

Tioga County Development Corporation

eNews Insider



January 2009

Insider Info

- **Two Local Companies Receive Prestigious Award** (page 1)
- **Public Funding Highlight: SBA 504** (page 2)
- **First Citizens National Bank Donates \$50,000 to EITC** (page 3)
- **Business Spotlight: Bloss Auto Supply/Lawrenceville NAPA** (page 4)
- **TCDC President Elected President of PEDAs** (page 5)
- **Temporary Employment Opportunities Available** (page 5)
- **I-99 Business Park Update** (page 6)
- **From The President** (page 7)

Ward Manufacturing & HMAC(L) Receive Prestigious Award



L to R: David Crocco, Local Union 304B President; Kim McNeil, International Union 304B Representative; Kevin Barron, Vice President of Manufacturing; Mark Stelmack, OSHA Area Director, and Bill Williams, Vice President of Human Resources.

On November 5, 2008 more than 40 dignitaries, local officials and invited guests attended the ceremonies recognizing Ward Manufacturing and Hitachi Metals Automotive Components, USA, LLC (HMAL- Lawrenceville) achievement of OSHA's VPP Star Site award. The Voluntary Protection Program (VPP) promotes effective worksite-based safety and health. Approval into VPP is OSHA's official recognition of the outstanding efforts of employers and employees who have achieved exemplary occupational safety and health. It is the most prestigious level OSHA can bestow upon a company

Of the more than 7.5 million registered companies nationwide, OSHA has designated just over 2,000 as VPP Star Sites, making Ward and HMAL (L) the first two foundries to receive this honorable recognition. "This award is truly a testament to the dedication and commitment of our employees who adhere to the strict guidelines established by OSHA's safety council," stated Bill Williams, Vice President of Human Resources for Ward Manufacturing and HMAL, Lawrenceville. "While it is a monumental achievement for our organization, we will continue to lead the foundry industry in safety expectations."

Ward Manufacturing, located in Blossburg, PA, manufactures and distributes a wide range of malleable and cast iron pipe fittings, and the newly introduced "WARD FLEX" system. HMAL, located in Lawrenceville, PA, is a state-of-the-art metal casting facility producing world-class quality ductile iron. Both Ward Manufacturing and HMAL(L) fall under the Hitachi Metals America corporate umbrella. (article & photo courtesy of Ward Manufacturing LLC)



L to R: Sam Daimoto, President and COO of Hitachi Metals; Kim McNeil, International Union 304B Representative; David Crocco, Local Union 304B President; Mark Stelmack, OSHA Area Director, and Bill Williams, Vice President of Human Resources.

For more information about Ward Manufacturing or HMAL, visit their websites at www.wardmfg.com or www.acpmfg.com.

PLAN AHEAD.....

2009 Board Meetings

Second Friday, 9:00 AM

- No February Meeting
- March 13, 2009
- No April Meeting
- May 8, 2009
- June 12, 2009
- July 10, 2009
- No August Meeting
- September 11, 2009
- October 9, 2009
- November 13, 2009
- December 11, 2009

Public Financing Workshop for Tioga County Business & Industry

Monday, March 25, 2009
Penn College/North Campus
8:30AM to 3:00PM

13th Annual

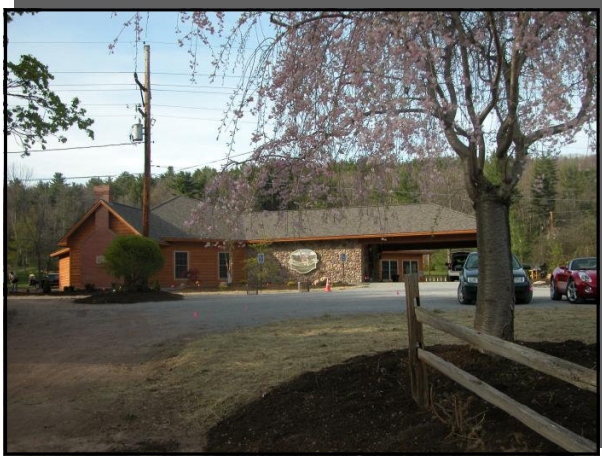
TCDC Legislative Breakfast

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

TCDC 16th Annual Meeting

Monday, July, 27, 2009
Location TBA

Public Funding Opportunities: SBA 504



The Antlers Inn Restaurant & Lounge is located in Gaines Township, Tioga County.

To better inform our Business Members of Public Funding opportunities available, the *TCDC eNews Insider* will begin to highlight the financing options available through the *Tioga County Development Corporation (TCDC)*. In this edition you will learn more about the Small Business Administration (SBA) 504 Loan Program.

The Small Business Administration (SBA) Loan Program is a federal financing tool that recognizes the importance of small businesses and helps them stimulate their growth and development. The SBA 504 is administered by various Certified Economic Development (CED) Agencies throughout Pennsylvania. The Program provides growing businesses with low down payments, a competitive interest rate (typically below the bank rate), fixed interest rates for the term of the loan and financing that fits a variety of project sizes.

TCDC's most recent SBA 504 project was in 2007. The Antlers Inn Restaurant & Lounge utilized the SBA 504 to reconstruct their restaurant after it was destroyed by fire in May of 2006. The newly

reconstructed facility provides a larger seating capacity to serve its patrons. The restaurant portion can seat up to 125 people and the bar area seats an additional 75 people. The Antlers also caters various events both on and off-site locations. Reconstruction of restaurant was coordinated and financed through partnerships between Citizens & Northern Bank in Wellsboro, the U.S. Small Business Administration's 504 Loan Program, Northern Tier Regional Planning & Development Commission, TCDC and ABCD.

The *Tioga County Development Corporation's* works in cooperation with Altoona Blair County Development Corporation (ABCD), a CED, to administer the SBA 504 Loan Program in Tioga County. ABCD Corporation is a private non-profit development corporation providing business development services and facilitating economic expansion in Blair County since 1946. ABCD Corporation will help coordinate the strategic alliances necessary for a smooth start-up, provide full administrative support and match operations with the right facility.

During these challenging times of our economy, TCDC is committed to helping our businesses continue to grow and expand. TCDC hopes businesses will continue to utilize the public financing programs.

For more information or eligibility requirements on the SBA 504 Loan Program or other public funding programs, contact Lillian Smith, TCDC Economic Development Coordinator, at tcdc3@ptd.net or 570-723-8232.



Businesses & Banks ~ Mark Your Calendars

On **March 25, 2009** the *Tioga County Development Corporation* will host a **Public Financing Workshop for Tioga County Businesses & Industries**. The event will be held at the Pennsylvania College of Technology/North Campus. The workshop will inform business, industry and financial institutions of the finance programs available locally, regionally, statewide and nationally.

There will be finance professionals from these different agencies to explain financing programs which possibly could assist your company in needs such as construction, expansion, refinancing, machinery and equipment.



With the downturn in the economy, now more than ever we hope businesses will take advantage of these low interest programs to assist them through these difficult times. Further detailed information will be sent in the near future.

The following programs will be represented providing information on: Pennsylvania DCED, NTRPDC, *TCDC*, SBDC, PIDA, MELF and PEDFA.

If you have questions or would like more information, please contact Lillian Smith, TCDC Economic Development Coordinator at tcdc3@ptd.net or 723-8232.

EITC Program Receives Donation from First Citizens National Bank

First Citizens National Bank has announced a two-year commitment of \$50,000 each year to the *Tioga County Foundation*.

The Foundation supports educational initiatives for the Northern Tioga, Southern Tioga and Wellsboro Area School Districts. The *Tioga County Foundation* allocates a portion of the funds received from area businesses to assist with School-to-Work and Career Development programs for the school districts.

Events such as the Mansfield University Summer Youth Leadership Institute and the Certified Nursing Assistant Program offered through Penn College/North Campus benefit from this foundation.

“Our commitment to the advancement of the youth in our area is one we don’t take lightly,” stated Randall E. Black, CEO and President. “In addition to monetary contributions, we also provide hands on experience to high school and Mansfield University students with our School-to-Work program, and our employees visit local schools each year to discuss the importance of good credit and structured savings.” (article & photo courtesy of *First Citizens National Bank*)

For more information or to apply for funding contact Christie Blackwell at 723-8232 or log on: www.tcdc-pa.com/foundation



First Citizens representatives Randy Black (left center) CEO & President and Lowell Coolidge (right) Chairman of the Board, are shown presenting a \$50,000 check to Tioga County Foundation representatives Bob Blair (left) and Dave Cummings (right center).

First Citizens National Bank is headquartered in Mansfield, Pennsylvania and currently operates 17 offices in Tioga, Bradford and Potter Counties in PA, and Allegheny County, NY. For more information on First Citizens National Bank, visit www.firstcitizensbank.com

EITC Scholarships Awarded

- **\$700.00** to Cowanesque Valley High School FFA for attendance at National FFA Convention.
- **\$2,850.00** to Penn College of Technology/ North Campus for Certified Nursing Assistant (CNA) High School Program
- **\$337.50** to Southern Tioga School District for 10th grade Health Career Fair.
- **\$123.21** to Southern Tioga School District for 9th and 10th Grade Accounting and Business Career Exploration
- **\$1,480.92** to Southern Tioga School District for Penn College of Technology 11th Grade Career Fair.
- **\$157.41** to Southern Tioga School District for 11th & 12th Grade Mansfield University Career Fair
- **\$1,487.50** to Southern Tioga School District for 10th grade Career Fair.
- **\$300.00** to Southern Tioga School District for Alumni Day.
- **\$586.00** to Liberty High School for Future Business Leaders of America (FBLA) Conference & Competition.
- **\$450.00** to Penn College/North Campus for an Automatic Digital Blood Pressure Monitor used during the Certified Nursing Assistant (CNA) High School Program

These grants have been made possible through contributions from: Citizens & Northern Bank; Wheeland Lumber Co., Inc. and First Citizens National Bank

**In The Business Spotlight
Bloss Auto Supply & Lawrenceville Auto**



On Thursday, February 08, 2007, TCDC closed on its first *Tioga County Revolving Loan Fund* loan with Geoff Rakoski .

As a new addition to our *eNews Insider* we hope to focus on a Member Business on a regular basis. In this edition we will feature Bloss Auto Supply and Lawrenceville Auto Parts.

It has been a fixture along Main Street in Blossburg for nearly two (2) decades, but just recently has it been owned and operated by Geoff Rakoski, also a familiar “fixture” in Blossburg.

Rakoski has been in the NAPA Business for almost 10 years. He began work in the business with his uncle in the fall of 1996 and subsequently took over in 1999. Rakoski stated, “We pride ourselves on our service to our customers in Tioga, Bradford and Lycoming Counties.” In 2005, the opportunity arose for Geoff to purchase the Lawrenceville store due to the retirement of the current owner. “It has been a great fit” states Rakoski, “allowing us to service even more of the County.”

Probably a common misinterpretation about his two businesses is that Rakoski does not actually own the NAPA Franchise because --- there is actually no NAPA Franchise. “We operate on a hand shake, I am under no obligation to buy

parts from NAPA, but they offer me great service and competitive pricing so I buy from them” says Rakoski.

In 2007, Geoff applied for and received a \$25,000 Tioga County Revolving Loan Fund Loan from the *Tioga County Development Corporation*. “The loan from TCDC was very beneficial, the lower interest rates help to free up cash flow for day to day business operations and allow me to stock more parts”, stated Rakoski.

“Although the economy is slow, Geoff says the store is holding its own.” “People are choosing to fix their cars rather than buy new”, continues Rakoski. Between the two stores, Geoff currently employs 6 people.



Lawrenceville Auto is located along Main in Lawrenceville.

Bloss Auto Supply is located on Main Street in Blossburg.





TCDC President/CEO Elected President of Statewide Economic Development Association

The Pennsylvania Economic Development Association (PEDA) Officers began serving their 2009 term on January 1, 2009. Robert J. Blair, President/CEO of the *Tioga County Development Corporation (TCDC)* was elected President and will serve a 2 year term. The 2009 officers were presented at its Fall Conference held October 15-17, 2008 in Blue Bell, Pennsylvania and elected by the PEDA Board of Directors on December 15, 2008.

“Tioga County has been very fortunate to have such a strong advocate in Bob. The fact that he has received the respect and confidence of other economic development professionals across the commonwealth reflects positively on Tioga County, almost as much as it does personally on Bob. His leadership on PEDA will keep the needs of Rural Pennsylvania and Tioga County in particular in the spotlight at the state level. We, at the *Tioga County Development Corporation*, congratulate Bob on his achievement and will support him in every way that we can.” stated David Cummings, *TCDC* Chairman .

PEDA is the premiere statewide economic development organization representing economic development professionals. Blair has been a PEDA Member for 31 years joining PEDA in 1978 while employed by the Northern Tier Regional Planning & Development Commission (NTRPDC).

Serving with Bob will be 1st Vice President, Linda Nitch (Lawrence County EDC); 2nd Vice President, David Black (Harrisburg Regional Chamber & CREDC); Secretary/Treasurer Pamela Shupp (Berks Economic Partnership); and Immediate Past President J. Patrick Killian (Delaware County Department of Commerce).

TCDC President/CEO Blair is very active in PEDA and has served as 1st Vice President, 2nd Vice President, Treasurer, Secretary and Membership Chair. Blair has served as President/CEO of *TCDC* since March 1994. He has thirty four years economic development experience in Pennsylvania and New York State.

“These are challenging times of the national, state and local economies. PEDA must lead the charge to encourage the Commonwealth to commit public funds and resources in assisting our businesses to grow and expand. We can only overcome our economic woes through the private sector. The public sector must have the resources to assist our businesses. It will be a challenging two years during which time we will be electing a new governor. We look forward continuing our relationship with the Department of Community & Economic Development and Legislators to meet the needs of our Members and our businesses throughout the Commonwealth” noted Blair.

“I thank the PEDA Members and Board of Directors for their vote of confidence. We have a great Executive Committee and Board and I know we will continue to make PEDA an advocacy statewide economic development organization. I also thank the Board of Directors and staff of the *Tioga County Development Corporation* for allowing me to pursue this prestigious state position.”

PEDA Currently has
381 Members
from throughout
Pennsylvania

Temporary Employment Opportunities Available

Every 10 years, the U.S. Census Bureau conducts a census of the population. Currently, the U.S. Census Bureau is recruiting temporary part-time census takers for the 2010 Census. The pay is good, the hours are flexible, and the work is close to home. If you are looking for a great way to earn some extra money this could be a good opportunity for you.

Applicants will be hired from almost every community and are selected based on the hiring needs of each particular area. Qualified applicants are contacted to work as Census jobs become available. Most hiring will take place February through May, 2009. Most positions require a valid driver's license and use of a vehicle. If you are interested in applying or for more information on temporary positions you can call 1-866-861-2010.

The results of the U.S. Census help determine the

community's representation in government, as well as how federal funds are spent within the community on things like roads, parks, housing, schools, and public safety.

For More Information on the 2010 Census log on:

<http://www.census.gov/2010census/>



A Great Start to 2009: I-99 Business Park Update

The first purchase for the I-99 Business Park closed the second week in January. A new Microtel Inn and Suites will begin construction in the spring with plans to be open for business by this coming fall. Tom Freeman, former president of BOOM and one of the three BOOM members spear-heading the business park project said "We are excited to welcome Mart Inn, Inc. and their management team to Mansfield. This group has managed facilities in other college towns and we see that as an advantage to both the motel, Mansfield University and the community as a whole".

On November 25, 2008 the I-99 Business Park celebrated with a ribbon cutting marking the opening of the park. The new roads in the park will now allow perspective buyers and visitors to enjoy beautiful views of Mansfield as well as see first hand the lots available for purchase. "When the ground thaws there will be a sign placed at the front of every individual lot that shows a map of the lot and its dimensions. This will be a great aid for anyone looking at the lots in the park" stated Mark Eby.

Tom Freeman and Scott Bastian made a presentation to the local Board of Realtors in December to share information about how to sell the lots in the park. "One of the unique features to the way the park is set up is that brokers are protected", explained Bastian. "This means that any real estate company can receive a commission for selling lots, as opposed to just one real estate company handling the sale of lots as is often done in many projects like this."

BOOM is looking forward to an exciting 2009 as the I-99 Business Park welcomes new businesses by providing a great location for them to grow and prosper.



L to R: Scott Bastian, Representative Matt Baker, Mark Eby and Tom Freeman

If you would like more information about the I-99 Business Park please go to www.i99businesspark.com or call 570-662-1743. (article and photo courtesy of BOOM)

Small Business Energy Efficiency Grant Now Open



Department of Environmental Protection acting Secretary John Hanger is proud to announce an opportunity for Pennsylvania's small businesses to improve their energy efficiency and manage higher energy prices. The new Small Business Energy Efficiency Grant Program provides a 25 percent match, up to \$25,000, for equipment or processes that significantly improve energy efficiency. The program is the first available through the Alternative Energy Investment Fund, part of Governor Edward G. Rendell's Energy Independence Strategy.

Grants will apply to energy efficiency improvements on systems such as lighting, heating, cooling, refrigeration and process machinery, as well as building insulation and weatherization improvement projects.

An eligible applicant must be an independent, for-profit business with 100 employees or fewer, located in Pennsylvania. The project must save at least 20 percent annually in energy-related expenses, with a minimum savings of \$1,000 per year. Examples of eligible small businesses include manufacturers, retailers, service providers, mining businesses and agricultural operations.

The grant application and guidelines are available by contacting the Department of Environmental Protection, Office of Energy and Technology Deployment, 15th Floor, Rachel Carson State Office Building, 400 Market Street, P. O. Box 8772, Harrisburg, PA 17105-8772, or by e-mail ra-sbgrants@state.pa.us. (courtesy of PA DEP)

Applications will be accepted through May 1, 2009. Grants will be awarded on a first-come, first-served basis. A total of \$3 million is available for this grant round.



The grant application and guidelines are available online at: www.depweb.state.pa.us keyword: Small Business Energy Efficiency Grant



114 Main Street
Wellsboro, Pennsylvania 16901
Voice: 570.723.8232
Fax: 570.723.8441
E-mail: tcdc1@ptd.net

www.tcdc-pa.com

Chairman of the Board
David E. Cummings

First Vice Chairman
Karen H. Russell

Second Vice Chairman
David G. Lamphier

Treasurer
Wendy S. Swartz

Secretary
Robert J. Blair

Board of Directors
Brenda G. Abplanalp
James D. Baker, Jr.
Scott Bastian
Timothy Bowers
Susan A. Dillon
Thomas Freeman
Jason G. Gehman
H. Russell Hastings
Joseph M. Kalata
Raymond Kaminski
Peggy Koontz
Karl Kroeck
Jacki Lawrence
Maravene S. Loeschke
Gary A. Mosher
Leo Parchesky
William W. Roosa
Deborah E. Scott
Darla J. Shick
M. Sue Vogler
Philip J. Waber
Aneurin J. (Bill) Williams, Jr.
Mary E. Worthington

President & Chief Executive Officer
Robert J. Blair

Economic Development Coordinator
Lillian Smith

Leadership Development Coordinator
Christie Blackwell

Administrative Assistant
Carolyn E. Conte

From The President

These certainly are trying times for our economy. At no time during my 32 year career in economic development have I seen things so tough. Our local economy is feeling the impact of our national economy and it is feeling the affects of our global market. Locally, we are seeing layoffs and a downturn in manufacturing orders. Our unemployment rate is creeping up and some proposed projects are in the hold pattern. Our State Budget is impacting on local budgets. We will manage to get through these tough times. Today we swore into office a new President. There is indeed hope. For the first time our Republic has elected and African American filled with hope, energy and a direction for our Country. We all must do our part to restore the economy of our nation.

Even during these tough times, there is a ray of sunshine shining on our County. Ward Manufacturing, LLC and HMAC/Lawrenceville recently received national recognition for a prestigious safety award. Labor and Management working together side by side has created a safe environment in a very dangerous workplace. We commend Ward, HMAC and all of your employees for achieving this great honor. We know more is in store to retain this safety recognition and know with all of you working together you will achieve the next level.

In November 2008, the Tioga County I-99 Business Park was officially opened. The first occupant has purchased the land and in the spring will break ground for a Microtel Inn & Suites. As we publish this newsletter, TCDC is preparing a \$4.7 Million PEDFA, a Loan Package for the company, Mart Inn, Inc.

The Final Chapter...a long time coming. The final 8 miles of the 39 miles of US Route 15 opened this fall providing a four lane limited access highway north and south through Tioga County. But our job is not finished, we need to support New York State in completing the remaining 5 miles of two lane entering their state. We must support the *Appalachian Thruway Association* and the *Route 15 Coalition* in the completion of US Route 15 and the designation of US Route 15 as Interstate 99.

In an effort to make our businesses aware of the public financing programs available to them, we are launching a new section in our *eNews Insider*. With this issue we are featuring the first of many public financing programs, the SBA 504. On March 25th we will assemble several economic development professionals who will share with our businesses and private lenders various low interest public financing programs available to them to assist in their development efforts to create new jobs and improve their businesses. With renewed hope this day, working together, we will overcome these tough times.

Robert J. Blair
President/Chief Executive Officer

Please contact tcdc6@ptd.net if you wish to be removed from the *eNews Insider* mailing list.

Do you know of someone else who would like to receive this publication? Please send us their e-mail address and we will gladly add them to our distribution list.