



# Center@LindenPointe

{a technology incubator}

ANNUAL REPORT: THE FIRST YEAR IN REVIEW

2012

*Striving to Create Economic Magic in the Oh-Penn  
Region through Entrepreneurship and Innovation*



We started this year with a beautiful (but empty) building. The following numbers illustrate how things looked at the end of 2012 . The word is starting to get out about the eCenter@LindenPointe, and we are excited about the road ahead!



6 businesses

Worked with the eCenter in 2012



21 students

Pursued business ideas here in 2012



1 company

Has graduated from the program



# The eCenter@LindenPointe {a technology incubator}

Our vision is to create “economic magic” through innovation and entrepreneurship in the Oh-Penn interstate region and beyond by providing support including office and lab space, education, training, coaching, and mentorship for entrepreneurs and students.

## Facility-Based Services

- Incubator Suite Rental
- Common Areas
- Security Cameras
- Janitorial Services
- Landscaping Services
- Outdoor Space
- Parking
- Mailing Address
- Business Center
- Executive Board Room
- Video Conferencing
- Wi-Fi Internet Access
- 24/7 Access to Building
- Kitchenette Facility
- Secure Hub/Server Room
- Use of eLab and equipment



## Business Coaching and Mentorship

- Setting Goals and Milestones
- Mentoring from successful business owners and industry experts
- Assistance with Advisory Board Formation
- Continuous monitoring of Progress



The eCenter often brings in mentors to assist our entrepreneurs. These mentors can be one-time advisors that will help our companies with business plans, marketing plans, pitch critiques, industry advice, and other activities that occur in a single meeting. On the other hand, some of our mentors end up working with our clients as long-term advisors.

Community Connections, a tenant at the eCenter@LindenPointe, provides an exciting way for mentors and mentees to come together. Community Connections administers the mentorship program for the eCenter@LindenPointe as well as for the local community.

For more information, please visit [www.OpenCommunityConnections.org](http://www.OpenCommunityConnections.org).



## Capital and Financing

- "Elevator Pitch" Work
- Introductions to potential investors
- Facilitation of Corporate and Strategic Partnerships
- Provide mentors to assist with capital issues
- Assistance with search for Angel and Venture Capital as necessary

## Networking and Education

- Internal eCenter Networking
- Educational Events and Programs
- Seminars on specific "hot topics"
- External Networking Events coordinated by the eCenter@LindenPointe



Through LindenLaw, EKME's lawyers work with the eCenter companies and college students free of charge to tailor core "start-up" documents, such as a certificate of incorporation, restricted stock purchase agreement, stockholders' agreement and proprietary rights agreements, to the particular needs of the company or student entrepreneur.

## A Message from the Executive Director {Yvonne J. English}

One of my favorite movies is "Field of Dreams". This may not be the exact information that you were expecting me to share here, but, stay with me a moment. You remember the movie, right? Ray Kinsella (played by Kevin Costner) hears voices coming from the cornfield....



...and to the disbelief of almost everyone, he begins a quest to build a baseball diamond. In the middle of nowhere. He is armed only with faith and hope. Sound familiar?

It's basically the story of the creation of our eCenter. The truth is that it took an entire group of Ray Kinsellas to take on the Herculean task of designing, building, and finding funding for a state-of-the-art facility to house a business incubator in the middle of a rural region. It also took faith and courage to embark on such a mission. A whole community, led by the City of Hermitage, came together to create the amazing place that houses the eCenter@LindenPointe. It took a visionary group that dared to dream of a different future for our region. The result is an inspirational building that begs to be filled with entrepreneurs and students as they pursue their own dreams.

I am one of the lucky individuals who was asked to join the cause to promote innovation and the growth of entrepreneurship in the Oh-Penn region. I won't lie to you. The road hasn't been without its challenges. I actually spent the first few months wondering if we would ever be able to fill the 16,500 square foot building. My biggest fear was that I would be sitting in an empty building at the end of the year wondering what I could have done differently. The question remained for us all. If we built it, would they come?

Thankfully, my fear was not realized. My fellow Ray Kinsellas (including my new Board) helped me to spread the news about the eCenter to anyone who would listen. Momentum began to pick up as the word got out about what we were trying to do. More and more people got on board with our mission and, most importantly, adopted it as their own. The best part of this journey for me has been watching the local community come together. This spirit of cooperation and collaboration has been an extremely powerful force for progress.

Our local colleges and universities have started to encourage their students to get involved in our programs and events such as our regional college elevator pitch competition. Some of these very students now hope to stay in the area and start businesses. The winds of change are blowing.

As for the non-student entrepreneurs, they, too, have been coming one by one to my office. I have discovered that there are brilliant people in our region that have fantastic ideas but they just don't know how to get started.

We are helping those individuals to begin to turn their dreams into reality.

It's not just the people in our region who are attracted to the resources that we are providing. We actually have people that are relocating to the region just to avail themselves of our programs and services. It has been wonderfully surprising to see the eCenter@LindenPointe serving as a magnet for relocation. Our region, which has been economically distressed for many years, has started to attract people who want to build businesses and the local economy. The hope is that this interest results in jobs and prosperity for the entire area. This is how "economic magic" can happen right here in our own backyard.

So, thank you to those who have supported us in our first year. Thank you to those that have dared to hope and believe. And to those brave few who started this journey, I am happy to report that it appears that, if you build it, they will indeed come. Here's to an even more successful 2013!

With sincere thanks,

**"Hermitage, Pennsylvania may not strike you as a hotbed of technological advancement, but it sure is. That's true in large part thanks to the eCenter@LindenPointe, a STEM (Science, Technology, Engineering and Mathematics) incubator committed to promoting innovation and entrepreneurship..."**

- Pittsburgh teQ Magazine



# Dear Fellow Dreamers

The eCenter@LindenPointe reflects the “can do” spirit of the community and the region – industry, universities, foundations, nonprofits, and government joining together to reshape the economies of northwest Pennsylvania and eastern Ohio. It has always been a bold and ambitious goal, but I am pleased to report that the collective efforts have begun to yield important results.

Through the tireless efforts of many, including our Executive Director, Yvonne English, the eCenter has begun to buzz with activity as several exciting startups and young STEM companies have moved into the facility. Other firms will join them in 2013. It is inspiring to see entrepreneurs placing themselves “in the arena,” living out one of the quintessential experiences of the American dream.

Retaining the best and the brightest minds within our region is one of the central missions of the eCenter. The state-of-the-art facility and its expert support services have energized entrepreneurs across the region and beyond. Students at area colleges and high-skilled knowledge workers can now clearly see a pathway to viably pursue their innovations in a place they call “home.” Talented individuals from outside the region are also being drawn to the creative energy and dynamic culture of the eCenter. It is truly a virtuous cycle that builds upon itself, and strengthens our community for many years to come.

Regional economic development is always fragile, and there is still much to be done. But, important seeds have been firmly planted at the eCenter. I am confident that all the regional stakeholders who have worked so hard to make the eCenter a reality will continue to act as committed stewards of its long-term success. On behalf of our board and everyone associated with the project, we offer our deep appreciation for all the support and encouragement.

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And to each of the region’s  
entrepreneurs and innovators, we say,  
“God speed.”

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Sincerely,



Dr. Craig E. Columbus  
Chairman, LindenPointe Development Corporation



- Chair - Grove City College Entrepreneurship Department
- Executive Director - Grove City College Center for Entrepreneurship and Innovation
- Market Strategist – First Allied Asset Management
- Guest Commentator – CNBC (television)
- Co-Founder – Ethos School (a special education day school for autism spectrum children)

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*“The best reason to start an organization is to make meaning - to create a product or service that makes the world a better place.” - **Guy Kawasaki***

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### **Rex W. Knisley**

Board Member, LindenPointe Development Corporation

Senior Vice President, Regional Sales Manager, Commercial Lending – First National Bank



### **Don Morrison**

Board Member, LindenPointe Development Corporation

Chairman/Executive Director – BlueTree Allied Angels

Mentor – AlphaLab/i6

Member, Board of Directors – Waffy’s

Member, Board of Directors – SDC Nutrition

Member, Board of Directors – Green Building Alliance



### **Richard W. Epstein**

Board Member, LindenPointe Development Corporation

Managing Partner – Ekker, Kuster, McConnell & Epstein, LLP

Co-Founder – Community Connections: [www.OpenCommunityConnections.org](http://www.OpenCommunityConnections.org)



### **Tyler Hudson**

Board Member, LindenPointe Development Corporation

Partner – Hudson Student Housing, LP

Managing Partner – HHM Ventures, LP

Partner – Blue River Investments, LP

Real Estate Development Team Member – Hudson Companies

Member, Board of Directors – Diversified Family Services, Inc.



### **Aaron Lego**

Board Member, LindenPointe Development Corporation

Director of Business Development – CBOSS

# Meet Jon Stephenson

The first client at the eCenter@LindenPointe is a busy guy. He came to the eCenter already having started multiple successful businesses and had ideas for several more. And, oh yeah, he just graduated from high school.



You may think that eighteen is a bit young for an entrepreneur, but Jon Stephenson actually started his first business when he was just eight years old. During that time, Jon would help his dad pack up their 1950 Chevy truck, and they would head to the local car shows in the Shenango Valley. Even at a young age, Jon had a love for oldies music and thought that this type of music would enhance the car show experience, so he began to play music for the shows. The crowds loved it, and “Jukebox Jon” was born.

This love of music also inspired Jon’s vision to start his own radio station. That station, Oldies 106.3, could be picked up within a two-mile radius of his house. Wanting to expand his reach, Jon began to explore his options. A few years later, he migrated the station to an online platform, allowing him to expand and to turn his hobby into an internet business. Since then, he has established three companies centered on internet services and media streaming.

He brought one of these companies, Empire Streaming, to the eCenter@LindenPointe in order to benefit from the services that we offer. Upon arriving in his new suite at the eCenter in May, Jon started working with Executive Director, Yvonne English, and, together, they set several stretch goals for the next three months. These goals were in the areas of sales, client support, hardware, and human resources.

Once the targets were set, Jon went about the business of accomplishing those goals. Along the way, he worked with marketing mentors, obtained extra publicity with the help of the eCenter, and even met a Congressman! When the summer came to a close, Jon had surpassed almost every goal that had been established and headed to start his freshman year at the University of Pittsburgh. Jon continues to keep in touch with the eCenter, and we look forward to assisting him with his future ventures.





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**“Jon Stephenson is a remarkable entrepreneur. I expect great things from this young man in the future.”**

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- Yvonne J. English  
Executive Director, eCenter@LindenPointe



### About Empire Streaming

Empire Streaming provides cost-effective stream hosting solutions to the market while maintaining diverse and stable connectivity options and solid performing equipment with multiple levels of redundancy and disaster recovery.

Empire Streaming is dedicated to providing and supporting the highest quality streaming media and hosting infrastructure platform in the marketplace.

For more information, visit [www.EmpireStreaming.com](http://www.EmpireStreaming.com).

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**“Besides automotive uses, we believe our immediate focus is medical equipment. Small hand tools used in surgery, implants, any type of medical product that uses titanium.”**

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- Ron Anderson, President

# Anderal Technologies

Meet the team occupying eCenter Suite #105. Anderal Technologies is working to commercialize a cutting-edge technology that can be applied to several industries. Which one will be first?



Ron Anderson

Anderal Technologies became a tenant at the eCenter@LindenPointe in October 2012. The newly formed enterprise is leading the commercialization of an innovative metal forming technology invented and patented by Penn State and Ford Global Technologies. This technology is called Electrically Assisted Manufacturing (EAM).

Led by Ronald Anderson of Hermitage, along with senior technical advisor, Dr. John Roth of Erie, the engineering team is developing application opportunities for the EAM technology. In the EAM process, DC electrical current is applied in a pulsating manner to all kinds of metals, requiring less pressure to form and shape them in a variety of manufacturing processes. And less pressure means easier, more control and less waste.

The engineering team consists of three local residents – Dennie Parsons, Hubbard, Tom Bayer, Greenville, and Richard Kelly, Hermitage.

Dr. Roth is the inventor of the technology and is a professor and director of research at the Penn State – Behrend campus. Penn State is also an equity partner in the project including support via a licensing agreement and utilization of the Behrend labs.



Dr. John Roth

**Anderal Technologies**

# Anchor Tenant



NOVOCELL SEMICONDUCTOR, founded in 2001, was an early innovator in the commercialization of nonvolatile memory design using antifuse technology. In 2005, Novocell moved its headquarters to the recently constructed LindenPointe Innovative Business Campus, and, in 2011, Novocell moved into the newly constructed eCenter@LindenPointe. Novocell is an anchor tenant at the eCenter, meaning that they are not a new startup company and will not graduate from the program. Instead, they are a more seasoned company located in the eCenter to assist

with mentorship and to provide continuity as companies come and go.

Novocell has the industry segment's most unique and innovative patents, providing it with the ability to claim the highest reliability for its OTP NVM product IP of any competitor and has an enviable customer list including some of the largest electronics and avionics firms in the world.

As a member of The Pittsburgh Technology Collaborative (TTC), Novocell maintains a strong network of technical experts throughout the world which it leverages to drive innovation in its solutions. Included in this network are researchers and developers from Carnegie Mellon University, Penn State University, The University of Pittsburgh and other TTC member companies. We are thrilled to have Novocell as part of the eCenter family.

For more information, please visit [www.NovocellSemi.com](http://www.NovocellSemi.com).

# Affiliate Clients

Affiliate Clients have all of the benefits of the eCenter's programs and services except for physical space. These companies became part of the eCenter's Affiliate Portfolio in 2012.



At Rooted Beauty™, we believe that the skincare products you use every day should be made with safe, recognizable ingredients and enable positive change in the environment and in the lives of women around the world.

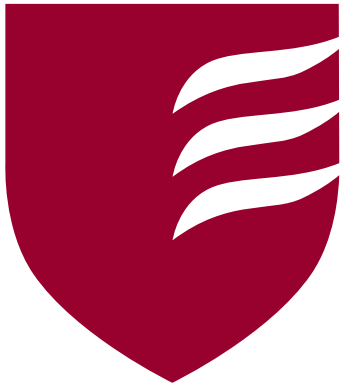
For more information, visit [www.Rooted-Beauty.com](http://www.Rooted-Beauty.com).



PictureMe Learning is a mobile application that can be used to help your autistic child understand and navigate the social world. It is a learning tool that will help your child develop the skills they need to interact successfully with peers, teachers and other people they meet.

For more information, visit [www.PictureMeLearning.com](http://www.PictureMeLearning.com).





# GROVE CITY COLLEGE

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VentureLab@LindenPointe

## Growing Entrepreneurs

Through programs such as Grove City College's VentureLab and events like the two Regional College Elevator Pitch Competitions sponsored by the eCenter, we hope to grow entrepreneurs right in our own backyard.

HIGHMARK®  
BUSINESS  
INNOVATION  
CENTER  
AT



GROVE CITY  
COLLEGE

ESTABLISHED 1876 · PENNSYLVANIA

Another exciting development in 2012 for regional entrepreneurship was the partnership of The Center for Entrepreneurship & Innovation at Grove City College and the Highmark Business Innovation Team to open two VentureLabs for Grove City College students.

The VentureLab is an early-stage business idea lab that provides workspace and guidance to carefully screened teams. Its mission is to help the Grove City College campus community explore and develop new ventures based on their own original concepts.

The "Highmark Business Innovation Center at Grove City College" project is dually located at the Olde Town Grove City office on South Center Street in Grove City and at our own eCenter@LindenPointe.

"We believe in this region and its people. That's why we are so deeply committed to promoting economic development in northwest Pennsylvania," said Dr. Craig Columbus, executive director of The Center for Entrepreneurship & Innovation and Chair of the Department of Entrepreneurship at Grove City College. "This is an important partnership because it represents



## Elevator Pitch Winners: April 2012

1. The Sand Chariot, Grove City College
2. PureFrac, Allegheny College
3. Profile Passer, Grove City College

## Elevator Pitch Winners: Oct 2012

1. Quest NYC, Grove City College
2. Handheld Blood Screening, Westminster College
3. Dumb Dyno, Youngstown State University

higher education, the local community and one of the most innovative corporations locking arms to support the best and the brightest young entrepreneurs.”

Seven student projects already are well underway through the labs. One such project earned first place in the 2011 Grove City College and 2012 Northwest Pennsylvania College Elevator Pitch competitions. Yet another placed first in the 2012 Lions’ Den Elevator Pitch Competition held at Penn State and sponsored by the eCenter@LindenPointe. Students from nine different majors are participating on these VentureLab teams.

“Our goal is to identify the best ideas across our campus community,” said Columbus, “and give them a meaningful push forward on the path to commercialization. The fact that our original selections originated in the Entrepreneurship, Computer Science and Engineering departments demonstrates how broad the creative thinking is at Grove City College.”

### College Elevator Pitch Competitions

In April 2012, the eCenter@LindenPointe held the first collegiate elevator pitch competition. An elevator pitch is a three minute presentation of an idea for a new business. The three minutes represent the time that it takes to ride in an elevator with someone (in what would have to be a very very tall building). Over 60 students from 5 colleges applied for 25 slots in the competition in April.

The teams, made up of 1–6 students, presented their original business ideas to a panel made up of 4 judges with business investment experience. The second college elevator pitch

competition was sponsored by the eCenter@LindenPointe and was hosted by Penn State Shenango in October 2012. Fifty-six teams applied for the October competition.

“This competition gives regional college students the opportunity to pitch their business ideas to a judging panel made up of real-world investors,” stated Yvonne English, Executive Director of the eCenter, “It was a true inspiration to see the array of ideas pitched at the competition. We’re going to do everything possible to encourage and support these students as they explore business ideas and hopefully start new businesses in our region.”



# Events...



## Best Robotics Competition

The eCenter@LindenPointe is a proud host of an annual robotics practice day for the BEST Robotics Competition for middle and high school students.

BEST (Boosting Engineering, Science and Technology) is a national organization. Started in 1993, BEST's mission is: "To inspire students to pursue careers in engineering, science, technology and math through participation in a sports-like science- and engineering-based robotics competition."

Wolverine BEST Hub is the local BEST competition site. Run by Grove City College and sponsored by ANSYS Inc., BechtelPlant Machinery Inc., and the Grable Foundation, Wolverine BEST was founded in 2010.

## Penn-Ohio Juried Art Show

We at the eCenter@LindenPointe believe that supporting the creative arts in our community is integral to our mission to promote entrepreneurship and innovation in the Oh-Penn region. As a result, the eCenter@LindenPointe hosted the First Annual Fall Penn-Ohio Juried Art Show in November 2012.

This event gave artists within a 100-mile radius the chance to have their original art chosen by a panel of esteemed judges to be displayed in a public exhibition. Over 200 people attended the reception.

Many of the works remain at the eCenter and are currently on display with some items for sale.

### Category Honorable Mentions (\$100.00)

#### Photography:



Mill Street Bridge  
**Shawn Dougherty**  
Pulaski, Pennsylvania

#### Collaborative:



Neon Arti Gras  
**Phil Myers & Friends**  
Hermitage, Pennsylvania

#### Fine Art:



Still Life?  
**Jeffrey Puccini**  
Boardman, Ohio



### First Place (\$400.00)

**Grim Reaper** (Photograph)

*Lori Caldwell*  
West Farmington, Ohio



### Second Place (\$300.00)

**Seeking the Light 1** (Acrylic)

*Gindy Mayer-Strosser*  
Ford City, Pennsylvania



### Third Place (\$200.00)

**Breaking Through** (Encaustic)

*Joy White*  
Warren, Ohio



# ...And More Events



Silver LEED Celebration Ceremony



Visit from Congressman Mike Kelly



Host: PA STEM Girls Collaborative Project

**eCenter Wins  
SV Chamber 2012  
Phoenix Award for  
Innovation**



*"The real source of wealth and capital in this new era is not material things...it is the human mind, the human spirit, the human imagination, and our faith in the future."*

- Steve Forbes



# One Cool Campus

The benefits of the eCenter@LindenPointe expand beyond our front doors. Our location in LindenPointe offers clients a “campus like” environment surrounded by natural beauty.

## LindenPointe Innovative Business Campus

LindenPointe is a 115-acre innovative business campus with designated planned technical park zoning and carefully developed covenants to protect property values. The master plan calls for a “campus like” environment that will differentiate LindenPointe from other real estate developments.

LindenPointe is a collaborative effort between the Commonwealth of Pennsylvania, KAKE Development, Inc., the City of Hermitage and the Penn Northwest Development Corporation to create a new vitality for economic development in the region. The Commonwealth of Pennsylvania has invested \$2.5 million in LindenPointe assisting the local partners with site acquisition and infrastructure development to bring to the market a high-end, shovel-ready, mixed-use planned technical park. The LindenPointe project is a model \$6 million public-private economic development initiative.

LindenPointe is on the move, driven by a focused, collaborative effort to help businesses grow, to increase the number of small and medium sized entrepreneurial

businesses in the region, to diversify the local economy and to create quality employment opportunities in the community. Economic development efforts are dedicated to improving our community and its quality of life through new investment, strengthening and diversifying the local business base and new job creation. The Penn Northwest Development Corporation and the City of Hermitage are committed to meet the business needs in our community through an active business call and retention program.

## Features at a Glance

- Beautiful Design
- First Rate Communications Infrastructure
- Highly Stable Utilities
- Highly Diverse Businesses Currently Call LindenPointe Home







### LindenPointe Design Features

The LindenPointe partners have invested heavily in infrastructure improvements and site amenities to create a quality environment. Approximately 115 acres are fully improved with street lighting, entry signage, landscaping and buried utilities, including power, water, sewer, telecommunications and cable television at the lot line.

LindenPointe also boasts:

- high quality planned technical park development
- a parkland setting
- walking trails and landscaping
- comprehensive stormwater management facilities
- lot sizes from 1 to 20 acres are available
- room for growth – 100 + acres

LindenPointe will foster an innovative and professional atmosphere. The design standards for this facility are unmatched in the region. The quality of work life at the LindenPointe campus is augmented by the general quality of life that flows from being a part of Mercer County in western Pennsylvania — a community that offers a lifestyle that helps in attracting and retaining highly qualified employees.

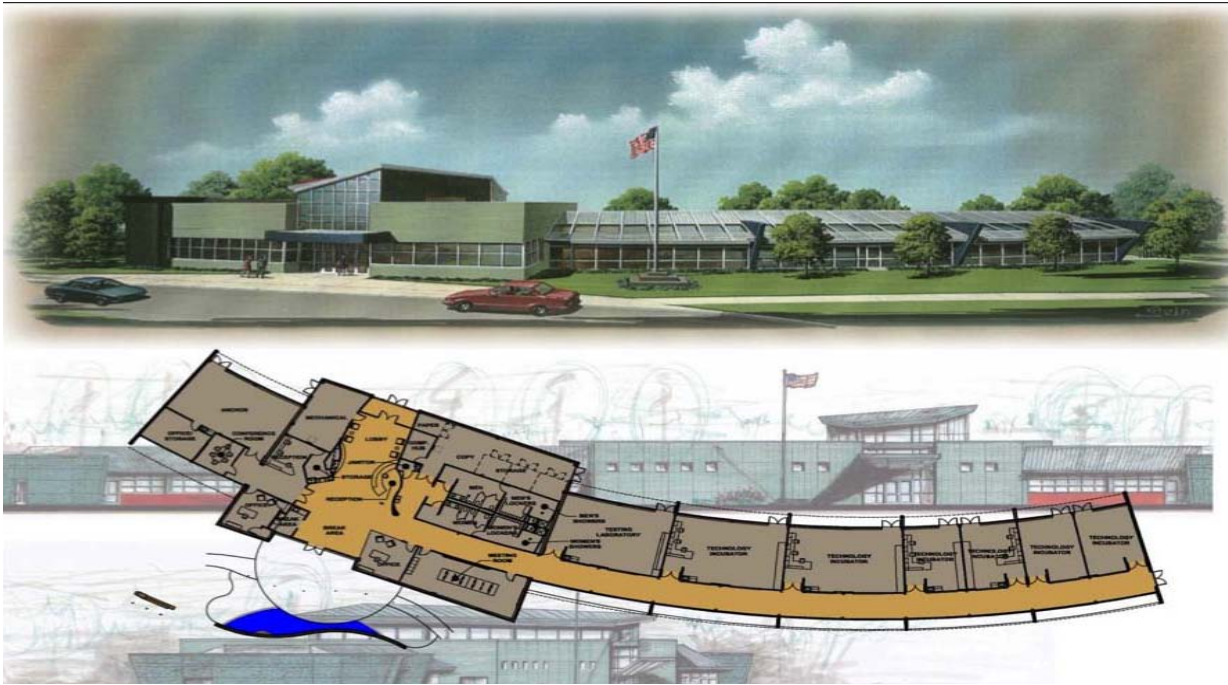


### Training & Workforce Development Center

At the Training & Workforce Development Center, we offer a specialized training environment. The Center is an economic development resource driven by a regional economic development, workforce and STEM industry cluster partnership.

The facility is available, upon request, for use by employers, educational organizations, training providers and other entities for the purpose of meeting workforce development and training needs.





# Sustainable Design

The eCenter@LindenPointe is the first silver LEED certified office building in Mercer County.

**Mission:** *To encourage us to be stewards of our environment through the design, construction, and maintenance of healthy and comfortable buildings.*

In order to obtain LEED certification, the eCenter earned credits for building design, construction, and programming.

## Sustainable Site Features

Encourages the use of alternative transportation to facilitate the reduction of fuel consumption:

- Preferred parking for fuel efficient vehicles and car/van pools.
- Conveniently located bike racks; shower/locker rooms available inside.
- Outdoor networking terrace with cascading waterfall and reflective pool provides a soothing sound and restive visual for the living laboratory.

- A rain garden provides a point of interest, as well as contributes to controlling stormwater runoff.

The site is designed to preserve and maximize open green space, utilize native, drought resistant landscaping, and control stormwater runoff. Tree canopies provide shade, reduce noise, provide wildlife havens, and improve air quality.

***The acronym “LEED” stands for Leadership in Energy and Environmental Design.***

## Energy and Atmosphere Features

Only non-ozone-depleting refrigerants were utilized, and the eCenter was designed to reduce energy use over 34% of conventional design, through the use of:

- Reflective (cool) roofs
- Exterior Sunshades
- Energy efficient window/entrance frames/glazing
- Geothermal HVAC system
- Outside air delivery monitors
- High efficiency lighting fixtures and occupancy sensors

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*Recycled Material Used = 35%*

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## Materials and Resource Features

Over 75% of construction debris was recycled and diverted from landfills.

- Recycling centers are located inside and outside the eCenter.
- Sustainable lumber, certified by the Forest Stewardship Council, was used in the fabrication of wood doors and cabinetry.
- Over 30% of the construction materials were manufactured regionally.
- Construction materials used included over 35% recycled material content, reducing the environmental impact of extracting and processing virgin materials

## Water Efficiency Features

Water saving fixtures use over 36% less potable water than conventional fixtures. Pennsylvania native

trees, shrubs, and plants were selected to increase the longevity of the site's green infrastructure without requiring irrigation.

## Indoor Environmental Quality Features

- High-efficiency HVAC system continually circulates fresh air throughout the building
- Smoke-free facility, including the grounds within 25' of the building
- Low emitting materials utilized, promoting a healthy environment including paints/coatings, flooring, casework, and adhesives/sealants
- Eye-level windows permit optimum natural light and a view of the outdoors.
- Each incubator suite's electric usage is individually controlled with digital monitoring.
- CO<sub>2</sub> sensors have been installed in the building
- Fabric duct work that does not absorb moisture has been utilized for its hygienic and acoustical benefits



For more information, please visit:  
[www.gbapgh.org](http://www.gbapgh.org).

## Benefits of Polished Concrete Flooring

- Exceptional durability
- Longer life cycle
- Low maintenance
- Reflects light thereby increasing the effectiveness of overhead and natural lighting
- Does not hold dust, mold, or pollens

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*Materials Manufactured Regionally = 30%*

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## Education at Work

Hickory High School Students followed the eCenter's construction process through an innovative educational program providing them with hands-on experience in architecture, engineering, construction, and sustainable design. Students also attended the Green Training workshops.

## Green Building Alliance of Pittsburgh

Training on environmentally responsible practices was provided to contractors, construction trades, and design professionals through federal funds received by SkillUp Building & Construction Industry Partnership and the West Central PA Workforce Investment Board.



# Sponsors

Without the support of these organizations, we simply would not exist. Thank you.

**Venture Sponsor**  
(\$10,000 +)



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**EKKERKUSTERMcCONNELLEpSTEIN**  
The Law Offices of Ekker, Kuster, McConnell, & Epstein, LLP

**Sharon Steel Foundation**

**Seedling Sponsor**  
(\$5,000 - \$9,999)

**Kirila Family Fund**



**Strimbu Memorial Fund**



**Spark Sponsor**  
(\$2,500 - \$4,999)



**Fan Sponsor**  
(\$500 - \$2,499)







## City of Hermitage

Mercer County, Pennsylvania

The City of Hermitage is proud to include the LindenPointe Development Corporation (LDC) as a collaborative partner leading the innovative LindenPointe economic development initiatives.

The strategic goal to create a platform with a "Technology Center of Excellence" and "Entrepreneurism" as a base required regional cooperation, collaboration and commitments. The United States Department of Commerce Economic Development Agency (EDA) grant monies of \$4.2 Million and the Commonwealth of Pennsylvania Redevelopment Assistance Capital Program grant of \$1.25 Million provided the

"bricks and mortar" funding for the eCenter. Additionally, the OH-PENN interstate and multi-county initiatives are all committed partners working for the success of the development.

The LindenPointe Innovative Business Campus, the Training & Workforce Development Center and the eCenter projects are driven by the Hermitage Community and Economic Development Commission (HCEDC) and regional partnership agencies. The objectives of the LindenPointe resources are industry cluster business development and expansion, the attraction of private sector investment, the creation of higher-skill, high-wage employment opportunities, business incubation and entrepreneurship. These goals will enhance regional competitiveness and ultimately result in a diversified and strengthened tax base.

A challenge, however, was to determine the most effective means of delivering the entrepreneurial and program operations. After an extensive outreach process it was concluded that the incubator industry "best practice" was an independent, non-profit corporation organized under Section 501(c)(3) of the Internal Revenue Code. Thus, the LDC was formed. The inaugural year of operations at the eCenter has exceeded projections and the dynamic visions of the LindenPointe efforts remain high. Through the efforts of the LDC the risks of operating an incubator have been minimized and the chances for regional economic successes have been greatly improved.

We are sincerely appreciative for the tireless efforts of Yvonne English, Executive Director and the LDC Board of Directors and for their hard work, commitment to excellence and passion to create a cohesive entrepreneurial community at LindenPointe.

Sincerely,

William J. Moder, III  
President, Hermitage Board of Commissioners

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"Our success has really been based on partnerships from the very beginning." - **Bill Gates**

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# eCenter@LindenPointe

{a technology incubator}









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[www.eCenterLindenPointe.com](http://www.eCenterLindenPointe.com)



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Pittsburgh  
**Technology**  
Council



Design and Layout Courtesy of  
[www.SocialAnimalMedia.com](http://www.SocialAnimalMedia.com)