



*Progress Authority*

*Resources for Development, Progress for People*



## Annual Report

Joseph A. Scopelliti, MD

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### Speaker:

## Joseph A. Scopelliti, MD

The Progress Authority is pleased to welcome Dr. Joseph A. Scopelliti as our guest speaker and honored guest at the Authority's annual dinner.

Joseph A. Scopelliti, M.D., is the President, Chief Executive Officer of The Guthrie Clinic. His current role gives him responsibility for the \$600 million integrated delivery system consisting of a 400+ employed medical providers within the medical group, 3 hospitals, a Research and Education Foundation and related ancillary businesses. He has held a wide variety of progressive administrative roles with the organization where he has spent his entire career. He was named Co-CEO Medical Affairs for Guthrie Health and President/ CEO of Guthrie Medical Group, Sayre, Pennsylvania, a role he held from 2005 until March 2012 when the organization made the decision to move to a single CEO, the position he currently holds.

Dr. Scopelliti began his career at Guthrie with his Internal Medicine residency in 1979 and later his Gastroenterology Fellowship. He also completed a research fellowship at the Universite de Lille, France in 1984. He has been a practicing gastroenterologist at Guthrie from 1984 to the present.

Dr. Scopelliti, a published researcher,

has also had a variety of educational roles including Clinical Instructor with the State University of New York Upstate Medical University at Syracuse, New York since 1984. And since 2005, he has also been associated with the University of Rochester, Rochester, New York, as an Associate Clinical Professor of Medicine. Dr. Scopelliti is a certified by the American Board of Internal Medicine in the Sub-specialty of Gastroenterology. His commitment to education continues with his role as Chairman of the Graduate Medical Education Committee, a position he assumed in 1999 and maintains to date.

Dr. Scopelliti serves on the Regional Policy Board of the American Hospital Association as well as the CEO Council of the Pennsylvania Medical Society. He is a member of Health Insights (an invitation only, learning environment of national healthcare CEOs dedicated to executive education). He has served on many regional boards and civic organizations throughout his 30 year career.

He is a graduate of a combined 6 year BS/MD program completing a BS in Chemistry from Wilkes University and MD degree from Hahnemann University. Additionally, Dr. Scopelliti holds a graduate certificate in Physician Leadership from King's College.

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## Director's Message



The proactive attitude exhibited by our county leadership is to be commended. I am extremely enthusiastic with the collaboration established between the Bradford County Commissioners and the Progress Authority Board of Directors with the county-wide effort to develop an economic development marketing blueprint.

With this strategic focus, the highly recommended professional international location marketing firm DCI has been retained to coordinate this effort. The board of commissioners cohesively agreed to pursue this intensified marketing initiative with interest in meeting with the DCI ownership and staff to agree that the project will be complementary with the planned objectives.

DCI will develop a site specific strategy with their unique step-by-step process to gain input to produce authentic, believable and distinctive branding and marketing strategies for communities across the county. We have met with key individuals, organizations and businesses to understand the attributes, needs and challenges in Bradford County.

This project draws the county together to not only brand and market the county, but to best identify prospects for new and expanding businesses to create new opportunities for our citizens. Most importantly is that the market strategy and plan will be ongoing and measured to ensure a successful program. The next four months

will prove to be very interesting as we engage and complete the initial plan and marketing effort.

I am very grateful for the support and trust of the public and private leadership in our great county. Our Board of Directors have exhibited forward thinking attitudes for many years and have guided the Progress Authority through 22 years of program success. I sincerely thank Kim Kulick and Chris Brown for their hard work and commitment to the Progress Authority's mission.

As always, I remain committed to continued development of opportunities for the citizens of Bradford County.

*Anthony J. Ventello,  
Executive Director*

## Progress Authority Welcomes Chris Brown



The Progress Authority is pleased to announce the addition of Christopher Brown to our staff. Chris is the new Economic Development Manager for the Authority. Chris, a former board member and treasurer for the Authority, brings an extensive banking background to the Authority that will be very helpful in analyzing loan requests and marketing the RLF to the public.

Chris lives in Laceyville with his wife Delicia and their 4 daughters. We welcome him to our staff.

## Northern Tier PREP

*Continuing to Work  
Together*

*By Kim Barnes*



PREP (Partnerships for Regional Economic Performance) is Pennsylvania's statewide network of economic development service providers working together to deliver vital business assistance services across 10 regions of the commonwealth. The PREP network consists of hundreds of trained and experienced experts who offer assistance and resources. PREP's one-on-one counseling, specialized workshops, online training and financial incentives make it one of the most coordinated and respected networks in the nation. PREP makes it easier to learn what public and private sector resources can be quickly harnessed to meet individual and company needs.

In the Northern Tier, the PREP network of partners includes the Progress Authority, Tioga County Development Corporation, Sullivan County Planning and Development, Wyoming County Chamber of Commerce, Small Business Development Centers from the University of Scranton and Wilkes University, the Northeastern Pennsylvania Industrial Resource Center, Penn State's PennTAP and NTRPDC, who serves as the PREP regional coordinator. Working together in a coordinated fashion, the Northern Tier PREP network continues to bring results to real world problems for our entrepreneurs and business clients.

In 2014, the Northern Tier PREP team launched a website to help increase awareness, with the mantra

*Continued on Page 3*

"Getting things done takes the right tools". [www.northerntierprep.org](http://www.northerntierprep.org).

## Success Stories

### Supporting Local Businesses

#### GNR Sporting Goods

NTRPDC and TCDC both provided funding in the form of a \$25,000 Micro Loan to GNR Sporting Goods, LLC, in Tioga County. GNR is a startup retail sporting goods business. The monies were used to renovate the former Fastenal Building located in Richmond Township, just outside of Mansfield Borough. The 4,800 sq. ft. building has received a major facelift, both inside and out.

GNR carries several lines of products: archery, retail firearms, hunting apparel, trapping supplies, fishing equipment, kayaks, and paddle boats, and services that include: an indoor archery range, kayak & paddle board rental & delivery, hunting, fishing & trapping licenses and fur buying. Nine (FT/PT) jobs will be created as a result.

#### Watson Diesel

Watson Diesel started over 25 years ago, primarily as an engine rebuild shop, and has grown into a full service diesel engine rebuild and repair facility with the capability of service on all major brands. In addition, they are the inventors of the WD Hot Block that was invented as a fix for the ongoing problems that face water haulers and septic tank operators during cold weather operations.



With the help of a \$100,000 RLF loan from the Progress Authority, Watson Diesel has renovated the former Swayze box building and brought it back to productive use. NTRPDC provided assistance with the submission of a Job Creation Tax Credit application on behalf of the company. Watson Diesel will retain 14 jobs and create 3 in the first year.

#### Annual B2B Expo

The Fifth Annual Marcellus Shale Business-to-Business Expo was held on the campus of Mansfield University on June 18, 2014. With almost 100 businesses exhibiting, the event provided



*From left – Bob Blair, TCDC; Kim Barnes, NTRPDC; Gretchen Kukuchka, Scranton SBDC; Tony Ventello, Progress Authority; Colleen Reardon, NEPIRC*

an opportunity for networking among exhibitors as well as visitors.

Major sponsors for the Expo included: Northern Tier Partnerships for Regional Economic Performance, Chief Oil & Gas, Williams, Bishop Brothers Construction, Shell, Simmons & Rockwell, H&H Enterprises, Pen Tele Data, Southwestern Energy, First Citizens Community Bank, Hunt Engineers, Civil & Environmental Consultants, Inc., and Nuverra Environmental Solutions. Media and other sponsors included Wiggle 100, Shale Directories, Northeast Driller, Marcellus Business Central, and the Marcellus Shale Coalition.

Each year, a dedicated Expo Planning Committee helps make the Expo a reality. The 2014 Planning Committee brought together NTRPDC, the Progress Authority, Mansfield University, Penn State Cooperative Extension, the University of Scranton Small Business Development Center, and the Tioga

County Development Corporation. The NT PREP partners also shared a vendor exhibit space and helped cross promote and market the services of the entire team.

#### 2014 Governor's Impact Awards

For the second year, the Governor's Impact Awards recognized companies from throughout the state for their role in creating jobs and making positive contributions to the state's economy.

Twenty-five Northern Tier businesses were selected as finalists for the Governor's Impact Awards. The five Northern Tier businesses selected as award winners were: Community Impact Award – Cabot Oil & Gas Corporation; Entrepreneur Impact Award – Soil Services Company, Inc.; Export Impact Award – MetalKraft Industries, Inc.; Jobs First Award – Hoff Mechanical, Inc.; and Small Business Impact Award – Keck's Food Service, Inc.

### 2015 Governor's Impact Awards

The Office of the Governor, the Pennsylvania Department of Community and Economic Development (DCED) and Team PA Foundation have partnered to bring its residents the Governor's ImPACT Awards, a 2015 signature awards program designed to celebrate companies that have had a substantial impact on the Keystone State and contributed to job creation and job retention. These companies have proven that they are committed to our great state and see the value and benefits of doing business in Pennsylvania. There are five categories that are recognized: Jobs First, Community Impact, Small Business Impact, Entrepreneurial Impact and Export Impact.

The Authority has nominated Watson Diesel for the Community Impact Award. Frank and Glenda Watson exemplify what it means for small business owners to support their local community. Aside from their endless support of the Canton School District

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and its students, they are involved in numerous community activities. The Watson's also purchased and renovated a former manufacturing facility in the downtown Canton business district that had been vacant for numerous years.

Cargill-Wyalusing has been nominated in the Jobs First category. Through sound business practices and local plant efficiencies they have not only been able to keep employment levels steady but also grow in spite of the declining beef markets. The company has a national presence, and the local plant is held in very high regard. The facility consistently employs approximately 1100 employees and has a very active employee engagement program. They take every opportunity to celebrate their employee's accomplishments in safety, new employee mentorship program, community involvement, and family life. An employer of this caliber is a strong asset to our region.

## Watson Diesel

Frank and Glenda Watson own and operate Watson Diesel and WD Hot Blocks. In 2014 the company made a major investment in a former box manufacturing plant in downtown Canton, PA. They purchased and are renovating the 12,000 sq. ft. building and are expanding their operations onto the site. This building has stood vacant for a number of years and its condition was deteriorating quickly. As lifelong residents of Canton, the Watsons saw this as a waste of potential in the downtown business community. They couldn't see

it go to waste any longer. It would have been easier and less expensive for them to build a new structure outside of town but they remembered the facility when it was fully operational and the traffic that it brought to the downtown area. Their successful business will continue to thrive in its current location and by expanding into this much needed space, they will be able to grow a new product line while saving a blighted downtown structure.

Watson Diesel has an excellent reputation for diesel repair. They have also been very successful working in the natural gas industry with their water tank



fabrication capabilities. Now that the natural gas industry's push for water tank construction has subsided, the fabrication side of the business has refocused on reconstructing municipal equipment. Many townships and municipalities across the region are not happy with the new trucks that are on the market. The emissions requirements that were mandated for all new equipment have led to serious reliability issues. The many sensors that are now part of the emissions system malfunction often and the vehicles are continuously needing repairs. In light

of these reliability issues, many townships are keeping their aging equipment and investing money in reconditioning the worn out dump boxes and bodies as the trucks that they are attached to are far more reliable. This is also true for over-the-road truck companies. They are running into the same reliability issues as the municipalities. Their alternative is what's known as a Glider Kit which allows the garage to rebuild a new truck but keep the same reliable power train under the old emission regulations. The growth potential for this line of business is great and requires much more shop space than Watson Diesel has on their current campus.

WD Hot Blocks is another business owned and operated by Frank and Glenda Watson. In their many years of working with water trucks, they have found that operating them in the winter poses a significant hurdle with the valves that control the flow of liquid. They often freeze. The products that are on the market to combat the freezing are inefficient and often have inconsistent results. Frank designed a product that would affix right to the valve. The heating unit connects to the trucks electrical system instead of relying on the truck's coolant system like its competitors. This allows for consistent results and can run not only while the truck is running but also when the truck is shut off and plugged in to the trucks block heater. While the production of the heater does not require significant work space, there are space requirements for inventories. WD Hot Blocks will also operate in the new space.



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## Downtown Towanda Revitalization Project

BY: Kyle Lane – Borough Manager

The Downtown Towanda Revitalization Project is in full swing after a very long, hard winter. The construction of the \$11 million Towanda Terrace portion of the project is gaining momentum, with the ground and sub-surface work completed in the fall of 2014. The building is currently starting to rise from the ground as the masonry and steel workers are playing catch up. The nasty winter weather set the construction time back a couple months.



The second portion of the project consists of a \$5 million multi-level parking facility and bakery, and is moving along swimmingly as well. The garage and bakery are currently in the final design stage and estimated to begin construction in mid to late summer 2015. The inclusion of the bakery was instigated to have a more efficient layout for the garage and also reduces the construction cost per space dramatically. It has been a long road and we are very excited to see this vision come to reality.

## Bradford County Implements Infrastructure Bank Program

Bradford County, with the receipt of the natural gas impact fee funding under Act 13, has developed a creative Infrastructure Bank Program. With a growing need for investments in critical infrastructure projects throughout Bradford County, the Bradford County Commissioners have created a new, innovative funding program that is administered by the county and the Progress Authority.

The Bradford County Infrastructure Bank (BCIB) provides low-interest loan financing to support Bradford County-wide infrastructure projects and is intended to leverage and bridge-finance other private, local, state and federal funding sources. The BCIB seeks to fund projects that advance infrastructure improvements which support economic development and public safety.

### *Eligible applicants include:*

- *Bradford County.*
- *Municipalities located in Bradford County.*
- *Municipal and redevelopment authorities located within Bradford County.*
- *Private entities including non-profit organizations with eligible projects located in Bradford County sponsored by a municipal entity.*

The first project to utilize the funding



is the 400 Main Street/Parking Garage in Towanda Borough. A \$2.8 million low-interest, short-term bridge financing loan is being utilized for construction with the loan being taken out with leveraged state grant and private financing matching funds.

For more information about the program, please contact the Progress Authority at 570-265-0937 or email [cbpa@epix.net](mailto:cbpa@epix.net).

## Intensified Business Development Task Force Implementation

The Progress Authority Board of Directors has expressed deep concerns for the recent economic downturn experienced primarily by our technology based manufacturers. The Authority staff typically schedules one-on-one meetings with our area businesses and industries to understand their current needs for assistance. Numerous projects have been developed via this effort.

However, an intensified effort has been made by involving highly qualified business leaders to reinforce and evaluate efforts to bolster business opportunities in leveraging private investment and

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employment enhancement.

The team consisting of board members Henry Dunn, Paul Kreischer, Frank Pinkosky along with Raman Daga of Metadyne, John Estep of Lubbering Corporation, and Progress Authority staff are leading this effort. Meetings are ongoing and project development is underway.

## Local Economic Revitalization Tax Assistance (LERTA) Developed

The Progress Authority assisted both Sayre Borough and Canton Borough with the development of LERTA ordinances.

LERTA is intended to encourage investment in deteriorated/vacant property by maintaining the assessment valuation post new construction that could result in additional real estate tax breaks. By providing a "freeze" on the existing assessment, new investment could be facilitated and incentives to new investment to improved and existing properties could be implemented, resulting in employment enhancement.

LERTA has been generally acceptable, as the existing base assessment is not impacted in current tax levies, thus no investment is required by the municipality. Progressive-thinking communities recognize the long-term impacts of tax abatements with the leverage of new investment and overall positive impacts to the community.

The Progress Authority can provide examples of LERTA and meet with taxing bodies to explain procedure

and use. LERTAs are a great tool for economic developers to encourage new investment.

## County Housing Assessment Completed

In 2013, the Progress Authority initiated a strategic planning effort. The internal planning effort identified eight strategic areas of focus.

One area which was surprising and non-traditional to our economic development focus was county-wide housing improvements. The Progress Authority had no real experience with housing issues. A strong awareness of housing issues was emphasized by the natural gas drilling impacts.



After securing \$25,000 in DCED grant funds, the consulting firm of Delta Development Group was chosen to conduct the study. The study, entitled "The Impacts of Marcellus Shale and Economic Trends on the Bradford County Housing Market" looked at critical issues with quantity, quality and types of housing throughout the county. The study was focused on market

rate housing development.

### *The objectives were:*

- 1. Identify, quantify and measure the changes (impacts) that are being experienced in Bradford County's housing market, and identify the primary drivers of these impacts.*
- 2. Determine whether the impacts are a result of growth in the Marcellus Shale gas industry, general economic trends, social trends or other local economic factors.*
- 3. Provide county officials with the quantitative research necessary to accurately identify and prioritize the county's most critical needs related to housing.*
- 4. Conduct one-on-one interviews with a wide variety of local industry experts, employers, and residents to secure local knowledge and data to support the quantitative research.*
- 5. In close collaboration with the Commissioners, outline a plan for addressing the county's most critical needs related to housing.*

The plan identifies recommendations to utilize existing redevelopment opportunities, promote private investment in housing by facilitating residential infill development, promoting home improvement incentives and providing critical infrastructure to target new areas for new housing development. This includes single family, condo/town

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home and senior communities.

The executive summary indicates that the housing market dynamics in Bradford County are complex, and are driven by a range of physical, social, and economic events and conditions in the county and in the region. Delta conducted extensive research into the changing housing market in the county, and the results of that research are presented in the report. The executive summary interprets these findings to draw meaningful conclusions and recommendations for future policy decisions that are grounded in defensible data and analysis. The summary is designed to answer three critical questions:

*1. What conclusions can be drawn from the results of the research and data analysis regarding changes in the county's housing market, and to what factors can these changes be attributed?*

*2. What do these conclusions mean for the future of Bradford County?*

*3. How can Bradford County leaders maximize housing market strengths and mitigate market challenges?*

The approach that was used to answer these questions is described below.

First the demand for housing in Bradford County is estimated and described based on conclusions drawn regarding the drivers (or causes) of changes in the market and household economics.

Second, the unmet need for housing and gaps in the county's housing

supply are estimated and described based on the law of supply and demand, to include discussions of the physical, economic, and social dynamic factors that influence absorption and displacement, and to what extent the supply of housing in the county meets the demands of the market.

Building on the above discussions, the summary concludes with a discussion of the role that county leadership can play in maximizing the strengths of the county's housing market and mitigating challenges to housing development.

For a copy of the housing study, please access the Progress Authority website at [www.cbprogress.org](http://www.cbprogress.org) or call the Authority office at 570-265-0937.

## Progress is a Cooperative Effort

By Mark Madden



With the passing of the Smith-Lever Act in 1914 that provided for federal, state and local support, the Extension System in the United States was created

to build upon the benefits of the Morrill Act of 1862. The Morrill Act signed by President Lincoln, and later the Hatch Act of 1887 signed by President Cleveland, established the "Land-Grant" institutions - colleges and universities designated by a state, to receive the benefits of the act and charged with the mission to teach and research practical applications of agriculture, science, military science, and engineering.

Underpinning these federal acts was a response to the industrial revolution and changing demographics in this country. Our leaders at the time understood the need to build the educational and technical capacity of all citizens, particularly our rural citizens, so that the opportunities and challenges brought about by progress, could be optimized for the growing country to the benefit of all.

One hundred years later, Penn State University, the designated land-grant in Pennsylvania, through its Extension, continues to serve as an agent of change for the betterment of our communities, state, country and world. Change, as is our mission, is constant. And it's a mission we share cooperatively with many other productive organizations, including the Central Bradford Progress Authority.

Few course-changing events have pervaded our community like the development of the Marcellus Shale. But, here's the profound part - the development of shale energy in this country, derived from the rock deep under our feet, is among the most prolific and ideally placed (with respect to the utilization in this country), and is leading to

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national and global course-changing impacts. "Leveraging world affairs" is how IHS Vice Chairman Daniel Yergin ascribes it. Understand - we're a major part of it. The Marcellus alone has become the single most productive gas shale on the planet.

Of course, it's not the first time Pennsylvania experienced a similar revolution as we only need look back to the 1859 Drake Well in Titusville, Pennsylvania to find comparison. One might note the coinciding events of the period included the Morrill Act enactment and the empowerment of rural communities.

We are experiencing first-hand the nature of energy production. From the dawn of its existence, the exploration and production industry has a cyclical nature firmly established in its history. Today, we note a downturn in the number of rigs and completion crews working in the area compared to just a few years ago. The ebb in activity is a direct result of our voluminous production saturating the available market and pinching profitability - a unique circumstance, as conventional wisdom might suggest a curtailment based on resource depletion, which is far from the case. At some point, as additional pipeline capacity is brought on-line, and greater utilization, if not exportation develops, our area will once again see ramped-up gas field activity, and a continuation of the ancillary economic benefits we're experiencing.

Extension has long enjoyed a close relationship with rural communities providing evidence-based science to capitalize on natural resource-based opportunities. As the development of

the natural gas industry in this area continues, our University efforts, in concert with others to assist landowners, community and businesses, will remain a vital voice in the ongoing dialogue.

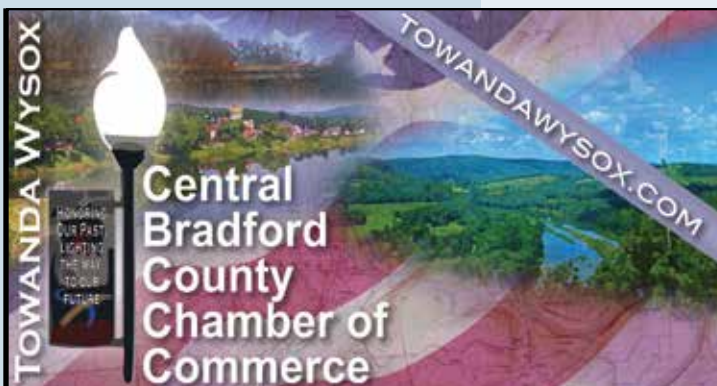
In 2010, the Marcellus Center for Outreach and Research (MCOR) was launched as Penn State's public education and research initiative on unconventional gas plays. Its mission, while working collaboratively with researchers across North America and the world, is to expand and apply emerging



expertise on technical aspects of developing the resource, and providing science-based outreach programming while protecting the Commonwealth's water resources, forests and transportation infrastructure. And with shale energy production becoming more global in nature, MCOR's focus has expanded to allow a greater exchange of ideas worldwide on ways to mitigate impact and enhance benefits associated with shale development, both here and abroad. MCOR is internally funded by the College of Agricultural Sciences, the College of Earth and Mineral Sciences, Penn State Institutes of Energy and the Environment and Penn State Outreach.

Since the creation of MCOR, the Institute for Natural Gas Research (INGaR) was created and capacity-building is underway. Promising to bring together one of the largest contingents of natural gas experts in the United States, it is expected to provide much-needed study into this key energy source. Working closely with industry, along with state and federal government partners, INGaR will conduct independent and scientific research in the broad area of natural gas. Researchers will study the complex processes involved in natural gas exploration, production, transmission, storage, processing, combustion, infrastructure, and water use and protection. Local industry may find opportunity to work with these researchers here as they explore innovative ways to add value to the local resource. The major goal of the institute is to support the ongoing development of a natural gas-based economy that will allow the country to eventually and responsibly consume a predominantly domestic supply of gas for many years to come.

Looking forward, recognize we are in the infancy regarding the development of this local and national energy resource. But as we mature more fully into a world-class production field, new challenges and opportunities will evolve. Contemporary science, cooperation among stakeholders, and the wise use of the resource can ensure productive outcomes. Leaders as far back as 1862, supported by their constituents, didn't doubt the capacity of rural America to lead this country to its fullest potential. There is little reason to doubt it now.



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## 2014 Progress Authority RLF Report

The Progress Authority started 2014 off with \$1,325,000 available for loans to local businesses and industries. These funds included RBEG funds and an additional \$333,000 in SSBCI funds. There were a total of eight loans closed in 2014 totaling \$1,198,000. Highlights include:

Lubbering Inc. in Troy, borrowed \$85,000 to build an addition on to their existing building. Lubbering Inc., which is now 100% owned by the Estep family, currently employs 14 people with plans to expand to 18 employees in the near future.

Robert Reeves, owner-operator of Reeves Business Park in Wysox township, borrowed \$150,000 to assist in the construction of a warehousing facility in his business park that will house a large employer in the gas services field. This building will be a valuable addition to the park.

Leaps and Bounds Daycare, owned and operated by Sarah Estep, borrowed \$88,000 to expand her existing daycare in Troy from 1,800 sq. ft. to 4,300 sq.ft. This is a full service, educational child-care service that employs 9 people.

Watson Diesel, owned and operated by Frank and Glenda Watson in Canton, received \$100,000 to help renovate the former Swayze Box manufacturing facility in downtown Canton. The facility has been vacant for a number of years and will be restored to a fully functioning business in the downtown community as Watson Diesel expands their current operations to the renovated site.

## Improvements to the RLF Process

The Progress Authority is a certified Area Lending Organization (ALO) as an Industrial Development Corporation (IDC), Industrial Development Authority (IDA) and General Purpose Authority. The General Purpose Authority is the administrative arm of our organizations. We have a 20 member board appointed by our member municipalities who wear 3 hats representing the 3 separate entities. Our board is the same for the IDC, IDA and General Purpose Authority.



Our revolving loan fund has been our flagship program being utilized to leverage private and other public investment for economic development. We have met state standards as an ALO in administration, staff and loan analysis. Our loan administration has historically been done through our General Purpose Authority, via a 7 member RLF committee, that makes loan recommendations to the executive board, which are eventually ratified by the full board. While this process has served us well in the past, it is cumbersome to facilitate

a loan application that requires swift action because of the strict meeting and voting requirements for a general purpose authority under the Municipal Authority Act.

At our March 12, 2015 board meeting, the Progress Authority voted to transfer the administration of our RLF from the General Purpose Authority to the IDC. The different meeting requirements of an IDC allow for members to join the meeting via phone conference and email thereby not requiring a quorum all be present in person. This will drastically improve the board's ability to meet quickly when an application needs prompt approval. This is a positive step in allowing the Progress Authority to better meet the needs of a fast paced business community. Applications are available on [www.cbprogress.org](http://www.cbprogress.org).

## Pennsylvania DCED Consolidates its Lending Programs

With the passage of Act 161, traditional economic development programs have been consolidated into the Pennsylvania Industrial Development Authority. PIDA now oversees other programs beyond their building and land program. The consolidation is an effort to streamline and simplify the state business lending system.

For the first time, the Authority can approve loans to the retail/service sector, small business, and can finance the purchase of machinery and equipment as well as working capital. The lending

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program has new guidelines, which can be accessed at [www.newpa.com/PIDA](http://www.newpa.com/PIDA). Updates have also been made to the electronic single applications, with all others being eliminated.

The Progress Authority is a certified lender under the state programs and will be attending additional training to utilize the consolidated funding under PIDA.

## Act 13 Grant Program

The Bradford County Board of Commissioners has determined that the best interests of the communities and residents of Bradford County would be served by the creation of a new Act 13 Grant Program. Grant



funds will be allocated to meet the most pressing needs of the county while providing for future growth consistent with recognized local and regional plans. The Bradford County Commissioners have jointly established the current allocation policy in order to meet the collaboratively identified goals of funding projects that will foster economic development, create new jobs, promote business development, fill funding gaps and leverage other federal state and local funding.

The program is open to local governments, nonprofit organizations and private enterprise with a municipal sponsor, and public authorities. All

projects must meet guidelines allowed under Act 13. Grant program categories include community investment grant, economic development grants, environmental initiative grants and public safety grants.

Although there is not a required amount for cash match, it is paramount to remain cognizant of the county's goal to utilize Act 13 funding in order to provide gap funding and leverage other funding sources. Eligible match includes both cash match and non-cash match, which includes those services that are directly tied to the project's development and implementation, can be properly documented and expended during the project's grant term. An applicant's match is extremely important and the source of matching funds must be completely identified in the grant application.

Applications will be available beginning on Monday April 6, 2015 and they can contact Michelle Shedden, Chief Clerk, at 570-265-1727, [sheddenm@bradfordco.org](mailto:sheddenm@bradfordco.org) or on the website at [www.bradfordcountypa.org](http://www.bradfordcountypa.org).

## Elevating Bradford County's Business Profile for Sustainable Economic Growth.

The Bradford County Commissioners have contracted a proposal for a results-oriented marketing strategy and new website. The firm of Development Counselors International (DCI) is the leader in marketing places. By developing the marketing strategy and then implementing it, the county can elevate



its profile among its key audiences – investors, executives, talented professionals and travelers.

DCI possesses the deep understanding of economic development necessary to deliver a comprehensive marketing strategy and plans and executes those plans for highly visible, measurable results. The Progress Authority is a strategic partner in the effort to identify and assist DCI with critical issues. Data collection, research and interviews will be conducted during the discovery phase of DCI's intensive look at Bradford County. This assessment of the county will allow for the evaluation and branding of the county's assets.

DCI's step-by-step methodology involves five stages. They have proven success in producing authentic, believable and distinctive branding and marketing strategies for communities across the county. DCI, in collaboration with the project input and project team, will develop a marketing plan to specifically brand, develop value propositions and key messages with discovery research findings. DCI will develop tactics for media relations with story ideas on theme lines that would resonate

*Continued on Page 11*



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most strongly with the industry trends and national media.

DCI will develop media targets, website improvements and key events to promote the county. Additionally, a prospect company list and site selection outreach will be developed. The project will also look at a 3-year time-line for implementation and metrics to measure and ensure a successful program.

The DCI project will bolster both economic development and tourism with a proven system of success.

## Remediation Plans Continue on Troy Brownfield Property

Site assessment work has been completed and a remediation plan is in place for the Troy Brownfield site, the former 4 acre Penn Troy Brownfield site donated to the Authority in Troy for cleanup.



Langan Associates and engineers were awarded the work, which was funded partially by a state grant under the Industrial Sites Reuse Program (ISRP). The Authority was awarded a \$20,775 grant for site assessment and preparation of a remediation plan for the site. Further funding will be sought

to implement the remediation, ultimately resulting in the reuse of a formerly contaminated site.

## Progress Authority Board Member Update

2014 brought changes to the Progress Authority's Board of Directors. Our long-time secretary and one of our founding members, Robert Sheets, passed away. We were greatly saddened at the community's and our loss, and continue to miss what Bob contributed to our meetings. Bob's position on the board was appointed to Mark Madden, County Agricultural Agent, Penn State Extension. Jody Place also stepped in to competently fill Bob's position as secretary. We would like to thank both of them for stepping up during this difficult time.

Other board member changes occurred during the year. Another founding member, Walter "Sonny" Warburton, chose to leave the board upon his retirement. While it was difficult for us to see him go, we wish him well in his retirement. Sonny was replaced by Jon Kulick, a Wysox Township Supervisor.

Frank Hoffmann also chose to resign from the board, having served several terms. David Gordon of Cargill Corp. has been appointed to fill Frank's position. Mark Christini

of Towanda Borough also chose not to be reappointed for another term, his position being appointed to Kyle Lane, the new Towanda Borough Manager.



With Chris Brown coming aboard the staff, Frank Pinkosky of the Guthrie Clinic replaced him on the board. Phil Kaminsky graciously agreed to step back into the treasurer's position at this time also, and we thank him for taking on this responsibility for a second time. All of our new members bring a multitude of professional skills that will fortify the Authority's efforts.

We would like to sincerely thank all of our past board members for their service and dedication to the Progress Authority. We truly would not be where we are today without their foresight and dedication. At the same time, we welcome aboard our newest members, Frank, Kyle, Mark, Jon and Dave. The Progress Authority looks forward to their input and service to our board.



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## Progress Building Welcomes New Tenants



**Annual Meeting  
April 22, 2015**

The Progress Authority recently welcomed our newest tenants to the building. BLaST I.U. 17 is occupying part of the space in the former college with their Early Intervention program for pre-schoolers.

As of April 1st, we also welcome Brandon Aumiller & Associates, Inc. to suite 10. Having recently lost their office due to a fire in the Bailey Block building, they found one of the previous recruiting offices met their needs for office space to continue serving their clients.

The Progress Building provides parking and updated handicapped facilities for their patrons. We welcome our newest tenants to the Progress Building.

**BRANDON  
AUMILLER & ASSOCIATES, INC.**



## 2015 Progress Authority Board Members

**Kim Barnes**

**Newman Benson**

**Avery Boardman**

**Abraham Brandt**

**Donald Brennan**

**Henry C. Dunn**

**David Gordon**

**Dr. Thomas L. Henson, Vice-President**

**Philip D. Kaminsky, Secretary**

**Paul Kreischer, President**

**Jon D. Kulick**

**Kyle Lane**

**Mark Madden**

**Jim Morse**

**Frank Pinkosky**

**Jody Place, Secretary**

**Joe Ritsko**

**Charmaine Stempel**

**Charlotte Sullivan**

**Paul Sweitzer**

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