



COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF COMMUNITY AND ECONOMIC DEVELOPMENT
HARRISBURG, PA 17120

OFFICE OF SECRETARY

January 4, 2008



Dear [REDACTED]:

Judging by your company's recent track record of growth, I suspect you may soon need to explore expansion possibilities. Let me get straight to the point. We would like to arrange a brief meeting with you when our team is in your area the week of February 14-15 to learn more about your growth plans and to discuss how your company might benefit from either expanding your existing facility or adding a new location within Pennsylvania. Consider the following facts:

- **Business-Friendly, Low-Tax State** – Governor Edward G. Rendell is recognized as the economic development governor. He not only created a \$2.8 billion stimulus package that is considered one of the most comprehensive and flexible packages of financing programs in the country, he also cut business taxes \$1 billion since 2003 to help Pennsylvania rank as one of the lowest states in business taxes.
- **High-Quality Workforce** – A nationally recognized leader in industry-driven workforce development, Pennsylvania now has more than 1,000 companies working in 103 industry partnerships to close skills gaps and address other workforce challenges. Dennis Donovan, Principal of WDG Consulting and one of the nation's top location advisors, remarked:

"Pennsylvania offers businesses a quality workforce of educated and skilled laborers at reasonable costs. I think this is one of its greatest assets, making the Keystone State a very competitive environment for new business."

- **Critical Mass of Academic Institutions** – Pennsylvania has a critical mass of academic institutions producing new ideas, technology and talent. In 2004, we ranked #4 in NIH funding with the University of Pennsylvania and University of Pittsburgh among the top 10 universities. Approximately 65 institutions of higher education participate in the Keystone Innovation Zone (KIZ) stimulus program, which leverages millions of dollars each year to attract and assist companies.


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- **Fastest Growing State in International Development** – With the largest international network of offices and representatives and the largest annual investment by any state (some \$40 million last fiscal year), Pennsylvania can help your company tap into markets around the world. We are also the fastest growing exporter and have more cross-border projects than any other state.

Our representative, Milosh J. Cerevka, will call you soon to see if you would like to arrange a meeting with the Pennsylvania Team during February. To expedite the process, you may wish to fax-back the attached form, or you can contact him directly at 215-725-0607 or by e-mail to mjc@dc-intl.com.

Great companies are built in Pennsylvania. We invite you to join us by expanding here.

Sincerely Yours,



Dennis Yablonsky
Secretary

cc: Milosh J. Cerevka

FAX-BACK REPLY FORM

FAX-BACK NUMBER: 212-656-9975

**From: Robert Epstein
About Web, LLC**

To: Milosh J. Cerevka
• **Phone:** 215-725-0607
• **E-mail:** mjc@dc-intl.com

Please call me to arrange an appointment on February 14 or 15 to discuss business expansion opportunities in Pennsylvania.

- **Phone:** _____
- **E-mail:** _____
- **Availability:** _____

Please contact my colleague:

- **Name:** _____
- **Title:** _____
- **Phone:** _____
- **E-mail:** _____