



Business Financing

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

- Precision Profiles, LLC of Crawford County
- Shining Light Hospitality, Inc. of Erie County

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

- Meadville Plaza Lanes, LLC of Crawford County closed on a \$400,000 loan to purchase the real estate and existing business of a bowling alley. The company will retain 5 jobs and create another 3 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 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

Thailand, Vietnam seek products from Ohio, Pennsylvania businesses

Businesses have a unique opportunity to market their products and services in Thailand and Vietnam through a joint Ohio-

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Mitchello@northwestpa.org

Pennsylvania trade mission scheduled for March 2019.

Trade with both countries has been on the rise in recent years. The United States increased exports to Vietnam by 43.2 percent in 2016, and Thailand has become the ninth-largest U.S. export destination among Asian countries.

Vietnam and Thailand are strategically important markets, having reached \$5.4 billion worth of trade in 2017 within the Ohio-Pennsylvania region. The entire Association of Southeast Asian Nations market is the seventh-largest in the world, correlating to a gross domestic product of \$2.46 trillion, according to the World Bank's 2015 indicators.

The trade mission to Bangkok, Thailand, and Ho Chi Minh City, Vietnam, intends to build upon such success by connecting companies from Ohio and Pennsylvania with one-on-one business matchmaking in both countries. Personalized market research will be conducted for each participant to guarantee productive business meetings.

The Ohio-Pennsylvania Stateline Export Initiative is organizing the trade mission, which is funded by the Ohio Development Services Agency and the Pennsylvania Department of Community and Economic Development Office of International Business. The mission will be led by Mousa Kassis, Director of the Ohio Small Business Development Center Export Assistance Network at Youngstown State University, and Dorte Heffernan, International Trade Manager with the Northwest Commission in Pennsylvania.

"Building global relationships is crucial to strengthening our regional economy and connecting our students to the international community," Youngstown State University President Jim Tressel said about the upcoming trade mission. "It's important that YSU plays a significant role in developing and promoting such activities across the university and the community."

The trade mission will take place from March 22 to March 30, 2019, and the deadline for enrollment is January 11. Registration will be competitive as space is limited. If your company is interested in the trade mission and would like to learn more:

Ohio companies may contact Mousa Kassis at mhkassis@ysu.edu. Pennsylvania companies may contact Dorte Heffernan at dorteh@northwestpa.org.

Please click [here](#) for the mission flyer and [here](#) for the PA registration form.

The Ohio-Pennsylvania Stateline Export Initiative is comprised of a 10-county service area that shares similar industrial-sector characteristics. Ohio counties include Ashtabula, Trumbull, Mahoning and Columbiana. Pennsylvania counties include Erie,

Crawford, Mercer, Lawrence, Beaver and Butler. The goal of the export initiative is to foster a globally affluent ecosystem by increasing the number of exporting companies that share similar industries and traded clusters across the state line, resulting in increased employment and wages.

Just received an **export** order? Now What?

Join us for an exporting basics one-day training to be held on October 17th, 2018! We've had requests to offer once more our export basics training program so we are doing just that. This one-day training is specifically designed for regional companies that are new to exporting, company representatives that are in need of a refresher on the basics, or exporters looking to train new staff members.

The event features a group of experts presenting on a collection of modules of your choosing: Incoterms 2010, Terms of Payment, Due Diligence, Export Documentation, HTS Classification, Basic Export Logistics, and more. The training will include a schedule of two options per time slot for attendees to choose from, a lunch presentation, as well as a few repeat modules in the afternoon for those that did not have the chance to attend select sessions during the morning portion.



Wednesday
October 17, 2018

8:00 A.M - 3:30 P.M.
\$60 per attendee

The Park Inn by Radisson
3377 New Castle Road
West Middlesex, PA 16159

For more information or to register please contact **Hilary Bienio**
at hilaryb@northwestpa.org



To register for the export training on October 17, 2018 see this link. <https://www.surveymonkey.com/r/exportorder>.

Continued Success at FIBO Trade Show for PRIME Fitness

PRIME Fitness, a division of Specialty Fitness Systems based in Franklin, PA applied for and was granted Global Access Program (GAP) funding to attend the FIBO trade show in Cologne, Germany. The GAP funding is administered by the DCED's Office of International Business Development (OIBD) and is funded in part through a grant with the U.S. Small Business Administration.

FIBO (which stands for the current fitness boom the entire industry is experiencing) is the world's largest show for fitness, wellness, and health. Todd Prichard, the Director of Marketing at PRIME Fitness shares below the continued success attending FIBO has achieved for this division of Specialty Fitness Systems.



"Due to our patented Variable Resistance SmartStrength™ Technology, featured on each piece of PRIME equipment, the "feel factor" that shows like FIBO provide is crucial to growing our business. 2018 was our third consecutive year exhibiting at the FIBO Show in Cologne, Germany. With each year we have exhibited, we have seen an increase in traffic to our booth, brand recognition, and post show sales leads. FIBO also provides us the perfect venue to connect with dealer partners from around the world as we continue to build and strengthen our global distribution. We've already booked our booth for 2019 and look forward to another great year at FIBO. Currently, PRIME equipment can be found in over 25 countries around the world. As our business continues to grow globally, our relationship with Northwest Commission becomes increasingly critical to our business. Their input and guidance provides the clarity required to make informed decisions surrounding all facets of international logistics. To learn more about PRIME Fitness, a

division of Specialty Fitness Systems, please visit their website:
<https://primefitnessusa.com/>

PTAC

Dynamic Networking for Small Business – “DYNET-Erie” Held Aug. 23

On August 23, the Northwest Commission PTAC -- with support of the Pittsburgh & Buffalo Districts of US Army Corps of Engineers, our corporate sponsors & business resource partners – held the 5th Dynamic Networking for Small Business (DYNET) event in Erie. We are very proud to bring this government contracting procurement conference and its opportunities for networking and training back to our region and to businesses in and around our area.



This year’s event was held at the Courtyard Erie Ambassador Conference Center. Over 130 attendees participated in the event, representing small businesses working in or exploring the government market, government agency representatives, government prime contractors and business resource exhibitors.



Featured during the event was a keynote address by the Deputy Director of the U.S. Navy’s Office of Small Business Programs, Ms. Arveice M. Washington. Washington spoke to the group about the

mission and needs of the U.S. Navy including the plans to grow the U.S. Naval fleet over the next 3 years. This massive Navy procurement will open opportunities for large and small businesses in prime and subcontracting.

In addition to the dynamic networking offered during the conference, several workshops were presented by subject matter experts covering the topics of proposal development, doing business with Naval Supply Systems Command, the SBA All Small Mentor-Protégé Program, and the federal Small Business Innovation Research (SBIR) program.

- “
- *There were several prime contractors that showed up for this event. It always helps to have a contact within these facilities to speak with when looking for subcontracting opportunities.*
 - *I did make a lot of contacts and introduced myself to as many people as I could.*
 - *I met several key contacts for prime contractors within our area.*
 - *I did enjoy meeting new people...and re-acquainting myself with the Economic Development agencies' representatives...*
 - *This event was excellent.*
- ”

Many thanks to our supporting agencies & business resource partners, corporate sponsors Trumbull Corp. & Bencor Inc., and all attendees, exhibitors, speakers and presenters for their time and efforts in making the event a success.

Look for announcements & save-the-dates in 2019 for the next DYNET-Erie!

Upcoming Networking Opportunity: GACO's 31st Annual Procurement Opportunities Fair

If you missed out on DYNET-Erie last month, on October 23 our neighboring PTACs at California University of PA and Slippery Rock University will be hosting their annual Procurement Opportunities Fair in Monroeville, PA.

Government Agency Coordination Office (GACO) holds this government contracting event each year to offer small businesses the opportunity to meet with purchasing representatives from various Federal and State governments and also connect with large prime contractors exhibiting at the procurement fair.

Visit the [GACO Events webpage](#) for details, fees and registration. They will post an agenda, exhibitors list and workshop schedule prior to the event date. Small businesses may register to attend the networking & training sessions and also have the option of purchasing booth space. Questions about the event can be sent to julian@calu.edu.

The Northwest Commission PTAC encourages our clients to attend this special event. We are happy to assist businesses in preparing -- including development of a Capabilities Statement -- for this or other networking events. Contact us at nwpaptac@northwestpa.org, 814-677-4800.

PTAC Calendar of Events

Watch for PTAC notices and event announcements for upcoming government contracting events, and check out our PTAC event list at <http://nwpaptac.ecenterdirect.com/events> where we'll post training workshops and events as they are scheduled.

If there's a specific topic you'd like to see on our 2019 workshop schedule, let us know! We welcome comments/suggestions from our clients and area small businesses as well as business resource partners who hear the needs of their business community. Email your suggestions to us at nwpaptac@northwestpa.org.

Economic Development

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 (TAC) 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.

Wolf Administration Announces Second Phase of Innovative Process to Fix Pipes, Save Costs

The Wolf Administration today announced the next phase of a Pennsylvania Department of Transportation (PennDOT) initiative to rehabilitate aging and deteriorating corrugated metal pipes that

carry streams under roads in the northwestern region of the state.

Five pipes in Crawford County and Venango County will receive shotcrete lining, a process that essentially sprays concrete at high velocity using compressed air, a hose, and nozzle. The concrete lining is expected to extend the service life of each pipe by an estimated 50 years.

The process also represents a significant cost savings versus replacing the pipes. PennDOT estimates it would cost in roughly \$250,000 to \$400,000 each to replace the region's deteriorating corrugated metal pipes.

The total bid awarded to do the shotcrete treatment on the current group of five pipes is approximately \$45,000 a pipe, which is an estimated cost savings in the \$1 million to \$1.75 million range.

PennDOT District 1 launched the program last year, rehabilitating seven pipes in Crawford and Mercer counties.

There are 188 of the large, corrugated metal pipes located on state roads throughout District 1's service area of Crawford, Erie, Forest, Mercer, Venango and Warren counties. Of those, 95 have been identified as possible candidates for the shotcrete treatment. The large corrugated metal pipes on which PennDOT plans to use the process are at least eight feet long and generally eight to 20 feet high.

Through the current phase of the project, five pipes will be treated with the shotcrete process, four in Crawford County and one in Venango County. Those pipes include:

Crawford County

- Route 3013 in Spring Township;
- Route 4011 (Little Cooley Road) in Steuben Township, two piped;
- Route 4009 (Thurston Road) in Meadville

Venango County

- Route 3026 (Georgetown Road) in Frenchcreek Township.

Work on the pipes is expected to start September 10, 2018 on the Georgetown Road in Venango County. The anticipated completion date is October 12, 2018. The contractor is GeoBuild LLC of Pittsburgh. The contract cost is \$225,927, which is to be paid entirely with state funds. This project is made possible by Act 89, Pennsylvania's transportation funding plan.

New LTAP Supervisor

Mitchell Obenrader has joined the Northwest Commission team as the Marketing Project Specialist. In this new roll Mitch will be overseeing the LTAP program. If you have any questions or concerns regarding LTAP, contact Mitch via:

Phone: (814) 677-4800 x131

Email: mitchello@northwestpa.org

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!

9-27-18 | 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 Mitchell Obenrader at mitchello@northwestpa.org or by phone at 814.677.4800 x131.

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

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