

Northwest

Your Source for Everything Northwest Commission!

NEWS

January

2018

Business Financing

The Northwest Commission Loan Review Committee approved financing for the following businesses:

- **Lake Tool, Inc.** of Venango County
- **Naesco, LLC d/b/a Fox's Pizza** of Venango County
- **Moody and Associates, Inc.** of Crawford County

The Northwest Commission provided the following financing:

- **Novosel LLC** of Lawrence County closed on a \$187,000 loan to purchase real estate and equipment. In addition, the company closed on \$50,000 for working capital. The company will retain 12 jobs and create another 8 positions as a result of this project.
- **Fame Manufacturing, Inc.** of Crawford County closed on a \$400,000 loan to purchase real estate. The company will retain 15 jobs.

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 and working capital. Loan interest rates are fixed for the term of the loan and are currently as low as 3.19%. For more information, contact Amanda Slider, Loan Program Manager, at (814) 677-4800 x115 or amandas@northwestpa.org.

Government Contracting (PTAC)

New Government Contracting Specialist Joins PTAC Program

In December, Robyn Young, PTAC Manager, announced the hiring of another Government Contracting Specialist to the PTAC, bringing the program back to a three-person staff. Kelly Weaver joined the program as of January 2, 2018. Kelly has been at the Northwest Commission since 2015, having previously held a position in the Commission's Fiscal Department.

Changes to PTAC Counselors' Assigned Counties

Effective January 2nd, 2018, the geographical areas assigned to the Northwest Commission Procurement Technical Assistance Center (PTAC) counselors have changed as the department transitioned to a three-person staff again.

Businesses in Erie and Warren counties will remain the same and be assisted by Government Contracting Manager Robyn Young who may be reached at (814) 677-4800 x130 or by email at robyny@northwestpa.org.

Those located in Clarion, Crawford and Lawrence counties will remain the same and be assisted by Government Contracting Specialist Melissa Becker who can be reached at melissab@northwestpa.org or (814) 677-4800 x124.

Kelly Weaver will be working with businesses located in Forest, Venango and Mercer counties. As Kelly is training in her new position, Robyn & Melissa will be working with her while assisting clients in these counties. Kelly's contact information is kellyw@northwestpa.org and (814) 677-4800 x108.

Proposal Preparation Training: 2-PART WEBINAR SERIES

Part I of this webinar will take place on February 21st and Part II will take place on February 23rd. Times will be announced at a later date.

Learn how to read a federal government solicitation and prepare a proposal in a way that is both compliant and competitive. This free 2-part course will provide you with the knowledge of understanding the components of solicitations used by the government, steps on preparing a request for proposal (RFP), making a bid/no bid decision and importance of past performance.

This webinar series is intended to be an introductory to intermediate level course. Presented by Robyn Young, Government Contracting Manager at the Northwest Commission PTAC. Sponsored by the Small Business Administration (SBA) Pittsburgh District Office.

Full details & registration information will be posted [here](#) at a later date.

WEBINAR: Intro to Government Contracting & PTAC

This webinar will take place on February 13th from 10:00 A.M. – 11:20 A.M. Co-sponsored by the Duquesne University Small Business Development Center (SBDC), this FREE webinar will provide an introduction to government contracting and cover the basics of doing business with government agencies, including registrations, regulations, certifications and other factors to consider when getting ready to enter this market.

PTAC staff will discuss aspects of federal, state and local government contracting including what and how government agencies buy, a 9-step approach to government contracting, and how the PTAC program provides free assistance to businesses pursuing the government marketplace.



To register, visit <https://nwpaptac.ecenterdirect.com/events> or email Melissa Becker at melissab@northwestpa.org.

SAVE THE DATE! Dynamic Networking for Small Business returns to Erie on June 27, 2018!

The event will run from 9:00 A.M. – 4:00 P.M. at the Ambassador Banquet and Conference Center in Erie, PA.

Dynamic Networking for Small Business (“DyNet”) is a day-long matchmaking & training event offering small businesses the opportunity to network directly with government agencies and large prime contractors.

This networking event makes a multitude of small business resources available to busy entrepreneurs all in one location and is an outstanding opportunity to encourage small business growth and success.

Stay tuned for more announcements in the coming weeks!

International Marketing

2017 – 2018 Global Access Program Updates

The Pennsylvania Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is administered by the Pennsylvania Office of International Business (OIBD) and provides up to \$5,000 per award period to qualifying Pennsylvania companies to reimburse 75% of eligible expenses associated with specific export promotion activities. The program is funded in part through a grant with the U.S. Small Business Administration.

The GAP funding officially became available November 13, 2017. As of January 9, 2018 – 5 companies from the Northwest region have been approved for GAP funding, totaling \$17,900.

Funds are limited and subject to availability. Once submitted, applications are reviewed by a panel that convenes weekly. Funding decisions are rendered on a first-come, first-served basis.

As a reminder, companies must submit their applications for consideration 45 days prior to the event. Once GAP funding is approved, the approved amount will be held for a company even if the event is taking place later in the year.

For more information and guidelines to the GAP, please [click here](#).

2018 Export Webinar Series

The Northwest Commission’s International Marketing program hosted the first of its Export Webinar Series on January 10th, 2018. The webinar was entitled, “Exporting to: Vietnam & the Philippines.” Mr. Sarath Kumar Menon, Pennsylvania’s Authorized Trade Representative ASEAN, Managing Director | Orissa International presented an overview of both markets and what companies could expect when exporting to Vietnam or the Philippines.

Thank you to all of those who attended this first webinar in the series. The webinar was attended by 27 individuals.

Please mark your calendars for the next two webinars in the Export Webinar Series:

- Exporting to: Israel & Jordan with Observations on Morocco – February 20th, 2018 – 9:00 am EST
- Exporting to: Canada – March 27th, 2018 – 9:00 am EST

The webinar series is free. More details including registration links will be available at a later date.

2018 Export Compliance Conference

Please mark your calendars for an Export Compliance Conference being offered in partnership with the Ohio Small Business Development Center at Youngstown State University. The conference will be a two-day event held April 25th – 26th, 2018 in Sharon, PA. Stay tuned for more details in the near future.

Transportation

Transportation Advisory Committee (TAC) 2018 Meeting Dates

The meeting dates for 2018 have been set by the Northwest TAC for 1:00 PM on March 27th, June 26th, September 25th and November 27th at the PennDOT District 1-0 office in Oil City. The public is encouraged to attend.

2018 LTAP Schedule with Brand New Classes

The Local Technical Assistance Program (LTAP) has announced the Spring classes for 2018. This schedule includes two brand new classes that have never been held in NWPA. They include:

- 2-08-18 | Conducting Sign Retroreflectivity Inspections | 8am-12pm | Hermitage
- 2-06-18 | Geosynthetics | 8am-12pm | Warren
- 3-01-18 | Curves on Local Roads: Issues & Safety Tools (NEW CLASS) | 8am-12pm | Erie, PA
- 3-13-18 | Posting & Bonding of Local Roads | 8am-12pm | Clarion, PA
- 3-29-18 | Equipment & Worker Safety | 8am-12pm | Erie, PA
- 4-03-18 | Workzone Temporary Traffic Control | 8am-12pm | Youngsville, PA
- 4-19-18 | Safe Driver | 8am-12pm | Hermitage, PA
- 5-04-18 | Traffic Safety Development Plan For Local Roads | 8am-3pm | Meadville, PA

- 5-17-18 | Engineering and Traffic Studies | 8am-3pm | Clarion, PA
- 5-24-18 | Stop Signs and Intersection Traffic Control (NEW CLASS) | 8am-12pm | Meadville, PA

As always, these classes are free of charge but pre-registration is required. To register, please contact Travis Siegel at traviss@northwestpa.org or by phone at 814.677.4800 x123.

Regional Planning

Regional Planners' Committee Meeting

The next meeting of the Regional Planners' is scheduled for 10:00 AM on Friday, January 19th, at the Northwest Commission office in Oil City. Pennsylvania Environmental Council's, Deb Frawley, will be demonstrating the "Go To Trails" website.

2018 DCNR C2P2 Application Round

The 2018 DCNR grant round will open on 1/22/18 and run to 4/11/18.

2017 DCNR Award Announcement

Governor Tom Wolf announced an investment of \$44 million for 266 projects across Pennsylvania that will create new recreational opportunities, conserve natural resources, and help revitalize local communities.

The following awards were received within the northwest region but were accidentally omitted in the December Newsletter:

Erie

- **Corry City, \$113,000**, Rehabilitation of Mead Park, Corry City, Crawford County. Work to include renovation of access road and parking areas; construction of 2 comfort stations and pedestrian walkways; installation of utilities; ADA access, landscaping, project sign and other related site improvements.
- **Erie City, \$120,000**, further development of McClelland Park, Erie City, Erie County. Work to include construction of pedestrian walkways and parking area; installation of play equipment with required safety surfacing, utilities, fencing and rain gardens; ADA access, landscaping, project sign and other related site improvements.
- **McKean Township, \$164,500**, Development of McKean Conservation Area trails, Erie County. Work to include construction of approximately 1.1 miles of trail, trailhead, picnic area and fishing platform; ADA access, landscaping, project sign, signage and other related site improvements.
- **North East Township, \$112,000**, Rehabilitation and further development of Gravel Pit Park, North East Township, Erie County. Work to include construction

of a pedestrian walkway and parking area; installation of play equipment with required safety surfacing and fencing; ADA access, landscaping, project sign and other related site improvements.

Venango

- **Oil Region Alliance of Business, Industry & Tourism, \$205,000**, Coordinate and fund heritage area initiatives including the 2018 mini-grant program; rehabilitation of the Downs Building interior staircases and second floor windows; develop preservation plans for up to six buildings throughout the region; and continued support of the Erie to Pittsburgh Trail Alliance.

Warren

- **Foundation for Sustainable Forests, \$725,000**, Payment toward the acquisition of approximately 292 acres located in Southwest Township, Warren County for watershed protection and passive recreation; and the protection of approximately 250 acres in Southwest and Eldred townships, Warren County in the form of a land donation.
- **Warren City, \$165,000**, Rehabilitation of Crescent Park, Warren City, Warren County. Work to include renovation of the comfort station; construction of pedestrian walkway and parking area; installation of utilities and park lighting; ADA access, landscaping, project sign and other related site improvements.
- **Western Pennsylvania Conservancy, \$50,000**, Restoration of Brokenstraw Creek, Brokenstraw, Pittsfield, Spring Creek, and Sugar Grove townships, and Youngsville Borough, Warren County. Work to include streambank stabilization; landscaping, project sign and other related site improvements.

Multiple County Impact

- **Pennsylvania Route 6 Alliance, \$200,000**, Coordinate and fund heritage area initiatives including continued coordination of the PA Wilds Façade improvement program; develop a wayfinding and hospitality service strategy for the master-planned section of BicyclePA Route Y; and implement the corridor marketing plan.



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