

# Tioga County Development Corporation

## eNews Insider



May 2008

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## New Business Receives \$150,000 **TCEZ** RLF Loan



L to R (Back Row) Amy Hastkins, Citizens & Northern Bank; Amy Wherle, Citizens and Northern Bank; Annika Gehman; Kate Gehman, North Voice Communications; Jason Gehman, North Voice Communications Vice President/Chief Information Officer; Dale Schoonover, North Voice Communications. L to R (Front Row) Robert J. Blair, TCDC President/CEO; Wendy Swartz, Wendy S. Swartz CPA & TCDC Director; Aiden Gehman; Grant Gehman, North Voice Communications CEO; Mary Lou Gehman, North Voice Communications; Jeanine Freeborn, North Voice Communications and Lillian Smith, TCDC Economic Development Coordinator

On Wednesday, May 7, 2008 the *Tioga County Development Corporation* closed a **Tioga County Enterprise Zone (TCEZ)** Revolving Loan Fund loan to Gehman's Ornamental Iron - North Voice Communications located in Knoxville, Pennsylvania. The \$150,000 loan will be utilized to purchase machinery and equipment along with start up costs. Jason Gehman, Vice President/Chief Information Officer stated, "**Tioga County Enterprise Zone (TCEZ)** RLF is playing a major part in making North Voice Communications a world class Contact Center with highly competitive pricing. Due in part to low interest rates from the **TCEZ** RLF, North Voice can offer quality Order Entry, Customer Service, and complete Answering Service for both the telephone and the web, with quality local agents, for less than other national or outsourced contact centers."

North Voice Communications is a Call Center that houses 24 to 48 agents along with administrative and training staff to handle inbound calls for a wide array of clients. The call center is located in Knoxville, Pennsylvania in renovated space at 206 South First Street.

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### 15<sup>th</sup> Annual Meeting

Monday, July 28, 2008  
Wellsboro Area School  
District Center  
227 Nichols Street  
Wellsboro, PA 16901  
6:00 PM –7:30PM  
Social Reception  
7:30 PM - 9:00PM  
Program, Awards &  
Entertainment

### 2008 Board Meetings

Second Friday, 9:00 AM

- June 13
- July 11
- September 12
- October 10
- November 14
- December 12

### 2008-2009 JOIN NOW! Membership Campaign

For more information:

[www.tcdc-pa.com/membership](http://www.tcdc-pa.com/membership)

### PLAN AHEAD.....

### 13<sup>th</sup> Annual

### TCDC Legislative Breakfast

Thursday, April 9, 2009  
Historic Penn Wells Hotel  
Wellsboro, PA 16901  
7:30 AM Buffet Opens

## Bradford Forest Receives \$150,000 **TCEZ** RLF Loan



Left to Right: Robert J. Blair, TCDC President/CEO; Mark Conolly, Bradford Forest, Inc. President and Lillian Smith, TCDC Economic Development Coordinator

The *Tioga County Development Corporation (TCDC)* conducted a *Tioga County Enterprise Zone (TCEZ)* Revolving Loan Fund loan closing on May 6, 2008. Bradford Forest, Inc. received a \$150,000 loan from the **TCEZ** Revolving Loan Fund toward their total project costs of \$500,000. TCDC is assisting Bradford Forest, Inc. in purchasing a replacement for an old saw system. The company purchased an up-to-date USN trim saw and two hands free, semi-automatic board dealer type grading stations equipped with console activated Grading & Trimming decision inputs, PLC linked to the trimmer and optical measurement system.

“We have worked with Bradford Forest, Inc. in the past through the **49 CORRIDOR** Enterprise Zone Program and are extremely pleased to be able to continue to assist them through the *Tioga County Enterprise Zone*,” stated Robert J. Blair, TCDC President/Chief Executive Officer. Bradford Forest, Inc. has been in existence in Tioga County since 2001 and employs 65 people and also supports several other independent loggers and trucking contractors in the lumber industry.

The *Tioga County Enterprise Zone* is currently looking for industries and manufacturing firms in the Enterprise Zone to lend low interest Revolving Loan Funds for expansion projects. Any industry located in one of the twelve (12) Areas of the state designated enterprise zone may be eligible for low interest loans of 2.50%.

For more information on the **TCEZ** RLF Program contact Lillian Smith, Economic Development Coordinator, at (570) 723-8232 or [tdc3@ptd.net](mailto:tdc3@ptd.net).

## Special Olympics Bocce Court Dedication

On Wednesday, April 16, 2008 the Tioga County Special Olympics committee held a dedication ceremony for the two new bocce courts built behind Partners in Progress in Mansfield. These bocce courts were built with a \$10,000 grant from the Pennsylvania Department of Community and Economic Development (DCED).

David Cummings, *Tioga County Development Corporation* Chairman and Bob Blair, *Tioga County Development Corporation* President/CEO started the process for the grant and Senator Scarnati saw that the Special Olympics of Tioga County received the grant. The Special Olympics Committee of Tioga County also received a \$5,000 Reebok Lifetime Sports grant from Special Olympics, Pennsylvania to help pay for the new courts. This money is given to local Special Olympics committees who start a lifetime sport such as bocce.

After the cutting of the ribbon, Special Olympics athletes demonstrated how bocce is played and then

Senator Joseph Scarnati; David Cummings, Bob Blair and Mansfield Mayor Ron Wierbowski tried their skill at the game.

Practice in the sport of bocce will start in August with a competition in September. Athletes will also be selected to attend the fall festival in Villanova, Pennsylvania November 7-9.



L to R: David Cummings, Bob Blair, Mayor Ron Wierbowski and Senator Joseph Scarnati try out their bocce skills.

## Leadership Tioga County Update



On Sunday, April 20, 2008 the *Tioga County Development Corporation Youth Leadership Program* graduated 27 members of the Class of 2008. The class consisted of students from the Northern Tioga School District, Southern Tioga School District and Wellsboro Area School District.

The students completed a nine-month program beginning with a S'More Event in August 2007 and ending with their Graduation Ceremony.



**Youth Leadership Program  
Class of 2008**



**Community Leadership Program  
Class of 2008**

The *Tioga County* and Graduation Ceremony.

*Development Corporation Community Leadership Program* Class of 2008 graduated May 16, 2008 at the Pennsylvania College of Technology, North Campus in Wellsboro.

The Class consisted of 13 individuals who live and/or work in Tioga County. The participants completed a nine-month program beginning with Session 1 The Opening Retreat at His Thousand Hills in October 2007 and ended with Session 9 The Closing Retreat

Participants are also responsible for a Community Team Project. This years team projects include: 4-H Awareness in Tioga County through Penn State Cooperative Extension; The Blue Ribbon Grant Project through Laurel Health System and Public Information Strategy for **Leadership Tioga County** through the *Tioga County Development Corporation*.

Applications are now available for the *CLP* Class of 2009.

## New Business Receives **TCEZ** RLF Loan (continued from page 1)

Startup of North Voice Communications was driven by a partnership with a Memphis, Tennessee call center that needed overflow and percentage call handling. North Voice Communications officially began operations on May 1, 2008.

For more information on the *Tioga County Revolving Loan Fund* Program or other financial assistance, contact Lillian Smith at (570) 723-8232 or [tcdc3@ptd.net](mailto:tcdc3@ptd.net).



## PEDA Releases Groundbreaking Report on State of Economic Development in Pennsylvania



Several Members of PEDA including Robert J. Blair, 1<sup>st</sup> Vice President of PEDA conducted a Media Event on the steps of the Rotunda to reveal the results of the study. Patrick Killian, PEDA President presented the finding.

The Pennsylvania Economic Development Association (PEDA) on February 22, 2008, unveiled a groundbreaking new report that reveals its members have partnered with local, state and federal governments, as well as the private sector, to leverage \$4.8 billion in investments in Pennsylvania that have helped to create 186,000 jobs.

The report, "2007 Economic Development Corporation Impact and Client Satisfactory Study," covers work done by PEDA Members during the first four years of the Rendell Administration, from 2003-2006. To determine impact, surveys were completed of PEDA members and their customers.

"The results are clear. PEDA, through our member economic and industrial development corporations are making a dramatic difference in communities all across the state," said Robert J. Blair, President/CEO of the *Tioga County Development Corporation*. "We are getting results. The local industrial groups throughout Pennsylvania are at the very core, working with our industries and businesses."

Among the other findings were:

- Industrial Development Corporations (IDC) worked with funding sources to help provide more than \$1.45 billion from grants, loans, tax credits and other sources to clients;
- Through IDC assistance, respondents also leveraged more than \$3.35 billion in private equity, bank participation and bond sales;
- IDCs account for more than \$1 billion in activity every year;
- The top method of job creation reported in the survey is expanding local businesses
- As experienced community leaders that understand their communities, IDC officials target specific industries for promotion and recruitment

- Target industries include cutting edge fields in biomedical, health care and information technology; and
- The most commonly used funding sources are the Pennsylvania Industrial Development Authority (PIDA) and the federal Economic Development Administration (EDA) and Governor Edward G. Rendell's Economic Stimulus Package.

During the time of the study, a wide array of development projects were initiated statewide, including several from Tioga County:

- A \$3,500,000 PEDFA Loan for Tyoga Container impacting 44 manufacturing jobs
- Dr. Robert Strohecker's historic renovation of the TW Judge Company in Mansfield through a PEDFA loan of \$400,000
- A 49 CORRIDOR Loan of \$75,000 to Gehman LLP in Knoxville for anew pallet operation
- Enterprise Loans to Bradford Forest; R & T Mechanical and Tyoga Container totaling \$450,000 distribution center, Bedford County; and
- USDA RLF loans to Rakoski NAPA of Lawrenceville and Freeman Muffler Shop Plus, Inc. in Deerfield Township totaling \$50,000
- A \$400,000 PEDFA loan to The Murus Company for expansion of their facility in Rutland Township

"The study clearly identified economic development in Pennsylvania as a partnership of the private sector, state, federal and local government and talented economic development professionals at the regional and local levels throughout Pennsylvania," said PEDA President J. Patrick Killian, who is a volunteer with PEDA and professional economic developer who is the Director of the Delaware County Commerce Center. "We especially want to note and thank Secretary Dennis Yablonsky and the Pennsylvania Department of Community and Economic Development and members of the General Assembly for providing both leadership and partnership."

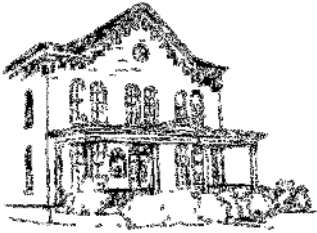
The report was done by Urban Research and Development Corporation of Bethlehem, Lehigh County with funding provided by a grant from the Team Pennsylvania Foundation. Team Pennsylvania Foundation is a public/private, economic development partnership whose mission is to improve Pennsylvania's competitiveness and economic prosperity. For more information on Team Pennsylvania Foundation, please visit [www.teampa.com](http://www.teampa.com).

### About PEDA

The Pennsylvania Economic Development Association (PEDA) is the statewide association of local, state, corporate and non-profit economic development professionals and partners. We represent over 450 economic development and economic development professionals in the Commonwealth of Pennsylvania.

For more information on PEDA and to view the entire report, visit [www.peda.org](http://www.peda.org).





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## From The President

To paraphrase Tip O'Neal...*All Economic Development is Local!* Economic Development in Pennsylvania occurs at the local level in counties and boroughs and townships and cities throughout the Commonwealth. This is evident by the recent Pennsylvania Economic Development Association (PEDA) Study. The Study reveals the involvement of industrial development corporations like the *Tioga County Development Corporation* in assisting our businesses to grow and expand. Our role is to assist our businesses as they grow and expand in our county. We are in the trenches with our local business and partnering with the State we are able to assist them. Our businesses create the jobs and increase the wealth within our borders. The retooling project at Bradford Forest Products, Inc. and the new enterprise, GOI/North Voice Communications, featured this month in our *eNews Insider*, are what keeps our economy strong.

While we are in a national downturn in our economy with prices for fuel and food on the increase, there is a ray of hope in our local economy with projects like Bradford Forest and North Voice. All our businesses are facing increased costs and ever mindful of how to reduce their costs to remain competitive.

Our *Leadership Tioga County* Program continues to produce successful results with graduation of our 9th *Youth Leadership Program* class and our 5th *Community Leadership Program* class. With the completion of Year 5 of *CLP*, we want to recognize Sue Sticklin (Laurel Health System) and Brian Nowak (HMAC/Lawrenceville) for their three years of leadership and service as Co-Chairs. They are both moving on to pursue other leadership roles and we want to take this opportunity to thank them for their role in the *Community Leadership Program*. During their tenure the program continues to grow and mature. We thank you Sue and Brian.

Robert J. Blair  
President/Chief Executive Officer

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