



Business Financing

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

Area Tool & Manufacturing, Inc. 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, 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 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 June 4, 2018 –
24 applications from the Northwest region have been approved for GAP funding, totaling \$72,693.**

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please contact:**

traviss@northwespa.org

Export Financing Webinar

Please join us for a webinar presented by the **Export-Import Bank of the United States (Ex-Im Bank)** and the **U.S. Small Business Administration (SBA)**.

This webinar is designed to provide small business exporters with a better understanding of the trade finance tools available to compete in the global marketplace and to increase sales. It will also provide an opportunity for small business exporters to learn the benefits of these financing programs as well as reducing the overall risk of exporting.

We will discuss how your business can access capital to finance your export sales, finance your buyers abroad and reduce risk with export credit insurance. Given the present trends in our economy, it is of critical importance that adequate trade financing is made available to small and medium sized businesses.

Ex-Im Bank (www.exim.gov) and the SBA (www.sba.gov/oit) are committed to supporting small business exporters by providing credit enhancements and insurance to enable them to win more export sales, including:

**Export working capital • Standby letters of credit
Export credit insurance • Export marketing costs
Debt refinance • Equipment finance • Real Estate**

June 28th, 2018

**9:00 – 10:00 am EST
via Go To Meeting**

Presenters

Regina Gordon

Deputy Managing Director,
Export-Import Bank of the United States

Patrick Hayes

Acting Director,
International Trade Finance
U.S. Small Business Administration

Save the Date! Bringing the World to PA – September 19th, 2018

On Wednesday, September 19th in Erie, PA – 14 of Pennsylvania's 15 Authorized Trade Representatives that cover 52 countries around the world will visit our region to meet with northwest PA companies to discuss exporting opportunities in their respective markets.

The flyer features the Northwest Commission logo and the Pennsylvania Department of Community and Economic Development logo. The main title is 'Bringing the World to PA'. Below the title, it states: 'On September 19th, 14 of Pennsylvania's 15 Authorized Trade Representatives, covering 52 countries around the world, will visit Erie to meet with northwest PA regional companies and discuss export opportunities in their respective markets.' It also includes the date 'Wednesday September 19, 2018' and the location 'Ambassador Center Garden Atrium 7794 Peach Street, Erie, PA 16509'. A call to action says 'Take advantage of the opportunity and schedule your personal meetings early as appointments fill up quickly!'. At the bottom, there is a small image of a sailboat on a lake.

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 ext. 110 or by email at dorteh@northwestpa.org.

PTAC



You need a good head on your shoulders if you're going to do business with government. PTAC advisors have that covered. If you need a hand, we've got that, too!

REMEMBER: The Commission's PTAC is here, offering free guidance & assistance, whenever you need a hand navigating the government contracting market.

Here's what our PTAC clients are saying:

"...good group of folks that do everything they can to help"

"Very pleased with all the information they provide us with."

"NW Comm. and PTAC are always at our service when called upon."

Learn about the Commission's PTAC program at www.northwestpa.org/government-contracting.

System for Award Management (SAM) News & Updates

In the past weeks, there have been important changes and new updates

regarding the registration and account renewal procedures for the System for Award Management (SAM). The Commission's PTAC has been working to keep our clients aware of these changes and are here to help with SAM needs. If not familiar with SAM, it is an online registration system for all businesses wishing to bid on, or perform on, work for any federal agency or buying office.

The latest update to the SAM system was just announced on June 11. Important to note is that login procedures for the site will change as of June 29. It is vital for any business registered in SAM, as well as any business interested in becoming a federal contractor that will be needing to register in SAM, to be aware of these changes. We've posted alerts on the Commission's [Facebook](#) & [Twitter](#) accounts, and more information can be found at [GSA's SAM Updates page](#). And be sure to contact the PTAC staff for SAM help.

NOTE: Registration & renewal in SAM is always free; be sure to go to the correct website--www.sam.gov—when completing new registrations, updates or renewals.

DYNET Prep Sessions For Dynamic Networking for Small Business (DYNET-ERIE)

Session Dates June-August:

In the weeks leading to DYNET-ERIE (to be held Aug. 23), the PTAC staff will present free in-person workshops and one webinar session to help attendees prepare and plan for this government procurement fair. We will be discussing general government contracting information as well as tips & tools to effectively market to, and network with, government buyers. The in-person sessions will complement a webinar highlighting how to develop a strong Capabilities Statement, a key marketing piece in connecting with potential customers.

The following dates & locations have been scheduled for the in-person workshops: June 27 - Sharon; July 18 - Clarion; August 8 - Warren. The webinar will be held July 25 online.

There is NO FEE to register. Information & registration for all prep sessions will be posted at <https://nwpaptac.ecenterdirect.com/events> or email melissab@northwestpa.org.

Economic Development

Regional Partners' Meeting

The next meeting of the Regional Partners' is scheduled for 11:00 A.M. on Friday, September 14th, at the Franklin Area Industrial Development Authority office in Franklin. For more information, please contact Meghan Keely, Economic Development Manager, at meghank@northwest.pa.org.

2018-19 Engage! Grants Awarded in the Northwest Region



Eleven regional economic development entities have been awarded a grant

for *Engage!* – a statewide business retention and expansion (BRE) program initiated by the PA Department of Community and Economic Development designed to regularly and proactively interact with targeted companies. *Engage!* is intended to identify their needs and strategically connect them with viable resources to ensure 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 and to help them 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

Transportation Advisory Committee March Meeting

The next meeting of the Northwest TAC is scheduled for 1:00 PM on June 26th 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. The 2019 Draft TIP will be on the agenda for approval.

Entire 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-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

Pennsylvania US Bicycle Routes

PennDOT has recently approved two additional US Bicycle Routes in Pennsylvania.

U.S. Bicycle Route 30 extends 46 miles along the shore of Lake Erie, from Ohio to New York, and is locally known as BicyclePA Route Z. Cyclists along USBR 30 will enjoy sandy beaches, historic lighthouses, ecological diversity – and the 3,200 acre National Landmark, Presque Isle State Park, which is ranked as the #1 Freshwater Beach in North America.

U.S. Bicycle Route 36, extends 398 miles across the center of Pennsylvania, from Ohio to New York, and is locally known as BicyclePA Route Y. USBR 36 follows much of U.S. Route 6, which was one of the first highways used to move natural resources, people, and products across the country. As such, the route showcases U.S. industrial history, including the first underground mine, the first steam locomotive, and the first lighthouse on the Great Lakes. Cyclists along USBR 36 will also experience the Allegheny National Forest, Lake Erie, and the Pennsylvania Grand Canyon.

A map of the United States Bicycle Route System can be found [here](#).

DEP Announces Funding Round

The 2018 Round of the Growing Greener Plus Grant Programs will be open from May 14, 2018 until July 13, 2018. Eligible applicants can apply [here](#).

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