



"MAKE THE CLARION CALL"

Vol. 24, February 2010

Clarion County Economic Development Corporation  
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www.callclarionpa.com

## CORPORATION NEWS

### **Eggs & Answers 24: Opportunities for Businesses, Local Government, and Non-Profits to Reduce their Energy Costs**

Clarion, PA – As electric rate caps come off the investor owned electric utilities that serve Clarion County, the cost to provide electric service to businesses, local governments, and our non-profits will dramatically increase. The focus of the next Eggs & Answers is to provide information on programs that could help businesses, local governments, and our non-profits to reduce their energy costs.

The event will be held on **February 24, 2010** at the Clarion Holiday Inn starting with a buffet breakfast at 7:30 am. The program will start at 8 am and end at 9 am. Scheduled speakers are:

- Geoffrey Bristow, Manager of the Office of Energy and Technology Deployment for the Pennsylvania Department of Environmental Protection Northwest Regional Office, will speak about state energy programs;
- Bob Schoenfeldt, Area Director of the US Department of Agriculture, will speak about federal energy programs for rural areas;
- Linda Routzahn, Manager of External Affairs for Penelec, to talk about the First Energy/Penelec's Act 129 program; and
- J. P. Tambourine, Manager of Customer Support for Allegheny Power, to talk about Allegheny Power's Act 129 program.

Pennsylvania Governor, Ed Rendell, signed House Bill 2200 into law as Act 129 in 2008. The Act requires investor owned electric utilities to develop cost-effective plans to reduce electricity consumption by 1 percent by 2011, and by 3 percent by 2013. Additionally, the Act requires a 4.5 percent reduction in peak demand by 2013. In 2009, the Pennsylvania Public Utility Commission (PUC) established an energy efficiency and conservation program to address the mandates specified by Act 129.

Tickets for the event are \$10 per person if pre-paid before February 17, 2010. Tickets are \$15 after February 17th. Seating is limited and registration is necessary. Please e-mail your contact information along with the number of attendees to [info@callclarionpa.com](mailto:info@callclarionpa.com) or call Mary Jo Ford at (814) 226-9045 by February 17. Checks payable to the Clarion County Economic Development Corporation should be sent to 21 North 6th Ave., Clarion, PA 16214.

Eggs & Answers is an education event focused on the business community of Clarion County and it is sponsored by the Clarion County Economic Development Corporation. The event is co-sponsored by the Clarion Area Chamber of Business and Industry and the Redbank Valley Chamber of Commerce.

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**FEATURED RESOURCE PARTNER**  
**NORTHWEST PENNSYLVANIA REGIONAL PLANNING AND**  
**DEVELOPMENT COMMISSION**



For over 40 years the Northwest Commission has been dedicated to Community and Economic Development in the eight counties of northwest Pennsylvania. This includes Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango, and Warren Counties. The Business and Economic Development team works together to provide services that accomplish sustained business growth, economic vitality, and a better quality of life within the region. These professionals focus their energy on sustaining and growing existing local businesses as well as attracting new business to the northwest region. They accomplish these tasks through the following departments:

The **Business Financing** program helps businesses purchase land, buildings, machinery and equipment, and provides working capital. The department has been lending since the early 1980s.

The **Government Procurement** program helps local businesses find opportunities and assists them with contracting to do business with various branches of government. They offer one-on-one counseling assistance from getting started to reviewing solicitations. They also interpret bid packages.

The **International Trade** program provides direct assistance to small and medium-sized businesses located within the 8-county region. They also provide a large spectrum of services to prepare companies to enter or expand into foreign markets through Export Readiness Assessments, Market Research, Trade Show preparation, and Export Financing Opportunities.

The **Business Attraction** program, launched in 2005, houses the first regional sites and buildings web-based search tool [www.SelectPAGreatlakes.com](http://www.SelectPAGreatlakes.com). They focus on marketing northwest Pennsylvania to site selectors and key corporate decision makers around the globe, not only through the website, but also by attending trade shows across the country.

The **NWPA Keystone Innovation Zone (KIZ)** program links early stage companies with area University Research & Development teams to commercialize innovation, boost patent development, and foster technological advances.

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## Clarion University Works with Commission's International Program



The Northwest Commission offers a variety of services to the eight counties of northwest Pennsylvania. It is the Commission's goal to reach out to each county and help provide better services to municipalities and businesses in the area.

Clarion University started working with the international program of the Northwest Commission in the early spring of 2007 upon an invitation by the PA Japan Trade Office to host two representatives from the SAKAE Institute of Japan. Japanese students seeking to earn degrees from American educational institutions have turned to the Sakae Institute of Study Abroad (SISA) for guidance through the process.

In March of 2008, the PA Japan Trade Office offered the opportunity for Japanese student recruitment while encouraging Clarion University to participate in the Library Project in Japan. The objective of the Library Project was to promote Pennsylvania Universities by displaying their information at a library of Japanese Universities, study abroad agents and other organizations.

In September of 2008, Clarion University participated in Pennsylvania International Week and met with several foreign trade representatives that resulted in two excellent market research reports and opportunities in China and Brazil.

In early spring of 2009, Clarion University participated in the Pennsylvania Education Mission to Japan, South Korea & Taiwan. Clarion University was able to enjoy a full schedule of tailored appointments with higher education institutions in all three countries.

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In June of 2009, Clarion University and Dongguk University in Korea signed a MOU that may result in an exchange program between the institutions. The visit of the Dean of International Programs and Education for Dongguk University, Korea was initiated by Clarion University's participation in the PA Education Mission.

Also, as a result of the PA Education Mission, Clarion University received an on-site visit by the ISI Global Group from Japan. ISI had participated at the seminar for PA Universities in Tokyo in February of 2009 and decided to travel to Pennsylvania in October of 2009. Clarion University and ISI Global Group enjoyed a productive meeting and have entered discussions for a potential MOU.

In a letter of appreciation, Dr. Gant, Assistant Vice President for International Programs, explains 'many college leaders are coming to understand that, in a global economy, they need to produce graduates and develop faculty members with strong international skills.'

Asia remains the largest student exchange region, accounting for 59% of total U.S. international enrollments, which increased by 5% this year. The Department of Commerce lists U.S. higher education as the nation's fifth largest service sector export. These students bring money into the U.S. economy and provide revenue to their host states. International students contribute approximately \$14.5 billion dollars to the U.S. economy, through their expenditure on tuition and living expenses. In Pennsylvania, the expenditure is estimated to be \$661 million dollars.

### **Loan Program Offers Low Interest Loan to Clarion County Residents**

The Northwest Commission packages low-interest loans throughout the northwest Pennsylvania region including Clarion County. The program has several funding sources for these loans. Typically applicants can receive funding for 50% of a project up to a maximum loan of \$200,000. The programs require the applicant to create or retain one job for every \$25,000 that is borrowed.

The interest rates range from 4 – 6 %. The rate is set at time of application and is fixed for the term of the loan. There are no prepayment penalties on any of the programs.

The terms range from 15 years on land & building, five (5) to seven (7) years on machinery & equipment, and three (3) years on working capital.

The Commission also lends smaller amounts through the Microloan and Genesis loan programs. These funds finance up to \$20,000 for a project and do not require job creation.

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The types of loans the Commission has done successfully in northwest Pennsylvania include:

- Several farm loans for the purchase of additional land or upgrade of equipment
- Retail outlet for a farm that started to sell their own milk and dairy products
- Truck and tools for a landscaper to increase their presence
- Building loan for a pharmacy
- Inventory for a growing maple syrup and related products company to enable them to take on additional customers
- Retail store purchased a larger building to allow them a better location to sell upscale machinery
- Small ice cream/sandwich shop that purchased equipment
- Several restaurant loans that assisted with purchase of a building
- Cabinet shop for the purchase of the assets of the business
- Greenhouse loan to build the greenhouse and install equipment as well as start a retail outlet on the property
- Numerous loans to manufacturers to purchase equipment, purchase a building, upgrade their equipment, renovate or expand their building to make room for additional equipment
- Hardwood manufacturer of molding and trim for additional equipment
- Recycling plant (scrap metal shop) that purchased equipment
- Candy manufacturer to purchase a building
- Bakery that purchased equipment and a building
- Two small organic food retail outlets purchased equipment and inventory to start up operations
- Catering service purchased equipment to assist with increased demand for their service
- Day spa purchased a new pedicure chairs and stools
- Print shop that purchased equipment for a major expansion with increased leased space
- High-end gutter manufacturer purchased equipment to start up operations in our region from another state
- Small welding company that purchased larger equipment to enable them to bring on new customers

The list provides an idea of the types of projects that the Commission has financed. If you are planning an expansion or are interested in purchasing a business, you should take advantage of the low-interest funds to assist available.

The Commission will work with your bank on the larger loan requests to assist with getting the best package available for your project.

Please call Brad Ehrhart at 814.226.9045 if you have an expansion plan, want to start a new business, or want to purchase a business to see if there is a loan program that may be able to assist you.

For additional Community Development and Regional Planning services such as transportation, GIS, municipal services, technology, energy, and community revitalization, please visit the Northwest Pennsylvania Regional Planning and Development Commission online at [www.nwcommission.org](http://www.nwcommission.org).

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## FEATURED CLARION COUNTY AVAILABLE SITE Clarion Warehouses, Amsler Avenue, Paint Township

- Three warehouse buildings 33,600 square feet, 50,900 square feet and 61,100 square feet, are available for sale and they located off of Pennsylvania Route 66 just under 4 miles north from Exit 60 of Interstate Route 80 and a half-mile south from US Route 322. The 61,100 square foot building, know as Clarion warehouse #3, is available for lease.
- The buildings are located on 10 acres of land that can be used for staging trucks.
- The buildings have electric (Penelec), gas (National Fuel), public water, and public sewer.
- The 61,100 square foot building (Clarion Warehouse #3) has ceiling heights of 23 feet at center and 20 feet at the eaves, 8 loading docks height 9' x 9'4", 2 drive-in doors on grade 10' x 14', heated 2-bay garage, office 10' x 20', and has a dry sprinkler system. **This building is available for lease.**
- The 33,600 square foot building has 23 foot ceilings, 4 overhead dock height 9' X 9'4", 3 overhead doors on grade 10' X 14", and a connecting passage to warehouse #2. This building is currently leased.
- The 50,309 square foot building (Clarion Warehouse #2) has ceiling heights of 23 feet at center and 20 feet at the eaves, 4 loading docks height 9' x 9' 4", 3 drive-in door on grade 10' x 14', and has a dry sprinkler system. This building is currently leased.
- The site also features a separate 1,200 square feet of executive office space and a two-stall heated truck garage. **This space is available for lease.**
- The warehouse complex is located nearby the [Clarion County Airport](#) and the [Clarion County Career Center](#).
- Buildings are available. Owner is willing to lease both buildings together, separately, or sub-divide each building. The lease rate is \$3.50/square foot triple net with flexible terms. Owner is also willing to sell. For more information, please contact John Watson, [Fourth River Development](#), at 412.231.4444 or [watson@frd.us.com](mailto:watson@frd.us.com)



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### Newsletter Links!

Center for eBusiness and Advanced IT - <http://www.ebizitpa.org> (Click on Program Events)

Clarion Area Chamber of Business and Industry - <http://www.clarionpa.com/events/index.php>

The Clarion Career Link Center - <http://www.clarioncareerlink.org>

CUP Continuing Education Events/Classes - <http://www.clarion.edu/ce>

CUP SBDC Events/Classes/Workshops - [www.clarion.edu/SBDC/Classes.asp](http://www.clarion.edu/SBDC/Classes.asp)

Keystone Community Education Council - <http://www.keystonecec.org/newsletter.htm>

Redbank Valley Chamber of Commerce - <http://newbethlehemarea.com/events>

The Northwest Pennsylvania Industrial Resource Center, Inc. - <http://www.nwirc.org>

Northwest Pennsylvania Regional Planning and Development Commission  
<http://www.nwcommission.org/northwest.html>

Northwest Pennsylvania Workforce Development - <http://www.nwpawib.org>

PA Department of Community and Economic Development Newsletter:  
<http://www.newpa.com/default.aspx?id=266>

Penn State Cooperative Extension & Outreach - <http://www.extension.psu.edu>

PennTAP-Pennsylvania Technical Assistance Program - <http://www.penntap.psu.edu>

Penn State University DuBois - Continuing Education - <http://www.ds.psu.edu/ce>