

Northwest

Your Source for Everything Northwest Commission!

NEWS

March

2018

Business Financing

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

- K & B – SLH LLC of Crawford County

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 Lisa Beach, Loan Closing Coordinator, at (814) 677-4800 x121 or lisab@northwestpa.org.

Government Contracting (PTAC)

Understanding OSHA Regulations & Recordkeeping Rules: *Presented by OSHA & Clarion University Small Business Development Center (SBDC)*

What would OSHA say if they reviewed your safety records today? Do you understand the language in the OSHA regulations? If these questions raise more questions of your own, join us for this seminar presented by OSHA representatives who will cover these topics and review the general duty clause.

This event will take place on March 20th from 8:30 a.m. - 12:30 p.m. at the Venango Campus of Clarion University, 1801 West First Street, Montgomery Hall, Room 101, Oil

City, PA 16301. Registration is \$10 per person. To register, please visit www.clarion.edu/sbdc/training or email sbdc@clarion.edu. __

“C3” Government Contracting Training & Networking Event: *Creating Opportunities, Connecting Resources, and Contracting Diversity*

The event will take place on May 3rd from 8:30 a.m. - 3:00 p.m. at the University of Pittsburgh, Alumni Hall, 4227 Fifth Ave., Pittsburgh, PA 15213.

This event, held last year as “DYNET Pittsburgh”, will provide opportunities to network with Federal, State and Local Government agencies, Prime Contractors, Universities, Support Organizations and other businesses both large & small. Attendees can connect with representatives throughout the day, attend training sessions, market their products & services, and get answers to their questions.

The Commission’s PTAC team will be attending as an area business resource, and Robyn Young, the NW Commission PTAC Manager, has been invited back again this year as one of the featured speakers. Robyn will lead a break-out session highlighting the Department of Defense (DoD) regulations pertaining to cybersecurity requirements for DoD contractors. This has been an issue of broad and current interest to prime contractors and subs alike, as the relatively newer regulations set a compliance deadline of December 31, 2017 and many businesses, large & small, are not fully aware of the requirements.

Information and registration for this event at <http://entrepreneur.pitt.edu/events/c3/>.

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Dynamic Networking for Small Business (DYNET – ERIE) is now being held on

August 23rd!

This event will take place on August 23, 2018 from 9:00 A.M. to 4:00 P.M. at the Ambassador Banquet & Conference Center in Erie. The year's event will feature a keynote address by the U.S. Navy's Office of Small Business Programs.

Online registration is now open! To register, please click [here](#).

International Marketing



EXPORT WEBINAR SERIES

A Monthly Webinar Series Hosted by the Northwest Commission

The Northwest Commission will be hosting the next webinar in its monthly series at providing an overview of the markets Pennsylvania's Authorized Trade Representatives serve throughout the world. The series continues with the third webinar covering the Canadian market. The webinar will be approximately 45 minutes, with 30 minutes of presentation followed by 15 minutes for Q&A for those in attendance. Ms. Nancy Ward, Pennsylvania's Authorized Trade Representative Canada | Director, Grow Trade Consulting, Inc. will be presenting for the webinar.

What to Expect from this Webinar

U.S. companies do not often realize the opportunities available to them in Canada, Pennsylvania's closest export market to the north. While the markets are similar in many respects Canada is still an international market with its own regulatory environment and market nuances. This webinar aims to:

- **Provide an overview of the Canadian landscape including geography, population, and important industry segments**
- **Discuss the Canadian economy and upcoming opportunities for infrastructure spending**
- **Review Pennsylvania's trade relationship with Canada including key sectors of trade and areas of growth**
- **Briefly discuss regulatory differences between the U.S. and Canada**
- **Discuss After Sales Services**
- **Provide an overview of key elements of online selling in Canada such as keys sites and legal considerations**
- **Provide a brief overview of doing business in Quebec & how it differs from the rest of Canada**

March 27, 2018 | 9:00am EST

This webinar will be held online via GoToMeeting

The webinar is free, however registration is required for tracking purposes.
Attendees will be sent a calendar invite with sign-in details.



To register for this webinar, please [click here](#).

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.

**As of March 9, 2018 –
14 applications from the Northwest region have been approved for GAP funding,
totaling \$40,431.50.**

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](#).

Export Controls under the International Traffic in Arms (ITAR) & the Export Administration Regulations (EAR) with a Focus on the Changes in 2018

April 25 & 26, 2018

Park Inn by Radisson Sharon | West Middlesex, PA

Export controls and compliance with the regulations has long been a complex issue for exporters. Determining agency jurisdiction and classification under the appropriate regulations is difficult and requires a comprehensive understanding of the regulations.

The classification and compliance process has only become more complex under various new regulations and interpretations. Non-compliance can be costly and even lead to loss of export privileges.

This program will help you identify what has changed and the steps necessary to be in full compliance. Through a review of the regulations as they currently exist and particular examples, the participant will gain an understanding of how to navigate the ITAR & EAR, properly classifying their exports and obtaining the necessary licensing and permission to export. They will learn about the new license procedures and other changes.

This program is designed to meet initial and recurring training requirements. Learn how to use compliance as a competitive advantage!

Who Should Attend:

- Anyone responsible for export compliance
- Logistics, Shipping, Purchasing Personnel
- International Trade Supervisors and Managers
- Engineering, Research & Development Personnel

This two-day training will be eligible for 10 CE credit hours through NASBITE. Certifications of Completion will be provided at the end of the program.

TEAM WORLDWIDE

Presenter for this conference is **Mr. Robert Imbriani** CGBP, Executive Vice President, International at Team Worldwide (Corporate). Mr. Imbriani is a recognized expert in the fields of export and import compliance, logistics, international business and finance. His articles have been published in various trade journals and he has provided expert testimony in legal actions. Mr. Imbriani also serves as an Adjunct Professor at Baruch College and Pace University in New York. His experience also includes training services for the U.S. Department of Commerce's Trade Information Center as well as training, compliance, and logistics projects worldwide.

Ohio and Pennsylvania companies are invited to participate in this event. Registration fee for this two day conference is **\$175 per person**, or a reduced fee of **\$150 per person** when two or more persons attend from one company. **Continental breakfast and hot lunch will be provided on both days.**

Participating Partners:



Evening Reception Sponsor:



PNC BANK

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Transportation

Transportation Advisory Committee March Meeting

The next meeting of the Northwest TAC is scheduled for 1:00 PM on March 27th at the PennDOT District 1-0 office in Oil City. The public is encouraged to attend. Anyone interested in being placed on the agenda or mailing list for the Transportation Committee meetings should contact Sue at sues@northwestpa.org or by phone at 814-677-4800 x131.

2019-2022 Draft TIP

A copy of the 2019-2022 Draft TIP project listing for both the Highway & Bridge and Transit projects may be viewed on the Northwest Commission's website by clicking [here](#).

Automated Red Light Enforcement (ARLE) Funding Announcement

Governor Tom Wolf announced that the Pennsylvania Department of Transportation (PennDOT) will distribute nearly \$11.5 million in ARLE funding to 35 municipalities statewide funding 41 safety projects. In the northwest region, Venango County's City of Franklin was awarded \$78,237 to upgrade a traffic signal structure on Liberty Street between the cross streets of 12th and 13th.

2018 Multimodal Transportation Fund (MTF) – Call for Application

PennDOT will open the next round of Multimodal Transportation Fund applications on February 26, 2018, with applications due on March 30, 2018. For more information about the program, including the application form, visit www.penndot.gov and click on Multimodal Transportation under the "Projects & Programs" button. MTF stabilizes funding for ports and rail freight, increases aviation investments, establishes dedicated funding for bicycle and pedestrian improvements, and allows targeted funding for priority investments in any mode.

Rail Capital Projects & Operating Assistance Grant Round Open

The US DOT Federal Railroad Administration announced that it is accepting applications for \$73 million in grant funding for projects that can strengthen intercity passenger rail, support capital projects and boot safety initiatives that may include the implementation of

positive train control, improved highway-rail grade crossings, and congestion mitigation. The notice of funding opportunity may be viewed [here](#).

Entire 2018 LTAP Schedule Available

The Local Technical Assistance Program is underway and the complete 2018 schedule has been finalized. Classes that will be held in Northwest PA include:

- 3-29-18 | Equipment & Worker Safety | 8am-12pm | Erie, PA
- 4-11-18 | Workzone Temporary Traffic Control | 8am-12pm | Youngsville, PA
- 4-12-18 | Full Depth Reclamation | 8am-12pm | Oil City, 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 | 8am-12pm | Meadville, PA
- 6-14-18 | Roadside Vegetation Control | 8am-3pm | Saegertown, PA
- 9-6-18 | Asphalt Roads: Common Maintenance Problems | 8am-12pm | Scandia, PA
- 9-27-18 | Salt & Snow Management | 8am-3pm | Meadville, PA
- 10-3-18 | Warm Mix Asphalt | 8am-12pm | Hermitage, PA
- 10-4-18 | Salt & Snow Management | 8am-3pm | Scandia, PA
- 11-2-18 | Project Overview: Monitor Quality by Asking the Right Questions | 8am-12pm | Clarion, PA
- 11-5-18 | Drainage: The Keys to Roads That Last | 8am-3pm | Meadville, PA
- 11-20-18 | Speed Limits & Speed Management | 8am-12pm | Clarion, PA
- 11-29-18 | Road Safety Audit | 8am-11pm | Erie, 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, March 16th, at the Northwest Commission office in Oil City.

2018 DCNR C2P2 Application Round

The 2018 DCNR grant round opened on 1/22/18 and will run to 4/11/18 at 4:00 PM. The Bureau of Recreation and Conservation provides technical and grant assistance for projects that help plan, acquire, and develop parks, recreation facilities, trails, and conserve critical conservation areas and watersheds. To learn more click [here](#).

Greenways, Trails Recreation Program Seeking Applicants

The Commonwealth Financing Authority is seeking grant applicants for its Greenways, Trails and Recreation program. Grants must not exceed \$250,000 and require a 15 percent match of the total project cost.

Act 13 establishes the Marcellus Legacy Fund and allocates funds for planning, acquisition, development, rehabilitation and repair of greenways, recreational trails, open space, parks and beautification projects.

Applications are being accepted through May 31st. Click [here](#) for more information & to apply.

Update to Statewide Bicycle and Pedestrian Master Plan

PennDOT announced that the updating of the Statewide Bicycle and Pedestrian Master Plan has begun and they are seeking public input to the plan through an [online survey](#).

Once completed, the Pennsylvania Bicycle and Pedestrian Master Plan will be a resource for Municipal Planning Organizations (MPOs), Regional Planning Organizations (RPOs), and municipalities throughout Pennsylvania, providing guidance to local governments on best practices for developing and implementing regional and local bicycle and pedestrian plans. The plan also will develop a set of goals, objectives and performance measures to guide PennDOT's efforts to support a complete multimodal network.



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