



Business Financing

The Northwest Commission Loan Review Committee closed a loan for the following business:

Area Tool & Manufacturing, Inc. of Crawford County closed on a \$179,000 loan to purchase machinery. The company will retain 10 jobs as a result of this project.

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, equipment purchases and working capital. Loan interest rates are fixed for the term of the loan and are currently as low as 3.75%. For more information contact Rebecca Beach, Loan Program Manager, at (814) 677-4800 x115 or by email at rebeccab@northwestpa.org.

Export

Bringing the World to PA – September 19th, 2018 – Time slots are filling up – Register now!

On Wednesday, September 19th in Erie, PA –Pennsylvania’s Authorized Trade Representatives will visit our region to meet with northwest PA companies to discuss exporting opportunities in their respective markets.

If you are a Pennsylvania exporter, Bringing the World to PA presents a unique and important opportunity to have individual, pre-scheduled meetings with Pennsylvania’s Authorized Trade

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Latest Tweets

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traviss@northwestpa.org

Representatives and gain valuable insights to guide you in your international business strategy.

The event will be held at the Ambassador Center, Garden Atrium at 7794 Peach Street, Erie, PA 16509. Appointments fill up quickly so take advantage of this unique opportunity and schedule your personal meetings now!

Bringing the World to PA (#BTW2PA) is an annual program organized in partnership with Pennsylvania's Department of Community and Economic Development's Office of International Business Development (OIBD) and your Regional Export Network (REN). The statewide tour presents an opportunity for Pennsylvania companies to meet one-on-one with Pennsylvania's Authorized Trade Representatives (ATRs) at a series of events held at 9 locations throughout the state.

To register for this event, please click [here](#). For more information, please contact Dorte Heffernan at (814) 677 – 4800 ext. 110 or by email at dorteh@northwestpa.org.

Finish Thompson, Inc. Experiences Immediate Sales in Belgium and Germany

Since its inception in 1951, Finish Thompson, Inc. located in Erie, PA, went from a designer and builder of custom decorating equipment to its current position as a growing supplier of fluid transfer pumps and recycling systems for the fluid handling and environmental markets.

This past June, employees of Finish Thompson visited Belgium and Germany on a market sales trip. Through the assistance of the Northwest Commission, Finish Thompson applied for and was granted GAP (Global Access Program) funding for their travels to these markets administered by the Pennsylvania Office of International Business Development (OIBD). The GAP grant program is funded in part through a grant with the U.S. Small Business Administration (SBA).

The company was met with successes from both markets during their time in country. In Belgium, they were able to visit with a customer for their UC Series sealless centrifugal mag-drive pump – and as a result were able to secure an immediate \$10,000 order with more orders anticipated in the future.

As for their visit to Germany, Finish Thompson exhibited their products at the SurfaceTechnology trade show in Stuttgart. They received multiple customer leads and already received an order for an FTI Air air-operated double diaphragm pump for their Germany subsidiary. Their German subsidiary ships goods produced in Erie to customers in Europe. In addition to exhibiting at the

SurfaceTechnology trade show, Finish Thompson attended theACHEMA 2018 trade show in Frankfurt. While there, they hosted a dinner for about twenty customers and European partners. They also participated in a number of distributor meetings while in country.

“The Northwest Commission has assisted Finish Thompson in securing grant money for our overseas sales and marketing efforts for a number of years. This year we used the funding to successfully exhibit our products in Germany and to make key visits to prospective customers in Belgium. In a globally competitive marketplace, the support of The Northwest Commission is another much-needed tool at our disposal,” Casey D. Bowes, CEO of Finish Thompson.

Just received an export order? – Now what?

Clients asked us to offer once more our export basics training program. This training is specifically designed for regional companies that are new-to-exporting, for company representatives that are in need of a refresher on the core basics, or for exporters looking to train new staff.

The training will take place October 17 in Mercer County and includes experts presenting on a collection of modules of your choosing, from Incoterms2010, Terms of Payment, Due Diligence, Export Documentation, HTS Classification, Basic Export Logistics, and more.

Stay tuned for additional details!

PTAC

“Dynamic Networking for Small Business” (DyNet) is Coming August 23

DyNet-Erie 2018 is just around the corner! As you’ve likely seen in our PTAC emails, announcements and posts, we’re excited to be bringing this government procurement fair back to our region with support of the U.S. Army Corps of Engineers, our corporate sponsors and economic development partners.

If you’ve not yet checked it out, be sure to visit our DyNet event webpage—

<https://nwpaptac.ecenterdirect.com/events/4266>—for details.

While you're there, register your business to attend and take advantage of the networking & training opportunities offered all in one day in one location! No fee to attend. *Pre-registration is preferred; the online registration system will close 8/17/18. Walk-ins will be welcome the day of the event.*

What to expect at DyNet-Erie 2018

A networking & business resource area with representatives from:

- **Federal, state & local agencies** – including USACE, Navy, VA, PennDOT, Erie Metro Transit Authority
- **Large gov prime contractors** – such as PJ Dick & Trumbull Corp., Bencor Global, Lord Corp., Ellwood National Forge
- **Business resource programs** – PTACs, SBDCs, PA CareerLink, SBA and more

A keynote address by the U.S. Navy's Office of Small Business Programs (OSBP):

- The Navy OSBP from Washington, D.C. will be discussing the agency's future shipbuilding plan and the need for a larger U.S. fleet

A line-up of government contracting training workshops being presented by subject matter experts:

- How to Do Business with NAVSUP
- DCAA presents Price Proposal Adequacy
- SBA's All Small Mentor-Protégé Program
- Top 10 Mistakes of Proposal Preparation
- Small Business Innovation Research (SBIR) program

Attendees can manage their own schedule, mixing training opportunities with networking; you may come and go as your schedule permits. Morning refreshments and lunch will be provided.

Continue to watch for announcements and updates by [visiting the event website](#) and following us on [Facebook](#) and [Twitter](#). ...And talk to our [PTAC Counselors](#) for help preparing for government contracting networking.

Economic Development

Regional Partners' Meeting

The next meeting of the Regional Partners' is scheduled for Friday, September 14th. Presentations will be made by Greater Oh-Penn Manufacturing Apprenticeship Network on the American Apprenticeship Initiative and by Northwest Commission on Cybersecurity. For more information, please contact Meghan Keely, Economic Development Manager, at meghank@northwest.pa.org.

Assistance to Coal Communities (ACC) Grant Opportunity

The U.S. Economic Development Administration (EDA) is accepting ACC 2018 grant proposals to assist communities severely impacted by the declining use of coal through activities and programs that support economic diversification, job creation, capital investment, workforce development and re-employment opportunities. Applications will be accepted on an ongoing basis until the publication of a new Economic Development Assistance Programs (EDAP) Notice of Funding Opportunity (NOFO). For more information, please visit <https://www.eda.gov/coal/>.

Transportation

Transportation Advisory Committee March Meeting

The next meeting of the Northwest TAC is scheduled for 1:00 PM on September 25th 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 Travis Siegel at traviss@northwestpa.org or by phone at 814-677-4800 x123.

2018-19 Rail Freight Grant Program Opens Application Period

PennDOT's Bureau of Rail Freight, Ports and Waterways is accepting applications for the 2018 Rail Transportation Assistance Program (RTAP) and the Rail Freight Assistance Program (RFAP). The application period will promptly close on Thursday, August 30th at 4:00pm.

Eligible applicants may apply for funding by visiting <https://www.dotgrants.state.pa.us/RailFreight/>. Please visit the Bureau's [website](#) for details on the grant programs and Bureau's policies. Questions on grant applications should be directed to Tom Stettler at tstettler@pa.gov 717.772.2637 or Steve Panko at stepanko@pa.gov 717.787.1202.

Program information can be found on the Bureau's [website](#) and application questions should be directed to Tom Stettler at tstettler@pa.gov (717-772-2637) or Steve Panko at stepanko@pa.gov (717-787-1202).

2018 LTAP Schedule Available

The Local Technical Assistance Program is underway and the Commission is looking for more attendees to make sure all classes are held. Sign up for a class near you today!

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-3pm | Erie, PA

12-11-18 | Signs & Safety Features for Bridges and Culverts | 8am - 12pm | Saegertown, 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' Meeting

The next meeting of the Regional Planners' is scheduled for Friday, September 21, 10:00 a.m. to noon, at the Northwest Commission office in Oil City. A presentation on the Department of Environment Protection's Capability Enhancement Program, Professional Engineering Services (PES) Program, and Outreach Assistance Program will be given by Paul Handke, Capability Enhancement Facilitator, DEP, Bureau of Safe Drinking Water. For more information, please contact Jennifer Feehan, Economic Development Coordinator, at jenniferf@northwest.pa.org.

Greenways Block Grant (GBG) Program funds Lake Erie Community Park West Trail

Due to the absence of stormwater controls, the West Trail leading down to the water's edge of Lake Erie within Girard Township's Lake Erie Community Park was very steep and in need of constant maintenance. With each rain event, non-point source pollution and

sediments would flow into the lake and deep erosion areas would form across the path causing hazardous traversing conditions for visitors, fishermen, and local emergency personnel. The need to improve the walking trail for everyone's safety was apparent along with the desire to institute stormwater best management practices so Girard Township submitted a project proposal to the GBG Program and was awarded a grant.



Before



After

Steep portions of the trail were graded back and sloped slightly to the inside, allowing stormwater to flow into the subsurface and surface drainage catch basin to be tubed to the toe of the bluff. The trail was also widened to allow better access for emergency personnel in the event of a water rescue and a GeoWeb contained aggregate system was applied and filled with limestone to provide a more stable and comfortable walking surface. Through the imperative partnerships mentioned above, this beautiful trail has been sustained for many years to come and the trek up and down is more safe and enjoyable for all so go check it out! Information about Lake Erie Community Park can be found here: <http://www.girardtownship.com/lake-erie-community-park>.

The GBG Program is coordinated through the Northwest Commission and serves to implement the Northwest PA Greenways Plan, accomplishing statewide goals and priorities on a regional level utilizing local capacity and is funded in part by the Department of Environmental Protection, the Department of Conservation and Natural Resources, and local entities.

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