



# 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

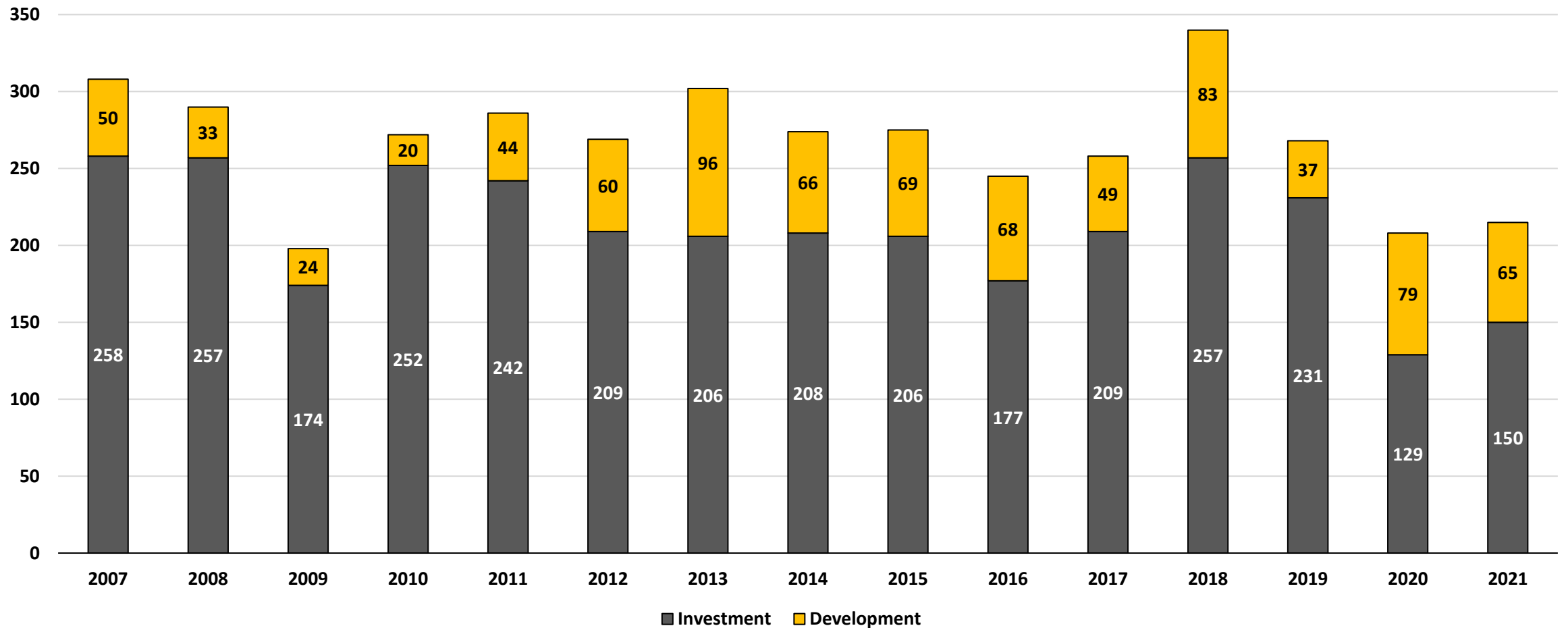
- First launched in 2008 to track business growth announcements from the previous year.
- Type of projects we track:
  - Investment (specific companies announcing plans to add or retain employees)
  - Development (investments in real estate and infrastructure that are not specifically tied to employment 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

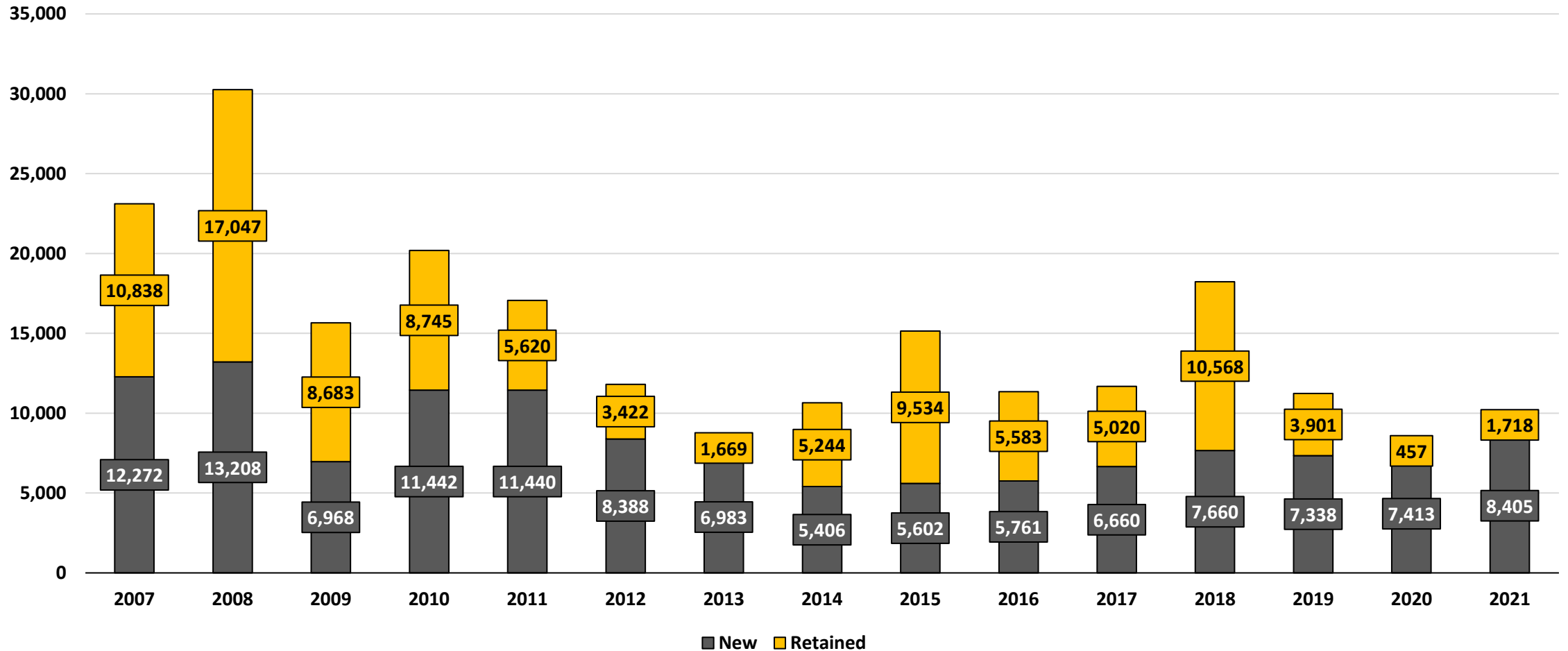
	2020	2021	Change	15-Year Average
Total Announcements	208	215	3%	268
Investment Announcement	129	150	16%	211
Attractions	21	39	86%	45
Total Jobs	7,870	10,123	29%	14,683
New Jobs	7,413	8,405	13%	8,330
Development Announcements	79	65	-18%	56
Investment	\$2.0B	\$2.9B	49%	\$3.6B

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

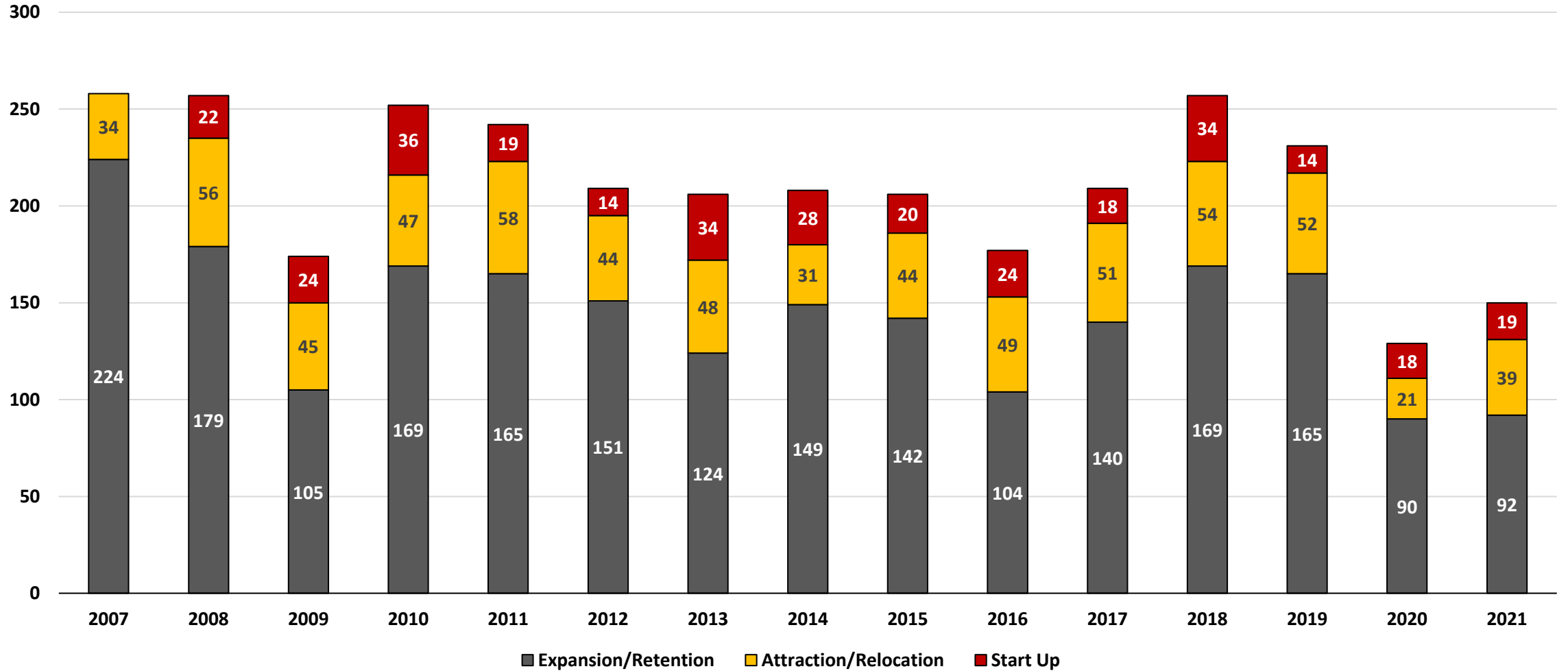
# ANNOUNCEMENT TRENDS



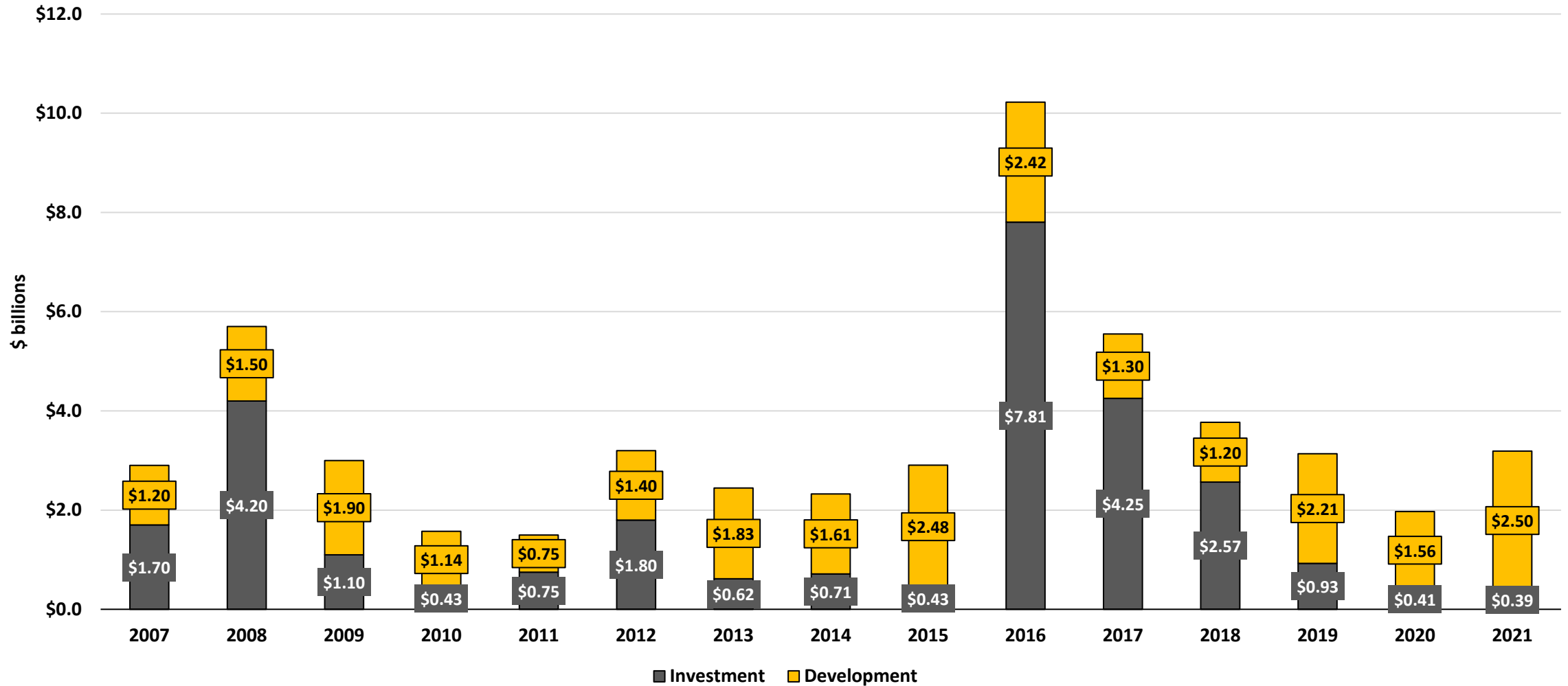
# ANNOUNCEMENTS BY TYPE OF JOB



# ANNOUNCEMENTS BY ACTION

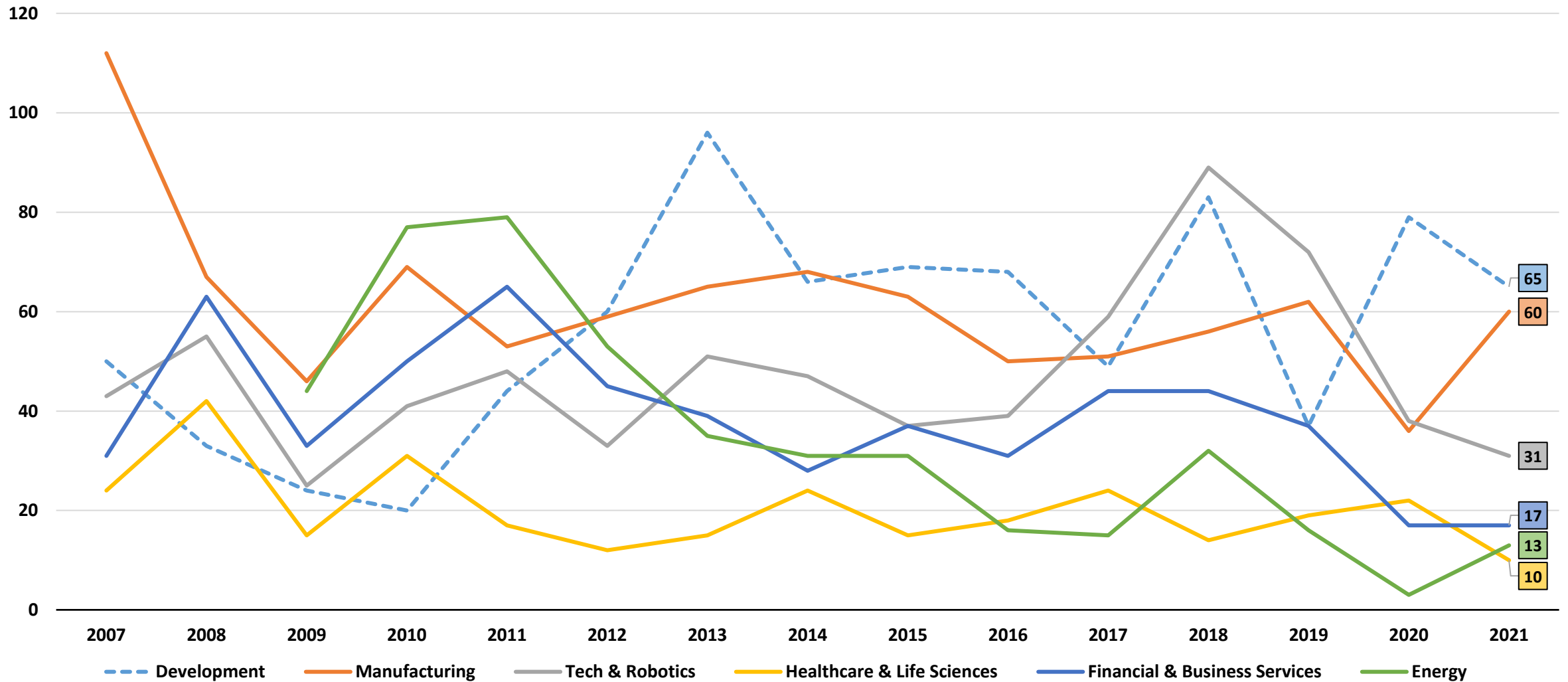


# CAPITAL INVESTMENT BY ANNOUNCEMENT TYPE (\$Bil)

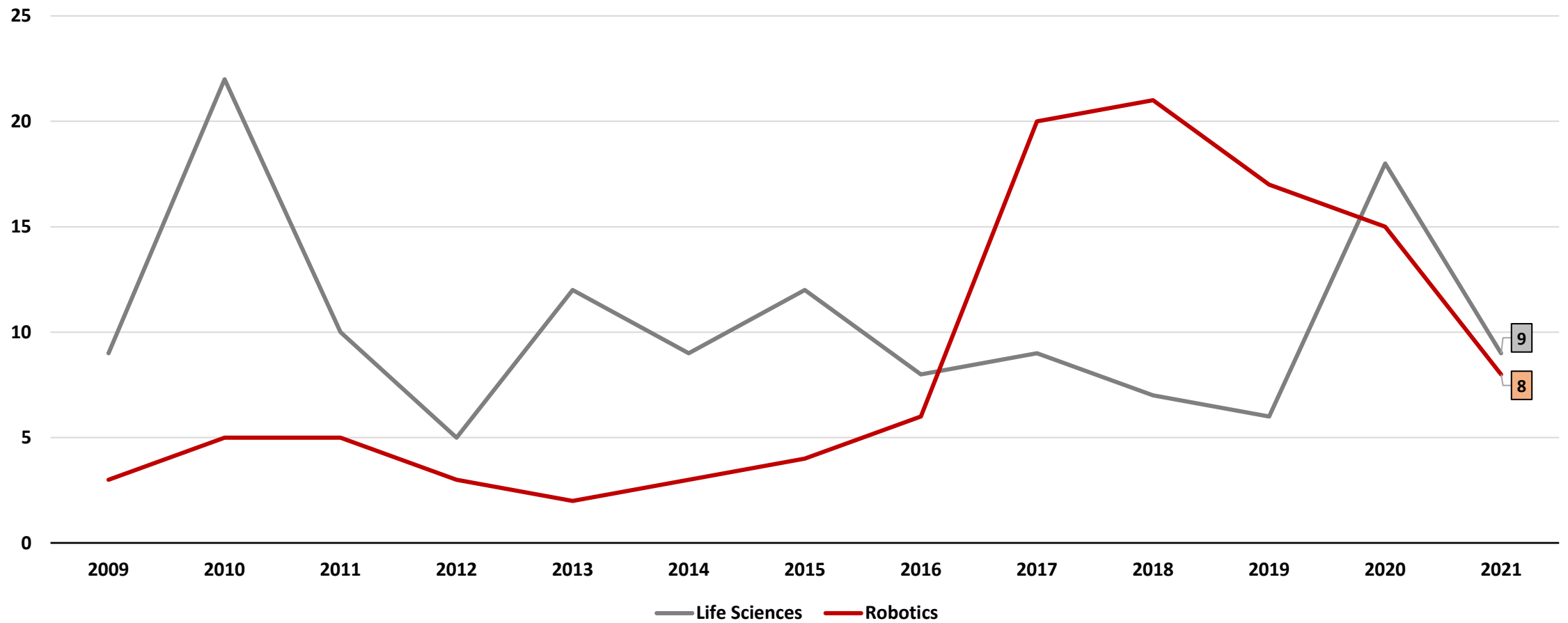




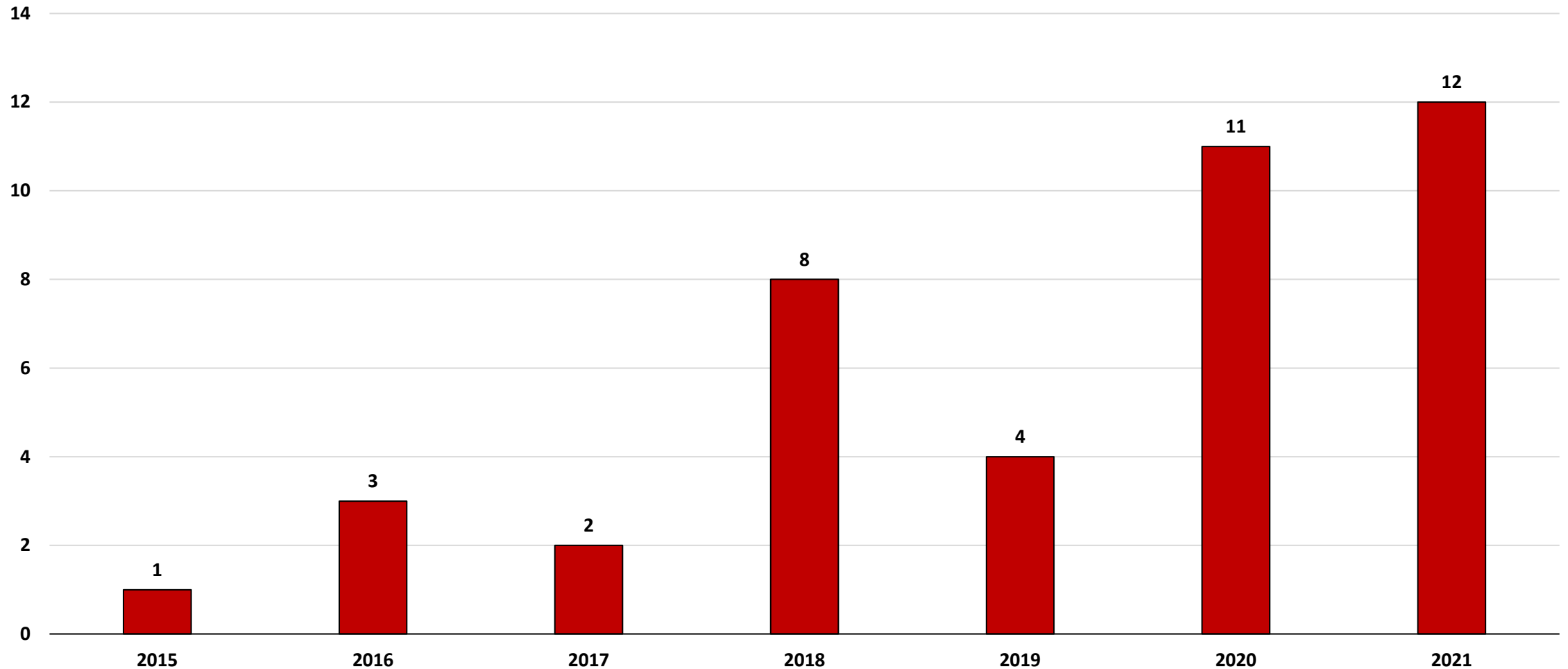
# INVESTMENT ANNOUNCEMENTS BY KEY SECTOR



# 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



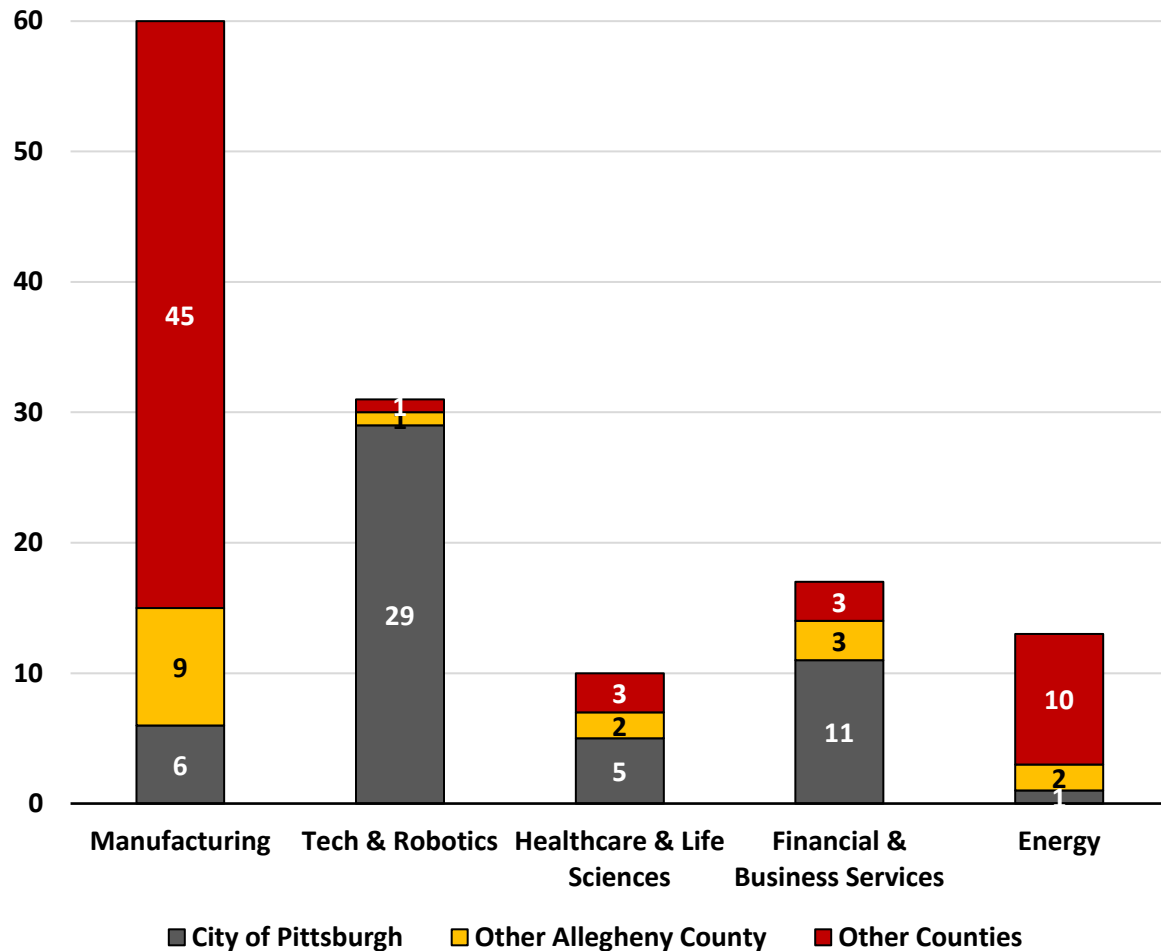
## **PIT Terminal Modernization**

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

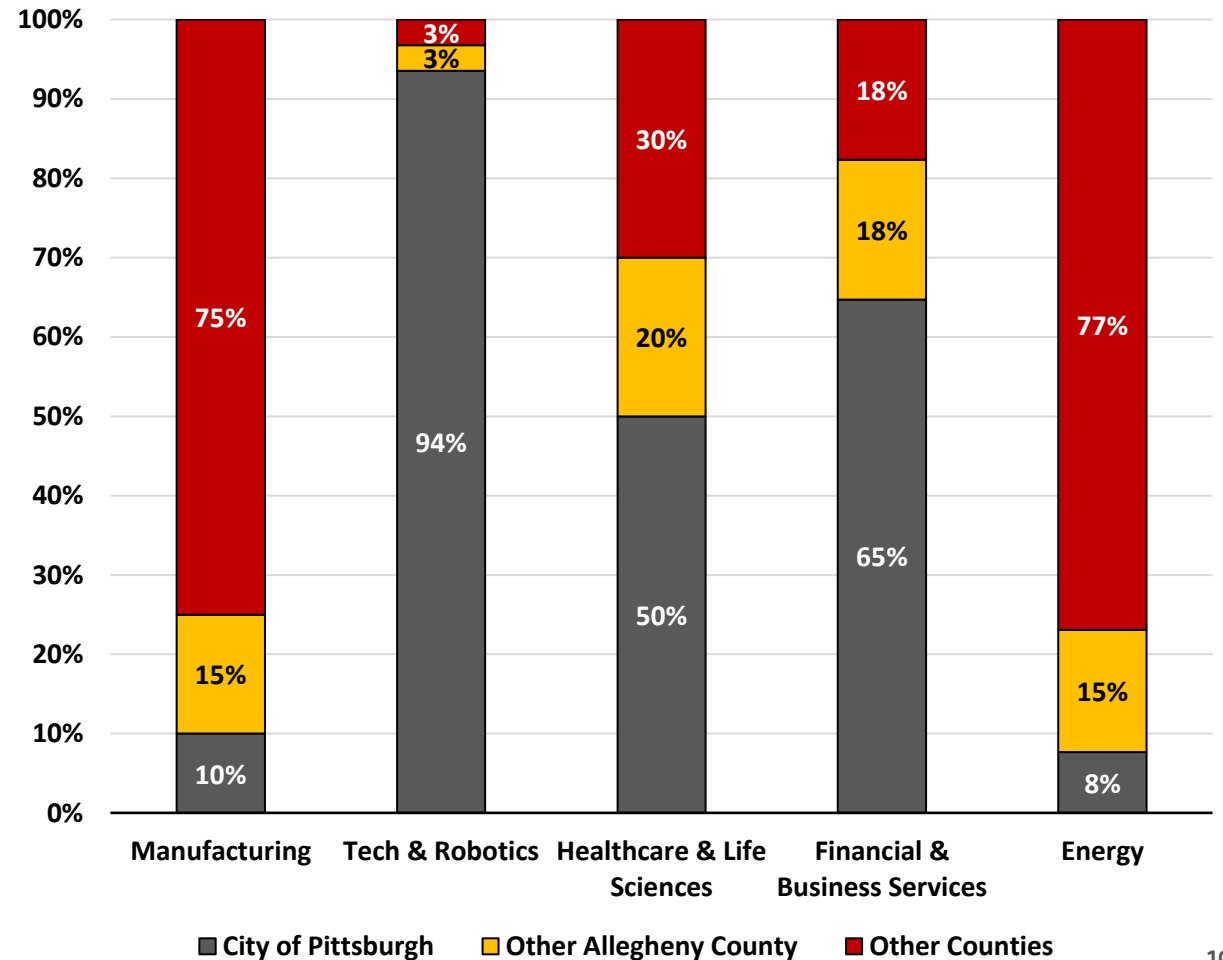
- 700,000 SF
- \$1.4B CAPEX
- Allegheny County

# KEY SECTOR ANNOUNCEMENTS BY AREA

Key Sector Wins by Area - 2021

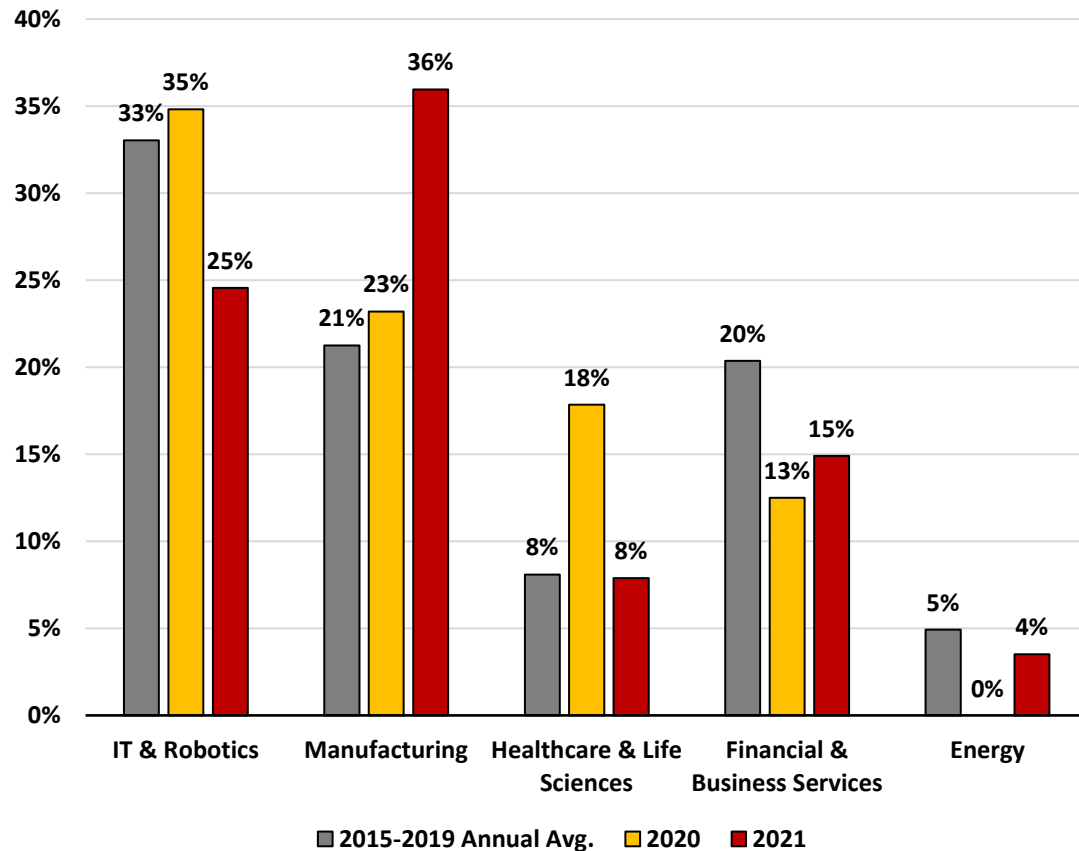


Key Sector Wins by Area (pct.) - 2021

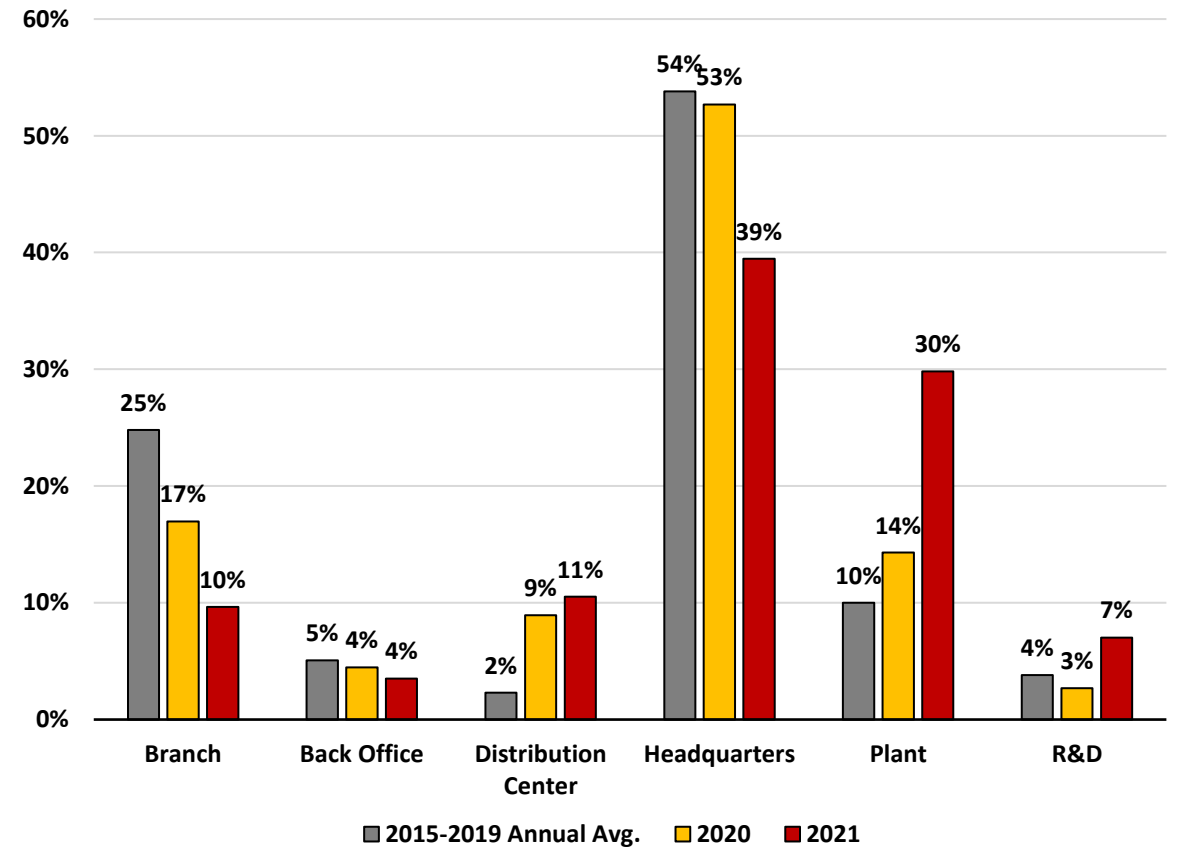


# ANNOUNCEMENTS – PRE-PANDEMIC vs. PANDEMIC ERA

### Announcements by Key Sector

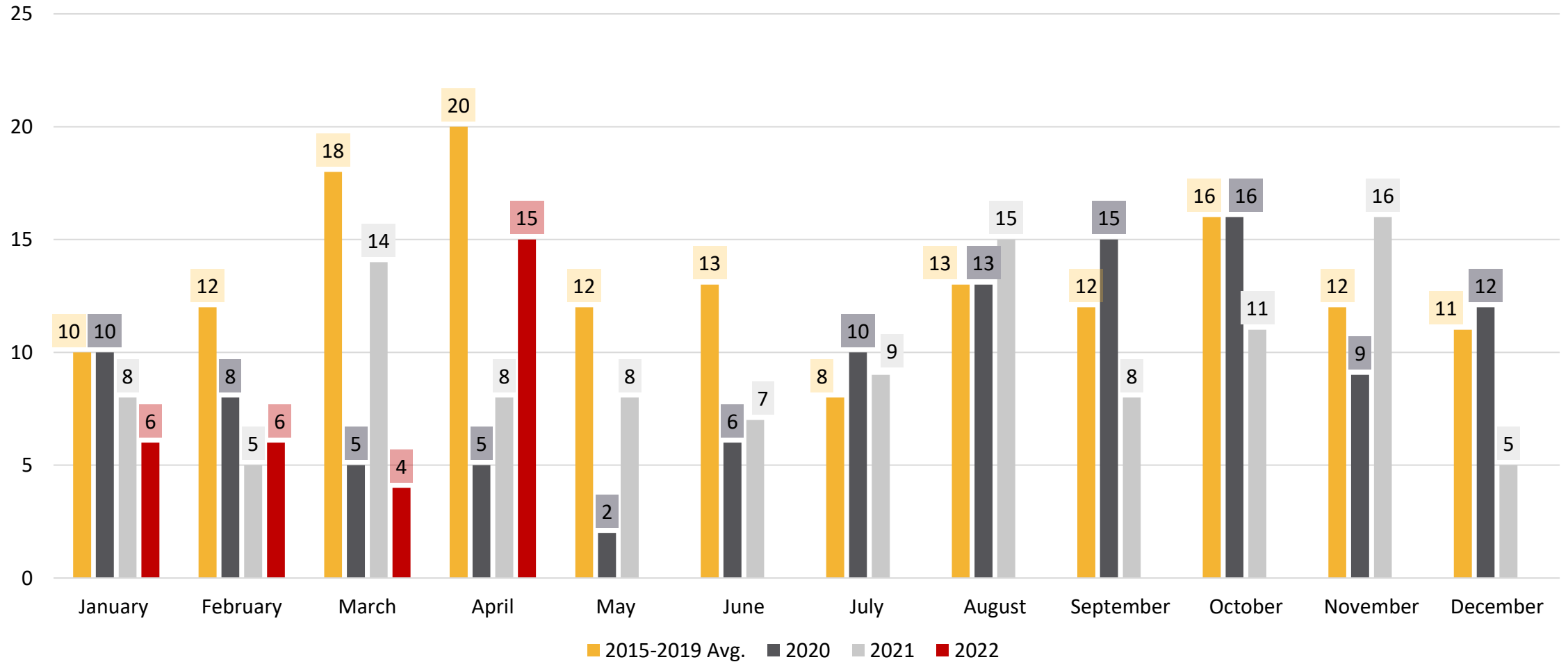


### Announcements by Type of Operation



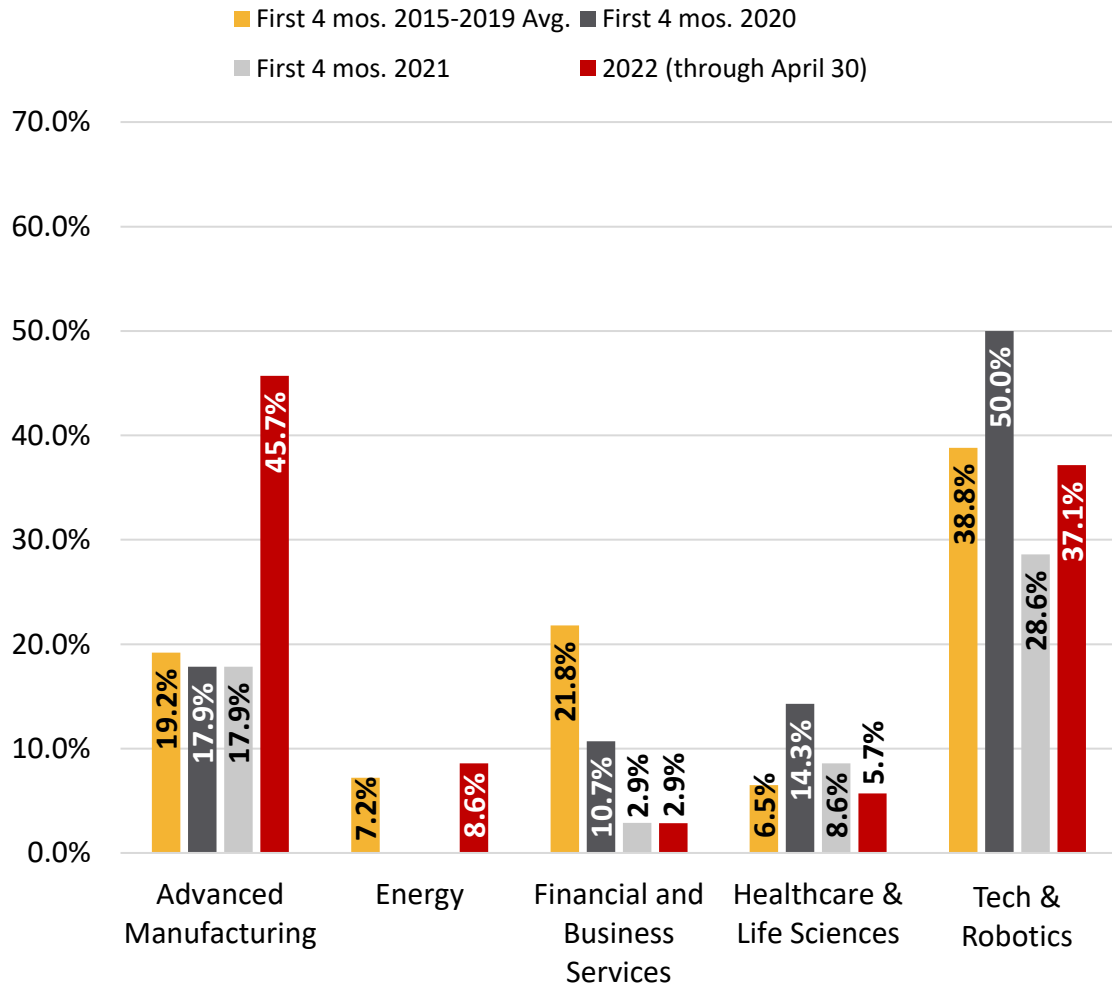
# WHAT WE'RE SEEING IN 2022

Growth Announcements by Month

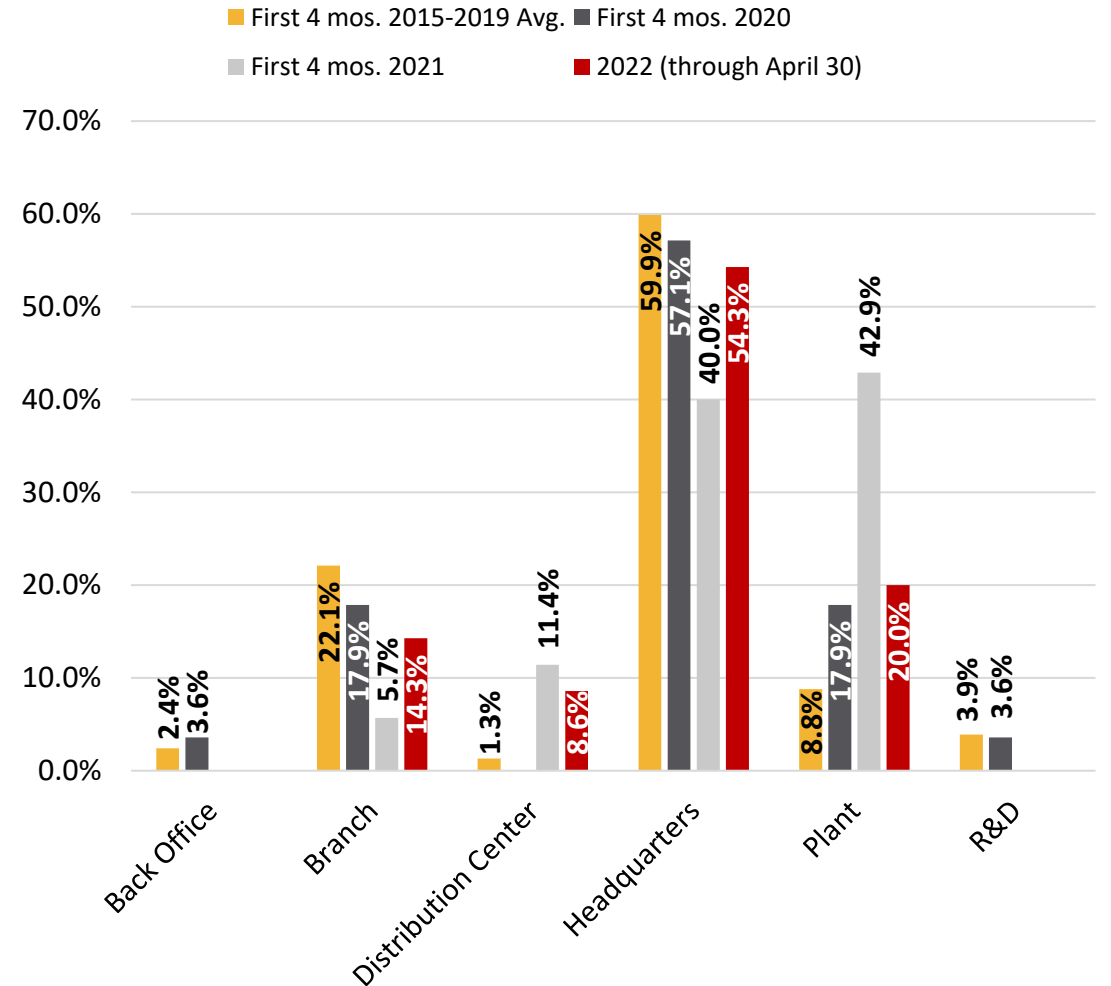


# WHAT WE'RE SEEING IN 2022

First Four Months Growth Announcements by Key Sector



First Four Months Growth Announcements by Type of Operation



# QUESTIONS? GET IN TOUCH

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