

DRIVING GROWTH  
TO EVERY CORNER  
OF PHILADELPHIA





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## DRIVING GROWTH TO EVERY CORNER OF PHILADELPHIA

Philadelphia is a vibrant hub of diverse economic activity. With a growing population, broad talent pool, and excellent quality of life, opportunities for growth are on the rise.

PIDC is here to help you take advantage of the possibilities and support you with the tools needed to innovate and expand. Armed with flexible financing products, a targeted portfolio of industrial and commercial real estate, and decades of Philadelphia-based knowledge, PIDC provides the resources and expertise to help you invest, develop, and grow.

We are lenders. We are developers. We are connectors, planners, implementers, neighbors, and partners in your success. Since our founding in 1958 as a partnership between the City of Philadelphia and the Greater Philadelphia Chamber of Commerce, PIDC's investments in our clients have stimulated Philadelphia's economy. From developing large-scale projects and real estate initiatives to spurring growing businesses and non-profits in local commercial corridors, we are committed to driving growth to every corner of Philadelphia.

Our mission is to help you put all the pieces together – to attract investment, create jobs, transform neighborhoods, and energize this city. Quite simply, we're in the business of Philadelphia.

## HOW CAN WE HELP YOU?



PIDC is a non-profit partnership between the City of Philadelphia and the Greater Philadelphia Chamber of Commerce committed to spurring investments that create jobs, revitalize neighborhoods, and drive growth to every corner of Philadelphia.

### FINANCING

From manufacturers and retailers to technology companies and everything in between, if you want to grow your business or non-profit, or take on a development project, we will help you get there. PIDC works continuously to attract capital and develop innovative financing products for companies and communities on the rise.

### REAL ESTATE

Philadelphia stretches across 135 square miles and PIDC reaches every corner. From industrial parks to the Benjamin Franklin Parkway, PIDC acquires, improves, plans, manages, leases, and sells real estate to support the next wave of industrial and commercial activity.

### KNOWLEDGE AND NETWORKS

We help grow businesses, attract investment, and spur development in Philadelphia. All day, every day. Bringing together the public and private sectors in order to get projects done and energize growth in the city. We know the neighborhoods, the trends, the history, and the people – and we build relationships with clients and partners who are dedicated to Philadelphia's success.

PIDC manages a family of organizations to accomplish our mission including our affiliated companies, PIDC Community Capital, Philadelphia Authority for Industrial Development (PAID), and the PIDC Regional Center. PIDC Community Capital is a 501c3 non-profit and certified CDFI created to attract resources with a particular focus on community lending and technical assistance in underserved, low-income neighborhoods. PAID is a public authority delivering real estate services and tax-exempt financing. The PIDC Regional Center is a partnership between PIDC and CanAm Enterprises, LLC to sponsor investment opportunities in projects that qualify for the U.S. Immigrant Investor Program (EB-5 Program). No matter the entity, service to our clients is seamless from inception to closing.



THE PIDC  
REGIONAL CENTER





# FILLING THE FUNDING GAP

Philadelphia business owners are known for rolling up their sleeves and getting to work. John Pomp is a perfect example. Glassblower and founder of **John Pomp Studios**, John is an artisanal manufacturer of hand-blown glass fixtures. One trip through his fiery furnaces is proof – this artist, manufacturer, and entrepreneur means business.

“My whole life all I ever wanted to do was make things with my hands,” says John, sliding between two 2,400°F furnaces. “We got to the point where business was growing so fast, we just needed more space.”

John was able to use a PIDC **Capital Project Loan** along with commercial bank financing to purchase and renovate 10,000 square feet in the building next door to his studio. When businesses and non-profits undertaking capital projects find that traditional financing is not fully able to meet their needs, PIDC can help to close the funding gap. From building acquisition and renovation to leasehold improvements or equipment purchases, PIDC loans allow companies to complete the projects that grow their businesses.

“Thanks to PIDC, we’ve been able to speak to more clients, fill more orders, and the biggest thing, hire more people,” says John. “It feels great to give young artists an opportunity, while also helping to grow the maker community here in Kensington.”

In a similar fashion, PIDC partnered with a bank to help **Reading Terminal Market**, Philadelphia’s historic non-profit public market, to upgrade and replace HVAC







John Pomp Studios 1  
 Replica Creative 2  
 United Scrap 3  
 Reading Terminal Market 4



equipment, install new freight elevators, and provide more retail space and improved amenities for the market's six million annual visitors. **Replica Creative** – a minority-owned, full-service design and print firm with a modern café and lounge – used PIDC financing to expand and open a second location in University City. **United Scrap**, a woman-owned business based in Illinois that provides innovative recycling solutions, claimed its place in Philadelphia by purchasing an 85,000 square-foot property with a loan from PIDC. The new Wissahickon Avenue warehouse serves as the company's East Coast hub and will create 60 jobs for area residents.

Throughout the city, for all types of businesses and non-profits, when goals are in reach, PIDC fills the gap.







# MAINTAINING A POSITIVE CASH FLOW



Keystone Tile and Marble	1
Bittenbender Construction	2
Vahle's Pet Stuff-Accent on Animals	3
N-PSY-T Psychological Services	4

The strength of Philadelphia's small business community lies in the vision and entrepreneurial spirit of its people. Few personify that spirit more than Lydell Williams, President of **Keystone Tile and Marble**.

"This is my neighborhood," Lydell says, standing with his wife and business partner, Ruth, looking over the Bakers Centre shopping center development in Allegheny West where Keystone laid thousands of square feet of tile. "I grew up selling newspapers right across the street, and now, it feels great to help energize this community. It couldn't have happened without PIDC."

One major hurdle for small but growing businesses like Keystone is maintaining a positive cash flow to fund costs and payroll. This was the challenge that Lydell faced as he looked to take on bigger projects and grow his business. Thanks to PIDC's **Contract Line of Credit** – which provides support to small, minority-, women-, and disabled-owned businesses in need of a line of credit to fund contract-related working capital – Lydell was able to meet this challenge.

"You have to finance your jobs anywhere from 60 to 90 days before you see any kind of money coming back. We just didn't have the funds to do that," said Lydell. "So what PIDC did was, they got us going. And we're so grateful that they could make it happen."

This program has also helped businesses like **Bittenbender Construction, LP**, a woman-owned and operated commercial contractor, and **N-PSY-T Psychological Services**, a minority-owned provider of mental health services to schools and community-based agencies. Working with PIDC allowed them to secure new contracts and renew larger contracts for existing services.

PIDC also provides term financing to support business growth. Longer-term flexible capital to invest in your growing business or non-profit can be the key to success. **Vahle's Pet Stuff – Accent on Animals**, the aptly named retail pet store, utilized a **Working Capital and Equipment Loan** from PIDC to finance the necessary inventory, equipment, fit out, and working capital it needed to open its third retail location.

PIDC is proud to provide Philadelphia's small businesses with the capital they need to invest, develop, and grow.



13th Street - Midtown Village LEFT PAGE  
Frankford Avenue RIGHT PAGE



# REVITALIZING

Philadelphia is home to more than 265 commercial corridors that drive the local economy. PIDC works with developers in every neighborhood across the city to transition vacant and underutilized properties to attract investment, serve the needs of residents, and expand activity along business corridors.

## 13th STREET-MIDTOWN VILLAGE

In Midtown Village, the revitalization of 13th Street and its surrounding area has injected a new surge of activity into one of Center City's most colorful commercial corridors. For years, this run-down strip served as a no-man's-land in the midst of a resurgent Center City, but now, once again, residents, tourists, theatre goers, and shoppers of all ages

flock to 13th Street to soak up the chic retail and restaurant scene.

The 13th Street redevelopment project started in the late 1990s when New York-based developer **Tony Goldman** approached the City with the idea of designing a downtown retail business community built for long-term growth. Goldman's vision involved crafting an innovative blueprint that would take advantage of the area's central location to the arts, businesses, and hip, urban culture. PIDC and the City kick-started Goldman's development 10 years ago by structuring a Tax Increment Financing loan and, over the following decade, teamed with the developer and individual businesses to provide financing for many of 13th Street's notable (and delicious) tenants, such as **Capogiro** and **Philly Cupcake**.



## FRANKFORD AVENUE

The Kensington and Fishtown sections of the city are prime examples of neighborhoods that are experiencing an economic renaissance thanks to long-term planning by **New Kensington Community Development Corporation** and strategic private and public investments. Nowhere is this more evident than on **Frankford Avenue**, where PIDC has supported local developer **Roland Kassis** to transform that corridor into a vibrant mix of retail, office space, and restaurants, including **Frankford Hall**, an authentic German biergarten, which opened in 2011 and has quickly become a catalyst for additional development.

"Without PIDC, a lot of these developments cannot happen," Roland said. "Literally, they helped change a neighborhood by working with us."

After Frankford Hall, PIDC worked with Kassis on the next phase of development to bring a Brooklyn BBQ to Philadelphia with **Fette Sau**. And, just up the avenue, PIDC helped the **Lutheran Settlement House**, a non-profit social services organization, expand their historic Kensington location. The growth of this corridor has impacted the surrounding blocks and redeveloped former factory spaces with the expansion of **PrintFresh**, creators of unique textile designs, and the development of **Oxford Mills**, affordable housing for teachers, and office space for education non-profits.

PIDC remains dedicated to restoring urban areas and igniting life all over the city. Projects like those in Kensington, Fishtown, and Midtown Village remove blight, create jobs, and boost the economy, while helping Philadelphia reinvent its commercial corridors.

# COMMERCIAL CORRIDORS







CAPITAL FOR PRIORITY DEVELOPMENT

FINANCING

# COMPLETING THE CAPITAL STACK

PIDC provides financing for priority developments in every corner of the city, providing the critical resources to complete the capital stack for anchor projects. With access to capital resources not available to traditional banks, PIDC is able to take greater risk and offer flexible terms and innovative products for projects that help launch the transformation of neighborhoods.

In the Dunlap section of West Philadelphia, PIDC structured a comprehensive financing package to help **Spectrum Health Services** move forward on the construction of a long-awaited, 36,000 square-foot, three-story community health center.

"I came to Philadelphia 10 years ago to build this center," said Phyllis B. Cater, CEO of Spectrum Health Services. "And because of PIDC, we've been able to do that. None of this could've happened without the partnership, guidance, and funding from PIDC."

PIDC's guidance and financing have allowed Phyllis and her staff to continue providing health care services for local families, while ramping up their ability to see more patients. The state-of-the-art primary care health facility – funded through loans, grants, and tax credits structured by PIDC – has allowed Spectrum to double its patient visits, hire additional staff, and inject a sense of pride in the community.



Spectrum Health Services 1  
Bakers Centre 2  
Kimpton Hotels 3



"PIDC understood this was an investment that could not only help Spectrum, but also develop the properties around us," said Phyllis. "This project gave people a sense that this community was worth revitalizing."

PIDC finances transformative developments all over the city. In Center City, PIDC – in partnership with CanAm Enterprises – invested in **Kimpton Hotels** to convert two underutilized historic buildings into boutique hotels, creating nearly 300 new jobs and attracting countless new visitors to the city. The **Bakers Centre** shopping complex in Hunting Park, developed by Metro Development Company and funded in part by PIDC, has added jobs and 222,000 square feet of retail to this community, including a ShopRite supermarket in one of Philadelphia's biggest food deserts.

PIDC's role in filling funding gaps for these kinds of projects can transform a whole area – creating jobs, revitalizing neighborhoods, and delivering important goods and services to the community.





Drexel's Dornsife Center 1  
St. Christopher's Center for 2  
the Urban Child  
NewCourtland LIFE Center 3  
Oxford Mills 4



3

2



# INVESTING IN OUR COMMUNITIES



PIDC works to attract all types of federal, state, and private resources to invest in Philadelphia's underserved communities. In 2012, our subsidiary, PIDC Community Capital, was certified as a CDFI to help us do just that. PIDC has successfully competed for and invested over \$148 million in **New Markets Tax Credits** to spur investment and fund development projects that energize neighborhoods, create jobs, and eliminate blight in the areas that need it most.

In South Kensington, one development that's inspiring change is **Oxford Mills**, a \$38 million mixed-use project that transformed an abandoned factory into affordable living space for teachers and office space for educational non-profit organizations. The fully renovated building now houses offices for Teach for America, a national teacher corps of recent college graduates who strive to effect change in under-resourced areas. "The project financing was very complex," said Greg Hill, founder of **D3 Developers**, who developed the Oxford Mills project in partnership with Seawall Development Corporation. "PIDC did a fantastic job of guiding us through that process and really taking us from step A through step Z."

Funded in part by an allocation of New Markets Tax Credits from PIDC, Oxford Mills generated 200 construction jobs and 100 permanent jobs, created a vibrant culture where educators can collaborate and thrive, and built an economic anchor for the neighborhood. "PIDC realized they were part of a project that was more than just a building," said Greg. "It was inspiring to see such contagious spirit, commitment, and enthusiasm."

All across the city, PIDC is investing in projects with transformational impact, including **NewCourtland LIFE Center at Allegheny**, a 15,700 square foot senior health and wellness center located on a former industrial brownfield site, which sat vacant for more than 20 years. In the Mantua section of the city, the **Dana and David Dornsife Center for Neighborhood Partnerships**, a historic rehabilitation, enables Drexel University to provide community services for local residents and businesses. And in North Philadelphia, the **Center for the Urban Child** is a 30,000 square-foot medical services building at St. Christopher's Hospital for Children focused on providing quality pediatric care for neighboring families.

These are just a few examples of how PIDC uses New Markets Tax Credits to finance projects that breathe new life into underserved low-income communities.



Philadelphia's non-profit sector is substantial, diverse, and growing. PIDC attracts and invests specialized resources for this critical sector of Philadelphia's economy, including tax-exempt bond financing and effective administration of City and State grants.

PIDC offers **tax-exempt bond financing** for 501(c)(3) organizations to support building improvements, capital projects, or major equipment purchases. Tax-exempt bonds offer qualifying non-profit organizations the opportunity to access funding at a longer-term and lower-interest rate than other types of debt financing.

For **Nueva Esperanza**, a community and educational development corporation, PIDC structured \$32 million in tax-exempt financing and administered a state grant to help open a new public charter school in North Philadelphia. Originally opened to 200 students in 2000, Esperanza Academy is now a comprehensive college preparatory high school with an enrollment of more than 700 students.

PIDC facilitated \$190 million in tax-exempt financing for the **Children's Hospital of Philadelphia**, the world's leading pediatric hospital, to fund construction of the Buerger Center for Advanced Pediatric Care. **The Wistar Institute**, an international leader in biomedical research, also used tax-exempt financing to fund the demolition, reconstruction, and renovation of its West Philadelphia facilities. Similar access to \$12 million in tax-exempt financing through PIDC helped **1260 Housing Development Corporation** preserve affordable housing units in a variety of sites throughout Philadelphia neighborhoods.

PIDC also administers **State and City grants programs** specifically designed to boost non-profits. Along with managing these grants and assisting clients through the application and administration process, PIDC offers **Bridge Loans** to help recipients maintain cash flow on grant contract receivables.

PIDC helped the **Asian Arts Initiative**, a multidisciplinary arts center in Chinatown, with a State grant to acquire new space for its administrative offices and expand the arts facility for the community. On the other side of Center City, Franklin's Paine Skatepark Fund utilized PIDC to help them move forward in the construction of **Paine's Park**, a mixed-use public park designed with a focus on skateboarding. The project utilized "green" design elements, including storm and groundwater management and an innovative watershed design.

From arts and culture to parks and recreation, health care and hospitals to education and research, PIDC is committed to investing in organizations whose services enhance the livability and vibrancy of Philadelphia.



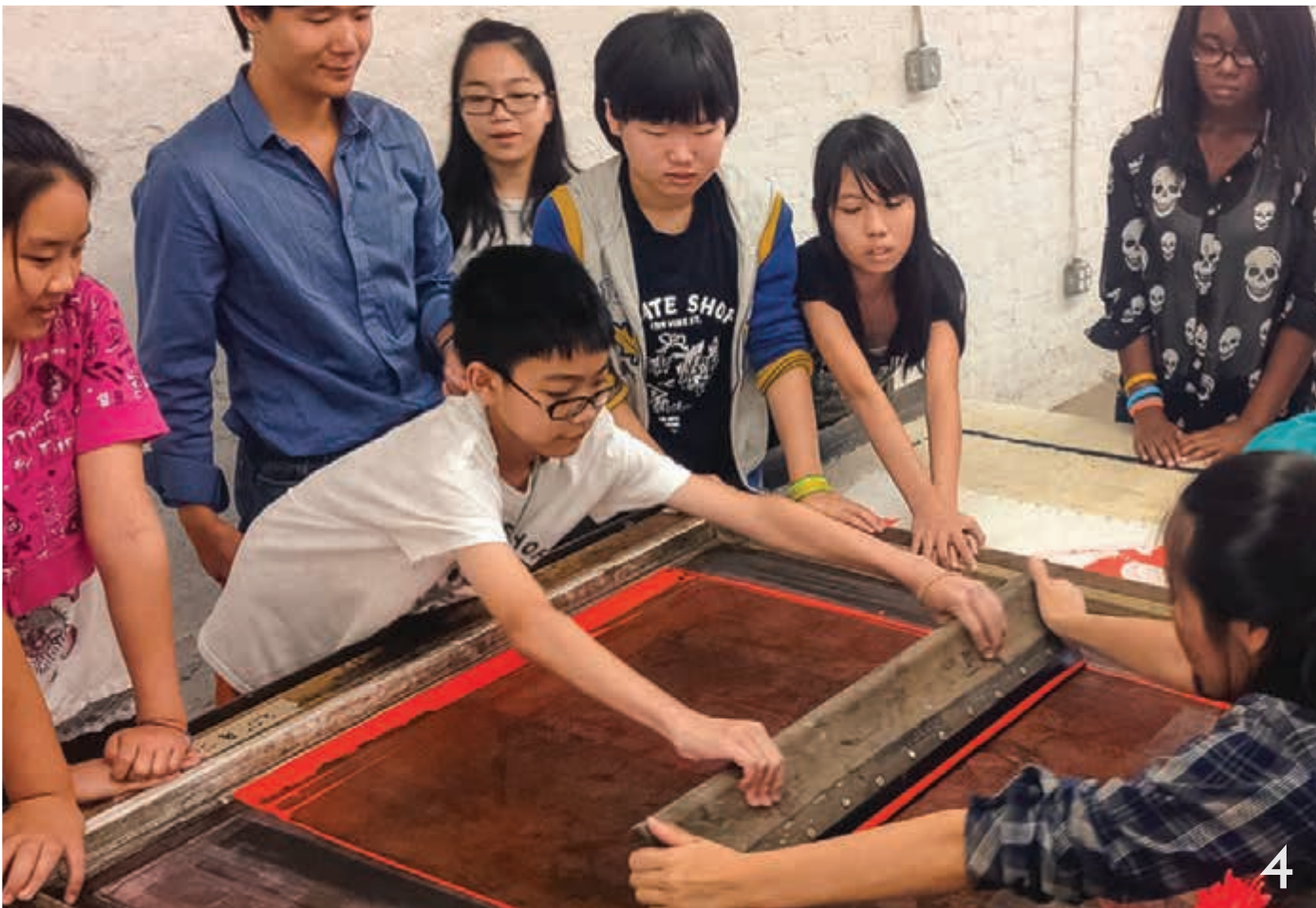
The Wistar Institute	1
1260 Housing Development Corp.	2
Nueva Esperanza	3
Asian Arts Initiative	4
Paine's Park	5



CAPITAL FOR PRIORITY DEVELOPMENT

FINANCING

# RESOURCES FOR NON-PROFITS





# STRUCTURING REAL ESTATE DEALS FOR GROWTH

PIDC brings its more than 50 years of experience in structuring public-private transactions to planning and developing workplaces for the future. PIDC put these skills to work to support **Dietz & Watson**, a fourth generation, family-owned and operated Philadelphia institution. After a fire destroyed the company's New Jersey distribution center, Dietz & Watson needed help to recover and realize the family's dream to consolidate and expand their 75-year-old headquarters in the Tacony section of Philadelphia.

"From our first meeting with PIDC, they were engaged," said Louis Eni, CEO and President of Dietz & Watson. "They turned over every stone possible to get us going and bring us to this point today."

Bringing together the partners necessary to facilitate this expansion, PIDC orchestrated a real estate transaction that assembled 77 acres of land from multiple public and private sources. The new land allowed PIDC to sell Dietz & Watson 20 acres to nearly double its footprint and construct a state-of-the-art food campus that will efficiently bring together their corporate headquarters and manufacturing facility with a new distribution center. The transaction also created a 30-acre development site ready to house growing industrial companies and extend waterfront recreation along the banks of the Delaware River.

"This was complicated," said Cindy Yingling, CFO. "But PIDC knew the ropes. They had a vision for how our business could stay and grow here in the city. They made it happen."







Dietz & Watson	1
FringeArts	2
1801 Vine Street	3

Similarly, when **FringeArts** was looking for a permanent location to showcase the world's most cutting-edge artists, PIDC assisted them in identifying and acquiring a former City water pumping station, and administered a state grant to help transform the building into their ideal home, complete with performance space, offices, and an on-site restaurant, bar, and beer garden.

At **1801 Vine Street**, PIDC managed a process on behalf of the City to solicit proposals from development firms to repurpose the historic Family Court building. As a result of a comprehensive process, **The Peebles Corporation and P&A Associates** have been selected to revitalize and repurpose this key site along the Benjamin Franklin Parkway into a new 199-room hotel.

Whether your next phase of business growth includes land transactions, restoring existing sites, or developing brand new construction, PIDC can help you with the real estate resources needed to succeed.





CREATING WORKPLACES FOR THE FUTURE

REAL ESTATE

# REINVENTING THE NAVY YARD







The Navy Yard is a modern, sustainable, urban campus that arose from the ashes of the former Philadelphia Naval Shipyard. PIDC is the master developer for The Navy Yard, where more than \$1 billion has been invested, creating a vibrant, waterfront home for over 11,000 employees and more than 145 companies in the office, manufacturing, and research and development sectors including **Aker Philadelphia Shipyard**, **Rhoads Industries**, **Penn State University**, and **GlaxoSmithKline**.

**RevZilla.com** – an innovative tech and e-commerce company distributing premium motorcycle apparel, parts, and accessories – recognizes why the South Philadelphia campus is so attractive for growing businesses.

“We can be ourselves down here,” says co-founder Anthony Bucci, who started the Philadelphia-based company along with his two best friends and fellow riding enthusiasts, Nick Auger and Matt Kull. “It was a great move to relocate to The Navy Yard. We’ve exceeded our wildest expectations.”

RevZilla worked with PIDC and its development partners Liberty Property Trust and Synterra L.P. to relocate its office, showroom, and warehouse to a new, state-of-the-art headquarters at The Navy Yard Commerce Center. After just a year, RevZilla expanded again, renovating a 65,000 square-foot warehouse and fulfillment center, and adding



60 new workers to a staff of more than 100. Impressive growth for a company that started in an Old City living room in 2007.

“The city is our home, and we’re excited to continue growing here,” says Anthony. “PIDC helped us build a building that fit our needs, and connected us with potential properties that could accommodate our quick growth without losing a beat.”

The Navy Yard is home to businesses of all types and sizes that see the opportunity to grow. **Urban Outfitters, Inc.** (URBN) discovered The Navy Yard in 2006 as the ideal place to streamline multiple retail brand offices into a single corporate campus. Growing from 600 employees to more than 2,000, URBN has continued to expand into a now 575,000 square-foot footprint, reclaiming historic buildings as a vibrant reflection of its brand identity and bringing a palpable cool factor to The Navy Yard. Likewise, **Team Clean, Inc.**, a full-service custodial and environmental services company headquartered at The Navy Yard, has used the campus as a launchpad for growth. Today, it is one of the largest woman- and minority-owned companies in the Philadelphia region, and president and founder Donna Allie has grown her staff to more than 700 workers.

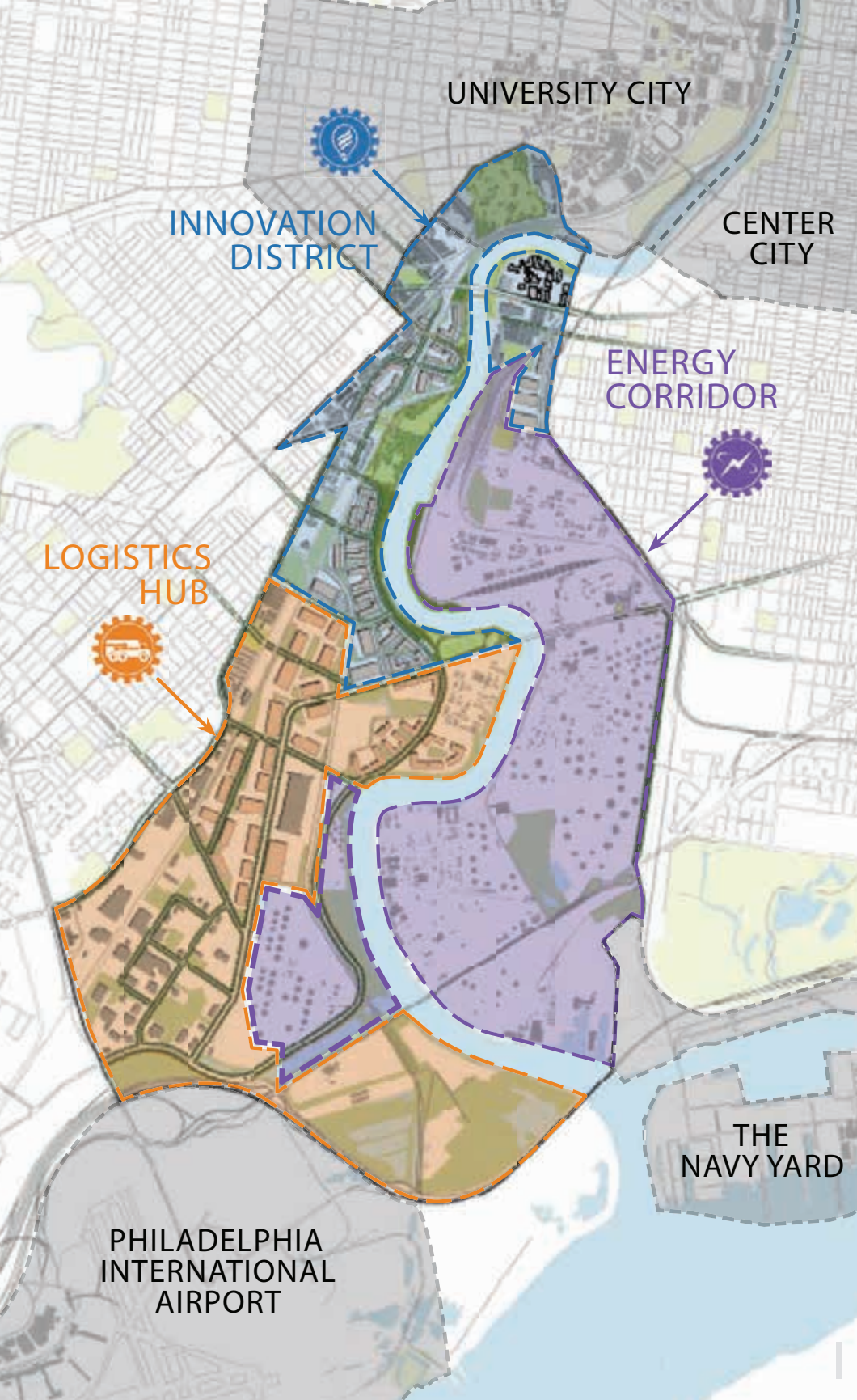
The Navy Yard is also home to a growing list of amenities, including more than 20 acres of open park space and six miles of waterfront; a modern LEED Certified **Courtyard by Marriott**; **DiNic’s**, the family-run Philadelphia classic sandwich shop; and **Lo Spiedo**, an Italian trattoria from world-renowned Philadelphia chef Marc Vetri.

The Navy Yard’s dynamic campus, expansive company roster, unique development opportunities, and focus on the future provide the perfect setting for companies to collaborate, innovate, and grow.

Urban Outfitters, Inc. 1  
RevZilla.com 2  
Marriott 3  
Team Clean 4  
Aker Philadelphia Shipyard 5







CREATING WORKPLACES FOR THE FUTURE

REAL ESTATE

# DEVELOPING THE NEXT PHASE OF GROWTH

Philadelphia has always been a city where big ideas come to life. PIDC is proud to play a leading role in planning and developing Philadelphia's workplaces of the future.

PIDC is bringing together public and private partners to revitalize the **Lower Schuylkill River** area, transforming vacant and underutilized industrial land into a modern, competitive, 21st century industrial district.

The Lower Schuylkill is one of Philadelphia's oldest and most developed industrial corridors. Once a hub of heavy industry, the Lower Schuylkill was hit hard by the contraction of the industrial sector in the latter half of the 20th century.

In 2013, PIDC and the City of Philadelphia introduced a broad-reaching plan for repurposing 3,700 acres on both banks of the river. PIDC and its partners are already moving forward to upgrade infrastructure, assemble sites, build the Bartram's Mile recreation trail, accelerate redevelopment, and connect to adjacent areas of growth in University City and The Navy Yard. The University of Pennsylvania's South Bank R & D Campus is leading the way in the Innovation District development.

The redevelopment of the Lower Schuylkill is just one of PIDC's many long-term initiatives to help reinvigorate Philadelphia as a vibrant place to live, work, and play. In an effort led by the City and community partners for the last two decades, PIDC has helped to reinvent a four-mile strip of North and South Broad Street as the **Avenue of the Arts** – creating a world-class cultural destination and residential district that strengthens the core of Center





2



4



3

- Lower Schuylkill River 1
- Sports Complex 2
- Avenue of the Arts 3
- Civic Center Complex 4

City's office, retail, convention, and tourism industries. In University City, PIDC partnered with the City, the University of Pennsylvania, and The Children's Hospital of Philadelphia to convert the **former Civic Center and Philadelphia General Hospital complex** into a \$4 billion, 5.4 million square-foot campus of hospitals, health care facilities, and clinical research centers that is one of the world's leading medical communities.

Similarly, PIDC helped structure an innovative public-private partnership between the City of Philadelphia, the Commonwealth, the four professional sports teams, and Comcast Spectacor, to plan and develop the **Sports Complex**. On behalf of the City, PIDC assembled sites, structured the real estate and public financing, and serves as the public's landlord to create the nation's busiest and most efficient sports complex, and the only one in which all four major professional leagues play in a single urban setting.



BUILDING RELATIONSHIPS

KNOWLEDGE + NETWORKS

# PARTNERING FOR A BETTER PHILADELPHIA

PIDC works with a network of partners to ensure that Philadelphia continues to grow as an attractive place for business investment, development, and job creation.

To support the burgeoning startup sector, PIDC joined forces with the City of Philadelphia to announce a series of initiatives known as **StartUp PHL**. PIDC co-invested with **First Round Capital**, one of the nation's leading early-stage investors based here in Philadelphia, to create the \$6 million **StartUp PHL Seed + Angel Funds**, designed to address the shortage of early-stage investment capital available to Philadelphia's expanding technology community. PIDC has also been an active investment partner with other successful early-stage investors like the **University City Science Center** and its **QED Proof-of-Concept Fund**, **Ben Franklin Technology Partners**, and the **DreamIt Fund**.

To expand access to capital and technical assistance for a broad array of small and growing businesses, PIDC became a partner in the **Goldman Sachs 10,000 Small Businesses** initiative. This program provides entrepreneurs with access to capital, a practical business education, and support services.



Ecosave 1  
Atlantic City Linen  
Supply 2  
AgustaWestland 3





PIDC collaborates with the City, the Commonwealth, the Chamber, Visit Philadelphia, and the Philadelphia Convention and Visitors Bureau (PHLCVB) to create awareness of Philadelphia as a place to invest in and grow. This team collaborated on PHL Here for the Making – a campaign that highlights compelling stories about the people and businesses making great things in the city and region. These marketing initiatives help to attract businesses to Philadelphia. One recent example is **Ecosave**, an Australian company that recently opened its U.S. headquarters at The Navy Yard, expanding its global energy efficiency business and joining an international center for energy research, education, and commercialization.

PIDC helps connect companies to governmental resources outside of PIDC, such as job training and tax credits that can help them to grow. We helped **Atlantic City Linen Supply** secure **Workforce Training Grants** from Philadelphia Works, Inc. to hire 150+ employees for their newly-completed 31,000 square-foot hospitality laundry facility in Southwest Philadelphia. Similarly, PIDC connected **GuestCounts Hospitality**, one of the city's leading restaurant and catering companies, to **City Job Creation Tax Credits** to help support their business growth.

Building on our more than 50-year commitment to the manufacturing sector, PIDC played a lead role in the **Manufacturing Task Force** bringing together 30 CEOs from manufacturing companies across the region and creating a blueprint for growing this crucial sector of Philadelphia's economy. One of the co-chairs of the task force is Bill Hunt, CEO of **AgustaWestland** Philadelphia, a PIDC client that produces state-of-the-art helicopters for government and commercial clients.

Whether introducing clients to other like-minded organizations, or helping to build relationships for growing businesses, PIDC works tirelessly to connect its clients to the partners that can help them reach their goals.

## HOW CAN WE HELP YOU GROW?

AT PIDC, OUR MISSION IS TO SPUR INVESTMENT, SUPPORT BUSINESS GROWTH, AND FOSTER DEVELOPMENT TO CREATE JOBS, REVITALIZE NEIGHBORHOODS, AND DRIVE GROWTH TO EVERY CORNER OF PHILADELPHIA.

IF YOU WANT TO GROW YOUR BUSINESS OR NON-PROFIT, OR TAKE ON A DEVELOPMENT PROJECT, PIDC OFFERS THE TOOLS, RESOURCES, AND GUIDANCE YOU NEED TO SUCCEED. LET'S WRITE YOUR SUCCESS STORY TOGETHER.

VISIT [PIDCPHILA.COM](http://PIDCPHILA.COM) OR CALL 215.496.8157 TO GET STARTED TODAY.

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## RECENT CLIENTS

1260 Housing Development Corporation  
1423 Walnut, LP  
1511 Locust Tavern, LLC  
1512 Walnut Partners, L.P.  
30 Food Farm, LLC  
3501 Island Avenue - SRE, LP  
435 Fairmount Avenue Partners, LP  
7043 Ridge Associates  
AM Electric, Inc.  
A.P. Construction, Inc.  
ABC, Inc.  
Accommodation Mollen, Inc.  
Adkins Management, Inc.  
Advantage Contracting  
Agusta Aerospace Corporation  
Airgas, Inc.  
AJ Appliance Inc.  
Ajile Properties, LLC  
Aker Philadelphia Shipyard  
Albert Einstein Healthcare Network  
All City Transportation, Inc.  
All Seasons Car Wash & Lube, LLC  
Allen Brothers Wholesale Distributors, Inc.  
Alphabet Academy, Inc.  
Alteva Corporation  
Alto Productions, Inc.  
Ambler BH Development Partners, LP  
Amee Bay  
American College of Physicians  
American Systems Corporation  
AMSEC  
Aquinus Realty Partners  
ARC Properties, Inc.  
Arden Theatre Company  
Aria Health  
Arsenal Associates  
Arthur H. Sulzer Associates, Inc.  
Arway Apron and Uniform Rentals, Inc.  
Asian Arts Initiative  
Asociación Puertorriqueños en Marcha  
Aspira Inc. of PA  
Atlantic City Linen Supply, LLC  
Audubon Society  
Avenue of the Arts, Inc.  
Axalta Coating Systems  
Aylmer, Joseph  
Aztec Capital Partners, Inc.  
BAE Systems  
Barge Construction, Inc.  
Bartash Printing, Inc.  
Barzilay Development  
Beckett Gardens Apartments II, LP  
Beech Interplex, Inc.  
Beletz Brothers Glass Company, Inc.  
Ben Franklin Technology Partners/SEP  
Beneficial Savings Bank  
Bernard Sign Company  
Bittenbender Construction, LP  
Blue Hill Partners  
BMK Properties, LLC  
BMT Syntek  
Boys' Latin of Philadelphia  
Brandywine Graphic Workshop, Inc.  
Brighter Hope, L.P.  
Brooks Capital Group  
Bull Electrical Services, Inc.  
C Vision, Inc.  
Campus Apartments, Inc.  
Cancer Support Community  
Capogiro, LLC  
Cardone Industries, Inc.  
Cashman & Associates, LLC  
Castor Materials  
Cathedral Village  
Catholic Health Care Services  
CBRE, Inc.  
Central Mechanical & Construction, Inc.  
Chad Fitz, LLC  
Chapel of the Four Chaplains  
Charter High School for Architecture and Design  
Chemical Heritage Foundation  
Chestnut Hill College  
Chestnut Oil Express, LLC  
Chew and Belfield Neighbors Club, Inc.  
Child Guidance Resource Centers, Inc.  
Children's Choice, Inc.

Christ Church Preservation Trust  
Clark Roofing Company, Inc.  
Clinigen Group  
Cloudnexus, Inc.  
CNC Investments, Inc.  
Comcast Corporation  
Community College Of Philadelphia  
Community Legal Services  
Community Marketing Concepts, Inc.  
Congreso de Latinos Unidos, Inc.  
Consolidated Printing, Inc.  
Consortium for Building Energy Innovation (CBEI)  
CORA Services, Inc.  
Cornerstone Legal Consultants  
Courtyard by Marriott  
CPR Plumbing, Inc.  
Cranaleith Spiritual Center  
Curtis Institute of Music  
D C Humphries Company, Inc.  
D3 Real Estate Development  
Dave Magrogan Group  
David & Eileen Loftus  
David Tours and Travel, Inc.  
Delaware River Waterfront Corporation  
Delaware Valley Industrial Resource Center (DVIRC)  
Delby Properties, LP  
Delphinus Engineering, Inc.  
DeSimone Motor Vehicles, Inc.  
Destination Maternity Corporation  
Detour Digital, LLC  
DiBruno Brothers  
Dietz & Watson, Inc.  
DiNic's Oven Roasted Beef & Pork  
Dipharma  
Discovery Charter School  
DKJ Construction, Inc.  
Domus Inc.  
DP Partners  
Dranoff Properties, Inc.  
Drexel University  
DTE Philadelphia, LLC  
Duel Piano Bar, Inc.  
E.A.R.T.H. Corporation  
E.G. Emil & Son, Inc.  
EH Iron Works, Inc.  
East Falls Development Corp.  
Eastern State Penitentiary  
EB Realty Management Corp.  
Ecosave  
EDDW, LLC  
Educ. Commission for Foreign Medical Graduates  
Ed Snider Youth Hockey Foundation  
EHS Technologies  
Electrical Systems & Construction Supply, Inc.  
Eley Electrical Contractors, LLC  
Emerald Stage2 Ventures  
Ensemble Hotel Partners  
Environmental Construction Services, Inc.  
Epsilon Systems Solutions, Inc.  
Evangelical Manor  
Exelis, Inc.  
Fairmount Park Conservancy  
Feast Your Eyes, Inc.  
First Philadelphia Preparatory Charter School  
Fixem, Inc.  
Flat Rock Health  
FMC Corporation  
Fork Restaurant  
Forman Signs Company  
Fortier II, LLC  
Fox Chase Cancer Center  
Francis S. Matarazzo, DDS, P.C.  
Frankford CDC  
Frankford Friends School  
Franklin Court Museum  
Franklin Square Capital Partners  
Franklin Towne Charter High School  
Free Library of Philadelphia Foundation  
Freedom Theater  
Fretz Corporation  
Friends of Gorgas Park  
Friends of MaST Community Charter School, Inc.  
Friends of The Preparatory Charter School  
FringeArts  
G. Adams Restoration, LLC  
Galley Café/Nourish & Nosh  
Garces Restaurant Group  
The GBS Group

General Dynamics Information Technology  
George Blood Audio, LP  
Germantown Development Associates, LLC  
Gibbs & Cox  
Gibraltar IT, LLC  
Glass Properties LLC  
GlaxoSmithKline  
Global Leadership Academy Charter School  
GMF Interior Installations, LLC  
Goldman Properties  
Good Spoon Seasonal Foods  
Graboyes Commercial Window Co.  
Gracie Painting, LLC  
Graduates  
Grasso Holdings  
Gratz Industries, LLC  
Grays Ferry Gateway Project  
Greater DE Valley Soc. of Transplant Surgeons  
Green Woods Charter School  
Greene Street Friends School  
G'Town Sports, Inc.  
H. Chase and Ana Maria Lenfest Foundation  
Hat Shop, LLC  
Healthmark, Inc.  
HHC Holdings, LLC  
HighLine Polycarbonate, LLC  
Hispanic Assn. of Contractors & Enterprises  
Historic Philadelphia, Inc.  
Historical Society of Pennsylvania  
HMC Enterprises, LLC (WBE)  
Holy Family University  
House Of Umoja  
Impact Services Corporation  
Independence Imaging  
Independence Visitor Center  
Intercommunity Action, Inc.  
International Education and Community Initiatives  
International House of Philadelphia  
Internet Order, LLC  
Intrn'l Alliance of Theatrical Stage Employees Loc 8  
Iroko Pharmaceuticals, LLC  
Iron Stone Real Estate Management  
Jade Apparel Corporation  
Janney Montgomery Scott LLC  
JASTECH Enterprises, Inc.  
JDV Electrical Contractors  
Jean Madeline Edu. Ctr. of Cosmetology  
Jefferson Comprehensive Concussion Center  
Jefferson Surgery Center  
Jewelry Trade Center, LP  
Jewish Employment Vocational Services  
Jewish Federation of Greater Philadelphia  
J.J. Industires  
JNA Capital, Inc.  
John Bartram Association  
John Pomp Studios, Inc.  
Just It's Electric, LLC  
Kevin O'Brien Studio, Inc.  
Keystone Tile & Marble, Inc.  
Khadjah Alderman Funeral Services, Inc.  
KieranTimberlake Associates, LLP  
Kimpton Hotels & Restaurants  
Kusakoski Philadelphia, LLC  
L. Pepe Contractors, Inc.  
L-3 Marine & Power Systems  
Laborer's District Council  
Lannett Company, Inc.  
LaSalle University  
Lexington Technology Auditing, Inc.  
Liberty Property Trust  
Litts Quality Technologies, Inc.  
Lopez McHugh, LLP  
Lutheran Retirement Home  
Lutheran Settlement House  
Lutheran Theological Seminary  
Luxtech, LLC  
LWC Metro  
M & M Displays, Inc.  
MPN, Inc.  
Magee Rehabilitation  
MaGrann Associates  
Mann Center for the Performing Arts, Inc.  
Mariana Bracetti Academy Charter School  
Mariposa, Inc.  
Maritime Academy Charter High School  
Mark Group, Inc.  
Matarazzo & Milici Group  
Material Concepts, Inc.

The Mathematics Civics & Science Charter School  
Mayfair Community Development Corporation  
McDevitt Company  
McKean Defense Group  
Medical Products Laboratories  
Mediplex Partners, LLC  
Merrimac Associates, Inc.  
Metals USA  
Methodist Family Services  
Methodist Home For Children  
Metro Clothing, LLC  
Metro Development Company  
Microcision, LLC  
Mid-Atlantic Angel Group  
Moore College Of Art and Design  
Moran Towing Corporation  
Mosaic Development Partners  
Moyamensing Restaurant Partners, Inc.  
Mt. Airy USA  
Museum of the American Revolution  
MyHouse Cookies, LLC  
Nason Construction, Inc.  
National Constitution Center  
National Museum of American Jewish History  
Nava Yoga Center  
NDI Engineering Company  
Neiman Group, Inc.  
New Foundations Charter School  
New Kensington Community Development Corporation  
NewCourtland Elder Services  
Nictown CDC  
Night Kitchen Bakery, Inc.  
NJOY, Inc.  
Norfolk Southern Corporation  
Norris Square Civic Association  
North American Roofers, Inc.  
NorthEast Treatment Centers, Inc.  
North Forth Corner, LLC  
Northern Liberties Neighborhood Association  
Northrop Grumman Corporation  
N-PSY-T Psychological Services LLC  
Nu-Comfort, LLC  
Nueva Esperanza, Inc.  
Nuvon, Inc.  
Ogontz Avenue Revitalization Corp  
OHL International  
Olivieri & Associates, Inc.  
O'Neill Properties  
Opportunities Towers I and II  
Orens Brothers Real Estate, Inc.  
P & A Associates  
P.A. Feature Film Productions, LLC  
PaceControls  
Padgett Plumbing & Heating, Inc.  
Paine's Park Project  
PAKTF Property Management, LP  
Parkway Corporation  
Passyunk Square Civic Association  
PAWS  
Payless Car Rental  
Peacock Laboratories, Inc.  
PEI-Genesis  
Peirce College  
Penn Capital Management  
Pennsylvania Academy of the Fine Arts  
Pennsylvania Ballet  
Pennsylvania Convention Center Authority  
Pennsylvania Horticultural Society (PHS)  
Pennsylvania State University  
Pennypack Woods Homeownership Association  
People's Emergency Center  
Perrell Blige Electrical Contractor, Inc.  
Performing Arts Charter School  
Personal Support Medical Suppliers, Inc.  
Philabundance  
Philadelphia 76ers  
Philadelphia College Of Osteopathic Medicine  
Philadelphia Energy Solutions  
Philadelphia Hand Care  
Philadelphia Hardware Group of Phila, Inc.  
Philadelphia History Museum  
Philadelphia Museum of Art  
Philadelphia Police Department  
Philadelphia PresbyHomes, Inc.  
Philadelphia Ship Repair, LLC  
Philadelphia Sport and Social Club

Philadelphia Technology Park  
Philadelphia University  
Philadelphia Urban Youth Academy  
Philly Cupcake, LLC  
Phoenix IP Ventures  
Pilgrim Gardens  
Pintzuk Brown Realty Group  
Please Touch Museum  
PNC Bank  
POJA Warehouse, LP  
Port Richmond Industrial Development Enterprise  
Posel Management Company  
Preferred Materials, LLC  
PREIT  
Prince Hall Grand Lodge of Pennsylvania  
Printfresh, LLC  
Priority Building Group, LLC  
Progeny Systems Corporation  
Project HOME  
Prospira PainCare  
PTR Bailier and Compactor  
Pulaski RE Partners, LP  
Pusey Electric  
Q.E.D. Systems, Inc.  
Ray's Home Repair And Demolition, Inc.  
Reading Terminal Market Corporation  
Rector Street Associates, LP  
Reid's Electrical Contracting & Controls, LLC  
Rene's Arch Daycare Center, LLC  
Replica Creative, LLC  
Resource America, Inc.  
Nictown CDC  
RevZilla.com  
Rhoads Industries  
Richard A. Williams, Sr.  
Richmond Street Community Development Corporation  
River City Flats, LP  
River Services  
Robin Hood Dell East  
Rockland Capital, LLC  
Roxborough Memorial Health  
R & S Northeast, LLC  
S.V.A. Holdings Corporation  
Safe Disposal Systems, Inc.  
Safe Pac Pasteurization, LLC  
Saint Joseph's Preparatory School  
Salus University/PA College of Optometry  
Salvation Army  
Sb1 Federal Credit Union  
Sbarro Health Research Organization  
Schuylkill River Development Corporation  
Securitas Security Services USA, Inc.  
Self Help Movement  
SEPTA  
Serco, Inc.  
Settlement Music School of Philadelphia  
Seven Seas International, LLC  
Shreim, LLC  
SLAD Family Limited Partnership  
Smith Memorial Playground & Playhouse  
Soloff Realty & Development, Inc.  
Spectrum Health Services, Inc.  
Spike's Trophies, Ltd.  
Springside Chestnut Hill Academy  
SSH Real Estate  
St. Christopher's Hospital for Children  
St. Joseph's University  
St. Maron Hall  
Standard Medical Supply, Inc.  
Stapeley Hall  
Starr Restaurant Organization, LP  
Stelwagon Roofing Supply Inc.  
Stonehenge Advisors Inc.  
Strother Enterprises, Inc.  
Sultan Jihad Ahmad Community Foundation  
Superfit, Inc.  
Synterra Ltd./Synterra Partners  
T. McCall's Electric & Plumbing, LLC  
Tacony Academy Charter School  
Taller Puertorriqueño  
Tasty Baking Company  
Team Clean, Inc.  
Técnico Corporation  
Temple University Health System  
Termini Brothers, Inc.  
Teva Pharmaceuticals USA

TEW, LLC (MBE)  
Thackray Crane Rental  
The Abraham Lincoln Foundation  
The Academy of Music of Philadelphia, Inc.  
The Academy of Natural Sciences  
The Barnes Foundation  
The Children's Hospital of Philadelphia  
The Dog Wish, LLC  
The Enterprise Center  
The Franklin Fountain & Shane Confectionery  
The Franklin Institute  
The Fresh Grocer  
The Gold Standard At Penn Inc.  
The John Buck Company  
The Kimmel Center  
The Library Company of Philadelphia  
The Philadelphia School  
The Sidecar Bar & Grille  
The Vane Brothers Company  
The Williams Group (MBE)  
The Wistar Institute  
Thomas Jefferson University Hospital  
Thomas Scattergood Behavioral Health Foundation  
TierPoint, LLC  
Torcon  
Torrado Construction Inc.  
Tower Investments  
Townscapes, Inc.  
Trabert Investments, Inc.  
Trellist, Inc.  
Tria WS, LLC  
Trustees of the Presbytery of Philadelphia  
U.S. Department of Agriculture  
U.S. Navy  
Ultimate Concrete, LLC  
Unique Industries, Inc.  
United Scrap Metal, Inc.  
Universal Companies  
University City Science Center  
University of Pennsylvania  
University Of The Arts  
University of the Sciences in Philadelphia  
Uptown Entertainment & Development Corporation  
Urban Engineers, Inc.  
Urban Outfitters, Inc.  
U.S. Glass & Metal, Inc.  
Vahle's Pet Stuff, Inc.  
Val Development, Inc.  
Venair, Inc.  
Vetri Family/Vetri Foundation  
Villanova University  
Vincera Institute/Physicians' Clinic  
Vincera Rehab  
Vincera Surgery Center  
Vlademiro J. Fichera  
W&W Realty Co., LLC  
Walnut Towers Associates, LP  
Weavers Way Food Cooperative Assoc.  
WebLinc, LLC  
Welcoming Center for New Pennsylvanians  
Westinghouse Lighting Corporation  
Wexford/Biomed Realty  
WFC & C, Inc.  
WHYY, Inc.  
Willett Hauser Architectural Glass  
Wills Eye  
Wm. Proud Masonry Restoration Co., Inc.  
Women Against Abuse  
WuXi AppTec, Inc.  
YIKES, Inc.  
YMCA of Philadelphia & Vicinity, Inc.  
Z Wood Products Company  
Zitner Candy Corp.  
Zoological Society of Philadelphia  
ZSX Medical, LLC



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