

# Tioga County Development Corporation

## eNews Insider



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November 2009

### 2009 Board Meetings

- December 11, 2009

### 2010 Board Meetings

- January 8, 2010
- February: Board Retreat
- March 12, 2010
- No April Meeting
- May 14, 2010  
TCDC On the Road
- June 11, 2010  
Board Work Session
- July 9, 2010
- No August Meeting
- September 10, 2010  
Board Work Session
- October 8, 2010
- November 12, 2010  
Board Work Session
- December 10, 2010

### Plan Ahead...

#### TCDC's 14th Annual

#### Legislative Breakfast

Thursday, April 1, 2010  
Historic Penn Wells Hotel  
Wellsboro, PA 16901

#### TCDC's 17th Annual Meeting

Monday, July 26, 2010  
Southern Tioga School  
District

## Kennedy Home Center Receives \$50,000 TCEZ RLF Loan

Kennedy Home Center closed on a \$50,000 *Tioga County Development Corporation Tioga County Enterprise Zone Revolving Loan Fund* loan on Monday, November 23, 2009.

The \$50,000 loan will be used to help purchase the former Patterson Home Center including all property, inventory and machinery and equipment. Kennedy Home Center is located at 41-45 Charleston Street in Wellsboro, Pennsylvania. Purchased in July 2009 by Darren and Shannon Kennedy, Kennedy Home Center (previously Patterson Home Center) has served the people of Tioga County and surrounding areas for over 80 years as a full service lumberyard and hardware store.

Kennedy Home Center has expanded their hours on weekdays and extended their weekend hours to accommodate customers. They also plan to develop expanded services for contractors and individuals who are looking to build a new home. "We are looking forward to many years of serving the Wellsboro Community. We are hoping to keep the profits from the construction industry in the local economy as our community continues to grow," says Shannon Kennedy Vice President/Secretary of Kennedy Home Center.

Along with financing from *TCEZ RLF*, Kennedy Home Center received loans from Citizens & Northern Bank, Small Business Administration and Northern Tier Regional Planning & Development Commission (NTRPDC). The NTRPDC Loan for \$100,000 was closed in conjunction with the *TCDC* Loan.



*Front:* Shannon Kennedy, Kennedy Home Center Vice President/Secretary & Madeline Kennedy. *Back:* L to R: Lillian Smith, TCDC Economic Development Coordinator; David A. Morgan Jr., Esquire, Morgan Law Offices; Darren Kennedy, Kennedy Home Center President; Paulette Potter, NTRPDC Loan Program Manager and Robert Blair, TCDC President/CEO.

**State Designates TCDC as Area Loan Organization**  
**TCDC Now Eligible to Perform Small Business First Loans & Continues PIDA Certification**

On November 4, 2009 the Pennsylvania Department of Community & Economic Development (DCED) designated the *Tioga County Development Corporation* as an Area Loan Organization (ALO) for Tioga County. This is effective immediately and will continue for the next three years. An ALO is eligible to make Small Business First (SBF) and First Industries Loans to for-profit businesses.



The ALO designation will expand the Tioga County Loan Program by allowing *TCDC* to apply for Small Business First loans to for-profit businesses in Tioga County. Loans can be up to \$200,000 or up to 50% of the total project cost at 3 % for up to 15 years depending on the project.

Presently, SBF loans can be secured through the Northern Tier Regional Planning & Development Commission (NTRPDC). Tioga County businesses can now apply through either of our organizations. In addition to the ALO designation, *TCDC*'s PIDA (Pennsylvania Industrial Development Authority) designation was extended until 2011. *TCDC* has been a designated PIDA Certified IDC since 1998. The PIDA Program has been in existence since 1956. It has been the hallmark for industrial development financing for over 50 years. Industries will be eligible for loans up to \$2,000,000 or 60% at 4% for up to 15 years. Presently, *TCDC*, Betterment Organization of Mansfield (BOOM) and Growth Resources of Wellsboro (GROW) are eligible to serve as PIDA agents through the end of 2009.

*TCDC* currently operates three (3) Revolving Loan Fund programs: **Tioga County Enterprise Zone** Industrial & Commercial Components; USDA Tioga County Revolving Loan Fund for small commercial businesses; and the future Wellsboro Central Business District Revolving Loan Fund for small loans to businesses in the Wellsboro Central Business District (CBD). As these loan programs are repaid, *TCDC*'s Loan Portfolio will continue to grow providing additional funds for area businesses.

If your business is planning an expansion or you are interested in starting a business, please contact Lillian Smith, Economic Development Coordinator, at 570.723.8232 or [tcdc3@ptd.net](mailto:tcdc3@ptd.net).

**Elite Therapy, PC Receives \$45,000 TCEZ RLF Loan**



(L to R) David Cummings, TCDC Chairman; Christopher Jones, Elite Therapy, PC President; Marc Riley, Elite Therapy, PC, Vice President and Robert J. Blair, TCDC President/CEO.

The *Tioga County Development Corporation (TCDC)* closed on a **Tioga County Enterprise Zone** Revolving Loan Fund loan on Tuesday, October 6, 2009, to Elite Therapy, PC in Mansfield, Pennsylvania. The \$45,000 loan will be utilized, along with financing from First Citizens National Bank, to assist in the expansion of the physical therapy business and the addition of a therapy pool. Christopher Jones, President of Elite Therapy, PC stated, "The use of an aquatic environment allows more patients to receive physical therapy and offers some health benefits that are not received with land based physical therapy. Currently Tioga County Residents need to drive to Painted Post, NY, Coudersport or Montoursville, PA to receive Aquatic Physical Therapy. Elite Therapy is proud to now offer this service within Tioga County, PA and is extremely thankful that the **TCEZ** RLF assisted us in moving forward to offer this program to our community."

Elite Therapy, PC was formed in November 2007 and is located in the Borough of Mansfield, Pennsylvania. The mission of Elite Therapy is to positively impact north central

Pennsylvania by delivering excellent and efficient physical therapy services, providing a progressive and dynamic workplace, and taking a leadership role in advancing health and wellness in our region. Elite Therapy is expanding to offer Aquatic Physical Therapy as part of its mission.

For more information, applications or assistance on the **TCEZ** RLF Program or other financial assistance, contact Lillian Smith, *TCDC* Economic Development Coordinator, at (570) 723-8232 or eMail to [tcdc3@ptd.net](mailto:tcdc3@ptd.net).

**For further information on Aquatic Therapy in Tioga County, please call Elite Therapy at (570) 662-1400**



## The Deane Center Receives Check for \$462,737

On Thursday, September 17, 2009, TCDC closed on an Anchor Building Loan through the **Tioga County Enterprise Zone** to the Deane Center for the Performing Arts located in Wellsboro Borough, Tioga County, Pennsylvania. The \$462,737.00 loan will be utilized to assist in renovations, furniture, machinery & equipment for Phase 1 of The Deane Center for the Performing Arts Complex, moving the project closer to completion.

The *Tioga County Development Corporation* received a \$500,000.00 grant from the Pennsylvania Department of Community & Economic Development (DCED) through the Main Street Program, Anchor Building Component. The Deane Center received \$32,263.00 in a Grant for architectural Fees earlier in the year and the loan is for \$462,737.00 toward the renovation and construction.

TCDC will administer a new Revolving Loan Fund for the Borough of Wellsboro's Central Business District in Tioga County from the proceeds from the loan. The *Wellsboro CBD/RLF* is a low interest loan program designed to financially assist for-profit small businesses in the Central Business District (CBD) of Wellsboro Borough. It is a private sector-driven program, compatible with public sector purposes and designed to increase the quantity and quality of available job opportunities in the borough. The purpose is to create a positive, business-friendly economic climate to stimulate industrial growth and expansion which will improve the overall economy of Wellsboro's CBD. To be eligible, for-profit businesses must be located within the designated Central Business District of the Borough of Wellsboro.

"We have the Wellsboro CBD RLF loan processing system in place and a local loan review committee established to process the loans once the payments begin to flow. It will be over 2 years before the first payments are due so it will be some time before we will be able to assist businesses in Wellsboro with this particular loan pool, although we do have other loans fund sources available that target these businesses," states Robert J. Blair, TCDC President/CEO. "TCDC is pleased to be able to assist in this region wide performing arts project and will continue to assist The Deane Center is securing funding," continued Blair.



(R TO L): Joan Hart, Vice President, Wellsboro Borough Council; Rudy Scharf, Wellsboro Borough Council; David E. Cummings, TCDC Chairman; Robert J. Blair, TCDC President/CEO; R. Lowell Coolidge, President, The Deane Center for the Performing Arts; Kate Black, Secretary, The Deane Center for the Performing Arts and Lillian Smith, TCDC Economic Development Coordinator.

## YLP Studies Health & Human Services



Pictured here are participants of the YLP Class of 2010 participating in the "Leadership Styles" Team Puzzle Building exercise.

On November 3, 2009 the *Tioga County Development Corporation Leadership Tioga County Youth Leadership Program* Class of 2009 studied Health & Human Services during Session 2 at St. Paul's Episcopal Church in Wellsboro. Students participated in various activities aimed at introducing them to the many Human Service and Healthcare Services available through the Tioga County Department of Human Services & Laurel Health System to area residents.

Students also explored career options available in the healthcare field. The Class of 2010 had the opportunity to view facilities like The Green Home, The Laurels, The Williams House & Occupational Health. The Session was sponsored by Laurel Health System.

Session 3: **Understanding Business & Economics** will be held at MedPlast in Westfield on December 9, 2009.



## Tioga County Health Career Awareness Day 2009



Students interested in Surgical Technology work on a demonstration by Liz Shively representing Penn College of Technology at the 2009 Health Career Fair.

The North Campus of Pennsylvania College of Technology in Wellsboro, PA was busy with activity on Tuesday, November 10, 2009. The North Campus was the site for Tioga County’s Annual Health Career Awareness Fair. The event, held in conjunction with Health Career Awareness Week in Pennsylvania, took place from 9AM to 11AM.

The purpose of the Health Fair is to inform students about the variety of careers in different healthcare fields. Over 30 Presenters and Health Care Professionals provided information and hands on activities for students from New Covenant Academy, Northern Tioga, Northern Potter, Southern Tioga and Wellsboro Area School Districts.

Throughout the day presenters helped nearly 120 9<sup>th</sup> & 10<sup>th</sup> grade students better understand the training needs and employment opportunities for the healthcare industry. Some professionals that were represented at the event include: various departments from Laurel Health System & Soldiers & Sailors Memorial Hospital, Chiropractic Care, Optometry, and Reflexology along with several Higher Education representatives. Health Career awareness Week was held November 9-13, 2009 throughout Pennsylvania.



## Ward Manufacturing LLC Contributes \$13,500 to EITC Program



(L to R): David E. Cummings, TCDC Chairman; Pete Guidi Jr. Ward Manufacturing LLC President/CEO and Robert J. Blair, TCDC President/CEO

On November 13, 2009, Ward Manufacturing LLC made a contribution of \$13,500 to help support the educational needs of our students through the Pennsylvania Educational Improvement Tax Credit Program (EITC). The check was presented to the *Tioga County Foundation*, the charitable arm of the *Tioga County Development Corporation* by Pete Guidi Jr., President and CEO of Ward Manufacturing LLC.

“On behalf of all the employees of Ward Manufacturing LLC, I am very pleased to be able to take advantage of the Pennsylvania EITC grant program and distribute these tax credits to the school systems within our community. By receiving these funds, many community school programs and functions are saved from cancellation and opportunities are provided which, for lack of regular funding, would most probably not be available to them at all. In today’s very difficult economic times, this is truly a win-win situation for everyone.” said Pete Guidi Jr., President and CEO of Ward Manufacturing LLC.

The funds are used to support local innovative career development educational programs for the public schools in Tioga County. The *Tioga County Foundation* is currently using these tax credit funds to support local career development and school to work efforts within our three (3) public districts.

**Other 2010 Contributors include:**  
 Citizens & Northern Bank \$6,000  
 First Citizens National Bank \$27,000  
 Northwest Savings Bank \$10,000



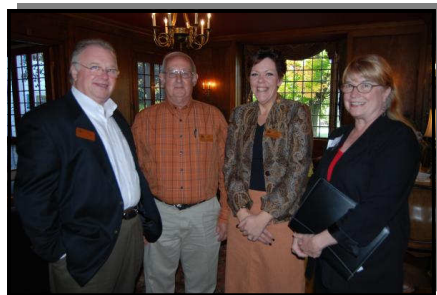
## TCDC's 2nd Annual Meet Our Member Mixer A Success

The *Tioga County Development Corporation* held our 2<sup>nd</sup> Annual Meet Our Member Mixer on Wednesday, September 16, 2009. The mixer, hosted by Seabrook House West, was a great success attracting over 60 Members and guests. "We were excited when Seabrook House West agreed to host our 2<sup>nd</sup> Annual TCDC Meet Our Member Mixer. We were not disappointed. Seabrook House West is a beautiful and peaceful setting. Seabrook has restored the former Eberle Mansion. Ed Diehl and his staff were gracious hosts and made our Mixer an overwhelming success. We are pleased with the direction our Meet Our Member Series is going and the overwhelming response from our attending Members and guests. Seabrook House, a Platinum Partner Member of the Corporation, has been very active in our events and we thank them for opening up their facility for the Mixer." said Robert J. Blair, TCDC President/CEO.

The 2<sup>nd</sup> Annual Meet Our Member Mixer served as an opportunity for TCDC Members to see first hand the valuable services provided by Seabrook House West to individuals and families, while mingling with fellow Members. The event also featured tours of the Seabrook House West Facility. Any TCDC Member interested in hosting the 3<sup>rd</sup> Annual Meet Our Mixer, please contact the TCDC Office at 570-723-8232.



*Ed Diehl, President, Seabrook House, address the crowd at TCDC's 2<sup>nd</sup> Annual Meet Our Member Mixer.*



## Community Leadership Program Class of 2010

The *Community Leadership Program Class* of 2010 is underway! Thirteen participants who either live or work in Tioga County will acquaint themselves with community needs and resources as they develop and enhance their leadership skills. Participants will have several opportunities to interact with one another and with other community leaders in Tioga County throughout the next seven months.

Members of the *CLP Class* of 2010 are: (from left to right) Robert Maidl, Soldiers & Sailors Memorial Hospital; Edgard Domenech, Mansfield University; Wendy Smith, Citizens & Northern Bank; Chrissi Copp, Citizens & Northern Bank; Natalie Kennedy, Tioga Publishing; Tracey Dukert, Mansfield University; Shelley McKelvey, Laurel Health System; Lori Deitrick, Laurel Health System; Amanda Blumling, First Citizens National Bank; Jenny Bowen, Concern; Andrew Harding, Larson Design Group; Kim Sexauer, Bradford-Tioga Head Start and Mike Jerzak, Partners In Progress.





## From The President

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During this past several months there has been considerable activity in our Loan Program. We have closed on three (3) loans which has assisted three area enterprises to grow and expand in Tioga County. Kennedy Home Center is a new business start up from a long traditional business in Wellsboro, Patterson's Home Center. In Mansfield, Elite Therapy is expanding their business with the addition of Aquatic Therapy. Our third loan was to The Deane Center For the Performing Arts to assist in the renovation of the former Davis Furniture Building into a Cultural Arts Center and much needed retail space in downtown Wellsboro. In November, a loan for a new business in Lawrence Township was approved . . . check out our next issue of *eNews Insider*.

In November, *TCDC* was notified by the Pennsylvania Industrial Development Authority (PIDA) that our PIDA Certification was renewed. PIDA is the premier industrial development program of the Commonwealth going back to 1956. This low interest loan program is available to industries in Tioga County expanding in building construction. Please contact us if you are expanding! We were also designated as an Area Loan Organization (ALO) by the Pennsylvania Department of Community & Economic Development. This will allow us to expand our Revolving Loan Programs. We have low interest funds available . . . we need businesses to apply!

One other area in which we have funds available is in our Education Improvement Tax Credit (EITC) Program. Thanks to the contributions from Citizens & Northern Bank, First Citizens National Bank, Northwest Savings Bank and Ward Manufacturing, LLC, the *Tioga County Foundation*, will again this year, be able to provide grants to our three public school districts in excess of \$36,000! If you are an area business who pays state taxes, you could be eligible to contribute to the EITC fund in Tioga County. Please contact us!

Our Board of Directors and our Staff continue to provide professional services to our business sector and our community through the delivery of our services. We cannot do this without your support through Memberships and your interest in our loan programs.

As we approach the end of another year, we wish you and yours a joyous Merry Christmas and Health, Peace and Prosperity for the New Year!

Robert J. Blair  
 President/Chief Executive Officer

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