

Tioga County Development Corporation

eNews Insider



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December 2010

2011 Board Meetings

- January 14, 2011
- February 22, 2011
TCDC Board Retreat
- March 11, 2011
- May 13, 2011
TCDC On the Road
- June 10, 2011
Board Work Session
- July 8, 2011
- September 9, 2011
Board work Session
- October 14, 2011
- November 11, 2011
Board Work Session
- December 9, 2011

Rakoski & TCDC Close on First Micro Loan



Left to Right: David E. Cummings, TCDC Chairman; Geoff Rakoski, President, Rakoski Enterprises, Inc.; Jodi Rakoski and Robert J. Blair, TCDC President/CEO.

Geoffrey Rakoski, Rakoski Enterprises, Inc. closed on a \$12,500 *Tioga County Micro Loan Fund* loan on Tuesday, November 16, 2010 with the *Tioga County Development Corporation*. The \$12,500 loan will be used to help purchase and install an upgrade to the NAPA required equipment and software.

Geoff Rakoski owns the Blossburg Napa Auto Supply and Lawrenceville NAPA stores. The Blossburg NAPA Auto Supply store was started in 1996 with Rakoski's uncle. Rakoski took over the store as sole owner in July 1999. He purchased the Lawrenceville store in 2005.

In October, the *TCDC* Board unveiled a new small business loan program, The *Tioga County Micro Loan Program*. Loans up to \$25,000 may be approved for for-profit business in Tioga County. For more information on the Micro Loan Program see Page 2.

For more information, applications or assistance on financial assistance, contact Robert J. Blair, *TCDC* President/CEO, at (570) 723-8232 or eMail to tccl@ptd.net.

Plan Ahead...

TCDC's 15th Annual Legislative Breakfast

Thursday, April 21, 2011
Historic Penn Wells Hotel
Main Street
Wellsboro, PA 16901

TCDC's 18th Annual Annual Meeting

Monday, July 25, 2011
TBD

TCDC's 4th Annual

Meet Our Member Mixer

Wednesday, September 14, 2011
Wellsboro & Corning RR
Tioga Central Railroad

TCDC Offers New Micro Loan Program for Small Businesses

To better inform our Business Members of Public Funding opportunities available, the *TCDC eNews Insider* is continuing to highlight the financing options available through the *Tioga County Development Corporation (TCDC)*. In this edition you will learn more about the *Tioga County Micro Loan Program (TCMLP)*.

The *Tioga County Micro Loan Program (TCMLP)* is a low interest loan program designed to financially assist for-profit small businesses who are participating in small projects in Tioga County, Pennsylvania. The purpose is to create a positive, business-friendly economic climate to stimulate growth which will improve the overall economy of Tioga County.

The *Tioga County Loan Committee* and the *Tioga County Development Corporation* will **determine the interest rate for each loan origination based on ½ of the current prime rate with a floor of 3%**. The loan rate will be a fixed rate at loan commitment.

Projects up to \$25,000 are eligible for loans up to \$25,000. All aspects of business are eligible with the exemption of working capital.

*For more information or eligibility requirements on the *Tioga County Micro Loan Program* or other public funding programs, contact Robert J. Blair, TCDC President/CEO, at tcdc1@ptd.net or 570-723-8232.*

TCDC'S Low Interest Loans

To assist businesses with their financing needs for construction, renovations, machinery & equipment.

Information & Applications

Log On: <http://www.tcdc-pa.com/businessAssistance.php>

TCDC Loan Helps Fund Purchase of Local Bowling Alley: Route 6 Lanes



Front Row (L to R): Wendy S. Swartz, TCDC Loan Committee Chair; Bill Chambers, Chambers Investments LLC; David G. Lamphier, TCDC Second Vice Chairman.

Second Row (L to R): Samantha Wilcox, Esquire, Owlett & Lewis P.C.; Robert J. Blair, TCDC President/CEO.

Chambers Investments LLC closed on a \$50,000 *Tioga County Enterprise Zone Revolving Loan Fund* loan on Tuesday, September 7, 2010 with the *Tioga County Development Corporation*. The \$50,000 loan will be used towards the purchase of the former Laurel Lanes Bowling Alley and two (2) rental properties along with building repairs and upgrade of bowling lanes. The land is located at 299 Tioga Street, Borough of Wellsboro, Tioga County, Pennsylvania. Chambers opened on September 18, 2010 as Route 6 Lanes.

The Chambers Investments LLC is owned by William Chambers, Patricia Chambers and Michael Chambers. Chambers Investments brings over 33 years of business management experience to this new business venture.

The Chambers family is renovating all of the bowling alley's mechanical pinsetters, installing new digital automatic scorekeeping systems and opening a Mexican Restaurant. They also plan to update the interior design to be more modern and comfortable.



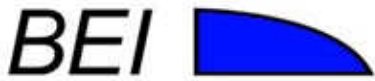
TCDC Welcomes Our Newest Members

Individual Memberships

Betsy Mallison
Christopher Morral

Corporate Memberships

Bogia Engineering Inc
Gregg Bogia
1100 Berkshire Blvd., Suite 308
Wyomissing, PA 19610
www.bogiaeng.com



ERB Building Inspections
Jay Erb
972 Boom Station Road
Lawrenceville, PA 16929
www.erbinspections.com



Arbor Development
Jeffery Eaton
16 West Williams Street,
PO Box 31
Bath, NY 14810
www.arbordevelopment.org



The Real Estaters of Mansfield
Robert T. Wood
1671 South Main Street
Mansfield, PA 16933
www.therealestatersofmansfield.net



TCDC Membership & Benefits

If you are not a Member of TCDC and want to join before the end of December for a tax benefits please submit your Application **TODAY!** You will receive an entire year's Membership. Your new Membership during these difficult times will help our corporation greatly. Show your Support of Economic Development in Tioga County **TODAY!**

For 2011, we are exploring additional benefits to Loan Recipients Members and Partner Members.

If you are looking to become a new Member or renew your Membership, contact Carolyn Conte, Administrative Assistant at 570.723.8232 or tcdc2@ptd.net

Tioga County Tax Abatement Efforts Continue Expanding Businesses Should Contact TCDC

The *Tioga County Development Corporation* continues our efforts to promote the Tioga County Preferential Tax Assessment Plan (LERTA). To date, the total number of Municipalities that have adopted the LERTA is eight (8). The following municipalities are participating: Blossburg Borough, Lawrence Township, Mansfield Borough, Richmond Township, Tioga Borough, Wellsboro Borough, Westfield Borough and Westfield Township. For more information on the Tioga County Tax Abatement Program and for a complete list of participating taxing bodies log on to <http://www.tcdc-pa.com/taxAbatement.php>.

**TCDC Honored For Continued Support of PFEW
TCDC President/CEO Blair To Serve on FFEE Board**



(L to R) TCDC President/CEO Robert J. Blair is pictured with John J. Trombetta, President/CEO of Pennsylvania Free Enterprise Week (PFEW).

On Wednesday, December 8, 2010, John J. Trombetta, President/CEO of the Foundation For Free Enterprise Education (FFEE) presented Robert J. Blair, TCDC President/CEO a recognition plaque for the *Tioga County Development Corporation's* Outstanding Support of and Dedication to the mission and annual goal of Pennsylvania Free Enterprise Week 2010.

Twenty-four (24) students from our three (3) public school districts, Northern Tioga, Southern Tioga and Wellsboro Area School Districts, have graduated from the program and ten (10) business and organizations in Tioga County have provided funding towards scholarships. Those business and organizations include: Citizens & Northern Bank, Dominion Foundation, Electri-Cord Manufacturing, First Citizens National Bank, Laurel Health System, Partners In Progress, The Murus Company, Ward Manufacturing LLC, Wellsboro Business & Professional Women and Wellsboro Pediatric Healthcare and Associates.

Pennsylvania Free Enterprise Week is an intensive program that educates high school students about the American free enterprise system, bringing motivated students together with business people from throughout the state. This unique concept in learning has enhanced the lives of over 29,000 young adults for thirty-two years. For more information on Pennsylvania Free Enterprise Week, log on to their website: www.pfew.org. Students and parents can contact their high school Guidance office for more information.

Blair was also recently elected to serve on the Board Of Directors for the Foundation for Free Enterprise Education. He began his 2 year term in November 2010. He replaced Craig Litchfield who served on the FFEE Board for several years.

2010 EITC Annual Report

Annually, The *Tioga County Foundation* allocates a portion of its received Education Improvements Tax Credit funds towards assistance with School-to-Work and Career Development programs in Tioga County's three public school districts. Once again in 2010, the Tax Credit program has been a huge success.

In 2010, The *Tioga County Foundation* received a total \$56,500 from Citizens & Northern Bank, First Citizens National Bank, Northwest Savings Bank and Ward Manufacturing LLC for which we were able to provide \$36,160.00 for 20 Projects to date. From January 1, 2010 through December 31, 2010 we leveraged \$88,006.95 from the Applicants for Total Projects Cost of \$124,166.95 ... Impacting 2,653 Students.

We want to thank the private companies who are supporting Career Development in our three Public School Districts with their EITC Contribution. We hope this program will continue to grow in Tioga County to assist our students as they prepare for the work force.



2010 Donating Businesses



EITC Program Receives Donation from Waste Management



((L to R): David E. Cummings, TCDC Chairman and Ron Wilson, Waste Management, District Manager

On September 10, 2010, Waste Management made a cash contribution of \$3,000 to help support the educational needs of our students through the Pennsylvania Educational Improvement Tax Credit Program (EITC). The check was presented to the *Tioga County Foundation*, the charitable arm of the Tioga County Development Corporation by Ron Wilson, District Manager.

Waste Management, Inc. is North America's leading provider of integrated environmental solutions. Waste Management partners with its customers and communities to manage and reduce waste from collection to disposal while recovering valuable resources and creating clean, renewable energy. Waste Management, Inc. serves over 20 million residential, industrial, municipal and commercial customers. Waste Management posted \$11.79 billion of revenues in 2009.

"The funds are used to support local innovative educational programs for the schools in Tioga County. The *Tioga County Foundation* is currently using these tax credit funds to support local career development and school to work efforts within our three (3) public districts" noted

David E. Cummings, *Tioga County Foundation* President. "We are extremely pleased with Waste Managements contribution in supporting our EITC Program. EITC Funding allows the public schools to implement programs within their districts which otherwise may not be implemented" continues Cummings.

The EITC authorizes the award of Tax Credits to businesses that make contributions to scholarship organizations and/or educational improvement organizations contained on a list published by the Department of Community and Economic Development (DCED). A "contribution" from a company is a donation of cash, personal property or services.

Ward Manufacturing LLC contributes \$13,500 to Assist Public Schools' Career Development Initiatives

On September 22, 2010, Tioga County Public Schools received some financial support towards Career Development Initiatives from Ward Manufacturing LLC. Ward Manufacturing LLC made a contribution of \$13,500 to help support the educational needs of our students through the Pennsylvania Educational Improvement Tax Credit Program (EITC). The check was presented to the *Tioga County Foundation*, the charitable arm of the *Tioga County Development Corporation* by Pete Guidi Jr., President and CEO of Ward Manufacturing LLC.

Ward Manufacturing LLC, headquartered in Blossburg, PA, is the second largest supplier of pipe fittings in the United States as well as a multi-million dollar supplier of custom castings and gas meter parts. Through this program and others, Ward Manufacturing LLC continues its work to strengthen the economic heart and soul of Tioga County. Ward Manufacturing LLC has been a long-time contributor to the EITC program. The *Tioga County Foundation* has been designated as an educational improvement organization under the Pennsylvania Educational Improvement Tax Credit Program (EITC), businesses may now make contributions to support the public school districts in our local area.

"Education is the path to success in this ever-changing world that we have before us. On behalf of all our employees, Ward is proud to support the public education system in Tioga County by contributing to the EITC program." said Pete Guidi, President/CEO Ward Manufacturing LLC.



L to R: Karen Russell, TCDC First Vice Chairman; Kathy Peoples, Payroll & Benefits Administration Manager, Ward Manufacturing LLC and Robert J. Blair, TCDC President/CEO.

For more information on the Pennsylvania Educational Improvement Tax Credit Program (EITC) in Tioga County, please contact Christie Blackwell, Leadership Development Coordinator at the Tioga County Development Corporation, (570)723-8232 or log on : <http://www.tcdc-pa.com/eiTaxCredit.php>.

Tioga County Health Career Awareness Day 2010



Students interested in Radiology look at a demonstration by Laurel Health System at the 2010 Health Career Fair.

The North Campus of Pennsylvania College of Technology in Wellsboro, PA was busy with activity on Wednesday, November 10, 2010. The North Campus was the site for Tioga County’s Annual Health Career Awareness Fair. The event, held in conjunction with Health Career Awareness Week in Pennsylvania, took place from 9AM to 11:30 AM.

The propose of the Health Fair is to inform students about the variety of careers in different healthcare fields. Over 35 Presenters and Health Care Professionals provided information and hands on activities for students in the New Covenant Academy, Northern Potter, Northern Tioga, Southern Tioga and Wellsboro Area School Districts. Throughout the day presenters helped nearly 100 10th & 11th grade students better understand the training needs and employment opportunities for the healthcare industry. Some professions that were represented at the event include: Chiropractic Care, Message Therapy, Optometry, Reflexology, Registered Nursing, Surgical Technology and Yoga along with several Higher

Education representatives. Health Career awareness Week was held November 8-12, 2010 throughout Pennsylvania.

For more information on our Corporate Sponsors and other represented professions please visit the TCDC Website at <http://www.tcdc-pa.com/happening.php>.



Doing Business in Pennsylvania State Assistance Website for Small Business

Doing business in Pennsylvania has never been easier. The website “Pennsylvania Open for Business” gives entrepreneurs a “one stop” access point to business information. Business Owners can explore financial options, download important forms that are necessary in business start-up and expansion and electronically register a business with the Pennsylvania Department of Labor and Industry, Revenue and State

The Pennsylvania Open for Business website is a result of the Commonwealth’s efforts to make Pennsylvania the easiest place in the world to start, sustain and expand a business.

Also, If you are looking to relocate or expand your business within the Commonwealth of Pennsylvania PASiteSearch.com allows users to locate available properties and buildings in Pennsylvania via the internet.

The website makes it easier for business owners and entrepreneurs to search buildings, find community and county profiles and Economic Development professionals contact information using the most up to date technology and information. If you have industrial or commercial property you would like listed, please contact TCDC at 570.723.8232.

To Locate The websites
Click on the following
links:
<http://www.tcdc-pa.com/businessAssistance.php>
And
<http://www.tcdc-pa.com/availableSites.php>



PEDA President Blair Presents President's Award

The Pennsylvania Economic Development Association honored former state official John Blake, on October 14, 2010 in Harrisburg with the prestigious PEDA President's Award.

In presenting the Award, Robert J. Blair, PEDA President and President/CEO of the *Tioga County Development Corporation*, noted "John has been involved in economic development in Pennsylvania for the past three decades and culminated his public service as Acting Secretary of the Pennsylvania Department of Community & Economic Development. John is truly a dedicated and caring public servant who has assisted in the creation of tens of thousands of jobs throughout Pennsylvania. He knows first hand the role public economic development efforts at the local level plays in creating jobs and generating wealth in our local community and statewide. We are proud to present John with this award."

John Blake graciously accepted the award and offered the following statement. "It is with deep humility and great honor that I accept the President's award from my friends at the Pennsylvania Economic Development Association (PEDA). I have been privileged to have a valuable and productive relationship with PEDA and its members for many years. Pennsylvania is fortunate to have in PEDA capable and dedicated professionals who serve Pennsylvania businesses as they seek the essential resources they need to compete. Public resources could not be effectively deployed to leverage significant private investment and job growth without the local Industrial and Economic Development Corporations who work diligently to sustain and grow the diverse regional economies of our state. I am grateful for this award and I will look upon it with pride as a reminder of our work together -- but I am even more grateful for the work PEDA members do every day on behalf of our business community and our great workforce. Thank you."



Left to Right: John Blake, Acting Secretary of the Pennsylvania Department of Community & Economic Development and Robert J. Blair, PEDA President and President/CEO of the Tioga County Development Corporation.

PEDA Honors David Washburn with Prestigious President's Award



Left to Right: David Washburn, President's Award Recipient and Robert J. Blair, PEDA President and President/CEO of the Tioga County Development Corporation.

The Pennsylvania Economic Development Association honored David Washburn with the prestigious PEDA President's Award.

In presenting the Award, Robert J. Blair, PEDA President and President/CEO of the *Tioga County Development Corporation*, presented the award in recognition of Washburn's continued advocacy for the economic delivery system in Pennsylvania; and the need for good public economic development policy; and assisting the Legislative leaders in implementing good public policy for Economic Development initiatives insuring many communities and economic development agencies have programs suitable for the needs of their communities.

Blair noted, "From his early days on the Governor's Response Team to the many years in the House of Representative as Legislative Analyst, David has always maintained relationships and friendships with PEDA and its Members. David is truly a dedicated and caring public servant."

Blair will complete his two year term as President of PEDA at the December 12, 2010 Board Meeting. He will remain on the PEDA Executive Committee as Intermediate Past President through December 13, 2013.



From The President

In this issue of our *eNews Insider* two areas are highlighted . . . our Loan Program and Youth Career Development. Our Revolving Loan Program continues to grow as more small businesses become aware of the availability of low interest fixed rate loans. Working closely with our private lenders we can provide a portion of the funding. We have introduced a new Micro Loan Program to assist small businesses with smaller projects. We can fund the entire project up to \$25,000 with the exception of working capital which is provided by the private sector. The interest in our loan programs is increasing and hopefully an indication of the upturn in our local economy.

We have been very active in a variety of career development opportunities for our youth. A countrywide Health Career Day was held in November with 35 occupations available for our youth to pursue. Health Care remains our large service employment sector providing over 1,000 jobs in our county. Several public and private organizations and businesses assisted in making the 2010 Tioga County Health Career Awareness Day a great success.

Our Leadership Tioga County *Youth Leadership Program*, in its 12th year, featured the Natural Gas Industry at the December 7, 2010 *Understanding Business & Economics*. Students had direct contact with some of the businesses involved in the industry. Each well involves over 150 job classifications and our youth have an opportunity to be employed in our county for their entire career.

Plans are underway for the **2011 Tioga County Energy Career Day** to be held on May 10, 2011 at Penn College. We will feature natural gas, electric and wind. It will focus around 10th and 11th grade students.

The Education Improvement Tax Credit Program was again successful in 2010. Thanks to the support of our private contributors several projects were undertaken in each of our 3 public school districts. *TCDC* is fortunate to have Christie Blackwell spearheading our Leadership and EITC Programs.

The Pennsylvania Free Enterprise Week under the direction of the *Foundation for Free Enterprise Education* was another great success in 2010. *TCDC* has always been a supporter and has encouraged Tioga County businesses to provide student scholarships.

As we near the completion of 2010, I want to take this opportunity to thank the Board of Directors; our staff, Carolyn and Christie, our Members and our businesses and organizations for all of your support during this difficult year. We have accomplished a great deal, but there is so much more which needs to be completed.

A Very Merry Christmas and Best Wishes for a Happy, Healthy & Peaceful New Year!

Robert J. Blair
President/Chief Executive Officer

114 Main Street
Wellsboro, Pennsylvania 16901
Voice: 570.723.8232
Fax: 570.723.8441
E-mail: tcdc1@ptd.net

www.tcdc-pa.com

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