



Our offices are strategically located near the businesses and communities we serve. Use the map to locate your SEWN office.



Strategic Early Warning Network

2. Central PA SEWN Office
301 Chestnut Street
Suite 104
Harrisburg, PA 17101
717-901-6031
sewncentral@steelvalley.org

4. Southeast PA SEWN Office
c/o PA CareerLink Berks
1920 Kutztown Road
Reading, PA 19604
215-776-0130
sewnse@steelvalley.org

1. Western PA SEWN Office
c/o Steel Valley Authority
1112 South Braddock Avenue
Suite 300
Swissvale, PA 15218
412-342-0534
sewn@steelvalley.org
sewnsw@steelvalley.org

3. Northeast PA SEWN Office
1 West Broad Street
11th Floor
Bethlehem, PA 18018
610-849-2735
sewnne@steelvalley.org

5. Erie County PA SEWN Office
208 E. Bayfront Parkway
Suite 100
Erie, PA 16507
814-454-7191 x148
sewnerie@steelvalley.org

SEWN was founded in 1989 by the Steel Valley Authority to retain the region's manufacturers and preserve jobs. The program was embraced and enhanced in 1993 through sponsorship from the Department of Labor and Industry to save Pennsylvania companies and jobs.

With five regional offices, SEWN has helped hundreds of companies and saved thousands of jobs statewide. A wide variety of specialized consulting services are offered **free of charge** to small and medium-sized manufacturing companies across the Commonwealth.

Our staff and consultants work with all interested parties: workers, management, and owners. Within **48 hours** of your call, a SEWN representative will contact your company's management, owner, or employees to schedule an assessment.

SEWN will evaluate the situation and work with all parties to help define solutions.

Any and all information received by
SEWN is kept strictly confidential



Saving Pennsylvania Jobs One Company at a Time





SEWN's Professional Services

- **Financial Restructuring** to enable businesses to meet current financial obligations/investment needs. Cash-flow and working capital are the lifeblood of any business. Many companies are in danger of hitting a financial wall, requiring an immediate restructuring of the balance sheet to maintain the company's viability. An unbalanced or inappropriate capital structure can be the problem; more often it is merely symptomatic of underlying market or operational issues. SEWN seeks to stabilize a company's cash-flow allowing time to address underlying conditions essential for a successful turnaround.
- **Operational Restructuring and Cost Management** to assist businesses in reducing the cost of goods sold, securing new markets for their services, improving product quality, and utilizing new methods to return them to competitiveness. Often companies fail to either maximize the effectiveness of existing operations or systematically evaluate internal practices. Operational inefficiencies can manifest in the form of financial problems. SEWN provides professional staff and/or qualified consultants to review operations and finances to offer practical solutions improving a company's operations and help effectuate a turnaround.
- **Ownership Transition** to secure investors, management or strategic buyers necessary to change the ownership, organization, and direction of businesses, including succession buyouts. Speed and confidentiality are important in these circumstances. SEWN maintains a network of financing and investment resources/specialists in various business and legal disciplines. Traditional management buyouts, employee ownership plans (ESOP) and third-party sales are commonly used vehicles for effecting these transactions. SEWN works to maintain the continuity of employment and the business within the State.
- **High-Performance Workplace Strategies** to enable businesses to implement new solutions for improving productivity and competitiveness. In today's global economy even smaller firms are often leaving 100's of years of combined knowledge and experience on the table if they don't actively engage with their workforce. SEWN can assist with developing cooperative, high-performance workplace strategies (HPWS) by interacting with all company stakeholders. HPWS depend upon the uninterrupted flow of acceptable information between workers and management, a solid decision-making structure, jobs skills cross-sharing and workforce up-skilling and education.
- **New Market Opportunities** to provide access to sales and marketing assistance for improving the company's sales performance and ability to find the new markets and customers needed to sustain these vital businesses and jobs, especially when firms suddenly lose their primary customers. Occasionally companies with a skilled workforce, modern equipment and well-run operations are at risk due to sudden market changes; such as the loss of a major customer to overseas competition or a complete supply chain restructuring. SEWN can provide free or inexpensive access to sales and marketing assistance for developing tactics and strategies for diversifying markets and customers or boosting sales performance.

SEWN saves vital manufacturing companies and jobs

SEWN provides professional services free of charge

SEWN serves all of Pennsylvania with five regional offices



SEWN is a program of the Steel Valley Authority
and sponsored by the Pennsylvania Dept. of Labor & Industry

Visit us @ www.steelvalley.org