



WELCOME

A Conversation about Regional Business
Investment Activity in 2021

Wednesday, June 8, 2022

Presenters: Jim Futrell, Vice President, Market Research
and Ellen Gaus, Market Research Manager
– Allegheny Conference

WELCOME

Jill Zoria

Vice President, Investor Relations, Allegheny Conference

BACKGROUND

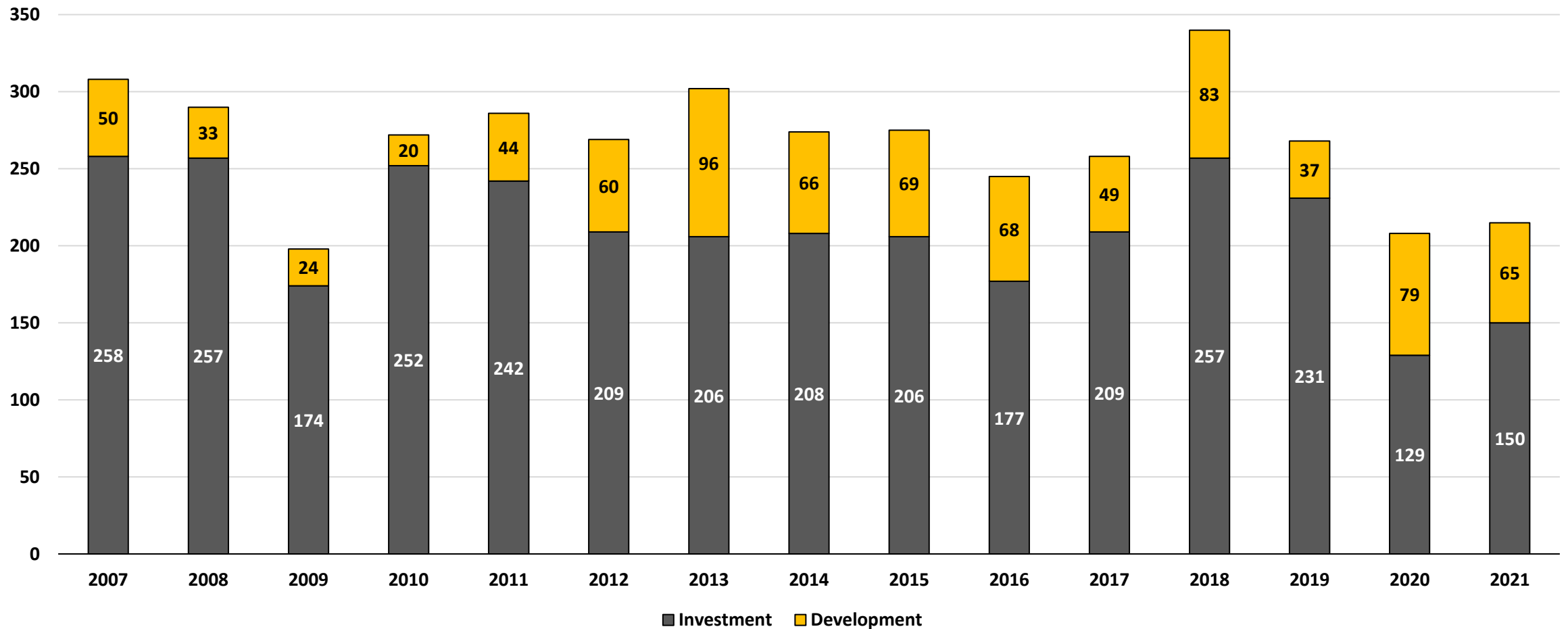
- First launched in 2008 to track business growth announcements from the previous year.
- Type of projects we track:
 - Investment (specific companies announcing plans to add or retain employees)
 - Development (investments in real estate and infrastructure that are not specifically tied to employment impacts)
- Among the investment announcements, the major categories include:
 - Attraction (a company from outside the region establishing operations here)
 - Expansion (an existing company increasing its regional presence)
 - Retention (a company at risk of closing or downsizing whose presence was preserved)
 - Startup (a new company starting operations)
- Many of these announcements consist of jobs to be added over the next several years.
 - In some cases, the investments had already happened at the time of the announcement.
- We do not look at personal services or retail expansions for the most part.
- While not a scientific compilation of growing companies, we consider these to be very powerful economic indicators of growth in our key industry sectors and growth in general.
 - They tend to be reflective of broader industry trends.

2021 SUMMARY

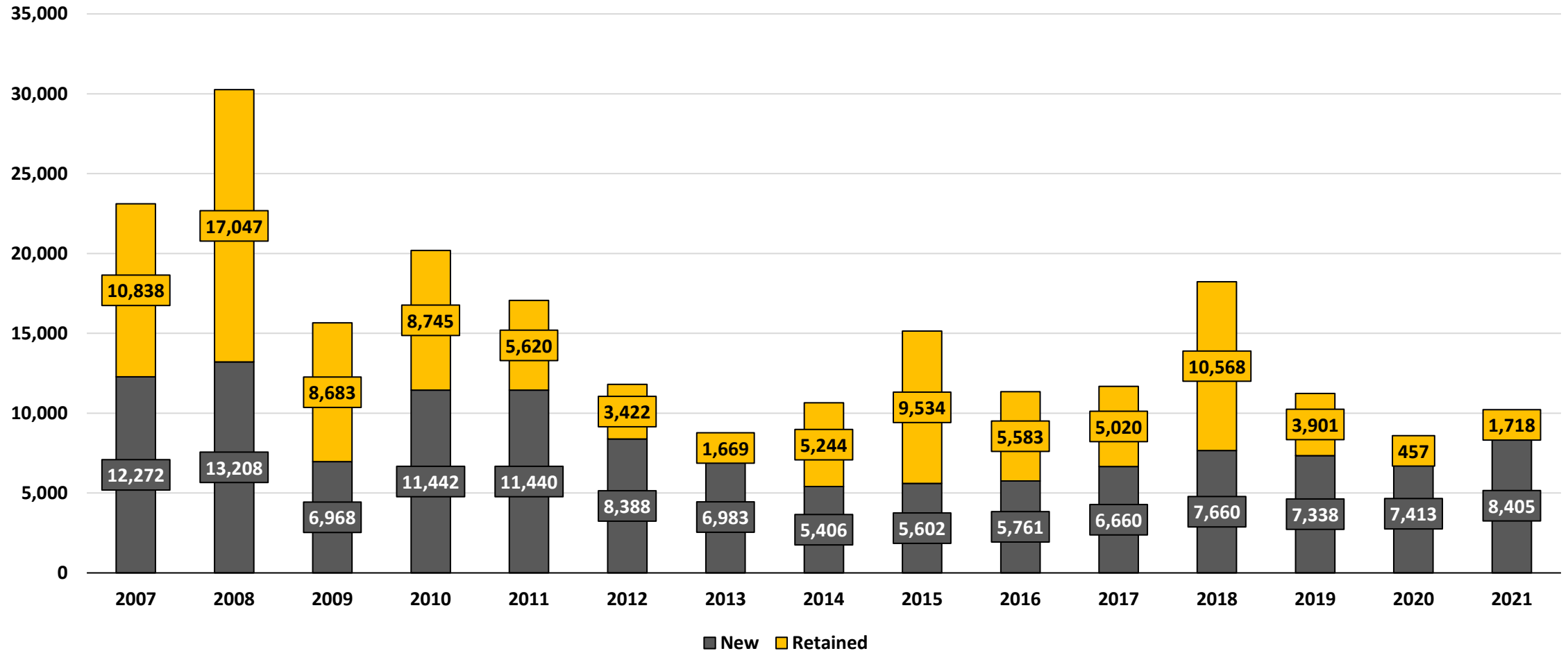
	2020	2021	Change	15-Year Average
Total Announcements	208	215	3%	268
Investment Announcement	129	150	16%	211
Attractions	21	39	86%	45
Total Jobs	7,870	10,123	29%	14,683
New Jobs	7,413	8,405	13%	8,330
Development Announcements	79	65	-18%	56
Investment	\$2.0B	\$2.9B	49%	\$3.6B

Source: U.S. Census Bureau, 2020 Census Redistricting Files

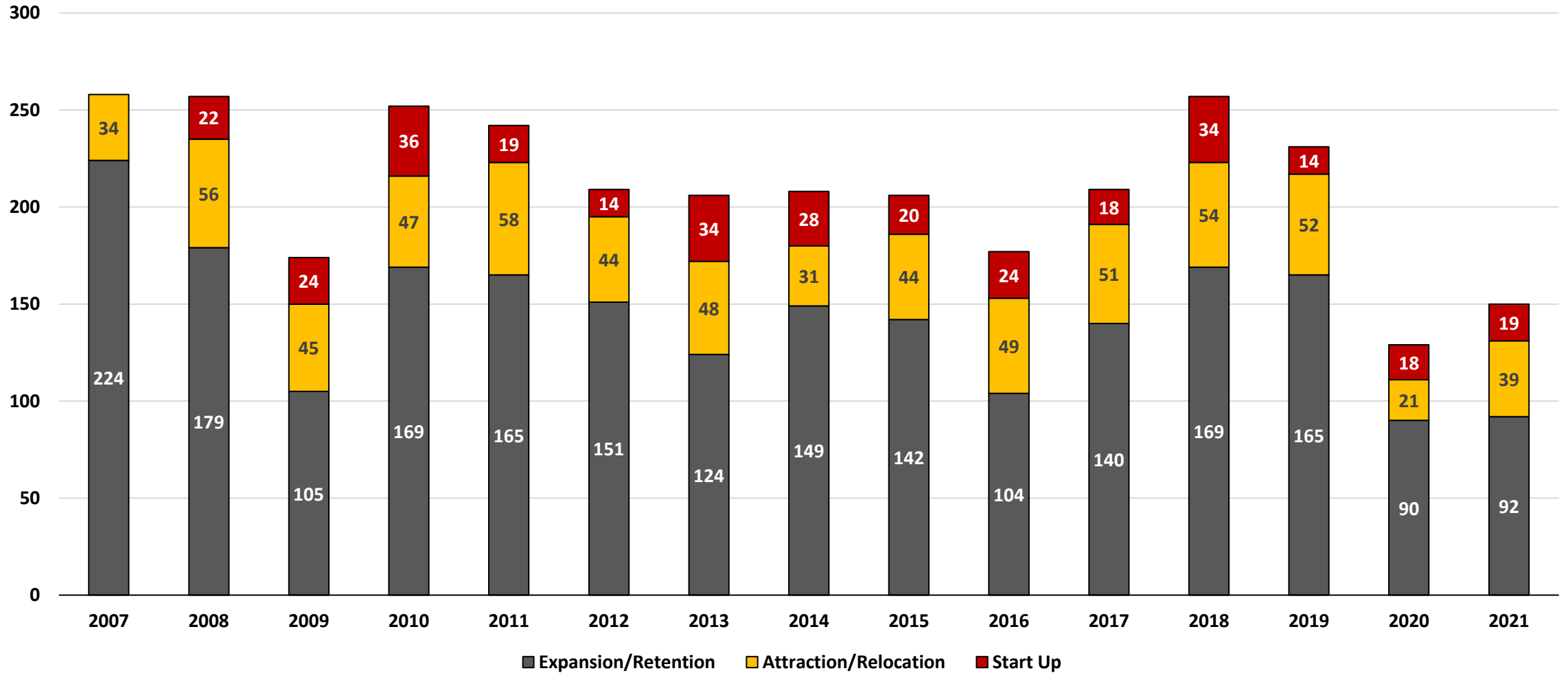
ANNOUNCEMENT TRENDS



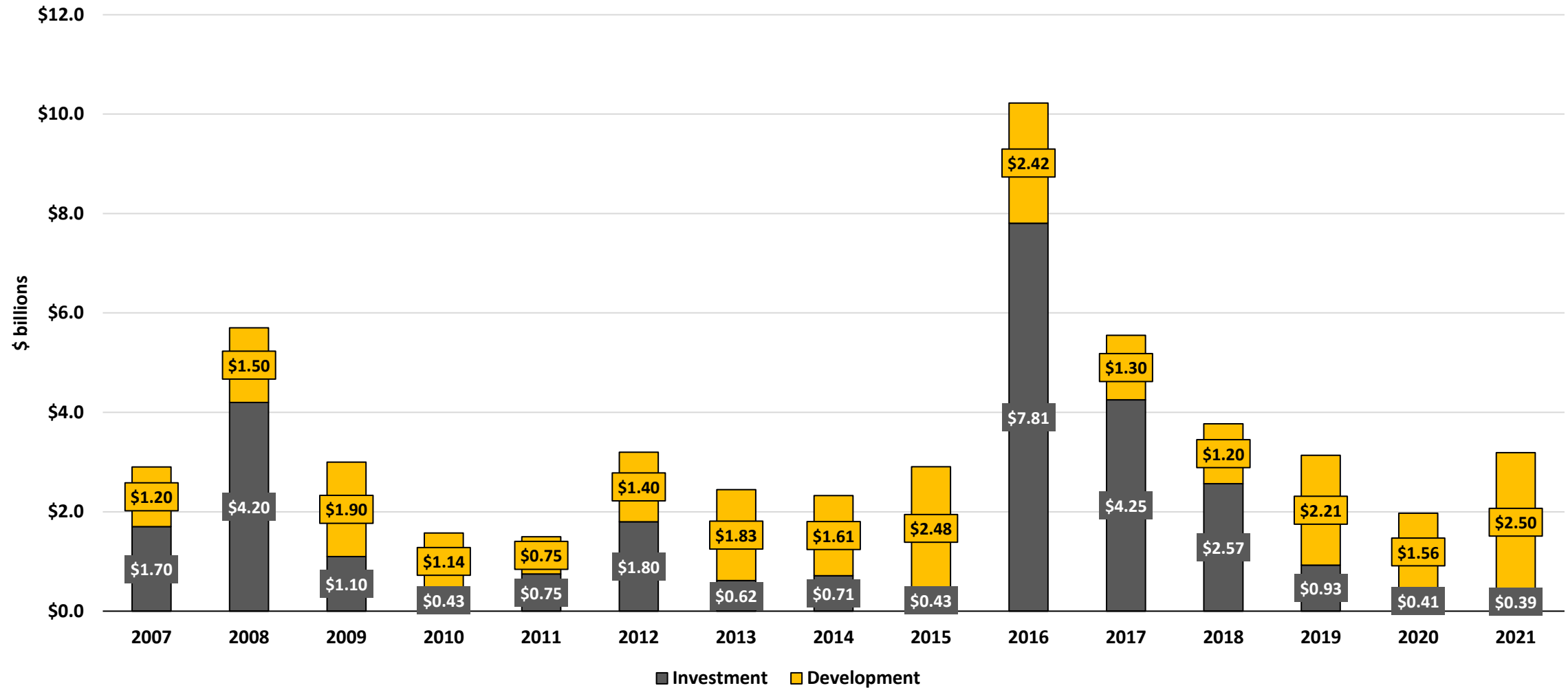
ANNOUNCEMENTS BY TYPE OF JOB



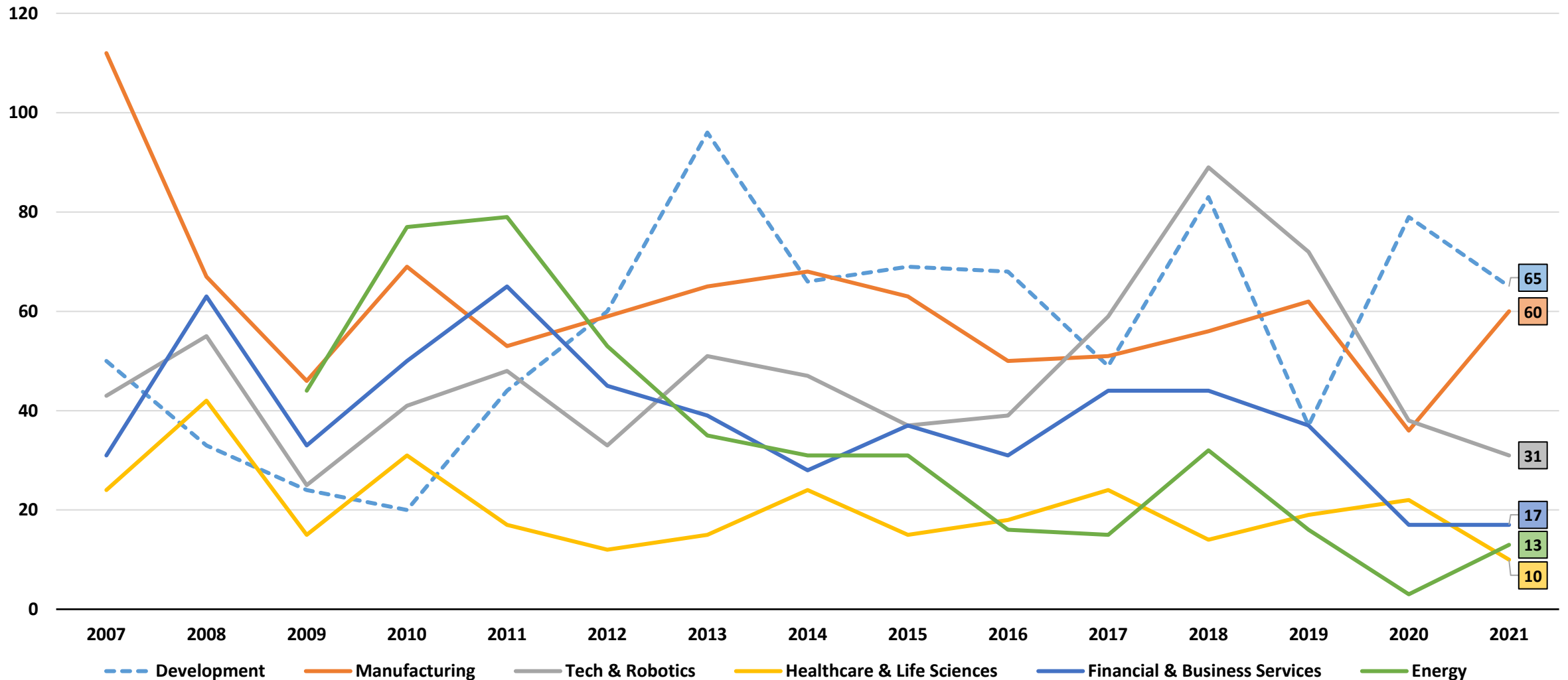
ANNOUNCEMENTS BY ACTION



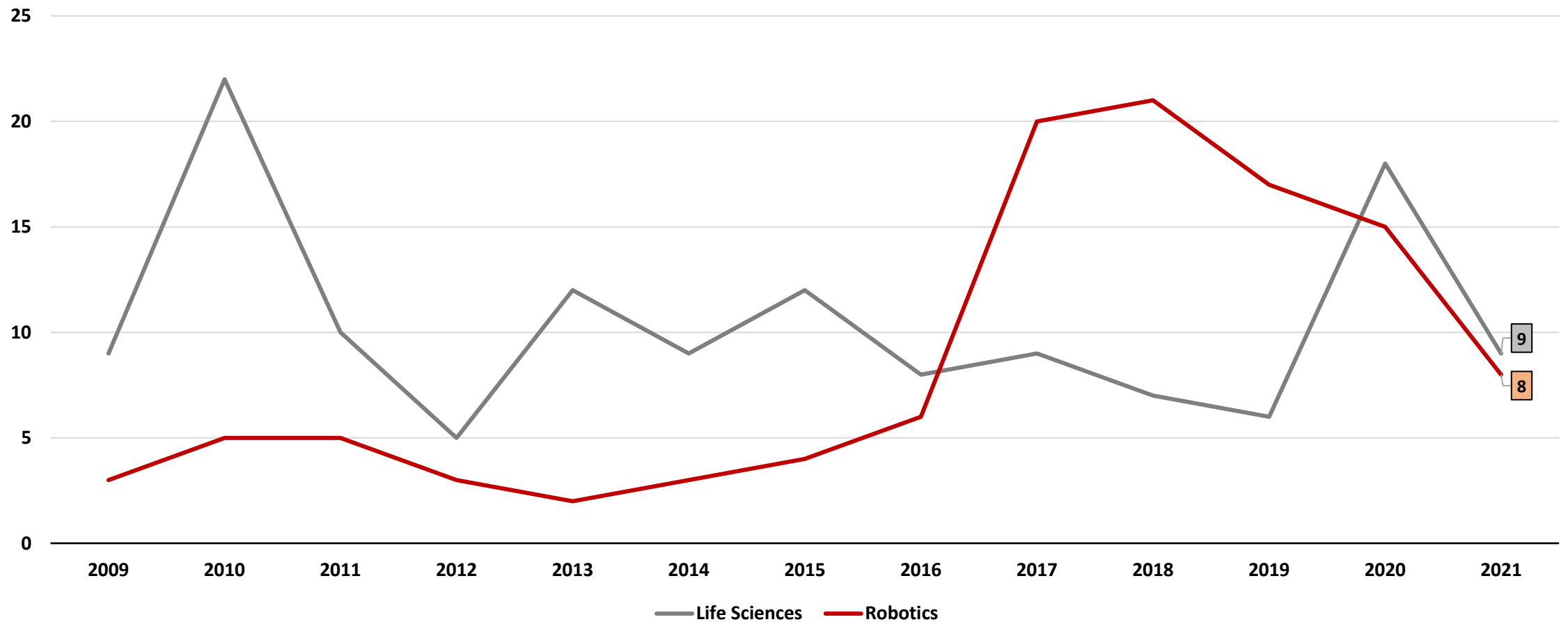
CAPITAL INVESTMENT BY ANNOUNCEMENT TYPE (\$Bil)



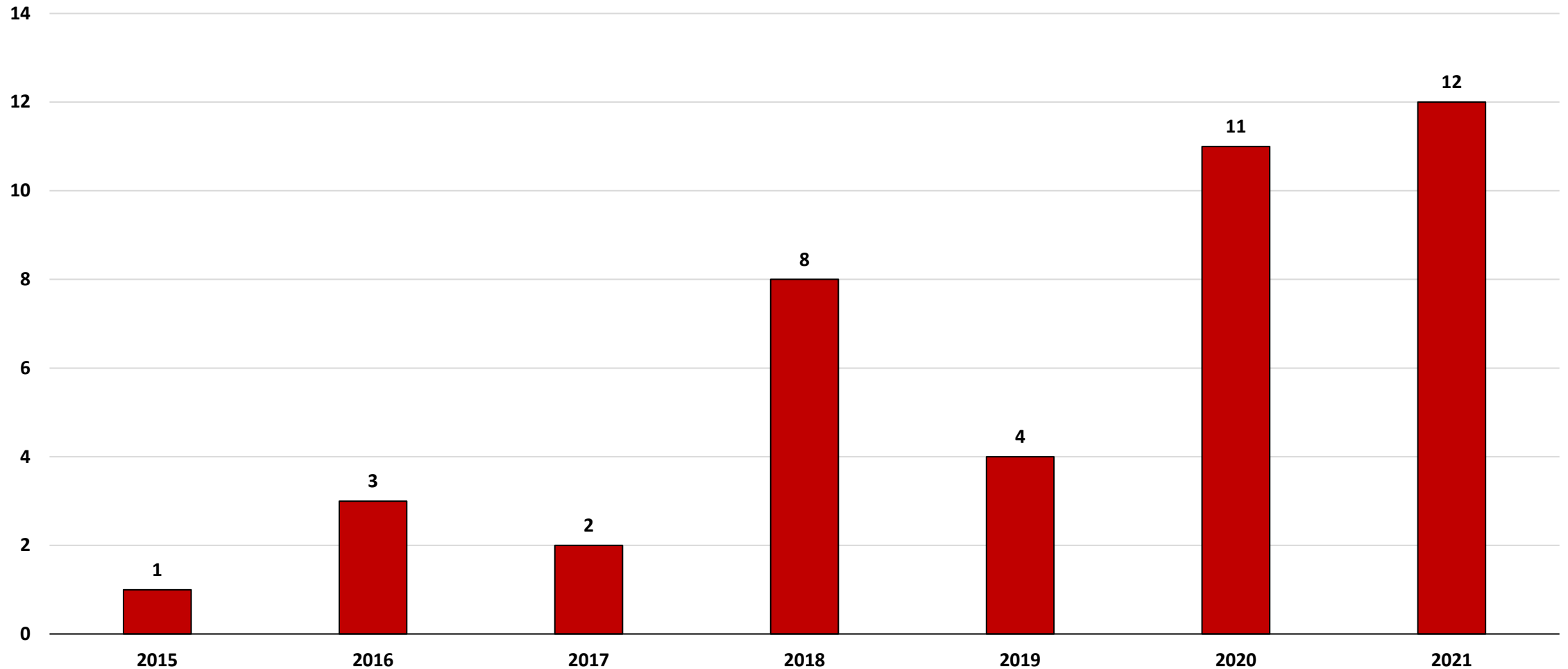
INVESTMENT ANNOUNCEMENTS BY KEY SECTOR



ROBOTICS AND LIFE SCIENCES ANNOUNCEMENTS



DISTRIBUTION CENTER ANNOUNCEMENTS



KEY SECTOR HIGHLIGHTS – MANUFACTURING



Alabama-based air filter manufacturer opening a 137,000 SF plant, its first location in the northeastern part of the country.

- Attraction
- 120 total job impact
- \$2.2M CAPEX
- Westmoreland County



Electronics contract manufacturer developing a 50,000 SF building at Starpointe that will be expandable to 100,000 SF.

- Expansion
- 220 total job impact
- \$5M CAPEX
- Washington County

KEY SECTOR HIGHLIGHTS – TECH AND ROBOTICS



Maker of wall-climbing, inspection robots moving into new 70,000 SF headquarters and doubling headcount.

- Expansion
- 130 total job impact
- \$5.8M CAPEX
- Allegheny County



Ranking and review platform adding employees across all sectors of its business including engineering, product, design, sales and marketing.

- Expansion
- 190 new jobs (two announcements)
- Allegheny County

KEY SECTOR HIGHLIGHTS – FINANCIAL AND BUSINESS SERVICES



Expansion of mail order pharmacy, which houses inventory, process flow, staging and shipping and receiving operations. Will create 674 jobs over three years, primarily remote, and retain 34 existing positions.

- Expansion
- 708 total job impact
- Beaver County



Opening new 32,500 SF call center where agents will handle queries from customers of brands and retailers utilizing email, chat, artificial intelligence and other channels to engage customers.

- Attraction
- 400 new jobs
- \$3.5M CAPEX
- Allegheny County

KEY SECTOR HIGHLIGHTS – HEALTH CARE AND LIFE SCIENCES



Medical device manufacturer is expanding production capacity with an immediate need for 25 employees. Additional hiring planned into 2022.

- Expansion
- 25 total job impact
- Armstrong County



Medical marijuana producer developing 508,000 SF processing and cultivation facility.

- Expansion
- 800 new jobs
- Allegheny County

KEY SECTOR HIGHLIGHTS – ENERGY



Developing new Coal Refuse Disposal Area (CRDA) structure. CRDAs are areas or land plots used by mines as places for disposing of or storing coal refuse.

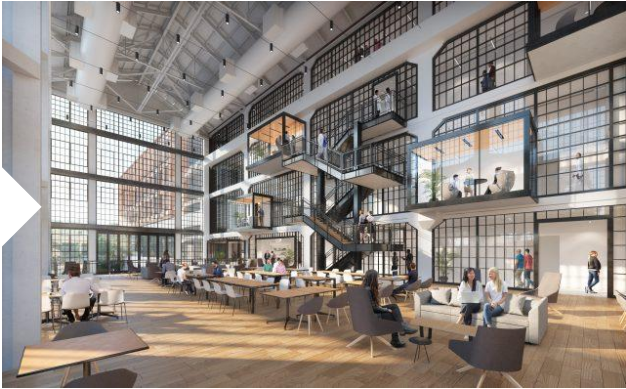
- Attraction
- 700 new jobs
- \$50M CAPEX
- Greene County



Developer and manufacturer of Solid Oxide Fuel Cell (SOFC) stacks and systems that operate on common, readily available hydrocarbon fuels such as propane, natural gas, JP-8 and diesel.

- Retention
- 31 total job impact
- Westmoreland County

KEY SECTOR HIGHLIGHTS – DEVELOPMENT PROJECTS



The Assembly

Transformation of former auto assembly plant by Wexford Science + Technology into life sciences research hub anchored by University of Pittsburgh.

- Life Sciences
- 354,000 SF
- \$330M CAPEX
- Allegheny County



Commerce Crossing at Westmoreland, Building 1

Developer Al. Neyer is building a 250,000 SF Class A distribution center on Lot 3 of the Westmoreland County Industrial Development Corp.'s newest industrial park.

- Distribution and Logistics
- 250,000 SF
- \$31M CAPEX
- Westmoreland County

KEY SECTOR HIGHLIGHTS – DEVELOPMENT PROJECTS



Mill 19 – Building C

Mill 19 will be a new tech/flex speculative building. The first floor has an increased ceiling height to accommodate large vehicles and the upper floors are capable of housing lab, office or other workspaces.

- 112,000 SF
- \$40M CAPEX
- Allegheny County



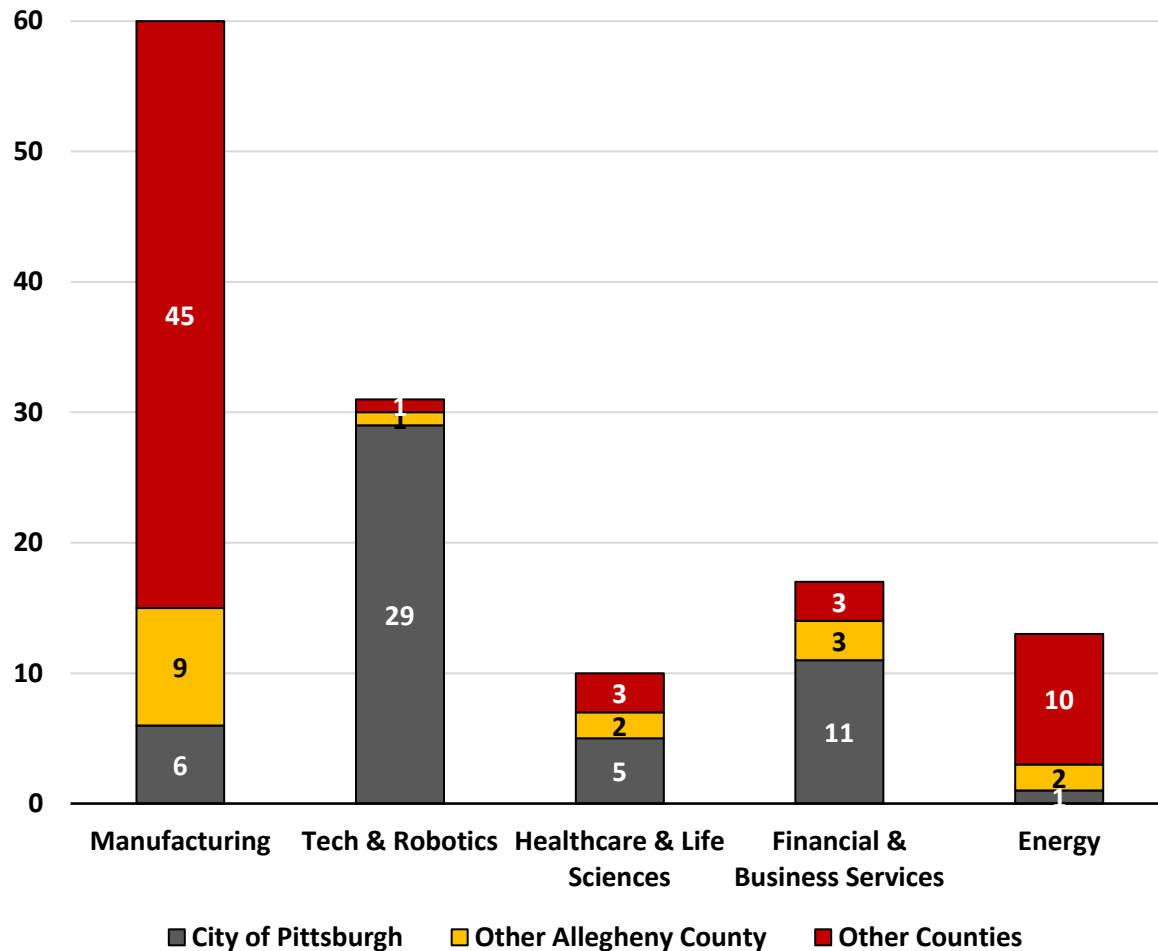
PIT Terminal Modernization

Development of new passenger terminal, transportation complex and road system at Pittsburgh International Airport.

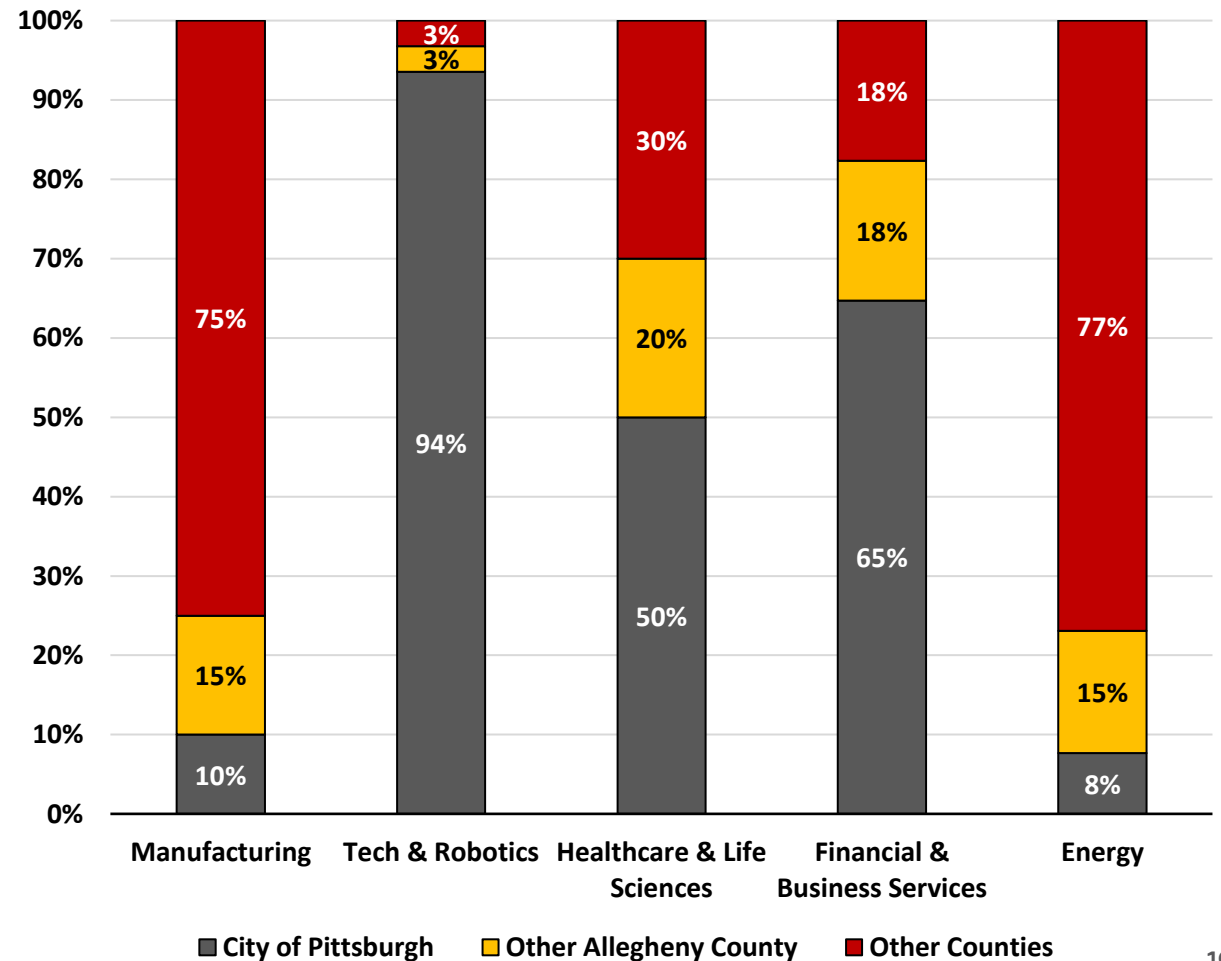
- 700,000 SF
- \$1.4B CAPEX
- Allegheny County

KEY SECTOR ANNOUNCEMENTS BY AREA

Key Sector Wins by Area - 2021

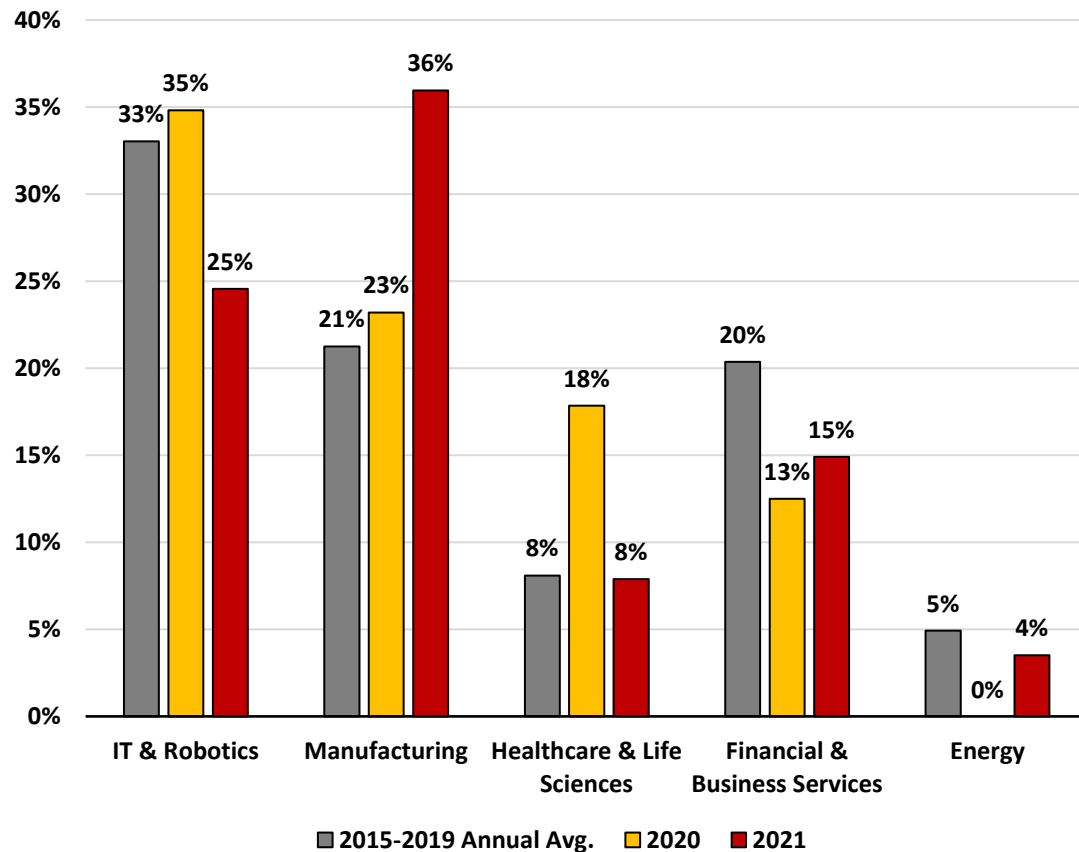


Key Sector Wins by Area (pct.) - 2021

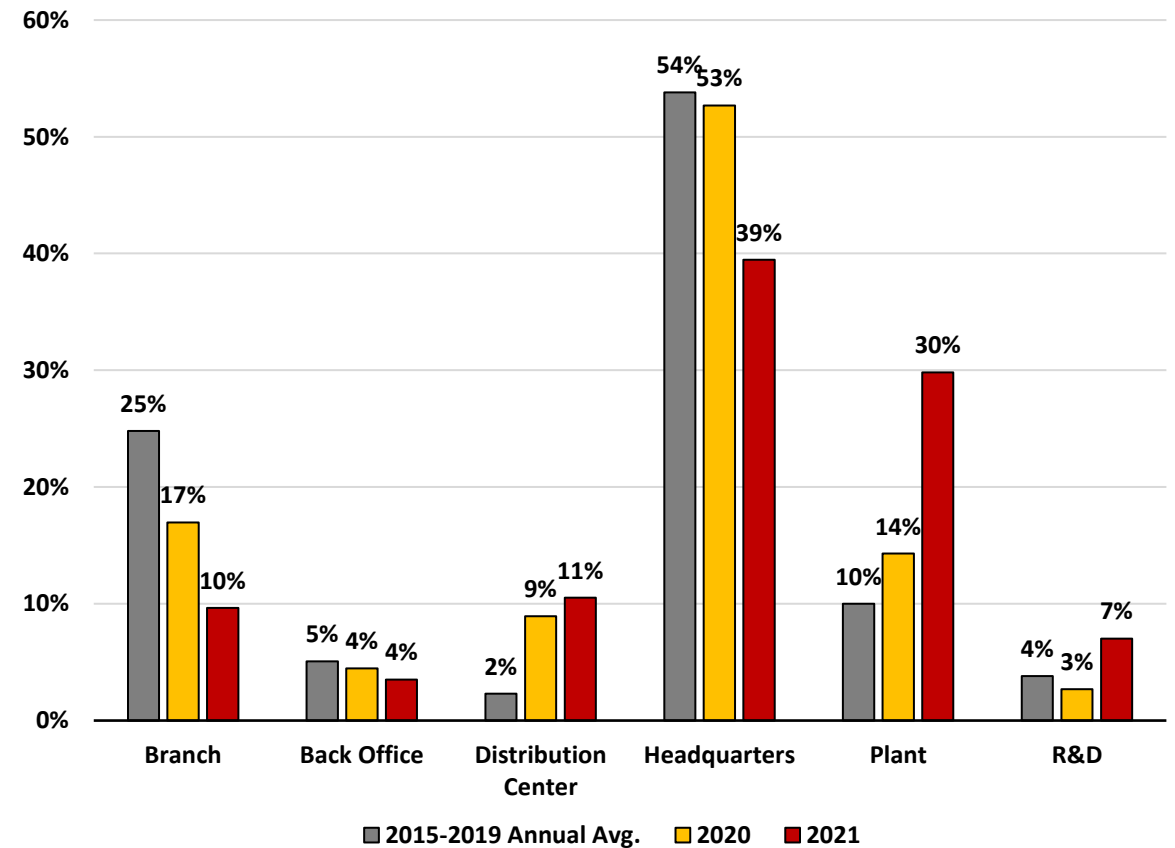


ANNOUNCEMENTS – PRE-PANDEMIC vs. PANDEMIC ERA

Announcements by Key Sector

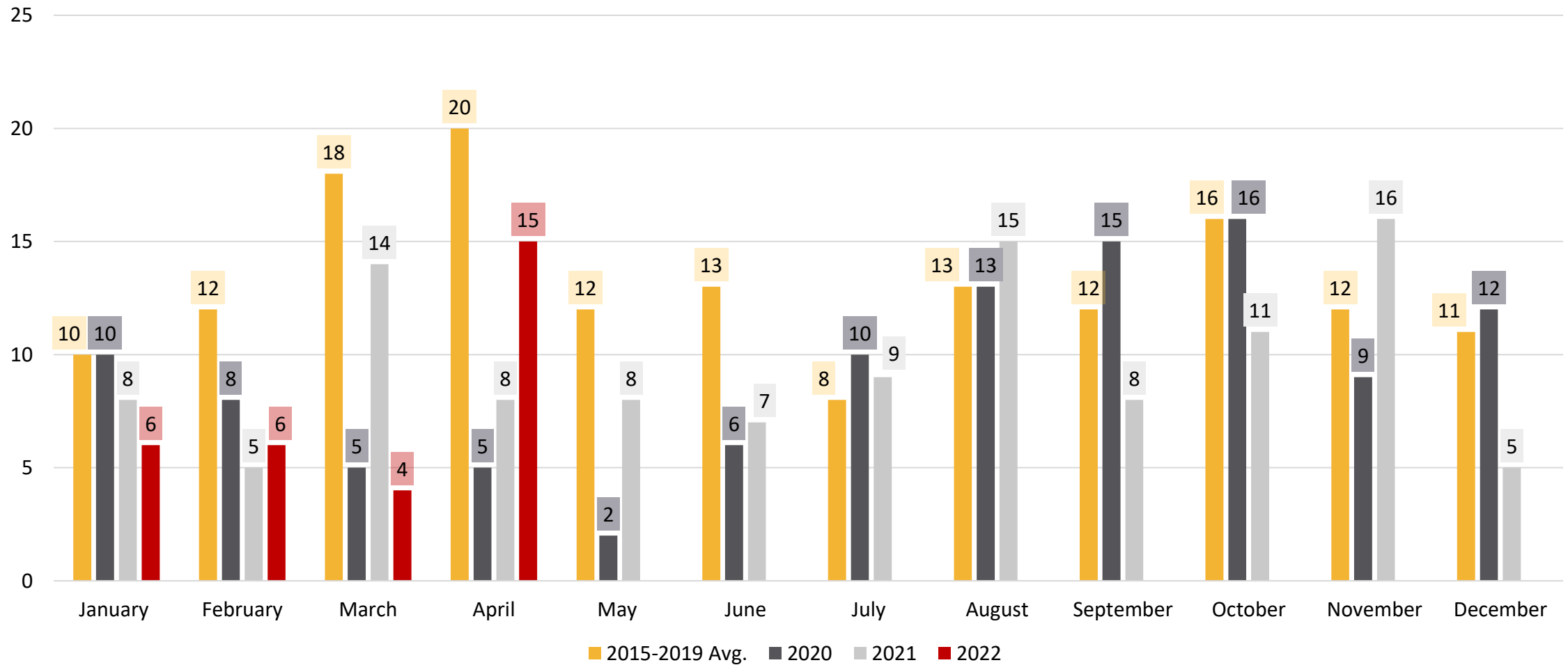


Announcements by Type of Operation



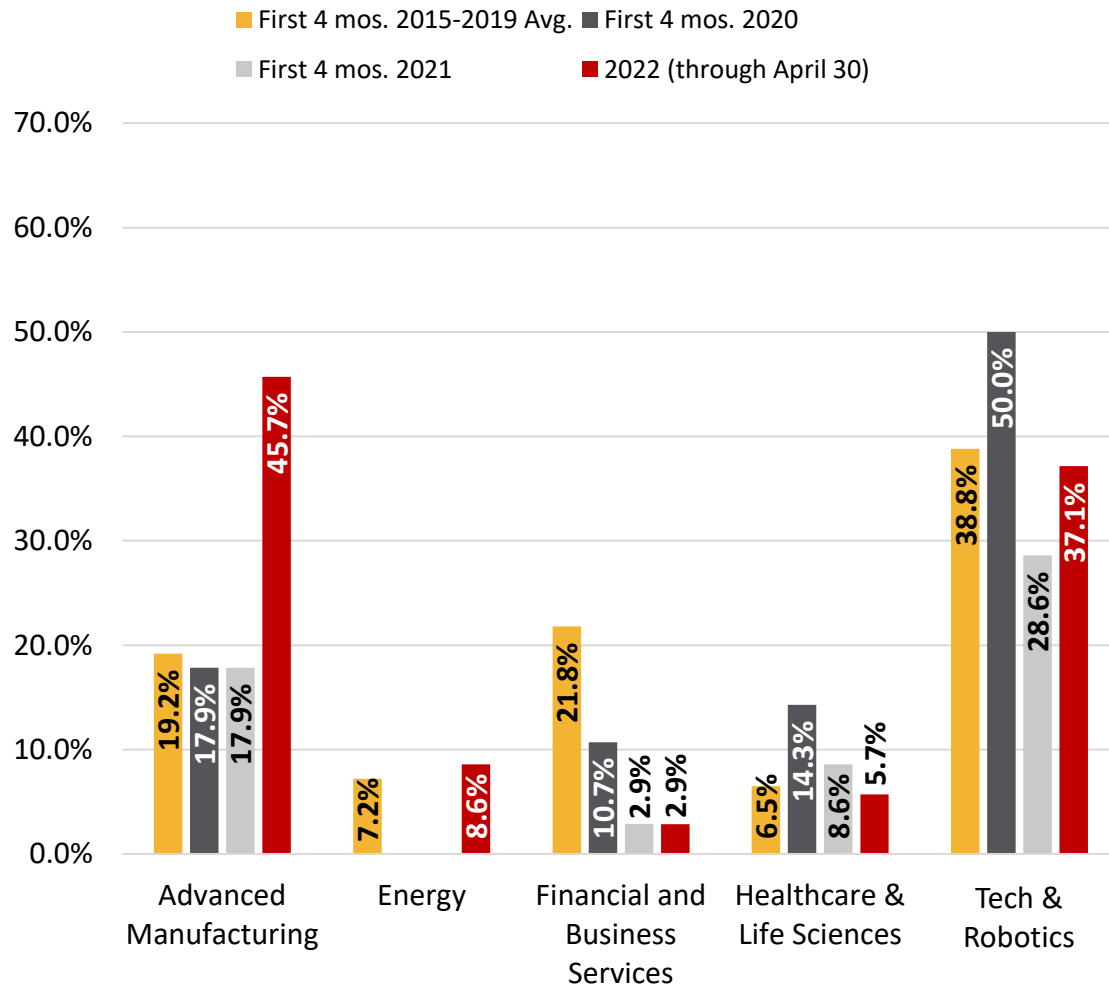
WHAT WE'RE SEEING IN 2022

Growth Announcements by Month

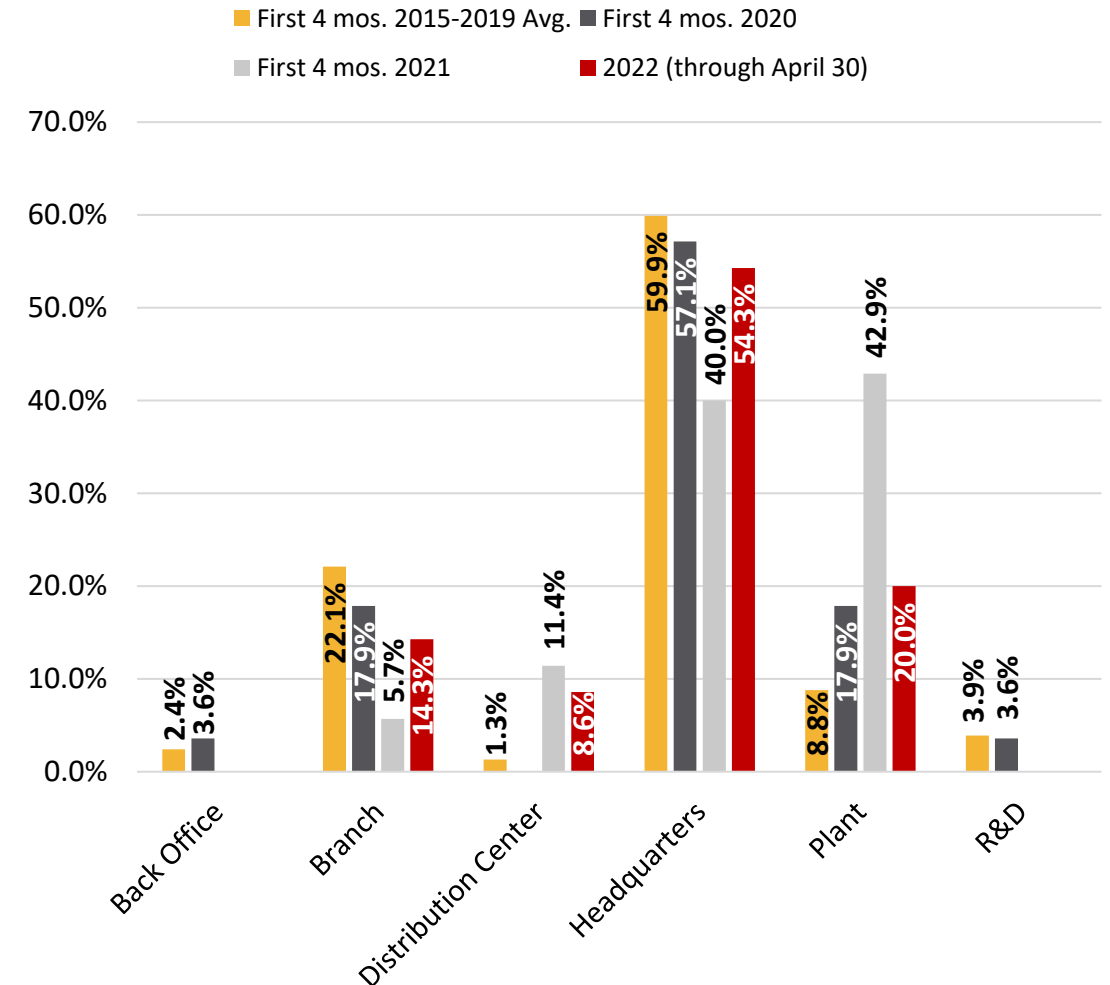


WHAT WE'RE SEEING IN 2022

First Four Months Growth Announcements by Key Sector



First Four Months Growth Announcements by Type of Operation



QUESTIONS? GET IN TOUCH

Jim Futrell, Vice President, Market Research

jfutrell@pittsburghregion.org

Ellen Gaus, Market Research Manager

egaus@pittsburghregion.org

THANK YOU TO OUR SPONSORS



THANK YOU FOR JOINING US TODAY.