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“SHOW ME THE MONEY!” was the Manufacturing Council’s 9th summit held on Thursday March 3, 2016 at the ArtsQuest Center and it certainly did not disappoint. With the enthusiasm of Rod Tidwell and Jerry Maguire, the program started at an energetic pace. Sheri Collins, Deputy Secretary for Technology & Innovation Pennsylvania Department of Community & Economic Development began with a re-cap of some success stories from the Lehigh Valley that have become models to others in the state of what can be accomplished. Sheri also stayed to help provide information and access to help guide people to the different resources covered.

The program then shifted to the panel discussion moderated by John Kingsley, Vice President of Finance for the Lehigh Valley Economic Development Corporation. He started with Gary Bender, SSID, Inc. and CFO Alliance, who shared how as CFO of Abec, Inc he was able to benefit from various programs and realize growth to a \$150MM company and 200+ employees. Dynalene’s CEO, Dan Loikits, explained how they were able to spend \$30,000 in preparation costs, etc. to unlock over \$500,000 in Research and Development Tax Credits. Rich Hooper, CFO, and Stephen Follett, CEO, of Follett Corporation explained the various programs and assistance through LVEDC and John Kingsley they were able to take advantage of with the various expansions Follett has done in recent years.

Advisors for many of the programs were available to attendees after the question and answer period. We would like to thank the U.S. Small Business Administration, Lehigh Valley Economic Development Corporation, Lehigh Valley Workforce Development Board, Allentown Economic Development Corporation, County of Northampton, Ben Franklin Technology Partners of Northeastern PA, and the Mid Atlantic Trade Adjustment Assistance Center for providing information.

Our next summit is being planned for June. If you have any topic suggestions, questions or to be added to the e-mail list please contact Scott Palochik at SPalochik@ent-sys.com for more information.