



## [www.steelvalley.org](http://www.steelvalley.org)

SEWN offices are strategically located to help local businesses throughout the Commonwealth. Please use the map to locate the SEWN office nearest you.

### 1. Western PA SEWN Home Office

c/o Steel Valley Authority  
1112 South Braddock Ave., Suite 300  
Swissvale, PA 15218  
412-342-0534 (Voice) • 412-342-0538 (Fax)  
1-866-SVA-8832 (Toll Free)  
sewn@steelvalley.org

### 2. Central PA SEWN Office

c/o Capital Office  
301 Chestnut Street, Suite 103  
Harrisburg, PA 17101  
717-901-6030 (Voice)  
sewncentral@steelvalley.org

### 3. Northeast PA SEWN Office

Phoenix Plaza  
22 E. Union Avenue, Suite 200  
Wilkes Barre, PA 18701  
570-829-7850 (Voice) • 570-829-7852 (Fax)  
sewnne@steelvalley.org

### 4. Southeast PA SEWN Office

c/o Bucks County WIB  
1268 Veterans Highway  
Bristol, PA 19007  
215-458-7580 (Voice)

SEWN is a program of the Steel Valley Authority (SVA).



## Strategic Early Warning Network (SEWN)

1112 South Braddock Ave. • Suite 300  
Swissvale, PA 15218

## Strategic Early Warning Network (SEWN)

# Saving Pennsylvania Jobs, One Company at a Time.



## SEWN

**SEWN** saves Pennsylvania manufacturing jobs and communities by offering layoff aversion services to stabilize, restructure, turnaround, or attract buyers for at-risk small- to medium-sized companies.

**SEWN's** professional and consulting turnaround services are provided to manufacturers **free of charge**.

**SEWN** serves all 67 counties of the Commonwealth, with offices in the Pittsburgh, Harrisburg, Wilkes-Barre and Philadelphia areas.



# Working Together to Strengthen Manufacturing Firms

## What is the Strategic Early Warning Network (SEWN)?

SEWN is a program developed and administered by the Steel Valley Authority (SVA), an innovative regional development group, in collaboration with Pennsylvania's Department of Labor and Industry (PA DLI).

In 1993, the Commonwealth charged the SVA with developing a cost-efficient program to help save area manufacturing companies and jobs.

Since then, the Steel Valley Authority has worked with over **700** manufacturing firms and helped stabilize or save over **16,000** jobs.

Our SEWN Team provides a wide variety of professional and consulting services at no charge. We work with all interested parties: workers, management, and owners.

## Early Intervention is Critical

Experience has shown that a company's problems are easier to address before they reach the crisis stage. It is also easier and less costly to save an existing local company than to create a new business or attract one from outside the region.

Within 48 hours of your call, someone from the SEWN staff will contact your company to set up a site visit. We will assess the situation and help define your company's critical problems.

Upon engagement, SEWN will provide a diagnostic review to clearly determine and communicate your firm's position and needs.

We'll then work with you to conduct a business resource review, provide financial forecasting, assist in financial and operations restructuring, adapt to new market opportunities and other key transition issues.



## SEWN's Professional Services

- **Financial Restructuring** to enable businesses to meet current financial obligations/investment needs. Many Pennsylvania companies are in transition or in danger of hitting a financial wall, requiring an immediate restructuring of the balance sheet to maintain the company's viability. Sometimes an unbalanced or inappropriate capital structure itself is the problem; more often it is merely symptomatic of deeper underlying problems that are market or operational in nature. The SEWN Program seeks to stabilize a company in transition, which buys critical time to improve cash-flow and address underlying conditions essential for a successful turnaround.
- **Operational Restructuring and Cost Management** to assist businesses in reducing their cost of goods sold, securing new markets for their services, improving the quality of their products, and utilizing new technologies in order to return them to competitiveness. Many companies fail to either maximize the effectiveness of existing operations or systematically evaluate internal practices. Struggling companies often have underlying operational inefficiencies that manifest themselves in the form of financial problems. The SEWN Program, by providing professional staff or qualified consultants to review operations and finances, offers practical solutions to problems that can improve a company's operations and help effectuate a turnaround.
- **Ownership Transition** to secure investors, management, and new business plans necessary to change the ownership, organization, and direction of businesses, including succession buyouts. The SEWN Program provides buyout and ownership transition services to PA manufacturers. Speed and time are important in these circumstances. SEWN also maintains a network of financing and investment resources and specialists in various business and legal disciplines. Traditional management buyouts, employee ownership plans (ESOPS) and third-party sales are commonly used vehicles for effecting these transactions. SEWN works to maintain the continuity of employment and the business within the State, and specializes in generational ownership transitions.

- **High-Performance Workplace Strategies** to enable businesses to implement new solutions for improving their productivity and competitiveness. In today's competitive global economy, SEWN will work with manufacturers and employees in developing cooperative, high-performance workplace strategies (HPWS). Working with company stakeholders, we can generate new ideas for viewing problems in a fresh perspective. HPWS depend upon the uninterrupted flow of acceptable information between workers and management, a solid decision-making structure, jobs skills cross-sharing and workforce up-skilling and education.
- **New Market Opportunities** to provide inexpensive access to sales and marketing consultants for improving the company's sales performance and ability to find the new markets and customers needed to sustain these vital businesses and jobs, especially when firms suddenly lose their primary customers. Occasionally companies with a skilled workforce, modern equipment and well-run operations are at risk due to sudden market changes; such as the loss of a major customer to overseas competition or a complete supply chain restructuring as witnessed recently in the auto industry. SEWN can provide free or inexpensive access to sales and marketing assistance for developing tactics and strategies for diversifying markets and customers or boosting sales performance.

