



# PROGRESS

*A Newsletter Dedicated to Business in Bradford & Susquehanna Counties*

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## Congressman Sherwood Supports Infrastructure For Valley Business Park

Congressman Don Sherwood traveled to Athens Township and announced his efforts to secure funding for two major infrastructure projects that support CBPA and county-wide economic development efforts.

Congressman Sherwood secured \$800,000 in Army Corps 219 funds for the Athens Township Authority Wilawana sewer extension to extend municipal sewer from Valley Business Park to the Wilawana Exit (59A) of New York Route 17, which is being upgraded to Interstate 86. The existing over-capacity package treatment plant will be eliminated and tied into the Valley central treatment plant, and force main conveyance line improvements will accommodate greater capacity. Both area health and development opportunities will benefit. The total project cost is \$1,445,584.

The Congressman also obtained federal funding from the Federal Highway Administration and the Appalachian Regional Commission totaling \$2,773,820

for the design and construction of Road C. Road C is a 5,600-foot industrial access road that will connect Valley Business Park to New York Route 17 (Future Interstate 86). This will

greatly enhance highway access to Valley Business Park and make it more marketable to potential industrial employers. The total project estimate is \$3,324,487.

We are very grateful to Congressman Sherwood for his ability to support job development and retention through infrastructure improvements.



*Clockwise from above: A panoramic shot of Valley Business Park in Athens Township; Congressman Don Sherwood addresses the group at the Valley Business Park meeting; CBPA's Tony Ventello (left) and Paul Kreischer with Congressman Sherwood.*

CONGRESSMAN  
SHERWOOD SECURES  
FEDERAL FUNDING  
FOR PROJECTS IN  
SUSQUEHANNA COUNTY  
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# Sayre Railyards KOZ Site Reclamation

In 2005, the CBPA was able to secure two sources of grant funding to assist in environmental assessment work at the former Sayre Railyards site in Sayre Borough. This property is a 25-acre portion of Sayre's industrial zone which has been hindered in redevelopment efforts due to environmental issues associated with the site's use as a railyard and locomotive manufacturing facility.

The Railyards property has received funding commitments from the U.S. Environmental Protection Agency for a Brownfields

Assessment Grant in the amount of \$200,000 and from the Pennsylvania Department of Community & Economic Development for a Business in Our Sites grant totaling \$175,000. These grants were both awarded on a competitive basis and will be utilized to further the property's future redevelopment.

Working in conjunction with the Pennsylvania Department of Environmental Protection's North Central regional office, the CBPA enlisted the assistance of the Brownfield Action Team. A newly formed entity through the



DEP, the Brownfield Action Team is tasked with helping to guide redevelopment efforts on key sites with environmental con-

tamination. The Sayre site is the only property in the North Central region that has qualified to be enrolled in the program.

## The Role Of A Local Economic Developer

### Message From The Director

All too often those who do not directly interface with the CBPA ask, "What do you guys do?" Being extremely proud of the CBPA mission, board and staff, it's relatively easy to pontificate about our goals, successful partnering of projects and expansive references. However, we must constantly remind and evaluate ourselves as professionals and volunteers focused on the economic development agenda as to our roles in the program vision.

Many people such as Wayne Schell of the California Association for Local Economic Development often joke that economic developers are lucky – they only do three things:

1. Business retention and expansion
2. Business creation
3. Business attraction.

In reality, we all know that it takes expert knowledge,



*Tony Ventello*

skill and effort to be a successful economic developer. You are responsible for bringing resources to existing businesses in your communities to keep them profitable and growing as well as helping potential entrepreneurs be successful, and promoting your community so that you may attract new business. The end goal is to bring sustainable jobs and revenue to the communities you serve.

I have always viewed us as facilitators of investment and willing to provide full service economic development. No project too small or big or insignificant. We must follow up every lead. We can provide testimony to the fact that projects, which seemed insignificant, have become significant and projects which appear to be significant amount to nothing.

The CALED views economic developers as a "catalyst – they are politically astute strategists who establish relationships, build networks and generate resources to meet the needs of businesses. Their goal is to increase economic viability in their community."

Let me identify some of the activities economic developers engage in on a regular basis:

- *Understanding local, state and federal programs related to economic development.*
- *Understanding positive business plans and matching appropriate resources for success.*

*(Continued on page 3)*

# Economic Development Is Crucial To Quality Of Life

## Message From The President

My position as President of the Central Bradford Progress Authority and my fiscal conservatism have led to my strong belief that economic development, in conjunction with thoughtful planning, can be the most critical element in establishing and maintaining an enviable quality of life.



Paul Kreischer

The product of sustained economic development is a strong area economy that in turn generates private capital investment, job retention and job creation. Commercial and industrial expansion creates a healthy tax base, which does much to spread the cost of maintaining important social services and helps to fund infrastructure

projects. The under-privileged can achieve a comfortable life through the efforts of well-run social agencies and all of us benefit when modern water and sewer facilities are present. Well-maintained highways are a pleasure for all travelers and help attract potential new employers.

In addition to these benefits, a strong economy is followed by full employment and significant spendable income. Also, ample job opportunities, most experts agree, lead to significantly reduced crime rates. It has been my experience that regions having full employment and the resulting strong income levels also enjoy meaningful extracurricular opportunities that attract new residents. Regions that have been successful in having their young natives return to the area following higher education or military service usually exhibit all of the benefits of a strong economy.

To summarize, well-organized economic development in an area can yield a quality of life that is the envy of neighboring communities. Economic development will continue to always be the primary mission of the Central Bradford Progress Authority.

## The Role Of A Local Economic Developer – Continued from page 2

- *Assisting and being familiar with technology needs for programs.*
- *Networking existing businesses.*
- *Conducting business visitations.*
- *Attending meetings with stakeholders.*
- *Administering and managing revolving loan funds.*
- *Grantsmanship.*
- *Implementing business reorganization programs.*
- *Conducting targeted industry studies and labor management surveys.*
- *Creating and implementing market strategies.*
- *Assessing the community and creating a profile.*
- *Tracking vacant industrial sites and facilities inventory.*
- *Holding business familiarization tours for potential new businesses.*
- *Foster strong relationships with local economic development groups and officials.*
- *Understand and be sensitive to community plans.*

This is by no means a comprehensive list, but is intended to give you an idea of what economic developers do.

The role of today's economic developer evolves continuously. An economic developer is responsible for planning, designing, and implementing economic development

strategies, as well as acting as a key liaison between public and private sectors and the community.

Economic developers are also instrumental in helping to leverage finances from both the public and private sectors – funding that is critical to help communities attract new businesses, facilitate enterprise development and assist existing business with expansion and troubleshooting.

Economic developers are key facilitators in creating public-private partnerships and coordinating activities and communications between different agencies, territories, and actors. It is their job to bring the different actors to the bargaining table, gather resources, mediate and match buyers with suppliers, and facilitate business partnerships.

It is also imperative that economic developers fill in the gaps and provide assistance where markets and institutions cannot or will not meet the community's needs. This points to another role economic developers play, which is that of information provider. They offer accurate, up-to-date and credible information to prospects interested in investing, locating or expanding in a specific area. They also provide information on the community needed by local industries and the private and public sectors.

(Continued on page 4)

# Ingersoll-Rand Celebrates 100th Anniversary

In June of 2005, the Ingersoll-Rand Corporation held a ceremony at its Athens Borough facility to commemorate one hundred years in business as a company. The Athens production plant has been with the corporation since 1907 and is one of the oldest power tool manufacturing facilities in the world.

In order to ensure the future longevity of the plant,

Ingersoll-Rand is currently in the midst of investment projects focused on upgrading machinery and equipment. The CBPA has helped facilitate a \$200,000 Opportunity Grant through the Department of Community & Economic Development to support this effort. Additionally, \$1 million in Redevelopment Assistance Capital Program funding has been authorized by the

state legislature thanks to the assistance of Senator Roger Madigan. The CBPA anticipates helping Ingersoll-Rand draw down this

funding in 2006 to complete continued corporate investment.

## DuPont Completes Color Filter Project

North Towanda's DuPont manufacturing facility has invested \$80 million in new product manufacturing. The effort was directly supported by Governor Rendell, Senator Madigan and Representative Pickett. The state investment in Capital Budget funding was \$15 million, which leveraged over \$65 million in private investment. Additionally, the Bradford County Commissioners, North Towanda Supervisors and Towanda Area School District provided further support to approve a Keystone Opportunity Zone (KOZ) on the DuPont site to further maximize the investment and job

support. The CBPA has been administering the funding on behalf of the project. The funds have been used in the manufacturing of liquid crystal displays (LCD) found in flat screen technology. The new manufacturing facility has reduced the steps required for manufacturing and makes it much more affordable for consumers.

Additional investments continue to be made regarding manufacturing of components used in fuel cells. This exciting new technology has limitless possibilities and continues to provide replacement manufacturing at our North Towanda DuPont plant.

## Endless Mountain Lawn Care Grows Business

The CBPA has expanded its revolving loan capability by administering a USDA Rural Business Enterprise Grant. The program funds are granted to the CBPA for small business loans. Endless Mountain Lawn Care is a partnership located in Rome outside of the original primary Enterprise Zone. RBEG has allowed the CBPA to support their relocation and expansion to a permanent business location. The RBEG loan funds combined with local bank financing allowed the owners to maximize their investment and target business plan objectives.

## The Role Of A Local Economic Developer – Continued from page 3

In addition to all of these roles, an economic developer may provide technical assistance or even make loans to area businesses. Most importantly, though, they must be keen analysts, understanding the strengths and weaknesses of the local economy. They are responsible for monitoring and assessing the economy and the local business climate in order to be proactive and perform effectively.

While the role of an economic development agency is multi-faceted, like the profession, it is also continually evolving.

The success that the CBPA has enjoyed is primarily due to its ability to flex with the unique needs of each community and project. Our continued evolution and work program is based on this ability.

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## Lackawanna College Representatives Meet With Susquehanna County Commissioners in Montrose



*Seated, left to right: Commissioners Mary Ann Warren and Roberta Kelly; Bridget FitzPatrick, Lackawanna College. Standing, left to right: Commissioner Jeff Loomis; Mark Volk, President Ray Angeli, and Chris Lavelle, all of Lackawanna College.*

### Meeting Held To Discuss Forming A Branch Campus In Susquehanna County

Susquehanna County Commissioners and representatives of Lackawanna College recently met in Montrose for exploratory discussions on forming a new satellite center for college and continuing education programs in the region. Lackawanna College, a private two-year college, offers a variety of associate degree and certificate programs. The college's main campus is in Scranton, with additional centers in Towanda, Honesdale and Hazleton.



*Congressman Don Sherwood*

## Congressman Sherwood Advances Susquehanna County Transportation Priorities

Congressman Don Sherwood secured federal funding for three key highway and bridge projects in Susquehanna County. The SAFETEA-LU federal highway act contains \$1.6 million for the reconstruction of the Route 706 corridor in Susquehanna County. Sherwood indicated

that this project will enhance safety and promote economic development along the transportation corridor.

Also included in this legislation is \$800,000 for the replacement of a bridge over Tunkhannock Creek. This bridge is located along Route 106 in

Clifford Township, Susquehanna County. Sherwood was also instrumental in securing approximately \$1 million in previous federal appropriations legislation for a project in Susquehanna Borough, where a bridge over Drinker Creek will be replaced.

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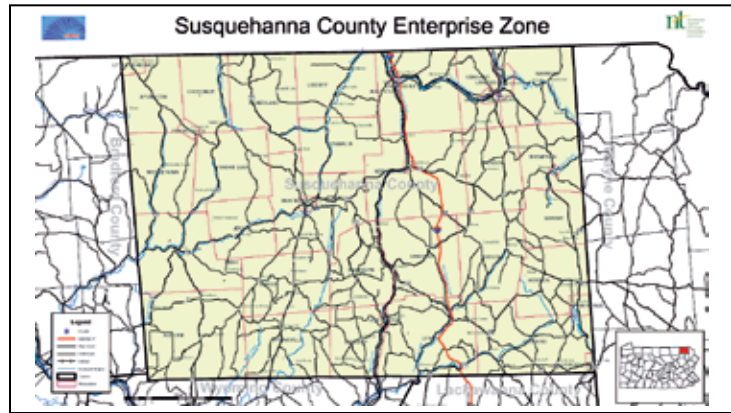


**DuPont** *i*Technologies

# Susquehanna County Approved For Enterprise Zone Planning Grant

The CBPA has worked with the Pennsylvania Department of Community & Economic Development to explore the feasibility of an Enterprise Zone in Susquehanna County. While the CBPA is very familiar with the benefits of the Enterprise Zone program through its success in Bradford County, Susquehanna county has never before been considered for inclusion in a Zone.

The CBPA and DCED



agree that there is strong potential for a zone in Susquehanna county along strategic transportation

corridors such as Interstate 81, and the DCED has recently approved an application by the CBPA for an

Enterprise Zone Planning Grant that would help map out future plans for the program within Susquehanna County.

An Enterprise Zone would offer an array of economic development tools to help facilitate business startups and expansions in the county. Extending the benefits of the Enterprise Zone program to Susquehanna County has great potential to help jump-start the county's local economy.

## Keystone Innovation Zone Feasibility Study Underway

The Pennsylvania Keystone Innovation Zone (KIZ) program provides the opportunity for institutions of higher education to participate in regional economic development. This will be done in partnership with local business entities, local financial institutions and various industrial development corporations in a defined geographical area. By coupling the intellectual, research, technology and facility assets of Mansfield University with the needs, assets and opportunities of our region's business community, high-value growth can be realized and possibly

accelerated. Collaboration among Mansfield University, Central Bradford Progress Authority, Tioga County Development Corporation, Betterment Organization of Mansfield and the NTRPDC will result in the creation of the Mansfield University KIZ. The KIZ program has provided \$25,000 in state funds matched by the KIZ partners to conduct a feasibility plan. Lackawanna College and Penn College have joined as additional educational partners.

It is envisioned that the KIZ will evolve with elements that include:

*The Geographic Focus of*

*the KIZ will be Bradford and Tioga Counties.*

*Choosing and Attracting the KIZ Partners from the Region's Business Community.*

*Developing the Business and Industrial Focus.*

*Profiling post-secondary Education Assets in our Region.*

*Crafting a Sustainable Business Development Model.*

*Defining the KIZ Operational Strategy.*

As part of the planning effort, KOZ partners will be observing activities at similar rural KIZ areas in Pennsylvania. It is anticipated that ultimately a KIZ coordinator will be hired and board of directors established to execute the KIZ mission.





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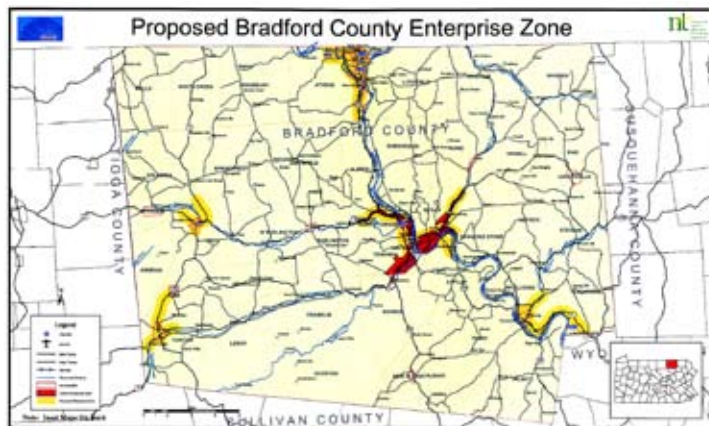
## Pennsylvania Business Retention & Expansion Program Strengthens Ties With Business Community

The Pennsylvania Business Retention & Expansion Program provides funding to ensure that the CBPA and its economic development delivery model remain firmly in touch with the needs of the local business community by regularly meeting with businesses from a variety of industry sectors.

Some of the companies that met with the CBPA as part of this program in 2005 included:

- Arrow United Industries
- Barnes-Kasson Hospital
- BLaST IU 17
- Bryan's Meat Cutting & Country Butcher Shop
- C.C. Allis & Sons, Inc.
- Canton Manufacturing Corp.
- Cantro Air Communications, Inc.
- Commonwealth Telephone Co.
- Cotton's Concrete Construction
- CraftMaster Manufacturing, Inc.
- DeCristo, Inc.
- Eastern Laboratory Services
- Endless Mountain Stone Co.
- Frontier Industrial Technology
- Guthrie Healthcare System
- Leprino Foods Corp.
- Oak Hill Veneer, Inc.
- OSRAM Sylvania
- Parker Hannifin Corp.
- Paxar Americas, Inc.
- Pelton Trucking Co., Inc.
- Ritz-Tex Manufacturing Co.
- Rynone Manufacturing Corp.
- Saring Co., Inc.
- Stroehmann Bakeries
- Taylor-Excel
- Towanda Dry Kiln & Specialties, Inc.
- Tuscarora Wayne Mutual Insurance

## Countywide Enterprise Zone Established



The state DCED Enterprise Zone Program is the flagship program for the CBPA. The EZ program for the Central Bradford County Enterprise Zone has provided the resources for the CBPA to execute its business development mission.

Since 1993 the EZ program has provided both basic and competitive grant funds to administer the strategies and establish a local revolving loan fund. As with all good things, the EZ program is not forever and must come to an end.

Over the past year, the CBPA was awarded an Enterprise Zone planning grant, which carefully evaluated all of Bradford County in an effort to establish a new zone, thus exiting the old Central Bradford EZ. The analysis guided by the state forged the evaluation of land use, infrastructure, existing business and resources to best develop business in Bradford County. A geographic informational map has been generated as a result of this analysis and state approval, which includes 16 municipalities that are included based on the strategic planning analysis.

An application for the new Enterprise Zone has been approved by the state for certain areas of the County that have both the need and potential for

*(Continued on page 8)*

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*Photo L-R: Scott Andre, Laurie Andre, Curtis Fay and Stacey Bellows of Sen. Roger Madigan's Office, County Planning Director Bob Templeton, Commissioner Roberta Kelly, Janet Haulton and Helen Foster of the Board of Economic Development, Joe Andre, Kathy Andre, Jack Ord of the Board of Economic Development, Debra Valunas of Rep. Sandra Major's Office, Tony Ventello of the Central Bradford Progress Authority, and Mark Andre.*

## Farm & Home Store Opens

Andre & Son, Inc. has completed construction of its new Farm and Home Store, located east of Montrose on Route 706. The new building will provide a spacious, modern facility that will help the firm continue to provide responsive support to the agricultural, commercial, and residential communities. The expansion also allows the company to consolidate its various operations to one location.

This project was designated as a Keystone Opportunity Expansion Zone site, being facilitated by the Susquehanna County Board of Economic Development and local governing bodies.

In addition to the Farm and Home Store, Andre & Son, Inc. provides services through its Crop Center, Commercial Turf Business, and Power Sports Business. A ribbon cutting was held to celebrate the opening of the new store facility on Thursday, March 30<sup>th</sup>.

## Countywide Enterprise Zone Established – Continued from page 7

investment and job development.

The Enterprise Zone Program provides preferential treatment for specific state grants and loans. The establishment of the new "Countywide EZ" also has converted the existing multi-million dollar loan program to a countywide program. We now can use

these revolving loan funds in the newly designated areas throughout the county. In addition, new competitive grants can now be made as loans that will be paid back to the Countywide EZ loan fund. The new Countywide Enterprise Zone program will continue to enhance the CBPA.



*Bradford County Commissioners, left to right: Doug McLinko, Nancy Schrader and Janet Lewis.*

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## Site Preparation Work Completed At Vision 2000 Industrial Park

Four industrial lots totaling approximately 27 acres have been readied for business development in the Vision 2000 Industrial Park. The park is located in Forest City Borough, Susquehanna County. A \$490,000 grant from the Pennsylvania Department of Community and Economic Development's Infrastructure Development Program was utilized for site preparation work including grading, the development of access into the park, and infrastructure improvements.

The development of these sites involved the reclamation of formerly mine-scarred land upon which the park is now situated. The park is located at the intersection of Routes 171 and 247 in Forest City. All infrastructure necessary for business development is now in place, and the Vision 2000 park is designated as a tax-free Keystone Opportunity Zone and zoned for industrial use.



The CBPA assisted Greater Forest City Industries (GFCI), the owner of the industrial park, with project administration for this site development project. The CBPA and GFCI are currently working collaboratively to market the property.

## CraftMaster Manufacturing Invests In Bradford County

CraftMaster Manufacturing, Inc. has been very active in adding and upgrading machinery and equipment to enhance production capabilities at its Wysox Township production facility. The CBPA assisted CraftMaster in obtaining a \$200,000 Opportunity Grant and a \$475,000 En-

terprise Zone Competitive Grant to aid in this project. Both grants were through the Pennsylvania Department of Community & Economic Development.

The Competitive Grant, which is being used to upgrade an outdated die inventory, will be paid back to the CBPA to be used to

bolster the local Enterprise Zone revolving loan fund. In this way, the money can help fund many additional projects in Bradford County, and the community realizes additional benefit from this project.

Public funding helped to leverage substantial private investment by CraftMaster

in this project. In addition to the die upgrades, a new coating line was installed and other actions were taken to improve plant productivity. As a result of this project and a healthy business environment, CraftMaster has been able to increase its local employment to approximately 600 full-time jobs.

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## Red Rose Diner Opens

### *Cooperation Leads To Success*

The Red Rose Diner was a clear example of how an individual's business dream was accomplished through cooperation. Mr. Gordon Tindall approached Towanda Borough Manager Tom Fairchild with his desire to place a restored 1927 Tierney Diner in a vacant location in Towanda. A cooperative project was formed between Towanda Borough, CBPA and Peoples State Bank. A creative financing package was developed by using both public and private grant and loan funds to support the investment.

The diner and adjacent new building are now fully functional. Mr. Tindall has paid very careful attention to the

historic restoration and decorating of the diner.

The diner experience is a trip back in time. This unique project is a fine example of working together to benefit all of the entities involved.



*The Red Rose Diner is located on Main Street in Towanda.*

## Redevelopment Assistance Capital Program Assists Local Projects



*CBPA's Brian Driscoll with Senator Roger Madigan.*

Senator Roger Madigan and the CBPA were able to work together to initialize legislation to utilize the Governor's Capital Budget as a financing component for key projects. Some of the Bradford County projects for which the CBPA hopes to access this funding in 2006 include:

- \$15,000,000 to support an expansion at E.I. DuPont in North Towanda Township.
- \$1,500,000 for facility improvements at OSRAM Sylvania in North Towanda Township.
- \$1,500,000 for facility improvements at Paxar in Sayre Borough.
- \$1,000,000 for facility improvements at Ingersoll-Rand in Athens Borough.
- \$650,000 for build-out of the former Ames department store in Towanda Township for conversion into a multi-tenant manufacturing facility.
- \$500,000 for build-out of the Enterprise Center business incubator in Sayre Borough.



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# Stiffler McGraw & Associates RLF Program

Stiffler McGraw & Associates is a full-service engineering firm domiciled in Hollidaysburg, PA. For many years the civil engineering firm has performed work in Bradford and neighboring counties. They have identified the opportunity for civil engineering, both public and private sectors. The business opportunities have led to a business commit-

ment to establish a permanent facility in Towanda Borough.

The CBPA partnered with First Citizens Bank in an effort for Stiffler McGraw & Associates to purchase and renovate a facility at 5 Lombard Street in Towanda Borough. The CBPA welcomes Stiffler McGraw & Associates to their permanent home in our county.



Phil Swank and Bill Sauserman of Stiffler McGraw & Associates.

## Where Are They Now?



Dave Reeder and Dr. Raman Daga of Metadyne and CBPA President Paul Kreischer.

### Metadyne Incorporated

In 1994, Metadyne was a flagship project for the CBPA and the Enterprise Zone program. This high-technology metallurgical firm has a long-standing partnership with the CBPA. Dr. Raman Daga, president/owner of the firm, has exceeded all of the company's business plan objectives and commitments for economic development assistance.

In fact, the Metadyne relationship has provided the CBPA with extensive experience to assist many other businesses over the years.

Metadyne has facilitated four expansions since their establishment in Towanda Township. They now employ 38 people and continue to plan for future expansion.

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## Table Rock Meat Market & Deli

Don Fairchild has been a butcher for over 20 years. His dream of owning and operating a meat market and deli is nearly established, with the creation of Table Rock Meat Market and Deli, which will be located at 7 State Street, Towanda.

Mr. Fairchild is in the process of fully renovating the building at 7 State Street, along the Merrill Parkway (River Street).

The CBPA was able to participate with Citizens & Northern Bank to make his business plan a reality. The project solidifies the secondary business district concept as a benefit of the River Street extension as providing greater access and visibility to the properties in the corridor. The project is on target for a March/April 2006 completion.



*Renovation of a building at 7 State Street in Towanda is currently underway, soon to open its doors as the Table Rock Meat Market & Deli.*

## Business Development In 2005

The county as a whole enjoyed a very positive investment year in 2005, considering circumstances abroad. Business development throughout Bradford County was brisk. The Central Bradford Progress Authority's direct involvement in facilitating expansion to support employment was at an all-time high. Perhaps the best measurements of economic development are investment and job support. It is recognized that Bradford County has been blessed with a diverse business community that includes agronomy-based business, inclusive of sophisticated high technology manufacturing and service industries. As analysis of 2005's investment is conservatively estimated at \$131,031,000 in business development. In Bradford County, \$33,435,250 has been public investment facilitated by CBPA, which leveraged over \$90,720,750 in private project investment. Over 6,259 jobs were supported through countywide support of economic development. According to the Center for Workforce Information and Analysis from the PA Dept. of Labor, Bradford County's December 2005 unemployment rate was 4.4%, as compared to the State of Pennsylvania rate of 4.9%.

Looking forward, all of the indicators and preliminary 2006 project requests continue to look very positive. Programs to assist business development continue to be very competitive. The recent approval of a new Countywide Enterprise Zone expands opportunities for assistance to both small and large businesses. Continued focus on infrastructure and work force development proves to be a strong foundation to enhance business plans. As a result, the CBPA staff and board of directors remain very optimistic and are grateful to the Bradford County Commissioners for continued program support. Continued cooperation has provided a delivery system that responds quickly to business needs.

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