00
Quick Stop	\$ 61,971.48
R. E. Brown, Inc.	\$ 2,500.00
Real e. Savvy, Inc.	\$ 10,000.00
Riverside Marina, Inc.	\$ 150,000.00
Ryan's Room, Inc.	\$ 160,000.00
South Pointe Marina, Inc.	\$ 50,258.43
South Pointe Marina, Inc.	\$ 50,000.00
Spitzer Appraisal Services	\$ 35,000.00
Suites at Stocks	\$ 150,000.00

Susquehanna Outfitters, LLC	\$ 50,000.00
T & D Convenience Store	\$ 20,000.00
Woodlore Builders Studio	\$ 32,000.00
Zephyr Enterprise Services, Inc.	\$ 248,791.00

COMMUNITY DEVELOPMENT BLOCK PROGRAM

The Mayor's Office of Economic Development and Special Projects (MOEDSP) Community Development Block Program (CDBG) is used to provide financial assistance to

small businesses located within specific census tracts of the City of Harrisburg. Those census tracts, or the majority of the block numbering areas within those tracts, have historically and continue to exhibit high incidences of poverty, crime, and blight, and have been underserved by and underrepresented by commercial enterprises found in the City's more affluent neighborhoods. The program is designed to address those historical and deep-rooted economic inadequacies by promoting the start-up, maintenance, and expansion of small businesses that will both provide goods and services, and employment opportunities, to the residents of the targeted communities.

2007 CDBG PROGRAM LOAN RECIPIENTS

Shear Insanity, Inc. Minority-Owned
2200 North Sixth Street, Harrisburg, PA 17110
Ms. Tashia Lester received \$10,000 for a start-up hair salon.

Lil' Blessings Day Care, Inc. Minority-Owned
1419 North Second Street, Suite 4, Harrisburg, PA 17102
Ms. Jennifer Sims Received \$20,000 for a day care center. Expanded.

Robinson's Vending Women-Owned
1852 Park Street, Harrisburg, PA 17103
Ms. Angela Robinson received \$17,500 for a start-up vending service.

A Personnel Connection, LLC Minority-Owned
18th and State Streets, Harrisburg, PA 17104
Ms. Samara Gallatin received \$20,000 for a start-up employment agency.

Jersey City Clothing & Beauty Accessories Minority-Owned
1501 Derry Street, Harrisburg, PA 17104
Mr. McNeil received \$11,000 for a retail clothing and beauty accessory store.

BARJ Dollar Deals, LLC Minority-Owned
1340 Derry Street, Harrisburg, PA 17104
Ms. Brigid Des-Ogugua received \$20,000 for a start-up dollar store.
No longer in business.

III. NEW BUSINESS OPPORTUNITIES

NEW BUSINESS OPPORTUNITIES

HACC EXPANSION

The largest project in the Midtown area of Harrisburg this year was the HACC expansion at The Evangelical Press Building, which is located at the corner of Third and Reilly Streets.

HACC hired Powers & Associates to rehab the building, adding classroom space, labs, some common areas and some parking to the site. HACC has been expanding their culinary curriculum for the last few years and wanted a presence in the mid-town area. The campus opened in July 2007 and has been very successful.

HACC will be purchasing the former Midtown Cinema, while expanding their audiovisual, theater and computer art program. There will be a new theater constructed and additional retail space will be provided.

The expansion of the HACC campus will also produce new residential units along the North Third Street corridor for students. The expansion has produced economic spin off in terms of permanent jobs, construction and retail establishments. Additional construction will only increase the traffic in the area to benefit all business owners.

BASIC STEPS DAYCARE

Mrs. Julie Ward has owned and operated Basic Steps Daycare for over five years at their current location in the 1400 block of North Cameron Street. While her business is equipped to handle 65 children, Mrs. Ward has been out of space since the opening and has again expanded her services.

She had a well-known reputation in the child care industry before she moved her business into the City and we are proud to have her as one of our clients. Not only do her children receive the best care in baby-sitting, she also has staff to teach them and help with homework if necessary. Mrs. Ward is quite the researcher and has located funding through many sources including the Commonwealth to purchase computers and equipment for her children.

The MOED office is always ready to assist business owners when it comes to expansion and relocation. Basic Steps Daycare is a Woman-owned minority business.

PC PARTS

This firm is currently located in the 1800 block of Paxton Street, which is part of the State Enterprise Zone and has been located there for 10 years. The name of the company speaks for itself, while computers are repaired there for large firms; they are also exported to various countries.

The employee-owned firm was able to purchase their building this year with the help of a local financial institution. Although our assistance was minimal we are glad that they decided to stay in their current location.

NIGHTINGALE HEALTH SERVICES

This business was established over fifteen (15) years ago; the owners are Ms. Lorraine Bock and Mrs. Pamela Parsons. There are three (3) office locations; however, we are proud to have the largest corporate office in the City. Ms. Bock is a nurse practitioner with over twenty (20) years experience in the field and has worked in the tri-county area for most of that time. Holistic health services are offered as well as acupuncture and many forms of stress massage therapy. This business is 100% Woman-owned and operated.

PEARL NAIL AND HAIR SALON

Titina Tran and husband Nickolas Le opened the Pearl Hair and Nail Salon on Reilly Street, near the North Third Street intersection. Although both owners are licensed in the field of cosmetology, Mrs. Tran is the manager and main stylist. They currently provide hair salon services, manicures, pedicures, waxing, and sell hair products. In the future they are going to be offering massage services as well. This business is Minority- owned and operated.

T & D CONVENIENCE STORE

Ms. Tasha Lester and a partner have opened a neighborhood store at the corner of North 4th and Harris Streets. The mini-grocery store will offer items such as groceries, sundries, some over-the-counter medications, soft drinks and lottery tickets.

SHEAR INSANITY

Ms. Tasha Lester has been a MOEDSP client for the last five (5) years as she also is the owner and manager of Shear Insanity, a beauty salon that is located at 6th and Woodbine Streets. She is becoming a dynamic entrepreneur. Ms. Lester, a minority female, is 100% owner of her business.

CARLEY'S

Mr. Stephen Weinstock, one of the owners of Stocks on Second, purchased the building which formerly housed the Bread Shed on Locust Street. He rehabbed the building to establish another restaurant with the ambiance of an Italian themed piano bar. Mr. Weinstock has been successful for the past ten years on North Second Street and wanted to bring another successful

venture to downtown Harrisburg. It is always a pleasure working with him and his staff. We welcome Mr. Weinstock and his entrepreneurial ideas.

TYSON FENCE COMPANY

Mr. Jim Tyson purchased the building located at 611 South 17th Street which is located in a State Enterprise Zone. Although Mr. Tyson has several other business ventures located outside of the City limits we were pleased to learn of his purchase.

This particular site was enticing to him due to the proximity of the Interstate and Enterprise Zone credits. This small company assembles pieces for machinery and they are immediately shipped to various destinations. He was able to employ nine (9) full-time employees and hopes to have fifteen (15) employed within a year.

RETIKI'S DAYCARE

Ms Jamilla Samuels, a resident and homeowner of the City of Harrisburg, has been operating a home-based daycare for several years. This type of daycare is allowed and is sometimes preferred; however, the business must adhere to the fire code of the City of Harrisburg. Ms. Samuels needed some assistance in purchasing a first floor fire protection system. We were able to meet with the Fire Chief who provided the regulations and companies who sold the products. The Mayor's Office of Economic Development & Special Projects provided a small loan to Ms. Samuels and she is now operating in a safe manner.

IV. BUSINESS DEVELOPMENT ACTIVITY

A. CERTIFICATIONS/RECERTIFICATIONS

CERTIFICATIONS

During 2007, there were eight (8) new businesses certified through MOED's Division of Minority and Women-Owned Business.

NAME

1. Central Penn Welding & Ironworks
2. Vara, Incorporated
3. Young & Company, Incorporated
4. Libby Window Treatments
5. Gonzalez Drywall
6. Lawn Jockey Lawn Maintenance
7. Goal Line Construction
8. Santo Santiago Construction Services

RECERTIFICATIONS

During 2007, there were eighty (80) businesses recertified through MOED's Division of Minority and Women-Owned Businesses.

B. MERCANTILE NEW ACCOUNTS

**OUTREACH & ASSISTANCE
To
SMALL BUSINESS OWNERS & POTENTIAL BUSINESS OWNERS
YEAR 2007**

Current Number of Certified Clients:

MBEs: 70 WBEs: 36 MBE/WBEs: 5

Procurement Outreach/Related Information:

MOED NEWS, Weekly Newsletter:
52 Weekly Newsletters sent to Certified Clients
Procurement memos and related telephone calls to certified clients
Notices of Seminars and Conferences for Business Growth & Development

Assistance Provided for the Period (Appointments; Walk-ins):

MBEs: 292 WBEs: 70 DBEs (White Males): 55

**Prime Contractor Requests & Other Requests for Names of City of Harrisburg's
MBE/WBE Certified Vendors: 88**

Requests for MBE/WBE Certification Application: 36

Number of persons attending Business Start-Up Seminars: 61

Examples of Successful MOED/SP Businesses:

Pearl Beauty Salon (owned by Titina Tran and Nickolas Vu)	MBE
BJ's Drywall & Services (owned by Bobby Jones)	MBE
M. T. Johnson Group (owned by Melvin Johnson)	MBE
Personal Touch Professional Cleaning (owned by Shanika Brown)	MBE
Material Matters, Inc. (owned by Barbara Petroff)	WBE
Vara, Inc. (owned by Laura Lacovara)	WBE
Libby Window Treatments (owned by Deborah Libby)	WBE
Santo Santiago Construction Services (owned by José Salazar)	MBE

Outreach:

June 6th – City of Harrisburg - “Open For Business”

Partners/Staff: 22
Reservations: 60
Attendance: 92

Partnership Outreach:

City of Harrisburg – MOED/SP was a Partner for Kutztown University's SBDC's
MBE/WBE Certification Forum held in August at the Dixon University Center.

C. BUSINESS START-UP/DEVELOPMENT ASSISTANCE

BUSINESS START-UP/DEVELOPMENT ASSISTANCE

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Top Flight Painting Co.	Harrisburg	Certification Assistance
Business Builders	Lancaster	Certification Information
David Botero	Harrisburg	General Information
Michael Walker	Harrisburg	City Business Incubators
VARA, Inc.	Mechanicsburg	Certification Assistance
James Crews	Harrisburg	Client Business Information
Terrance Webb	Harrisburg	Certification Information
M. Gordon & Sons	Harrisburg	MBE/WBE Solicitation
A P Williams Company	Harrisburg	MBE/WBE Solicitation
Central Penn Ironworks	Harrisburg	Client Loan Information
James McKamey	Harrisburg	Research WBE Firm
Kiyomi Pattillo	Harrisburg	Catering Company Data
Dellanor Young	Harrisburg	Research MBE Firm
Gordon Flood	Harrisburg	Client Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Alfred Benesch & Co.	Pottsville	MBE/WBE Solicitation
Reynolds Construction Co.	Harrisburg	MBE/WBE Solicitation
Harrisburg Housing Auth.	Harrisburg	MBE/WBE Solicitation
Mike Boone	New Jersey	MBE Contact Information
Integrated Contractors	Harrisburg	Harrisburg University – Job Fair
R. B. McClure Co.	Harrisburg	Recertification Information
Sabi Singh	Jonestown	Business Assistance
Norman Wilson	Harrisburg	Business Assistance
Sherri Tolland	Harrisburg	MBE/WBE Solicitation
Jessica Meyers/JEM	Harrisburg	Certification Information
Mary Hess	Harrisburg	Broad Street Market RFP
Sabi Singh	Jonestown	Scheduled for Business Seminar
Norman Wilson	Harrisburg	Scheduled for Business Seminar
Sabrina Bowman	Harrisburg	Scheduled for Business Seminar
Kiki Pattillo	Harrisburg	Scheduled for Business Seminar

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Young & Company	Harrisburg	Verify Certified Firms
Apple Electric	Oberlin	Client Business Assistance
Anna Marie Sossong, Esq.	Harrisburg	Venture Training Program
Mussie Tilahun Trucking	Harrisburg	Client Business Assistance
Degal Carpet Company	Altoona	Client Status/Hatcher's Flooring
Rosenberg Rojas	Lancaster	Recertification Information
M. T. Johnson Group	Harrisburg	Susquehanna Township S.D.
Goal Line Construction	Harrisburg	Certification Information
Aimco Company	Yardley	MBE/WBE Solicitation
Milford White	Harrisburg	MBE/WBE Solicitation
D. T. Howard	Harrisburg	Scheduled for Business Seminar
Keith Ciminetto	Harrisburg	Scheduled for Business Seminar
Yanique Hewitt	Harrisburg	Scheduled for Business Seminar
Brandy Simpson	Steelton	Scheduled for Business Seminar
Bernard Adams	Harrisburg	Scheduled for Business Seminar

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
John Maro	Hummelstown	Verify Client Certification
Carla Brown-Carter	Harrisburg	Address Confirmation
D. Henry/G. Chisholm	Harrisburg	Business Assistance
Hadia McClinton	Harrisburg	Grant Information
S. Burke/M. Dickey	Harrisburg	Scheduled for Business Seminar
Rich Lewis	Harrisburg	Grant Info for 18 th St. Property
Andy Goode, Esq.	Philadelphia	Harrisburg Office Space for Lease
Felicia Souley	Mechanicsburg	Grant/Loan Information
Simply Blessed Lawn Care	Harrisburg	Client Business Information
Hector Gonzalez	Harrisburg	Information/Taxi Service
Mohamed Safouan	Harrisburg	Loan Information
Kelvin Kennedy	Harrisburg	Scheduled for Business Seminar
Taryn Farhat	Halifax	Certification Information
A. P. Plumbing Co.	Harrisburg	Copy of Certification Letter
T. Powers	Harrisburg	Loan Information for a B & B

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Agapé Services	York	Certification Information
Torain Construction Co.	Swedesboro, NJ	Business Information
Dean's Remodeling Co.	Harrisburg	Certification Information
Frank DeGarcia	Harrisburg	Spanish Wine/Food Importers
Vera Dean Jones	Harrisburg	Loan Information
Ian Wingfield/Marc Lester	Harrisburg	Loan Information
Libby Window Treatments	Berrysburg	Certification Information
Leland Nelson	Harrisburg	Business Information
Jackie Fitzgerald	Harrisburg	Scheduled for Business Seminar
Daniel Rodriquez	Harrisburg	Scheduled for Business Seminar
Jasmine Cotto	Harrisburg	Scheduled for Business Seminar
Anthony Jones	Harrisburg	Business Seminar - Food
Anthony Jones	Harrisburg	Business Seminar – Accounting
Antoine Arsenee	Harrisburg	Scheduled for Business Seminar
Melissa Morales	Harrisburg	Scheduled for Business Seminar

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Juanita Bradshaw	Harrisburg	Scheduled for Business Seminar
Juan Bradshaw	Harrisburg	Scheduled for Business Seminar
David Klein	Harrisburg	Scheduled for Business Seminar
Shanika Brown	Oberlin	Client Business Information
Angela Robinson	Harrisburg	Loan Client – Special Information
Aurora Lockhart Guevara	Harrisburg	Loan Information/Dollar Store
Hornung’s True Value	Harrisburg	Business Information
Big Brother Plumbing Co.	Harrisburg	Certification Information
Community Action Comm.	Harrisburg	Janitorial/Prop. Main. Companies
Cachet Adams	Harrisburg	Business Information
Madelyn Lawson	Harrisburg	Information/Tracey Mansion
Rose Marie Lackey	Harrisburg	Info/Hbg. Information Center
Kim Sol	Harrisburg	Info/Additional City Business
Johanna Iftexhar-Khan	Harrisburg	Business Assistance
Phillip Brown	Harrisburg	Certified MBE Electrical Firms

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Dirt's Drywall Co.	Harrisburg	Certification Information
Celestine Smith	Brooklyn, NY	Scheduled for Business Seminar
John Johnson	Harrisburg	Scheduled for Business Seminar
Bart Hazim	Harrisburg	Scheduled for Business Seminar
Sheldon Anderson	Harrisburg	Scheduled for Business Seminar
Eugene Prout	Harrisburg	Business Information
Kendra Byers-Hunter	York	Certified MBE/WBE Builders
Jeff Lawrence	Middletown	Certification Information
E. G. Stoltzfus Co.	Lancaster	MBE/WBE Solicitation
Raudenbush Engineering	Middletown	Business Information
Todd Grier	Harrisburg	Business Assistance
Ted Jackson/PHFA	Harrisburg	Business Information
High Associates	Lancaster	Information UGI Building/Hbg.
Melissa Brown	Harrisburg	Business Information
Linda Williams	Harrisburg	Business Assistance/Beauty Salon

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Stuart & Associates, P.E.	Lancaster	Client – Business Information
Patricia M. Reitzi	Harrisburg	Restaurant/Bar Information
Mercato D’Italiano	Harrisburg	Information for Restaurant
Janine Cheatham	Steelton	Business Information
Irene Munone	Harrisburg	Business Information
Frank Spieker	Mainz, Germany	Business Information
Josh Mindlin	Harrisburg	Strategic Plan Information
Wynefer Harris	Harrisburg	Scheduled for Business Seminar
Felisia Nathaniel	Harrisburg	Scheduled for Business Seminar
Thelma Washington	Harrisburg	Loan Information
Leah Brooks	Harrisburg	Scheduled for Business Seminar
Ernie Post/Kutztown SBDC	Kutztown	Business Partner Information
Vera Cornish	Harrisburg	Miscellaneous Information
Timothy Williamson	Washington, DC	KaBoom/Playground Equipment
Acacia Business Services	Etters	Certification Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
José Salazar/Santo Santiago	Harrisburg	Certification Information
Allen Roach Homes	Harrisburg	Business Information
James Craft & Sons	York Haven	MBE/WBE Solicitation
AllSafe Enviro-Tech	Wormleysburg	Client Business Assistance
Mark Sivak	Bethlehem	City's Energy Program
Bill Welch/Benchmark	Pittsburgh	Energy Referrals & Information
Jeffrey Stinson	Harrisburg	Scheduled for Business Seminar
Sharon Watson	Middletown	Business Assistance
Diane Maynard	Harrisburg	Business/Housing Information
Shawn Proctor	Harrisburg	Scheduled for Business Seminar
Janel Clark	Harrisburg	Scheduled for Business Seminar
Luis G. Archival	Harrisburg	Certification Information
Stephon Johnson	Harrisburg	Certification Information
Jessica Laing	Harrisburg	Scheduled for Business Seminar
Jack Gibson Con. Co.	Warren, Ohio	MBE/WBE Solicitation

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Steven Burke	Mechanicsburg	New Business Venture/Nick's
Mike Dickey	Harrisburg	Business Assistance
Patrick Greey	Harrisburg	Scheduled for Business Seminar
Byron Mundy	York	Af-Am Cultural Center Info
Homed-shum Ibrahim	Harrisburg	Business Information
Janice Brubaker	Harrisburg	Business Information
Jamila Martin	Harrisburg	Scheduled for Business Seminar
José Salazar	Harrisburg	Scheduled for Business Seminar
Susan Roach	Harrisburg	Scheduled for Business Seminar
Sharon Watson	Middletown	Scheduled for Business Seminar
Mahamadar Ibrahim	Harrisburg	Scheduled for Business Seminar
Aaron Franklin	Harrisburg	Scheduled for Business Seminar
Carman Maldonado	Harrisburg	Business Information
John Cassette	Harrisburg	Business Information
Kenneth Cobb	Harrisburg	Loan Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Aaron Silver	Harrisburg	Scheduled for Business Seminar
A-1 Exteriors	Lewisburg	Certification Information
Titina Tran	Harrisburg	Business/Financial Assistance
Corky Goldstein, Esq.	Harrisburg	Business Assistance
Transfer Technology	Harrisburg	Business Information
Cherie Rawlings	Harrisburg	Business Information
Ricardo Davis	Harrisburg	Scheduled for Business Seminar
Sandy Jamison	Harrisburg	Scheduled for Business Seminar
Desiree Mintz	Mechanicsburg	Financial Information
Jonathan Branam	Harrisburg	Tax Information
Anderson's Janitorial	Harrisburg	Client Business Information
Darla Mathis	Harrisburg	Business Information
Robert Parker	Harrisburg	Sponsor/Grant Information
Rev. Andrew Bradley	Harrisburg	Business Information
Jatin Patel	Harrisburg	Business Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
José Montano	Harrisburg	Loan Information
Struever Brothers	Linthicum, MD	MBE/WBE Solicitation
James McDonald	Harrisburg	Business Assistance
M. L. Acri, Inc.	Mechanicsburg	Certification Information
Mikir Wankawala	Harrisburg	Financial Information
James Cheatham	Harrisburg	Financial Information
Alice Bishop	Cookeville, TN	General Information
Mina & Ronald Riley	Harrisburg	Business Assistance
Gonzalez Drywall Co.	Mechanicsburg	Certification Information
K-D-3 Design Studios	Lemoyne	MBE/WBE Solicitation
Patricia McCann	Carlisle	Business Assistance
L. Myers Associates	Harrisburg	Client Business Assistance
Falcon Enterprises	Harrisburg	Client Business Assistance
Arshad Ali	Harrisburg	Loan Information
Michael Jones	Steelton	Scheduled for Business Seminar

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Eileen Lockwood	St. Joseph, MO	Business Information
Martin Marietta	Harrisburg	Business Information
Nathanial Weems	Harrisburg	Scheduled for Business Seminar
Henry Grajales	Harrisburg	Business Information
Bobby Jones	Harrisburg	Scheduled for Business Seminar
Edith Cook	Harrisburg	Scheduled for Business Seminar
Rashawn Polite	Harrisburg	Scheduled for Business Seminar
Jeremy Davis	Millersburg	Investment Information
Patricia McCann	Carlisle	Scheduled for Business Seminar
Angel Quinones	Middletown	Scheduled for Business Seminar
Houcine Habib	Middletown	Scheduled for Business Seminar
Brahim Mansour	Middletown	Scheduled for Business Seminar
Dennis Jefferies	Harrisburg	Scheduled for Business Seminar
The Farfield Group	Lititz	MBE/WBE Solicitation
Stacey Contez	Harrisburg	Business Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Major Repairs Co.	Harrisburg	Certification Information
Jerry Blinebury	Philadelphia	Harrisburg Property Listing
Ed Thurman	Massachusetts	E Z Vendor Information
Michael Barrett	Camp Hill	Certification Information
William Arrington	Philadelphia	Assistance/City Property
Benatec Associates	New Cumberland	MBE/WBE Solicitation
MEF Commercial Cleaning	Camp Hill	Certification Information
D & S Contractors	Enola	MBE Verification
Retiki's Day Care Center	Harrisburg	Loan Information
Percentage Painting Co.	Harrisburg	Recertification Information
Bobbi Froncreek	Mt. Joy	Advertising/PR Information
Rogelle, Inc.	Harrisburg	MBE/WBE Solicitation
Darlene Stobley	Harrisburg	Business Information
Jorge Marroquin	Harrisburg	Certification Information
Linda Cammack	Harrisburg	Loan Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Redevelopment Authority	Harrisburg	MBE/WBE Solicitation
Tracey Jackson	Harrisburg	Business Information
Pablo Rameriz	Harrisburg	Miscellaneous Information
Lorenzo Rossum	Harrisburg	Business Information
Angel's Pizza & Subs	Harrisburg	Loan Information
Hemp Brothers	Camp Hill	MBE/WBE Solicitation
Reinaman Engineering	Mechanicsburg	Certification Information
Bambino Construction	Monkton, MD	Certification Information
The McElwee Group	Haddonfield, NJ	MBE/WBE Solicitation
Christy Callohan	Harrisburg	Loan Information
H. Edward Black & Assoc.	Harrisburg	MBE/WBE Solicitation
Jackson Enterprise Co.	Harrisburg	Client Business Assistance
Grady Environmental	Ellicott City, MD	Certification Information
John Harbilas	Harrisburg	Loan Information
Jeff Dewey	Pittsburgh	MBE/WBE Solicitation

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Dywana Blanding	Harrisburg	Scheduled for Business Seminar
Jackie Bailey	Harrisburg	Scheduled for Business Seminar
Darrell Buchanan	Harrisburg	Scheduled for Business Seminar
Florence Brooks	Harrisburg	Scheduled for Business Seminar
Keith Lawson	Harrisburg	Certification Information
Cornell St. Clair	Harrisburg	Loan Information
Saul Ewing Con. Co.	Baltimore, MD	MOED NEWS Information
Patillo's Baker	Steelton	Loan Information
Antonio Guerrero	Enola	Business Assistance
Susan Coleman	Harrisburg	Business Information
Culbreth Special Services	Lancaster	Certification Information
Kenneth L. Brown	Harrisburg	Scheduled for Business Seminar
Jeremiah Smith	Harrisburg	Property Projections
York Majestic Main. Co.	York	Certification Information
Anthony Craighead & Sons	York	Certification Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Alternative Environmental	Harrisburg	Site Information
John Rashar	Harrisburg	Medical Assistance
Tyeshia Oargan	Harrisburg	Financial Information
Safeway Garage Doors	Nixa, MO	Business Information
Carl Murphy	Harrisburg	Scheduled for Business Seminar
Patricia Spruill	Marysville, MD	Dance Distributor Co. Information
Mackently Philippé	Harrisburg	Scheduled for Business Seminar
John Dunlap/Lowell Bond	Harrisburg	Business Information
Kello's Family Cleaners	Mechanicsburg	Grant Information
Will's Cleaning Service	Harrisburg	Certification Information
Allyn Oneal	Harrisburg	Business Information
Beverly Addison	Harrisburg	Business Information
Richard Jones/DHARO	Harrisburg	Certification Information
Lyonel Jean-Louis	Harrisburg	Scheduled for Business Seminar
Top Choice Remodeling	Enola	Business/Loan Information

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Bryan Mechanical	Harrisburg	MBE/WBE Solicitation
York Co. Planning Comm.	York	MBE/WBE Solicitation
Powers & Associates	Harrisburg	Business Information
Nykesha Harris	Harrisburg	Scheduled for Business Seminar
Christopher Fields	Harrisburg	Certification Information
Water Works Plumbing	Columbia	Business Information
James McDonald	Harrisburg	Business Assistance
Specialist Roofing/Siding	Harrisburg	Client Business Assistance
Frederick Loren HVAC	Harrisburg	Scheduled for Business Seminar
Angela Bates	Harrisburg	Scheduled for Business Seminar
Triangle Fire Protection	Carlisle	MBE/WBE Solicitation

D. MERCANTILE NEW ACCOUNTS

MERCANTILE NEW ACCOUNTS

JANUARY 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
John H. Fraker, P.C.	105 North Front Street Harrisburg, PA 17101	Legal Services
Java's Brewin	236 North Third Street Harrisburg, PA 17101	Coffee Shop
Hans Frozen Custard	1233 North Third Street Harrisburg, PA 17102	Market Vendor
Manuel Jomarron	315 Evergreen Street Harrisburg, PA 17104	Contractor
Soumaila Alphonse Kremian	1233 North Third Street Harrisburg, PA 17102	Sales
Cadet Development and Construction, Inc.	249 Maclay Street Harrisburg, PA 17110	Contractor
Auto Dreamz, Inc.	400 South Cameron Street Harrisburg, PA 17104	Service
Bo Lo Auto Sales	137 South 17th Street Harrisburg, PA 17104	Auto Sales
J and S Travel	2028 Green Street Harrisburg, PA 17102	Travel Agency
Gepnet, Inc.	204 State Street Harrisburg, PA 17101	Service
Kabob House	1233 North Third Street Harrisburg, PA 17102	Market Vendor
Capital City Budget Appliances & More	1835 Forster Street Harrisburg, PA 17103	Sales

FEBRUARY 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Charles Smith	513 Division Street Harrisburg, PA 17110	Contractor
Reliable Electric	2600-A Green Street Harrisburg, PA 17110	Contractor
Lopez's Construction	332 South 15th Street Harrisburg, PA 17104	Contractor
Liberty Tax Service	2725 Agate Street Harrisburg, PA 17110	Service
Village Caregivers	2245 Rudy Road Harrisburg, PA 17104	Service
PA Deals, LLC	2001 North Front Street Harrisburg, PA 17102	Real Estate
1st Kingdom Professional Services	1642 Paxton Street Harrisburg, PA 17104	Service
Morales Deep Cleaning	51-H Hall Manor Harrisburg, PA 17104	Cleaning Service
Gregz Anteeks	1002 Green Street Harrisburg, PA 17102	Sales
Phat Cutz	45 North 13th Street Harrisburg, PA 17103	Barber Shop
That's Boosy	908 North Third Street Harrisburg, PA 17102	Sales
Leadership Management Institute	17 South Second Street Harrisburg, PA 17101	Service
R & M Variety Shop	520 South 29th Street Harrisburg, PA 17104	Sales

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Brinay Satellite Installers	2002 Lardner Street Philadelphia, PA 19149	Contractor
PA Digital, Inc.	1726 Fulton Street Harrisburg, PA 17102	Sales & Service
Terry Drew Karanen	2711 North 4th Street Harrisburg, PA 17110-2011	Service

MARCH 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
A & J Electronics	1236 Market Street Harrisburg, PA 17103	Sales & Service
Joseph Komnick	2124 North Third Street Harrisburg, PA 17110	Contractor
Ring The Bell Cleaning & Errands Service	1939 Lenox Street Harrisburg, PA 17104	Service
Wong's Chinese Restaurant	1410 Derry Street Harrisburg, PA 17104	Restaurant
Chamber Secure Insurance, LLC	417 Walnut Street Harrisburg, PA 17101	Insurance
Adam's Fashion	1240 Derry Street Harrisburg, PA 17104	Sales
13th Street Antiques and Collectibles	358 South 13th Street Harrisburg, PA 17104	Antiques
Junk Man Hauling	534 Camp Street Harrisburg, PA 17110	Hauling
Bev's Diva Hair Salon	1819 State Street Harrisburg, PA 17103	Beauty Shop
Ceisler Jubelirer	227 State Street Harrisburg, PA 17101	Public Relations

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Pampered Peacock	1006 North Third Street Harrisburg, PA 17102	Clothing Sales
Young Pioneers, Inc.	1901 Bellevue Road Harrisburg, PA 17104	Sales

APRIL 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Spanish Wines & Products DeGarcia & Associates	825 South 26th Street Harrisburg, PA 17111	Sales
Corporate Fitness World	300 Market Street Harrisburg, PA 17101	Management Services
CMD Staffing Service	825 South 26th Street Harrisburg, PA 17111	Employment Agency
UGI HVAC Services, Inc.	1500 Paxton Street Harrisburg, PA 17104	Heating
Dig's Burgers	210 North Third Street Harrisburg, PA 17101	Food Services
Bike Doctor	1222 Christian Street Harrisburg, PA 17104	Service
McGrory Medical-Legal Consultants	1522 North Second Street Harrisburg, PA 17102	Consulting
Wendt Communications	415 Market Street Harrisburg, PA 17101	Communications
Patricia Hicks Family Day Care Center	2604 North 5th Street Harrisburg, PA 17110	Day Care Center
McCarthy Weisberg Cummings, P.C.	2041 Herr Street Harrisburg, PA 17103-1624	Legal Services

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Kids Craft House	534 Cumberland Court Harrisburg, PA 17102	Sales & Services
M.T.N. Enterprise	1330 Penn Street Harrisburg, PA 17102	Contractor
Loving Handz	1833 Mulberry Street Harrisburg, PA 17104	Day Care Center
Party Time Express	1934 Bellevue Road Harrisburg, PA 17104	Service
Hogan's Cleaning Company	110 Sylvan Terrace Harrisburg, PA 17104	Cleaning Service

MAY 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Kenneth J. Wilkinson Construction	1911 North Street Harrisburg, PA 17103	Contractor
Educational Data Systems	2645 North Third Street Harrisburg, PA 17110	Service
Lucky Professional Cleaning	1903 Bellevue Road Harrisburg, PA 17104	Cleaning Service
Strictly Shades	1233 North Third Street Harrisburg, PA 17102	Sales
C.R.I.S.P. Millennium Apparel	27 South Third Street Harrisburg, PA 17101	Vendors
Lawrence Family Daycare	2151 Derry Street Harrisburg, PA 1710	Day Care Center

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
L. Samste Production	660 Boas Street Harrisburg, PA 17102	Web Design
Derry Street Flea Market	345 Carlisle Street Harrisburg, PA 17104	Sales & Service
Karen Unisex Variety	1217 Mulberry Street Harrisburg, PA 17104	Beauty Shop
El Sol Mexican Restaurant	22 South Third Street Harrisburg, PA 17101	Restaurant
Barry Calaman Hair Styling	2112 Penn Street Harrisburg, PA 17110	Beauty Shop

JUNE 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Ed's Construction	1937 Swatara Street Harrisburg, PA 17104	Contractor
Santo Santiago Construction	1825 State Street Harrisburg, PA 17103	Contractor
Keep It Real Publication	1632-F Hillside Village Harrisburg, PA 17103	Publications
Carter's Cleaning	217 North Street Harrisburg, PA 17101	Cleaning Service
Lil Blessing Day Care Center	1419 North Second Street Harrisburg, A 17102	Day Care Center
Metalworks Etcetera	2259-A Woodlawn Street Harrisburg, PA 17104	Sales & Service
Reger Rizzo Kavulich Darnall, LLP	20 North Second Street Harrisburg, PA 17101	Legal Services

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Babelon Recovery Room	1118 North 15th Street Harrisburg, PA 17103	Upholstery
Jaxxi Products	821 Elder Street Harrisburg, PA 17111	Sales
Advantage Surveillance, Inc.	2843 North Front Street Harrisburg, PA 17110	Investigator
Federal Public Auction	2318 Penn Street Harrisburg, PA 17110	Sales
Everlasting Spring Water of Harrisburg	1419 North Second Street Harrisburg, PA 17102	Sales

JULY 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Chilly Willy's Ice Cream	204 North Second Street Harrisburg, PA 17101	Food Services
Factory 44	1708 Fulton Street Harrisburg, PA 17102	Web Design
GNR Home Improvement	1907 Rudy Road Harrisburg, PA 17104	Painting Contractor
Corporate University Xchange, Inc.	415 Market Street Harrisburg, PA 17101	Consulting
Penn Central Taxi Cab & Auto Repair Service	2359 Woodlawn Street Harrisburg, PA 1710	Taxi Cab

AUGUST 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
First Class Network Systems	2558 Lexington Street Harrisburg, PA 17110	Service
JJ's Window Cleaning	343 South 14th Street Harrisburg, PA 17104	Window Cleaning
Aurora's Kitchen	1233 North Third Street Harrisburg, PA 17102	Market Vendor
Hickerson Enterprise	2260 Kensington Street Harrisburg, PA 17104	Service
Probity Medical Transcription	300 Market Street Harrisburg, PA 17101	Service
New Door Renovations	1919 Chestnut Street Harrisburg, PA 17104	Contractor
Mikes Home Repairs	1946 Berryhill Street Harrisburg, PA 17104	Contractor
Brandt, Kenneth E.	200 North Third Street Harrisburg, PA 17101	Lobbyists
Preferable Staffing	400 South Cameron Street Harrisburg, PA 17101	Employment Agency
Team Work, Inc.	1625 Paxton Street Harrisburg, PA 17104	Employment Agency
David Construction	1208 North Second Street Harrisburg, PA 17102	Contractor

SEPTEMBER 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
T & D Convenience Store, LLC	1601 North 4th Street Harrisburg, PA 17102	Grocery Sales

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
BJ's Drywall	2718 North 5th Street Harrisburg, PA 17110	Contractor
Monard Testing, LLC	919 North Second Street Harrisburg, PA 17102	Service
Rolka Loube Saltzer Associates	213 Market Street Harrisburg, PA 17101	Consulting
Tracy Moon	2252 North 4th Street Harrisburg, PA 17110	Contractor
J. W. Branam & Associates	1116-A North Third Street Harrisburg, PA 17102	Financial Services
La Torre Communications	202 State Street Harrisburg, PA 17101	Public Relations
Shantel's Cleaning Service	1823 Regina Street Harrisburg, PA 17103	Cleaning Service
Smokers Stop	101 South 25th Street Harrisburg, PA 17104	Tobacco Shop
Nonna's Deli Sioso	263 Reily Street Harrisburg, PA 17102	Snack Bar

OCTOBER 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Auto Spa Detailing	601 South Cameron Street Harrisburg, PA 17104	Service
Heather George	527 Seneca Street Harrisburg, PA 17110	Day Care Center
Blue Cross of Northern	500 North Third Street Harrisburg, PA 17101	Insurance
Caseros Pizza	1233 North Third Street Harrisburg, PA 17102	Market Vendor

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Mercato D'Italiano	1012 North Third Street Harrisburg, PA 17102	Restaurant
Honestas Consulting	205 State Street Harrisburg, PA 17101-1130	Consulting
Brady's Enterprises	612 Radnor Street Harrisburg, PA 17110	Contractor
Retail Business Solutions, Inc.	321 North Front Street Harrisburg, PA 17101	Service
Harrisburg Biblical Counseling Center	1335 South 19th Street Harrisburg, PA 17104	Counseling
Liberty Tax Service	1218 Mulberry Street Harrisburg, PA 17104	Auto Sales
Crazy Cars, LLC	535 South Cameron Street Harrisburg, PA 17104	Auto Sales

NOVEMBER 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Enberg Associates, LL	2434 North Second Street Harrisburg, PA 17110	Engineering
Harrisburg Boxing Club	343 Carlisle Street Harrisburg, PA 17104	Service
LAZ Parking Mid Atlantic	23 South Second Street Harrisburg, PA 17101	Management Services
Style in the City	219 North Second Street Harrisburg, PA 17101	Sales
Swann Organizing & Cleaning	2249 North Sixth Street Harrisburg, PA 17110	Cleaning Service
Hydilya's Place	1923 State Street Harrisburg, PA 17103	Beauty Shop

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Untouchable Crafts	1233 North Third Street Harrisburg, PA 17102	Sales
Kushner Consulting	2301 North Second Street Harrisburg, PA 17110	Consulting
Dukes Diggity Dogs	1002 North Seventh Street Harrisburg, PA 17102	Food Services

DECEMBER 2007

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Commonwealth Alliance	825 South 26th Street Harrisburg, PA 17111	Contractor
Penn State Hershey Rehabilitation, LLC	2501 North Third Street Harrisburg, PA 17110	Medical Service
Flex-Fx Digital Imaging	712 South Cameron Street Harrisburg, PA 17104	Printing Service
Robert L. Campbell	2246 Susquehanna Street Harrisburg, PA 17110	Storage
Salvador Garcia	1610 Wayne Street Harrisburg, PA 17104	Contractor
Senior Helpers	2843 North Front Street Harrisburg, PA 17110	Medical Service
C.B.H.N.P.	2101 North Front Street Harrisburg, PA 17110	Service
Riggs Counselman Mic	30 North Third Street Harrisburg, PA 17101	Insurance
Ann's Elegant Creations	130 South Third Street Harrisburg, PA 17101	Sales
Brown's Roofing	1939 Zarker Street Harrisburg, PA 17104	Roof Repair

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
God's Little Angel's	2336 North Third Street Harrisburg, PA 17110	Day Care Center
Lunex Express, Inc.	150 South Cameron Street Harrisburg, PA 17101	Service
NTH Graphics, LLC	2050 State Street Harrisburg, PA 17103	Sales
Chocolates By Judy	1233 North Third Street Harrisburg, PA 17102	Sales
Keystone Development Partnership	231 State Street Harrisburg, PA 17101	Service
Larry Ventures	1921 Derry Street Harrisburg, PA 17104	Sales
I Am That I Am	1312 Derry Street Harrisburg, PA 17104	Beauty Shop
A.C.G. Enterprise	117 North 17th Street Harrisburg, PA 17103	Sales
Advance Labor Service	1622 Revere Street Harrisburg, PA 17104	Employment Agency
Tri-County Association for the Blind	1800 North Second Street Harrisburg, PA 17102	Non-Profit Organization

V. EMPLOYEE ROSTER

MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT AND SPECIAL PROJECTS

EMPLOYEE ROSTER

<u>STAFF</u>	<u>JOB CLASSIFICATION</u>	<u>START DATE</u>
Edward Nielsen	Director	05-23-05
Linda Walker	Deputy Director	03-24-85
Chad Edwards	Director-HBN	05-05-03
Marko Primorac	Special Assistant to the Director	04-28-08
Marie Bessick	MBE Development Specialist II	09-20-82

VI. 2007 OFFICE BUDGET

ECONOMIC DEVELOPMENT & SPECIAL PROJECTS

2007 BUDGET

Allocation Plan		Position Control	
PERSONNEL SERVICES ALLOCATION		JOB CLASSIFICATION	2007 BUDGET
Salaries-Mgmt	241,960	Director	1 90,000
Salaries-BU	83,534	Deputy Director/Contract	1 58,389
Salaries – Part-Time	23,400	Compliance Officer	
Overtime	0	Executive Director – HBN	1 54,945
Fringe Benefits	100,515	Special Assistant to Director	1 38,626
	<hr/>		
Total	449,409	Total Management	4 241,960
OPERATING EXPENSES		MBE/WBE Dev. Specialist II	1 47,542
Communications	15,260	Secretary I	1 35,992
Professional Services	23,675		
Utilities	0	Total Bargaining Unit	2 83,534
Insurance	0	Production Technician – HBN	1 23,400
Rentals	1,501		
Maintenance & Repairs	0	Total Part-Time	1 23,400
Contracted Services	7,340	Overtime	0
Supplies	10,994		
Minor Capital Equipment	0		
	<hr/>		
Total	58,770	FICA	26,973
		Healthcare Benefits – Active	73,542
CAPITAL OUTLAY	1,114	Healthcare Benefits – Retirees	0
	<hr/>	Total Fringe Benefits	100,515
TOTAL APPROPRIATION	509,293	TOTAL	7 449,409
	<hr/> <hr/>		<hr/> <hr/>