2011 Annual Report
Our Mission
To help businesses expand their markets, generate employment, improve the local economy, and plan for the future development of the Northern Tier region.

Our Vision
To be a leader in developing people, businesses, and communities for a globally competitive region.

Cover Photo: Jean Ruhf, Executive Director
Endless Mountains Visitors Bureau
Riverside Park, Tunkhannock (Wyoming County)
The Full Commission

Bradford
Bill Farley
Denise Ives
Sharon Kaminsky
Paul Kreischer
Doug McLinko
Jody Place
Fred Robinson
Mark Smith
John Sullivan

Sullivan
Darla Bortz
Fred Fiester
Bob Getz
Craig Harting
Mike Hufnagel
Betty Reibson
James Rogers

Susquehanna
Leon Allen
David Darrow
Mike Giangrieco
Rudy Mattes
Dennis Phelps
Katherine Shelly
Rick Soden
MaryAnn Warren

Tioga
Robert Blair
Erick Coolidge
Tom Freeman
Mark Hamilton
Fred LaVancher
Lindsey Sikorski
Sue Vogler
Jeffrey Wilson

Wyoming
Stark Bartron
Pete Butler
Mike Castellano
Alex Fried
Judy Kraft-Mead
Tony Litwin
Richard
Schwoebel
Paul Weilage

Advisory Committees

Workforce Investment Board
Brenda Abplanalp
Sam Anderson
Robert Blair
Lori Bogadin
Pete Butler
Judy Cooper
Karen Cosner
Chip Cummings
Bill Farley
Karen Hammer
Craig Harting
Fred Jackson
Paul Kreischer
Josh McGroaty
Jody Neary
Brenda Roberts
Fred Robinson
Sherry Spencer
Dick Stetz
Loren Stone
Sandy Voda
Terri Zimmerman

Local Loan Review
Stark Bartron
Peggy Black
Robert Blair
Carl Chambers
Matt Dougherty
Joe Ferretti
Fred Fiester
Anthony Gabello
Sheryl Potocek
Kevin Rimmey
James Rogers
Richard
Schwoebel
Rick Soden
Jeffrey Wilson

Rural Area Transportation
Mike Castellano
Bob Getz
Mark Hamilton
Mike Hufnagel
Fred LaVancher
Tony Litwin
Rudy Mattes
Doug McLinko
Joseph Plonski
Ray Stolinas
Jim Stolinas
Paul Weilage
Leonard
Wheatley

Economic Development
Robert Blair
Darla Bortz
Eric Brown
Brian Canfield
Dan Close
Maureen
Dispenza
William Dovin
Fred Fiester
Joey Heckler
Mike Hufnagel
Sharon Kaminsky
Jackie Lawrence
Robert Neira
Liz Ratchford
Betty Reibson
Lindsey Sikorski
Chris Smith
Jack Taylor
Tony Ventello
2011 marked another year of hard work and dedication by the staff of the Northern Tier Regional Planning and Development Commission (NTRPDC). The most significant event in our region this past year was the flooding caused by Hurricane Irene and Tropical Storm Lee. While this was a devastating flood, NTRPDC staff demonstrated their devotion to the community by making needed services available to victims immediately following the flood.

With our region in disarray and shock from the drastic effects of the flood, NTRPDC was able to provide crucial and timely assistance to businesses and individuals affected. Our staff volunteered more than 80 hours helping at emergency management and disaster recovery centers by answering calls, contacting victims, and providing vital recovery information. In addition to volunteer time, staff also donated items to help restore the local food pantry, and provided cleaning supplies.

Beyond these immediate emergency services, we also understood the long-term effect a flood has on local businesses. Since many businesses had been flooded and several were considered a total loss due to the damage, NTRPDC developed a Disaster Recovery Loan Fund, providing loans up to $25,000 to qualifying small businesses at zero percent interest with no match requirement. With our assistance, they were able to focus on reinstating their businesses, allowing them to continue to serve our community.

In further flood recovery efforts, NTRPDC secured funding through the U.S. Department of Labor’s National Emergency Grant, allowing us to hire temporary flood clean-up crews to remove debris from area creeks and streams. Through this initiative, long-term unemployed individuals and workers dislocated by the flood were able to find employment assisting in this essential service to our region.

Our desire remains to support the development and prosperity of our region through serving local businesses and municipalities. We have been privileged to work alongside hardworking and devoted County Commissioners, some of whom left office at the end of 2011. We want to personally thank each of them for their many years of service and dedication to both NTRPDC and our region. Furthermore, we are incredibly thankful to our hardworking staff who, through their consistent devotion and determination, continue to promote productive development and sustainability in our region.

Kevin D. Abrams
Executive Director
## Funding Sources

Funding source revenues recognized at fiscal year-end, June 30, 2011

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Federal</strong></td>
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<tr>
<td>Appalachian Regional Commission</td>
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<td>Local Development District</td>
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<td>U.S. Department of Defense</td>
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<td>Procurement Technical Assistance</td>
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<td>U.S. Department of Transportation</td>
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<tr>
<td>Federal Highway Administration</td>
<td>$596,830</td>
<td>Federal Total $3,991,978</td>
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<td>U.S. Department of Labor</td>
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<td>Workforce Investment Act</td>
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<tr>
<td>U.S. Department of Health and Human Services</td>
<td>$1,194,558</td>
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<tr>
<td><strong>State</strong></td>
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<tr>
<td>Pennsylvania Department of Transportation</td>
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<td>Rural Transportation Program</td>
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<td>Pennsylvania Department of Community and Economic Development</td>
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<td>State Total $493,171</td>
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<td>Export Development</td>
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<td>Keystone Opportunity Expanded Zone (KOEZ)</td>
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<td>Energy</td>
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<td>Pennsylvania Route 6 Heritage Corporation</td>
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<td><strong>Local</strong></td>
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<td>County Contributions</td>
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<td>Local Total $60,000</td>
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<td><strong>Total Program Funds</strong></td>
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## Loan Impact

<table>
<thead>
<tr>
<th>Borrower</th>
<th>Jobs Retained</th>
<th>Jobs Created</th>
<th>Loan Amount</th>
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</thead>
<tbody>
<tr>
<td>Aleah’s Style on the Mile</td>
<td>7</td>
<td>0</td>
<td>$10,000</td>
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<td>Aleah's II</td>
<td>0</td>
<td>3</td>
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<td>12</td>
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<td>0</td>
<td>$25,000</td>
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<td>Bradford Chiropractic Center</td>
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<td>0</td>
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<td>BX3, Inc.</td>
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<td>Dana’s Diner</td>
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<td>Deer Park Lumber, Inc.</td>
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<td>Genesis Salon</td>
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<td>0</td>
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<td>Joe’s Automotive Center</td>
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<td>0</td>
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<td>Klip Joint Hair Studio</td>
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<td>Lowery’s Life Appreciation, LLC</td>
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<td>$100,000</td>
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<tr>
<td>Midtown Dry Cleaners</td>
<td>3</td>
<td>0</td>
<td>$25,000</td>
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<td>PA Quarried Blue Stone Co.</td>
<td>7</td>
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<td>Polzella’s Hair Boutique</td>
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<td>Rolling Tire Shop</td>
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<td>State Farm</td>
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<td>The Inn at Montrose</td>
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<td>Urban Connection</td>
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<tr>
<td>Weichert Realtors</td>
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<td>Wissinger’s Campground</td>
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<tr>
<td>Wyalusing Laundromat</td>
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<td>Wysox Equities, LLC</td>
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<td>10</td>
<td>$100,000</td>
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<tr>
<td><strong>Total Loan Impact</strong></td>
<td><strong>175</strong></td>
<td><strong>39</strong></td>
<td><strong>$1,160,000</strong></td>
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</tbody>
</table>

Northern Tier loan funds resulted in private leverage of approximately $1,625,000.
In September 2011, Hurricane Irene and Tropical Storm Lee wrought destruction on much of the Northern Tier. With homes and businesses heavily damaged and some considered a total loss, NTRPDC staff worked diligently to provide assistance to those who needed it most. Within three weeks of the flood, 20 businesses were approved for funding to begin rebuilding from the devastation that had threatened to claim their livelihood.

To provide this assistance, NTRPDC created a Disaster Recovery Loan Fund by obtaining approval from the U.S. Department of Agriculture to utilize $450,000, which was previously granted to the region but had not yet been committed to projects. Loans up to $25,000, with zero percent interest and no match...
requirement, were made available to the region’s small businesses to support their recovery effort.

As a result of this funding, all 20 businesses have re-opened. Many small business owners stated that without these loans, they would have been forced to cash in retirement savings or their children’s college savings accounts to begin rebuilding. “Some businesses inquired about our funding and opted not to apply, stating that other businesses were harder hit and needed the funding more. This generosity allowed the most affected businesses to access funds necessary to rebuild and re-open,” said Paulette Potter, NTRPDC Loan Program Manager.

Wissinger’s Campground
(Sullivan County)

“After suffering the disastrous ravages of Tropical Storm Lee, [our campground] was in immediate need of road and bridge repair to allow tenants access to the properties to assess damage and begin clean-up… We became aware of the NTRPDC Disaster Recovery Loan Fund … The application for emergency funds was approved, and words cannot describe how grateful Wissinger’s has been for the help!”

Dr. Virginia Fennelly, DC,
Holistic Health Center
(Wyoming County)

“Since it took about three months to reconstruct the office space and refurbish my chiropractic table, the loss of income was the biggest obstacle to overcome… This [loan] was truly a miracle that materialized to allow me to stay in the business that I love so much! From the bottom of my heart, I will be eternally grateful that such a compassionate organization was there when no one else could help.”
Midtown Dry Cleaners  
(Bradford County)

“...After taking everything out, including drywall and insulation, we cleaned extensively and proceeded to repair equipment and replace drywall and counters. We were still in need of supplies... All is coming together with a loan from NTRPDC…”

Lowery’s  
Life Appreciation Center, Monument Service, and Funeral Home  
(Bradford County)

“...With over a million dollars in damages and losses, we were anxious to find funds to proceed... Words can never express our gratitude for the compassion shown us by NTRPDC... [They] went above and beyond the call to respond to their community in a critical way.”

Blue Ridge Motel  
(Susquehanna County)

“Thank you for helping us get the $25,000 no-interest loan, which has helped us [fix] the flood damage to the motel...before [receiving] payment from the insurance company. Now we have reopened...”

Tunkhannock (Wyoming County)  
Towanda (Bradford County)
After the floodwaters receded and daily life had stabilized for area residents and businesses, another problem remained: creeks and streams were choked with fallen trees and other flood debris, which could worsen flooding from future storms.

To help address the issue and create jobs, NTRPDC applied for and received a $1.5 million National Emergency Grant through the U.S. Department of Labor in Fall 2011. The funding is being used to hire temporary flood clean-up crews to remove debris from creeks and streams. Jobs are filled through PACareerLink, which gives priority to those dislocated by the flooding, long-term unemployed individuals, and dislocated workers. These temporary jobs will last until available funding is depleted—likely through the end of 2012. Even after the jobs end, the safety training and certifications completed by crew members will provide an advantage for future job-hunting.

Crews are active in Bradford, Sullivan, Susquehanna, and Wyoming counties, which were the hardest-hit by the flooding. Waterways are prioritized by the county conservation districts, working in conjunction with local municipalities and land owners.

NTRPDC facilitated similar successful work programs following flooding in 2006 and 2007.
NTRPDC’s role related to the booming natural gas industry continues to be centered on building partnerships and providing information related to all facets of the industry, and its benefits and impacts to our businesses and communities.

Building on the success of the Marcellus Shale Business-to-Business Expo launched in 2010, NTRPDC again partnered with the Progress Authority to spearhead a 2011 expo, held in June. It attracted more than 350 exhibitors, including many local businesses, service providers, and energy companies. The aim of the annual event is to provide businesses and entrepreneurs with a unique opportunity to network with some of the natural gas industry’s most important contacts and supporting businesses.

The success of the expo is the result of a strong partnership and a strong “working committee” with participation by NTRPDC, the Progress Authority, Bradford County Commissioners, Penn State Extension, the University of Scranton Small Business Development Center, Troy Borough Council, and the Pennsylvania Independent Oil & Gas Association. Plans are currently underway for the third annual event, scheduled for June 23, 2012.

In addition to the expo, NTRPDC also coordinated our second annual Gas Summit for Municipal Officials, drawing more than 100 participants. Two panel discussions were led by the Pennsylvania Department of Environmental Protection and Penn State Cooperative Extension. Panelists included the Tioga County Planning Commission, the Borough of Wellsboro, Gaadt Perspectives, and Tressler Saunders, LLC. Through these panels, attendees learned more about the impact the development of Marcellus shale may have on our water sources, as well as potential initiatives to protect public water systems. The second panel discussed increased pipeline development resulting from the Marcellus shale and the legal issues surrounding this development.

These events continued to demonstrate the commitment of NTRPDC and its partners to providing reliable information on the fastest-growing industry in the Northern Tier.
NTRPDC continued its participation in the Stronger Economies Together (SET) program in 2011—the final year of our region’s formal SET sessions—and is supporting ongoing collaboration with SET team members.

SET is an initiative of the U.S. Department of Agriculture—Rural Development, implemented in the Northern Tier with staff leadership and support from the Penn State Extension, Northeast Regional Rural Development Center, and USDA. SET provides economic development strategic planning assistance to rural regions. The aim is to help regions explore and expand new economic opportunities while preserving and strengthening quality of life for residents. NTRPDC was selected to participate in SET in July 2010 from among 11 Pennsylvania applicants.

In the Northern Tier, much of the focus of SET discussions was on changes to the agricultural industry and the use of farmland in light of natural gas development. The Bradford County Conservation District, a SET team member, is spearheading discussions on transitioning agricultural assets to retain the strong agricultural heritage in the Northern Tier.

Continuing to build on partnerships formed through SET, NTRPDC is also leading an initiative to increase awareness in the region on the importance of land use decisions, which have lasting effects on our economy, environment, transportation system, housing options, and quality of life. “We plan to bring together representatives from the five counties who are interested in discussing land use planning and best practices moving forward,” says Kim Barnes, NTRPDC Deputy Director and a member of the SET team.
Health Care Training and Career Exploration Activities

The annual Tioga County Health Career Fair is one of the many career awareness activities sponsored by the Northeast Regional Health Care Industry Partnership, which includes the NTRPDC Workforce Investment Board. Working with employers and several organizations in Tioga County, the 2011 fair provided 130 students with valuable information from local health care experts on a wide variety of health careers. Held at the Pennsylvania College of Technology’s north campus, the students learned about more than two dozen different health careers including nursing, respiratory therapy, paramedic/EMT, sports medicine, optometry, and many more.

As a result of the career fair, 84 percent of the students that attended reported an increase in their knowledge of different health care occupations, and 71 percent reported that they were interested in a health-related career because of what they learned at the fair. “Health care professionals play such an important role in our society, and the health care industry offers a wide range of well-paying jobs. It’s important to introduce students to these careers at an age when they are making important choices about their education and career aspirations,” says Sher-ry Felten, NTRPDC Workforce Development Program Manager.

In addition to the career fair, 2011 funding from the Northeast Regional Health Care Industry Partnership was used to provide 119 workers from 24 different employers with valuable training needed to retain or advance in their careers. Training programs included Certified Nurses’ Assistant (CNA) certification, supervisory development, skin and wound care, medical coding, occupational therapy certifications, dementia care, and many others.

Local employers who participated in the training programs included:
- Barnes Kasson Health
- Bayada Nurses
- Bradford County Manor
- CareGivers America, LLC
- Community Resources for Independence
- Darway Elder Care Rehabilitation Center
- Endless Mountains Health Systems
- The Green Home
- Guthrie Healthcare System
- Laurel Health Systems
- Martha Lloyd Community Services
- Soldiers + Sailors Hospital
- Towanda Memorial Hospital

What is the Northeast Regional Health Care Industry Partnership?

Recognizing the need to address critical health care workforce issues in the region, the Northeast Health Care Advisory Group was formed in 2001. Representatives such as health care employers, educators, and public service agencies meet on a regular basis to collaborate on projects such as health care awareness activities for high school students, promoting interest and positive awareness of health care occupations, and training and employment opportunities for health care professionals.

As a result of Industry Partnership funding in 2006, the group was expanded to include the Lackawanna, Luzerne/Schuylkill, and Pocono Workforce Investment areas, and was renamed the Northeast Regional Health Care Industry Partnership. The four regional Workforce Investment Boards work together to establish a formal health care industry network that addresses common and overlapping needs of health care employers.
Building the practical skills of the Northern Tier workforce and helping match qualified workers to jobs that suit their strengths provide lasting benefits for Northern Tier residents and communities. The Northern Tier Workforce Investment Board has advanced those goals through its implementation of the WorkKeys® national assessment system, in partnership with PA CareerLink and area employers.

The WorkKeys program has three facets. Occupations are assessed in terms of the skills required to perform them well, and the degree of proficiency needed in each of those skills. Prospective employees are tested to quantify their abilities and help match them to jobs that would be a good fit. Training is also provided to enhance the skills of job-seekers to help them qualify for more advanced positions.

Twelve Northern Tier employers, including Ward Manufacturing, Truck Lite, and Osram Sylvania, have endorsed WorkKeys as part of their evaluation of job applicants. National Career Readiness Certificates, which measure a candidate’s abilities in Applied Mathematics, Reading for Information, and Locating Information, have been earned by 297 Northern Tier individuals.

“Graduates of NTRPDC’s Fit 4 Natural Gas program also receive a WorkKeys certificate, which helps verify their qualifications to employers in the natural gas industry,” says Melissa Fleming, NTRPDC Workforce Development Program Manager. The Career Readiness Certificate is awarded at four levels, providing an indication of a worker’s aptitudes.

Skills-based training has been provided to 1,481 prospective workers in our five-county area using the Worldwide Interactive Network (WIN) courseware, which is based on the WorkKeys system.

Fit 4 Natural Gas Prepares Workers

Throughout 2011, the NTRPDC Workforce Investment Board continued to facilitate FIT 4 Natural Gas Training Programs to prepare local workers for careers in the oil and gas industry. Through these valuable programs, students received industry-specific training, career coaching, and employment preparation. NTRPDC also connects individuals in these programs with area employers through exclusive networking fairs.

“Fit 4 Natural Gas training programs are funded by ShaleNet under the Pennsylvania Department of Labor to enable job seekers in our region to benefit from our fastest-growing industry,” says Melissa Fleming, NTRPDC Workforce Development Program Manager. “The three-week programs are taught by industry experts and provide participants with industry-required skills and technical, hands-on training.”

WorkKeys® Benefits Northern Tier Job-Seekers and Employers
One of the most visible changes in the Northern Tier caused by the natural gas industry is the dramatic increase in heavy truck traffic—most of it on roadways designed for much lighter usage. In 2010 NTRPDC launched the Marcellus Shale Freight Transportation Study to gain a clearer understanding of our region’s freight-related needs and issues associated with the gas industry. The study, led by Gannett Fleming, Inc., was completed in December 2011.

**Natural Gas—The First Four Years**

The study considered data from 2007 through 2010, during which time the number of wells permitted and drilled increased dramatically. The industry doubled between 2009 and 2010 alone, with a total of 3,041 wells permitted in our five-county area by December 2010.

Each of those wells generates traffic at every phase—leasing and permitting, seismic exploration, well pad development, drilling, hydraulic fracturing, water withdrawal, and pipeline development. For example, hydraulic fracturing for one well requires approximately 100 truckloads of sand and 300 tanker truckloads of water. “The study found that between 2007 and 2010, truck traffic on US 6, US 220, and US 15 grew by nearly 125 percent,” reports NTRPDC Regional Planning Program Manager Brian Baker. “Rail traffic has also spiked—some 25 rail cars of sand are required per well.”

The number of workers in the region has surged accordingly, which also substantially increases traffic in the region. Between 2007 and 2010, direct Marcellus shale-related employment in the Northern Tier increased by more than 1,500 percent. Supporting employment, such as jobs at garages servicing heavy vehicles, increased by 54 percent.

**What Can We Expect?**

The study confirmed that these trends are expected to continue over the next 10 years, with gas industry truck volumes
Gas-related truck traffic is expected to peak in 2022—at nearly double the volume of trucks on the roads today.

Wellsboro (Tioga County)
Substantial progress was made in 2011 on a project that facilitates proactive safety improvements to the Northern Tier’s roadways. While transportation safety has always been a priority for NTRPDC, the increase in traffic due to the growth of the natural gas industry makes this initiative even more important.

“Nationwide, traditional methods of identifying intersections or stretches of roadway that present safety concerns rely primarily on traffic counts and crash data. That means accidents have to be severe or fatal before a safety need can be formally identified and addressed,” explains NTRPDC Regional Planning Program Manager Brian Baker. “Our aim was to develop a proactive process and tools to augment traditional data and analysis with real-world input from people who know our roads best.”

Larson Design Group led the effort, beginning by soliciting input from more than 400 “key stakeholders” across our five-county region. These individuals, who ranged from borough managers to school transportation directors to emergency responders, have firsthand knowledge on the locations in their communities that present serious safety issues. The stakeholders generated a list of more than 300 areas of concern. The team worked with the stakeholders to categorize the areas of concern, and then developed a weighted scoring process to systematically and fairly rank the most urgent issues. Field visits of the top 23 sites provided in-depth information on the safety problems and potential remedies.

A GIS database captures all the information on areas of concern and links it to maps. The database will be a valuable tool as NTRPDC works with PennDOT and local authorities to execute safety-related projects, monitor their effectiveness, and update and reprioritize the list of the region’s most pressing safety issues. The project was completed in March 2012.

For more information contact Brian Baker at baker@northerntier.org.
Progress toward Redevelopment of Westan Site

In partnership with the Tioga County Development Corporation (TCDC), NTRPDC has been working on the future development of a 17.6-acre former tannery site (Westan Tannery) in Westfield, Tioga County. TCDC and NTRPDC have long been partners on this project, with both involved in providing financing for Westan, and later, after the facility closed, having a shared ownership interest in the property.

Both Phase I and Phase II Environmental Site Assessment Reports have been completed, and to date the PA Department of Environmental Protection has commissioned approximately $1.3 million for waste handling, transportation, and disposal of waste to clean up the site.

In November, NTRPDC, in collaboration with SSM Group, submitted a Brownfields Assessment Grant application for $80,300 to the U.S. Environmental Protection Agency. If approved, this funding will enable further environmental assessment and clean-up to obtain Act 2 clearance—a state-level designation required prior to demolition or construction activity on brownfield sites. Additional funding sources for future work on this project are being explored.

NTRPDC and TCDC have retained Foor & Associates Architects and SSM Group, Inc., to further review the environmental and physical conditions of the site and buildings, prepare concepts for future reuse of the site’s buildings and facilities, and provide master planning services for the redevelopment initiative.

“Developers have told us they are interested in ‘shovel-ready’ sites, and over the past six years TCDC and NTRPDC have been working toward that end,” says Kim Barnes, NTRPDC Deputy Director. “We look forward to continuing to work with the community to transform this abandoned, deteriorating property into a source of jobs, tax revenue, and pride.”

The project presents an opportunity to positively develop a currently unused property that could provide the means to create more than 400 jobs once completed, adding strength to the economic development of the community. Discussion is ensuing to possibly develop the property into office and industrial space as well as some residential units to create affordable housing.
Grant Programs Support Small Businesses

The Small Business Internet Grant helped businesses establish an Internet presence, which is essential for building a business in today’s environment. Fifty percent of the costs to establish a website (up to $1,000) was reimbursed to successful applicants. In 2011, 13 businesses received grants totaling $10,023.25.

Small Business Internet Grant Recipients:

- Ace-Robbins, Inc. (Wyoming)  
  www.acerobbins.com
- Bradford B&B Inn (Bradford)  
  www.thebradfordbandbinn.com
- Buynak Construction (Bradford)  
  www.buyakconstruction.com (in progress)
- Graves Accounting & Consulting Services (Wyoming)  
  www.graves-accounting.com
- Head to Toe Salon & Spa (Wyoming)  
  www.headtotoesalonandspa.com
- Leadership That Works, Inc. (Bradford)  
  www.leadershipthatworks.com
- Montrose Machine Works, Inc. (Susquehanna)  
  www.montrosemachineworks.com
- Northern PA Notary Services (Tioga)  
  www.northernpanotary.com
- Peoples State Bank (Bradford)  
  www.peoplesbankpa.com
- Stones by Stalkers (Tioga)  
  www.stonesbystalkers.com
- Sullivan County Motors (Sullivan)  
  www.sullivancountymotors.com
- Tiffany Pines Estates (Susquehanna)  
  www.tiffanypinesestates.com (in progress)
- Trophy Habitat (Wyoming)  
  www.trophyhabitat.com
The Small Business Training Grant was available to businesses with as many as 100 employees to cover 50 percent of eligible training costs, up to $1,000. In 2011, 27 businesses received training grants, totaling $18,201.38.

- The Achievement Center (Bradford)
- Almost Amish Quilt Shop (Susquehanna)
- Andre & Son Inc. (Susquehanna)
- Borel Builders, Inc. (Wyoming)
- Brown Hill Tree Company (Susquehanna)
- Carroll & Carroll, P.C. (Bradford)
- Dairyland Sales & Service (Bradford)
- David M. Bogaczyk (Tioga)
- Distinctive Quilting (Susquehanna)
- Edge Fitness (Bradford)
- Frontier Industrial Technology (Bradford)
- Robert Griffis & Sons, Inc. (Susquehanna)
- Grudzinski Financial Services (Wyoming)
- Head to Toe Salon & Spa (Wyoming)
- J. Thomas Electric (Wyoming)
- Jurnack’s Naturally (Bradford)
- Leadership That Works, Inc. (Bradford)
- Legal Blank Printery (Wyoming)
- Masters RMC Company (Susquehanna)
- Mowry Photo (Wyoming)
- Reagan Steele Jewelers (Bradford)
- Resource Environmental Management (Susquehanna)
- Rolling Tire Shop (Bradford)
- Sears Hometown Store (Bradford)
- Something Blue Bridal Boutique (Wyoming)
- Taylor Rental (Susquehanna)
- Wyalusing Valley Children’s Center (Bradford)

Procurement Program Opens Doors to Contracting Opportunities

NTRPDC’s Procurement Technical Assistance Center guides Northern Tier small businesses interested in selling their products or services to federal and state governments and prime contractors. Our services include introducing local enterprises to the opportunities available through government contracting and helping business owners understand and comply with contractor registration and bidding processes. In 2011, NTRPDC’s procurement clients won 351 contracts, totaling $23,923,649.

One of the many businesses in our region awarded a government contract was Shoemaker Consulting Engineering and Land Surveying, PC. The company, located in Montrose, is a certified Women-Owned Business Enterprise offering professional services such as engineering, land surveying, and construction review to clients in the northeastern U.S. Since December 2010, NTRPDC has been assisting Shoemaker with identifying and pursuing bidding opportunities to expand its client base.

The Procurement Technical Assistance Center serves businesses in a wide range of industries. Clients who successfully bid on federal and state projects in 2011 include:

- D3 Web Design
- GTP Corporation
- Intelligent Direct, LLC
- Mark Whitehead Electrical Contractor, Inc.
- RSJ Technologies, LLC
- Unique Building Systems
Helping Our Partners Reduce Lighting Costs

NTRPDC’s 2011 lighting upgrade mini-grants provided more than $45,000 to 30 Northern Tier municipalities, schools, and non-profit organizations to help pay for lighting upgrades to reduce energy usage.

New fixtures can produce substantial savings, as electricity costs typically make up a large majority of an organization’s monthly operating expenses, and energy-efficient lighting can reduce electricity usage by 30 to 40 percent. However, with budgets stretched tighter than ever, it can be difficult for organizations to afford the capital cost of upgrading.

The older “T-12” style fluorescent fixtures common in many offices will eventually need to be replaced because the bulbs are no longer being manufactured. The NTRPDC mini-grants provided matching funds up to $2,000, enabling many entities to upgrade sooner, at a time when rebates and incentives were available through major utility companies as part of their Act 129 Electric Utility Deregulation Plans. In addition to the grants, NTRPDC staff conducted lighting workshops to familiarize local governments and non-profits with lighting technology, upgrade options, and funding sources.

Lighting Retrofit Mini-Grant Recipients

<table>
<thead>
<tr>
<th>Athens Township (Bradford)</th>
<th>Litchfield Township (Bradford)</th>
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<tbody>
<tr>
<td>Bridgewater Township (Susquehanna)</td>
<td>Litchfield Volunteer Fire Co. (Bradford)</td>
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<td>Canton Township (Bradford)</td>
<td>Mehoopany Township (Wyoming)</td>
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<tr>
<td>Cherry Township (Sullivan)</td>
<td>Monroe Township (Bradford)</td>
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<td>Clifford Township (Susquehanna)</td>
<td>Nelson Township (Tioga)</td>
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<td>Crary Hose Fire Company (Tioga)</td>
<td>Osceola Fire Department (Tioga)</td>
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<td>Dushore Borough (Sullivan)</td>
<td>Osceola Township (Tioga)</td>
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<td>Eaton Township (Wyoming)</td>
<td>Sayre Historical Society (Bradford)</td>
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<tr>
<td>Elk Lake School District (Susquehanna)</td>
<td>Tunkhannock Borough (Wyoming)</td>
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<tr>
<td>Factoryville Borough (Wyoming)</td>
<td>Tunkhannock Township (Wyoming)</td>
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<tr>
<td>Factoryville-Clinton Sewer Authority (Wyoming)</td>
<td>Warren Township (Bradford)</td>
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<tr>
<td>Forest City Borough (Susquehanna)</td>
<td>Wellsboro Borough (Tioga)</td>
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<td>Forest Lake Township (Susquehanna)</td>
<td>Westfield Borough (Tioga)</td>
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<tr>
<td>The Green Free Library (Tioga)</td>
<td>Westfield Township (Tioga)</td>
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<td>Wyalusing Library (Bradford)</td>
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<td></td>
<td>Wysox Presbyterian Church (Bradford)</td>
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Hardware/Software Grant Helps Municipalities Upgrade

In 2011, 43 Northern Tier municipalities received funding through the Municipal Hardware/Software Incentive Grant, totaling $22,168.96. The funding was used to reimburse 75 percent of the cost of computer hardware or software upgrades, up to $750. NTRPDC also provided technical support to municipalities, assisting with computer setup, software installation, and related tasks.

Hardware/Software Grant Recipients

Apolacaon Township (Susquehanna)  Smithfield Township (Bradford)
Asylum Township (Bradford)        Sullivan Township (Tioga)
Athens Borough (Bradford)          Terry Township (Bradford)
Athens Township (Bradford)         Troy Borough (Bradford)
Brookfield Township (Tioga)        Troy Township (Bradford)
Canton Borough (Bradford)          Tunkhannock Borough (Wyoming)
Chatham Township (Tioga)           Ulster Township (Bradford)
Clinton Township (Wyoming)         Warren Township (Bradford)
Deerfield Township (Tioga)         Washington Township (Wyoming)
Dimock Township (Susquehanna)      Westfield Borough (Tioga)
Duncan Township (Tioga)            Westfield Township (Tioga)
Elkland Borough (Tioga)            Windham Township (Bradford)
Elkland Township (Sullivan)        Windham Township (Wyoming)
Factoryville Borough (Wyoming)     Falls Township (Wyoming)
Farmington Township (Tioga)        Farmington Township (Wyoming)
Forkston Township (Wyoming)        Hamilton Township (Tioga)
Hamilton Township (Tioga)          Lawrence Township (Tioga)
Lawrenceville Borough (Tioga)      Lawrenceville Borough (Tioga)
Little Meadows Borough (Susquehanna)Middlebury Township (Tioga)
Middletown Township (Susquehanna)  New Milford Township (Susquehanna)
New Milford Township (Susquehanna)Nicholson Township (Wyoming)
Richmond Township (Tioga)         Rome Township (Bradford)
Shrewsbury Township (Sullivan)    Shrewsbury Township (Sullivan)
NTRPDC’s Export Program helps connect local businesses with international markets, enabling them to diversify, expand, increase revenue, and add jobs. In 2011, 26 enterprises took advantage of our Export Program services.

NTRPDC administers the PA Department of Community and Economic Development (DCED) Market Access Grants to assist in funding trips for local businesses to develop sales contacts in other countries. In 2011, three enterprises were awarded Market Access Grants. Tungsten Sources of Towanda received matching grant assistance to attend the International Tungsten Association Conference in France, Cummings Lumber of Troy received a grant to attend the Interzum Guangzhou furniture production show in China, and Deer Park Lumber of Tunkhannock received a grant to attend the Furnitek Shanghai trade show in China.

In addition, Northern Tier companies traveled to the 2011 Vietnam International Woodworking Industry Fair and the Delhi Wood Trade Show, demonstrating that our region’s hardwoods continue to be major export resources.

NTRPDC also facilitates meetings with international buyers traveling to the U.S. Two Northern Tier companies participated in a Turkish Hardwoods buyer mission and two companies attended the China Hardwoods mini trade fair, both held in Harrisburg.

Ten of NTRPDC’s Export Program clients reported 2011 export sales to 29 countries, bringing more than $17 million in revenue to the Northern Tier. The top countries businesses in our region export to are:

- Canada ($7.3 million in export sales)
- Spain ($3.5 million)
- China ($3.3 million)

Statewide, the top countries all Pennsylvania businesses export to are:

- Canada ($11.4 million)
- China ($3.5 million)
- Mexico ($2.6 million)

Northern Tier businesses also sell to 26 other countries: Austria, Brazil, Chile, the Czech Republic, Egypt, Estonia, Greece, Hungary, India, Indonesia, Israel, Japan, Korea, Malaysia, Mexico, the Netherlands, Portugal, Puerto Rico, Romania, Singapore, Sweden, Taiwan, Turkey, the United Arab Emirates, the United Kingdom, and Vietnam.
2011 Executive Board

Chairperson
Stark Bartron, Wyoming County Commissioner

First Vice Chairperson
John Sullivan, Bradford County Commissioner

Second Vice Chairperson
Mark Hamilton, Tioga County Commissioner

Secretary
Darla Bortz, Sullivan County Commissioner

Treasurer
Leon Allen, Susquehanna County Commissioner

Doug McLinko, Bradford County Commissioner
Mark Smith, Bradford County Commissioner
Bob Getz, Sullivan County Commissioner
Betty Reibson, Sullivan County Commissioner
Mike Giangrieco, Susquehanna County Commissioner
MaryAnn Warren, Susquehanna County Commissioner
Erick Coolidge, Tioga County Commissioner
Sue Vogler, Tioga County Commissioner
Judy Kraft-Mead, Wyoming County Commissioner
Anthony Litwin, Wyoming County Commissioner
Tom Freeman, President, Betterment Organization of Mansfield, Inc.
Alex Fried, Public Relations Manager, Procter & Gamble
Craig Harting, CEO, Sullivan County Rural Electric Cooperative, Inc.
Denise Ives, Vice President Resource Development, Guthrie Healthcare System
Jody Place, Area Manager, Penelec (A First Energy Company)
Rick Soden, Vice President, Pennstar Bank
Staff

Kevin Abrams  
Executive Director  
abrams@northerntier.org

Amy Armstrong  
Accounting Coordinator  
armstrong@northerntier.org

Brian Baker  
Regional Planning Program Manager  
baker@northerntier.org

Kim Barnes  
Deputy Director – Community & Economic Development  
barnes@northerntier.org

Cindy Fay  
Workforce Development Program Manager – Welfare  
fay@northerntier.org

Sherry Felten  
Workforce Development Program Manager  
felten@northerntier.org

Jeff Field  
Information Technology Program Manager  
field@northerntier.org

Melissa Fleming  
Workforce Development Program Manager – Career Link Site Administrator  
fleming@northerntier.org

Cynthia Krise  
Export Development Program Manager  
krise@northerntier.org

Nancy Kulick  
Administrative Support Specialist  
kulick@northerntier.org

Laurie Lentz  
Workforce Development Assistant  
lentz@northerntier.org

Kerry Meehan  
Procurement Program Manager  
meehan@northerntier.org

Paulette Potter  
Loan Program Manager  
potter@northerntier.org

Rachel Ross  
Economic Development Program Manager  
ross@northerntier.org

Frank Thompson  
Deputy Director – Workforce Development  
thompson@northerntier.org

Karen Vaughn  
Workforce Fiscal Analyst  
vaughn@northerntier.org

Bonnie Warner  
Workforce Administrative Assistant  
warner@northerntier.org

Matthew Williams  
Regional Planner/GIS Coordinator  
williams@northerntier.org