

Quarterly  
NTRPDC  
update

OCTOBER 2017

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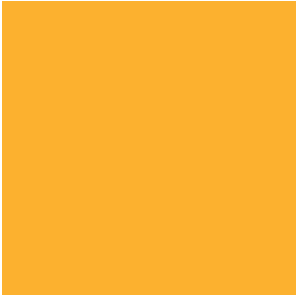


Photo: Robert J. Blair

# Building our Communities

What we do to assist the Northern Tier's counties and municipalities:

- Provide grant-writing services
- Coordinate economic development resources
- Facilitate regional transportation planning
- Provide technical and website assistance to municipalities
- Assist with community, economic, and transportation development projects
- Provide training to municipal employees

The following pages highlight upcoming events and what we've been working on this past fiscal quarter.





For more information on the State Transportation Commission and the transportation programming process, as well as in-depth survey results, visit [www.talkpatransportation.com](http://www.talkpatransportation.com).



NTRPDC's annual equipment show allows municipalities to evaluate equipment in person and speak with vendors.

## State Transportation Commission Representative Speaks at RTAC Meeting

NTRPDC welcomed State Transportation Commission (STC) Member Frank Paczewski to the August Rural Transportation Advisory Committee (RTAC) meeting. Paczewski is one of 15 members of the STC appointed by the Governor to evaluate Pennsylvania's transportation system and help develop the Twelve Year Transportation Program. At the August meeting, Paczewski discussed the 2019 Twelve Year Program (TYP), which identifies needed transportation improvements throughout the state and prioritizes them for completion.

As part of the public comment period for the TYP in Spring 2017, the public was surveyed and had the opportunity to participate in an online public meeting. As a result, more than 3,600 transportation concerns were mapped throughout Pennsylvania. Five transportation issues were identified in the Northern Tier region, including the need for better trailhead signage, bridge improvements, and roadway projects. Respondents from the Northern Tier cited road pavement and bridge improvement as the two biggest needs in the region.

This public input and other transportation asset information will help shape Pennsylvania's regional Transportation Improvement Programs (next four years of projects) and Twelve-Year Programs. The regional plans, including that submitted by NTRPDC, will be combined to form Pennsylvania's 2019 Statewide Twelve Year Program.

## Equipment Show Draws More Than 150 Attendees

NTRPDC's annual equipment show, held August 17 at Alparon Park, brought together municipal officials and equipment vendors to discuss the needs of Northern Tier municipalities. Vendors had the opportunity to showcase equipment and network with attendees, and municipal officials were able to evaluate equipment in person to make better purchasing decisions. The 2017 show drew 177 municipal attendees and 47 vendors.



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## LTAP Upcoming and Recent Training Classes

PennDOT's Local Technical Assistance Program (LTAP) held a Flagger Training in Athens Township on July 21, 2017, training 17 municipal employees on flagger training requirements mandated for all flaggers in Pennsylvania. Topics included flagging procedures, work zone set-up requirements, and traffic control devices. This training, in conjunction with passing an exam, allows municipal employees to serve as flaggers for road projects instead of the municipality having to hire that service.

The last 2017 LTAP course in the Northern Tier will be:

### **Roadside Safety Features**

November 17, 2017

8:00–3:00 p.m.

Tunkhannock Township Building

Course Description: Roadside Safety Features will provide information and resources for municipalities to understand the importance of roadside safety and to be able to determine the most appropriate countermeasures. This class is not a design class but will focus on practical applications of roadside safety concepts. For example, it will follow the common theme for roadside hazard identification and improvement: hazard removal, relocation, make breakaway, shield, and delineate. Therefore, it will cover low-cost improvements (pavement markings, delineators, chevrons) and higher-cost (barriers). Information on guiderail warrants, types, and end treatments will be presented.

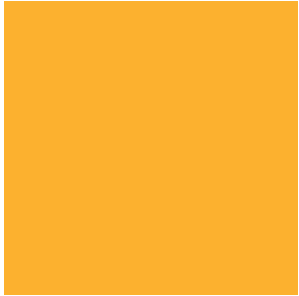
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## LTAP Invites Municipalities to Complete Survey on Training Needs

Municipal employees please take a short online survey to let PennDOT know the types of training classes that would most benefit your municipality: <https://www.surveymonkey.com/r/GF8N3BF>

Thank you for your help in shaping future course offerings.





## Building our Businesses

What we do to strengthen the Northern Tier's private sector:

- Guide businesses in exploring government contracting
- Facilitate business expansion into international markets
- Provide financing for local business development projects
- Provide website, technical assistance, and software training for small businesses
- Assist business development projects in utilizing state incentives and other business services
- Maintain a strong network of economic development partners to assist businesses

The following pages highlight upcoming events and what we've been working on this past fiscal quarter.





Authorized Trade Representatives visiting Pennsylvania in September 2017. They represented 51 countries as potential markets for Northern Tier goods and services.



A representative of Rocky Ridge Maple Farms, LLC (Middlebury Center, Tioga County) meets with an Authorized Trade Representative to explore opportunities for exporting maple syrup to the Middle East.

## Bring the World to PA

On September 15, 2017, area companies had the opportunity to meet one-on-one with Authorized Trade Representatives (ATRs) from 15 regions of the world, encompassing 51 countries in all. In the meetings, trade representatives discussed market opportunities, market research, and other services they provide to help Pennsylvania companies explore international markets for their goods and services. This annual event, organized by the Pennsylvania Department of Community and Economic Development and facilitated by Regional Export Networks (such as NTRPDC), is a great opportunity for Northern Tier companies to learn about international markets without having to travel beyond Pennsylvania.

## Upcoming Trade Mission to Vietnam and the Philippines

The Pennsylvania Department of Community and Economic Development's Office of International Business Development is planning a Southeast Asia trade mission April 9–13, 2018. This mission—to one of the most rapidly growing regions of the world—is open to all industries. It will promote commercial ties and encourage small- to medium-sized businesses to explore new trade opportunities. Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Southeast Asia. Companies that participate will have a business itinerary tailored to their company's specific needs. The general itinerary is as follows:

- Sunday, April 8: Arrive in Ho Chi Minh City, Vietnam
- April 9–10: Business meetings in Ho Chi Minh City
- April 11: Travel to Manila, Philippines
- April 12–13: Business meetings in Manila
- April 14: Depart for Pennsylvania

The registration fee of \$600 includes:

- Pre-arranged, one-on-one business appointments with prequalified business partners based on your criteria
- Detailed background information about each company provided in advance

- Logistical assistance
- Services of the Commonwealth's trade representative
- Follow-up assistance after the mission

Companies are responsible for their own travel and business-related expenses. The registration deadline is January 27, 2018. Please e-mail Cynthia Traore at [traore@northerntier.org](mailto:traore@northerntier.org) to request the registration form or with any questions.

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## Attention Municipalities, Businesses, and Non-Profits: Need assistance with SAM registrations? Free help is available!

The Northern Tier Procurement Technical Assistance Center (PTAC) provides free assistance with registrations for the System for Award Management (SAM). SAM registration is necessary to compete for grants, loans, and contracts with the federal government.

The official site for registration is [www.sam.gov](http://www.sam.gov). Registration on sam.gov, obtaining a Dun and Bradstreet number (a prerequisite for registration), and PTAC's services are all free if you have questions or require assistance with registrations.

Note that several of our local PTAC clients and non-profits have been contacted by consulting firms offering assistance with federal vendor registrations. These are for-profit enterprises that may charge hundreds of dollars. Do not pay for this service.

If you have any questions as you are exploring SAM registration on the Internet, are unsure of the legitimacy of what appears to be a government website, or are contacted by one of these consulting firms, please contact Laurie Lentz at [lentz@northerntier.org](mailto:lentz@northerntier.org) or call 570-265-1538 to schedule a one-on-one counseling session.

Registration on [sam.gov](http://sam.gov),  
obtaining a Dun and  
Bradstreet number, and  
PTAC's services are all **free**.



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## Two Loans Closed – Third Quarter 2017

A \$400,000 NTRPDC Pennsylvania Industrial Development Authority (PIDA) Loan to **Makin Bacon, LLC** (Granville Summit, Bradford County) was approved toward the construction of a \$1.38 million hog facility. Owners Gary and Darla Kelley currently own and operate a 57-cow dairy and will continue to run this business while constructing the hog facility. When completed, the new facility will create three full-time positions.

NTRPDC approved a \$100,000 NTRPDC Revolving Loan Fund (RLF) Loan to **Pepper Funeral Home** (Canton, Bradford County) for the addition of a crematory to their facility. This loan is part of a \$170,000 project that, upon completion, will create one full-time position and retain two full-time and two part-time positions.

### Loan Funds Available

The Business Financing Program currently has funds available for land and building acquisition, construction and renovation projects, as well as new or used machinery and equipment purchases. Loan interest rates are fixed for the term of the loan and are currently as low as 3.2 percent. There is no application fee, no annual servicing fee, and no prepayment penalties. There is a 1 percent commitment fee on the business upon approval of the loan. By providing financing for up to half of a total project, NTRPDC loan staff works with a business's bank to make deals happen. For more information contact Stacey Urban, NTRPDC Loan Program Manager, at 570-265-1510 or [urban@northerntier.org](mailto:urban@northerntier.org).

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## Rebuilding After the 2011 Flood: Where Are They Now?

In September 2011, Hurricane Irene and Tropical Storm Lee wrought destruction on much of the Northern Tier. Within three weeks of the flood, NTRPDC created the Disaster Recovery Loan Fund to provide financing to assist 20 businesses in rebuilding from the devastation.

As a result, all of these businesses successfully re-opened after the flood. Now six years later, where are some of these businesses now?

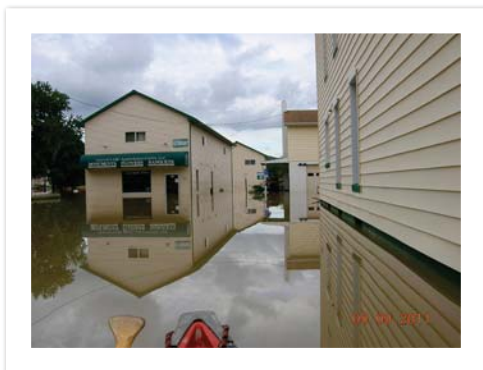




# Businesses

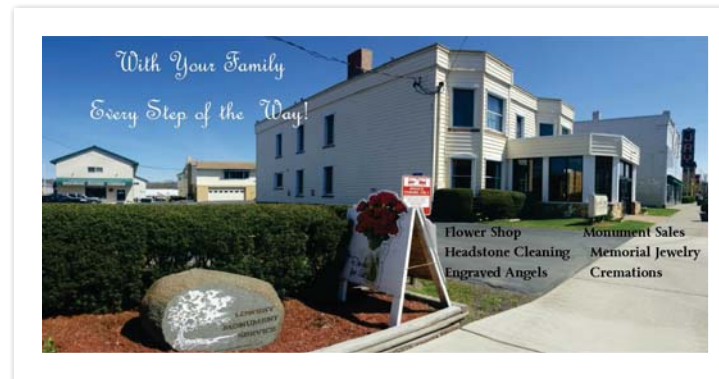


BEFORE: Floodwaters inundated Lowery's facilities, causing more than a million dollars in damage.



## Lowery's Life Appreciation Center, Monument Service and Funeral Home (Athens)

Lowery's Life Appreciation Center, Monument Service and Funeral Home suffered more than a million dollars in damages and losses during the 2011 flood. "We took in 7 feet of water to the first monument building with



AFTER: The business not only survived, but has been expanded.

3 to 5 feet of flooding through the rest of our businesses," says owner Sharon Lowery. "We are still very thankful to Northern Tier for the expedient outreach that helped so many... Your contribution to our community and to us directly was imperative to our 'moving forward' mindset to survive." Since the flood, they have added a building to their grounds and have introduced Lowery Crematory.

## Rolling Tire Shop (Athens)

"The flood of 2011 was the toughest challenge we have faced in almost 25 years of business," states Rolling Tire Shop owner Tod Horton. "If it weren't for the help of everyone involved, we would not have survived. NTRPDC offered us an interest-free loan to help with our expenses and this was a real blessing." While there was extra debt incurred as a result of the flood, Rolling Tire Shop has stated that their business is doing well.

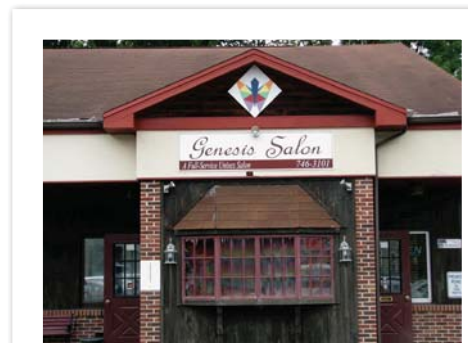
## Wyalusing Ace Hardware (Wyalusing)

Mark and Stephanie Woodruff have owned Wyalusing Ace Hardware for 15 years. When the floodwaters rose in 2011, they knew they had to do whatever they could to save their business. With 20 inches of water, the store lost equipment and a large percentage of inventory. "As recovery efforts began, the hardware store was the local hub for recovery...where all the volunteers came and then disbursed out into the community to assist with clean-up," says Mr. Woodruff. The NTRPDC loan, in conjunction with other assistance, helped the hardware store re-open just 10 weeks after the flood. The Woodruffs have rebuilt employment back up to where it was pre-flood and have reconfigured the layout and upgraded the look of their store.

# Businesses



BEFORE: At Genesis Salon, everything except the ceiling was flood-damaged.



AFTER: Genesis Salon was able to re-open within 11 weeks and is now thriving.

## Genesis Salon (Wyalusing)

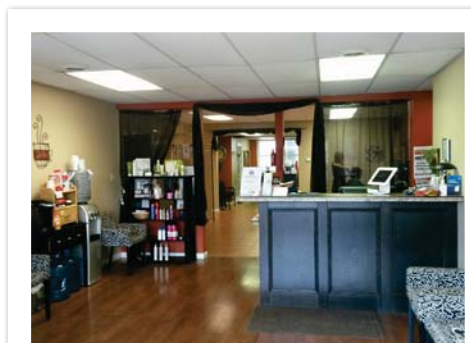
With 7½ feet of water damage in her salon, Peg Tyler says she didn't know what she was going to do. Everything except the ceiling was damaged and, being in business for 11 years, the salon was her livelihood. With a loan from NTRPDC, Genesis Salon was able to rebuild and reopen in 11 weeks. Tyler notes that they are so busy now that they don't need to advertise.

## Klip Joint Hair Salon (Athens)

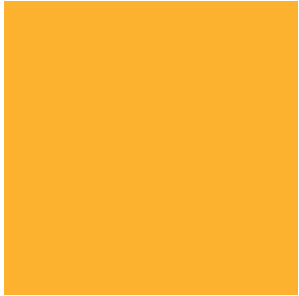
Klip Joint Hair Salon saw 5 feet of floodwater ruin their entire business in 2011. Nothing could be salvaged and they were forced to rebuild from the studs up. After searching for financing with no initial success, owner Mary Lister says she "stumbled across NTRPDC's Disaster Recovery Loan Program and definitely wanted to rebuild." With the loan from NTRPDC, the salon was able to re-open just six weeks after the flood. Since the flood, they have slowly built their clientele back up and have added massage and pedicure services.



BEFORE: At Klip Joint Hair Salon, nothing could be salvaged.



AFTER: Klip Joint re-opened six weeks after the flood and has since expanded its services.



## Building our Workforce

What we do to assist the Northern Tier's employers, workers, and students:

- Provide area employers with labor market information, job fairs, and prospective employees
- Provide local youth with employment and training programs
- Coordinate industry-specific training for incumbent workers
- Facilitate programs that assist qualifying unemployed, underemployed, or displaced workers find employment
- Provide information and assistance to employees affected by a layoff
- Administer workplace-defined skills assessment testing for job seekers
- Conduct career planning and outreach in area high schools

The following pages highlight upcoming events and what we've been working on this past fiscal quarter.



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## Fit4Work Re-engagement Project Expands to Tioga County

The Fit4Work Re-engagement Project, designed to assist individuals with barriers in gaining the skills and tools needed to be productive and successful in employment and their community, is expanding to Tioga County this fall.

The project, which focuses on individuals that have been or are in jeopardy of being incarcerated, has been operational in Bradford County since March 2017. To date, 118 incarcerated individuals have received pre-release services. These include an overview of services available through the PA CareerLink® and one-on-one sessions to provide assessments and develop strategies for obtaining work upon release.

Fit4Work classes focusing on foundational work readiness skills are available post-release and to anyone who faces multiple barriers to employment. Seventeen individuals have graduated from the Fit4Work class to date.

Pre-release activities have been scheduled to start in the Tioga County Prison in October 2017 with a Fit4Work class to start in December at the PA CareerLink® in Wellsboro.

This project is funded through a Strategic Innovation Grant awarded by the PA Department of Labor and Industry. For more information contact Melissa Fleming at [fleming@northerntier.org](mailto:fleming@northerntier.org).

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## Keystone College Awarded Funding for Science Department

Keystone College was awarded a \$100,000 grant from the Appalachian Regional Commission (ARC) to assist in purchasing lab equipment for the Sciences Department at the college. The funding is part of a \$213,000 project to upgrade equipment and curriculum that will assist in workforce development training for high-demand sciences, including the environmental sciences. Specifically, it will be used to upgrade science laboratory infrastructure and support curriculum development and applied study opportunities relative to the natural gas industry, watershed management, alternative energy, entrepreneurship, and all the science majors offered at Keystone College.

ARC is a regional economic development agency and a partnership of federal, state, and local governments. Multi-county local development districts, such as NTRPDC, provide the local participation and assist in preparing projects for ARC funding.



To be considered for ARC funding, potential project proposals are submitted to NTRPDC in the early spring each year. The NTRPDC Economic Development Advisory Committee reviews submitted projects before they are analyzed by the NTRPDC Executive Committee. Proposals that are accepted are sent to ARC state program staff for further discussion and examination for funding.

For more information, please contact Rachel Hauser, NTRPDC Economic Development Program Manager, at [hauser@northerntier.org](mailto:hauser@northerntier.org) or 570-265-1529.

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## NTRPDC and Wyoming County Chamber of Commerce Work to Bring Career Fair to Tunkhannock High School

NTRPDC is collaborating with the Wyoming County Chamber of Commerce to connect students with the region's employers at a career fair at Tunkhannock High School during the 2017-18 school year.

Leadership Wyoming is a program organized by the Wyoming County Chamber of Commerce and designed to strengthen the leadership and professional development skills of local business leaders. The program chooses a community project each year for its members to complete that will fulfill an outstanding need for the non-profit and/or address a core challenge.

NTRPDC proposed that the group organize a career fair at Tunkhannock High School—one of the 16 schools included in NTRPDC's Business-Education Partnership (BEP). NTRPDC will help fund the career fair and provide assistance to the group during the planning process.

Tunkhannock Area School District has recently gone through consolidation and implementation of a new career-based K-12 curriculum. Bringing a career fair to the school is a great way to connect students with area businesses so that they can learn about local jobs and career pathways by talking with employers firsthand.

To learn more about the career fair or to get involved please contact NTRPDC Workforce Program Manager Jody McCarty at [mccarty@northerntier.org](mailto:mccarty@northerntier.org).

