



Business Financing

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

Meadville Plaza Lanes, 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 3.75%. For more information contact Rebecca Beach, Loan Program Manager, at (814)677-4800 x115 or rebeccab@northwestpa.org

Export

2017-2018 Global Access Program Updates

The Pennsylvania Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania

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traviss@northwespa.org

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 July 3, 2018, 23 applications from the Northwest region have been approved for GAP funding, totaling \$77,693.

PLEASE NOTE: *GAP funds for the Northwest REN are currently exhausted!*

BAUMA 2019 | April 8 – 14, 2019 | Munich, Germany

Through the coordination of the Office of International Business Development, our colleagues at the Southern Alleghenies Planning & Development Commission (SAP&DC) will be organizing the Bauma booth for the 5th exhibition year. Bauma is the World's Leading Trade Fair for Construction, Machinery, Building Material and Mining Machines, Construction Vehicles and Construction Equipment. Bauma gives exhibitors global market presence, allowing you to meet trade visitors and decision-makers from around the world. It provides a great opportunity to generate new business and tap international markets for your company.

Cost per booth (2.5m x 3.0m) is \$4,000. Registration deadline is July 30, 2018. For more information, please contact Tina Taylor at 814.949.6517 or by email at ttaylor@sapdc.org

Bringing the World to PA – September 19th, 2018

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 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 x110 or by email at dorteh@northwestpa.org.

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 17th 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

The Northwest Commission PTAC Program: Opening Doors to Government Contracting

The U.S. federal government, as well as state and local governments, purchase billions of dollars of goods and services each year, hundreds of millions of that is from small businesses. This, along with the vast opportunity for subcontracting work with government contractors, definitely makes for a market for small businesses to consider.

To effectively sell to the government, it's important to learn how the contracting process works, to determine if government contracting is the right fit for a business, and to make sure a business qualifies as a contractor. Not always an easy task. That's where PTACs come in.

In an effort to assist small businesses to get a piece of the government contracting pie, the Department of Defense created Procurement Technical Assistance Centers (PTACs) across the country. All PTACs have the same goal of working with businesses

to help them better understand and become competitive in the government market. PTACs offer one-on-one counseling as well as public training sessions; PTACs are able to offer these services at no, or minimal, charge.

The staff of the Northwest Commission PTAC regularly work with area business owners throughout Erie, Clarion, Crawford, Forest, Lawrence, Mercer, Venango & Warren counties to provide assistance. The group also partners with area business organizations and government agency representatives to offer workshops to the region's business community. These events cover a variety of government contracting topics, are usually free, and are open to anyone interested in attending.

The biggest event of the year for the Commission's PTAC is coming up August 23 in Erie. This procurement fair, known as **Dynamic Networking for Small Business (DYNET)**, is an opportunity for business attendees to network with federal and state agencies, attend training sessions and get information from various local business resources.

The event, presented with the support of the U.S. Small Business Administration and the Pittsburgh and Buffalo Districts of the U.S. Army Corps of Engineers will also feature a key note address from the U.S. Navy's Office of Small Business Programs. The Navy has announced their long range shipbuilding plan to increase the U.S. Fleet from 280 to 355 Battle Force ships in the next 30 years.

Anyone wishing to attend DYNET can register at the event website, <https://nwpaptac.ecenterdirect.com/events/4266>. A point of contact for the event is Ms. Robyn Young, PTAC Manager, (814)677-4800 ext. 130, robyny@northwestpa.org. PTAC strongly encourages businesses not familiar with the government market to contact them for guidance in preparing for events such as DYNET-ERIE. The group will be offering a series of "DYNET Prep Sessions" in July and August; check the NW Commission PTAC's upcoming events site (<https://nwpaptac.ecenterdirect.com/events>) for further details and registration.

Visit www.NorthwestPA.org/government-contracting for more information on the Northwest Commission's PTAC, including links to schedule of events, Request for Counseling form and contact information.

Economic Development

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.

SAVE THE DATE!



SAVE THE DATE!

Manufacturing Summit 2018

Growing the Petrochemical Industry in Western PA

Mark your Calendars!
September 11, 2018
Cross Creek Resort
3815 State Route 8,
Titusville, PA 16354

Speakers:
Joseph Minnette, Shell • Jerry James, Artex Oil Company (Shale Present USA) • Kevin Acklin, People Gas • Martha Moore, American Chemistry Council
Taylor Robinson, PLG Consulting (Logistics) • Office of Research Program Management, WVU • Supply Chain

Check www.nwpaoilandgashub.com for more information.

Presented by the Northwest Pennsylvania Oil and Gas Hub Taskforce
206 Seneca St., Oil City, PA 16301; 814-677-4427

2018-19 Engage! Grants Awarded in the Northwest Region



Eleven regional economic development entities have been awarded a grant for *Engage!* – a statewide program initiated by the PA Department of Community and Economic Development to support regular and proactive interactions with targeted companies to identify their needs and strategically connect them with viable resources, ensuring their challenges are minimized and their opportunities are capitalized.

Engage! provides the opportunity to express appreciation to local businesses on behalf of the region and the commonwealth for their contribution of goods, services, jobs retained, and jobs created. The overall goal of *Engage!* is to retain existing businesses in a community, helping them to grow and expand by building solid relationships with business owners or key decision makers and economic development partners and their representatives.

The economic development entities awarded the grant includes the following: Clarion County Economic Development Corporation,

Clarion University Small Business Development Center, Duquesne University Small Business Development Center, Economic Progress Alliance of Crawford County, Erie Regional Chamber and Growth Partnership, Forest County Community and Economic Development, Gannon University Small Business Development Center, Greenville Area Economic Development Corporation, Lawrence County Economic Development Corporation, Venango County Economic Development Authority, and Warren County Chamber of Business and Industry.

Transportation

TIP Approved

The 2019-2022 NW TIP was approved at the June TAC Meeting.

Transportation Advisory Committee 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.

Governor Wolf Announces Traffic Signal Improvements to Benefit 70 Municipalities Statewide

Governor Tom Wolf announced that 70 municipalities will receive more than \$31 million to support traffic signal upgrades, increasing safety and mobility across Pennsylvania's communities.

"This is the fourth round of funding disbursed to support increased safety and mobility across more Pennsylvania towns," Governor Wolf said. "The Green Light-Go program addresses mechanisms that if not functioning properly can aggravate congestion and impede traffic flow."

Funded through the Pennsylvania Department of Transportation's "Green Light-Go" program, grants are provided as reimbursement to municipalities for updates to improve the efficiency and operation of existing traffic signals. Grant funding through the Green Light - Go Program may be utilized for a range of operational improvements including, but not limited to: light-emitting diode (LED) technology instillation, traffic signal retiming, developing special event plans and monitoring traffic signals, as well as upgrading traffic signals to the latest technologies.

Following is a list of funding recipients in the Northwest Region, the amount of state funding, and a brief description of the projects:

Erie County:

- Albion Borough -- \$223,055 to replace the traffic signal at State Street (U.S. Route 6N) and Main Street (State Route 18).
- Erie County -- \$255,688 for complete modernization of the traffic signal at East 10th Street and Holland Avenue in the City of Erie.
- Union City -- \$120,000 for corridor improvements to three traffic signals along Main Street (U.S. Route 6) including countdown pedestrian signals and LED replacement.

Mercer County:

- Hermitage City -- \$204,640 to upgrade the intersection of Keel Ridge Road & East State Street including new signal heads, mast arms, controller assembly, wiring, and radar detection.
- Sharon City -- \$316,061 to complete modernization of a traffic signal at South Sharpsville Avenue, East Connelly Boulevard (U.S. Route 62), and Shenango Valley Freeway.

Venango County:

- Sandy Creek Township -- \$155,472 for the modernization of a traffic signal at Pittsburgh Road (State Route 8) and Pone Lane (SR 3021), including new poles, controller, and a southbound left-turn phase.

A complete list of recipients, project descriptions, and the amount of state investment is also available at www.penndot.gov on the "Traffic Signals, Management" page under "Travel In PA".

LTAP Classes in Northwest PA

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-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

The next meeting of the Regional Planners' is scheduled for 10:00 A.M. on Friday, July 20th, at the Northwest Commission office in Oil City.

Greenways Block Grant funds Marienville Area Library Rain Garden



Photo courtesy of Melanie Williams DEP



Photo courtesy of Jackie McLaughlin

Department of Environmental Protection Secretary Patrick McDonnell joined the Friends of the Marienville Area Library, the Western Pennsylvania Conservancy, and the Northwest Commission on June 8th to celebrate the Marienville Area Library's newly established rain garden and the dynamic collaboration of local, regional, and state partnerships involved. The project received a grant through the Greenways Block Grant (GBG) Program that is funded in part by the Department of Environmental Protection, the Department of Conservation and Natural Resources, and local entities.

The GBG Program serves to implement the Northwest PA Greenways Plan, accomplishing statewide goals and priorities on a regional level utilizing local capacity. This mini-grant program is open to the Northwest eight-county region and provides a funding opportunity at the local level for implementing smaller scoped projects with agility and purpose. The Marienville Area Library's beautiful and viable rain garden proves to be a sustainable solution to manage storm water runoff while it's enjoyed by residents, visitors, and especially pollinators.

Development Commission!



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This email is intended for katelyned@northwestpa.org.
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