

PRESS RELEASE.....3 pages

Re: Two (2) New Businesses Join Fox Commerce Park Dev.
Contact: Sue Douglass, Exec.Dir., Bel.Co.DOD/CIC 740-695-9678
Date: July 7, 2010

ALL FOR IMMEDIATE RELEASE

PRESS RELEASE #1

(St. Clairsville, OH) On behalf of the Belmont County Board of Commissioners (BELCC), the Community Improvement Corporation Department of Development (CIC/DOD) has completed a sale of property for a new business in the Fox Commerce Park (FCP) development.

The new owner of Lot #42 is Heath Smith of St. Clairsville . He is beginning immediate construction of Pivotal Propane, a propane gas distribution company. Owner/operator Smith describes his business as “an independently owned distributorship” operating in Belmont County and serving the surrounding areas with home and business fuel. The business plans on delivering fuel in the next month. It will open with 3 employees. Additional details, including customer information, will be available as soon as the construction begins in July.

Smith’s business was aided substantially by business and financial assistance from Michael Goclan, Vice President of Commercial Lending and Business Development at The Citizen’s Bank in Martins Ferry. Goclan formulated the loan package which enabled the acquisition for Smith. Goclan included a business plan budget development, and will remain in assistance as the business grows to full operation and complete site development.

“ Working together with Heath and Michael , the DOD/CIC was able to successfully facilitate the project” , said Sue Douglass, Executive Director of the DOD/CIC. “ This was the ideal match of a local business entrepreneur , a community financial organization, the CIC and BELCC. Together we were able to navigate positively through plans, regulations and specifications. The teamwork was exemplary, allowing the CIC to implement its resources and complete the sale”.

Pivotal Propane will be located on the Pogue Road side of FCP, between Mack’s Gypsum and Tomorrow’s Corner.

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PRESS RELEASE #2

The CIC/DOD has facilitated the addition of another business to FCP. With the Belmont County Commission approval, Underground Service and Supply will begin immediate construction on FCP lots # 18, 19 , 20. Owner and operator John Bettem of St.Clairsville, will construct an 8000 square foot building on 5 acres located on the corner of Pogue Road, south of Tommorrow's Corner. Initial employment will be 7-10 people, with increases expected in the next 2 years.

Underground Service and Supply intends to operate a 24 hour service to the mining and energy industries with supplies, emphasizing pumps and valves from manufacturers such as Davis, Powell and Tyco. Bettem's new company is a master distributor of the "Rogue Submersible Pump" for the Eastern United States.

Bettem also owns Katko Ltd., an excavation-construction-drilling company operating in Ohio, West Virginia, and Pennsylvania.

"Once more, FCP welcomes a local business entrepreneur to a location known for its strong support of local business developers", said Sue Douglass, Exec. Dir. of CIC/DOD. " John is a proven business owner and operator. As he made plans to expand and diversify his businesses , the skill, determination, and enthusiasm he brought to the process enhanced our ability to facilitate this transaction with ease."

Pivotal Propane and Underground Service and Supply represent long-term investments developed by local business entrepreneurs. With the completion of these 2 new businesses along Pogue Road, FCP will have the full eastern portion of the industrial park filled and working. A total of 10 businesses are located in FCP, employing well over 200 people, with more than \$6 million dollars of business investment.

"The interest in the remaining acreage continues" adds Douglass. "While the park does have great physical assets, the current tenants are a large reason the site is so attractive: their successes are breeding success. And the diversity of the FCP businesses is a testament to the creativity and determination of the operators. From Sew Biz to Tomorrow's Corner to Fed-Ex, it is obvious that variety can co-exist successfully. FCP also validates that home-grown businesses can find a solid and affordable way to remain in the county. The CIC is privileged to work with FCP tenants and welcomes additions to the park."

The CIC/DOD continues to facilitate the FCP development with approximately 75 acres available, and thanks the BELCC for their cooperation and support of

these FCP projects. Additional information may be obtained by calling the CIC office at 740-695-9678, and visiting the website www.belmontdod.com. More complete information from each of the new businesses will follow as they begin formal operations. A list of the FCP tenants is located at the end of this press release.

The CIC/DOD is also the Belmont County Business Hub location for the 9 county Muskingum County Business Incubator (MCBI) program, and offers services and resources to the business community in general.

FCP Businesses (10) :

- Fed-Ex Freight East
- Care Properties/ Alternative Residences Two
- Tim's Custom Installation
- Mack's Gypsum
- Tomorrow's Corner
- Ohio Heat Transfer
- Sew Biz
- i2i Mobile Marketing
- Pivotal Propane
- Underground Service and Supply

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