



Message from the Executive Director



Our economic development work in the Moshannon Valley region has always been a roller coaster ride” with many wonderful successes but also some losses that were truly disap-

pointing. And now the closing of the DuBois Business College. Disappointing and shocking. Those are the first words that came to mind when we learned that the leadership of the DuBois Business College would be shutting the school down. This school has been operating in DuBois since 1885. The school is the longest operating business school in the entire country. They operated the Philipsburg branch since October 2013. Jackie Syktich, President, and her team had done a first class job of renovating the space that became the DBC school at our Enterprise Center. She had very good faculty and staff here and there were approximately 30 students that were enrolled in the DBC’s programs. We are very disappointed to lose DBC.

The MVEDP has two basic choices regarding the loss of DBC and the newly available building space: try to find another post-secondary school to operate here, or rent the space to other types of businesses. You would think that after

what has happened to the first three schools that we would give up on the idea of bringing post-secondary education as close as possible to the residents of this region. But we are NOT giving up on that idea as we have contacted two other schools and have already toured one of the two school presidents through the facility. We are fairly certain that there aren’t any other economic development offices in the entire state that can say that they have recruited three schools to their area. With some luck, we hope to make it four.

Continued on Page 3

Three Philipsburg Area Firms Make Inc.’s Top 5,000 List



Just recently there were articles in The Centre County Gazette and the Pennsylvania Business Central publications about three Philipsburg area companies that made Inc. magazine’s Top 5000 List of fastest growing companies in the country. An amazing accomplishment!

The companies are Advanced Powder Products, Inc., Diamondback Truck Covers, and TMMData. G. Kerry Webster of The Centre County Gazette wrote a great story about the Inc. magazine list and we are reprinting it with permission (please see page 2).

Congratulations to the owners and employees of these three companies.

Inside this issue:

Message from Executive Director	1
Three Philipsburg Area Firms Make Inc.’s Top	1
Kerry Webster Article - Inc. 5000 List of Fastest Growing Companies	2
Philipsburg Incubator Secures 1st Tenant	3
Salute to Area Manufacturers	6
Congratulations to Presbyterian Senior Living on New Project	6
MVEDP Re-Certified by	6
MVEDP Board of Directors Election Now Being Held	7
Loan Approved to Area Manufacturer	7
Career Job Fair to be Held in Dec. at Lock Haven Clearfield	8
MVEDP Working to Retain GEO Corrections Facility	8
Update: Former Philipsburg Area Hospital Site	8
Finders Fee	9
MVEDP Loan Money	9
Housing Rehab	9

Three Philipsburg Firms Make Inc.'s Top 5,000 List

Reprinted with the permission of Kerry Webster

PHILIPSBURG - Three Philipsburg-based companies have landed on Inc. Magazine's 2016 list of the 5,000 fastest-growing private companies in the country.



TMMData (ranked 1,755), Advanced Powder Products (3,919) and Diamondback Truck Covers (4,095) all made the annual list, which is compiled according to the percentage of revenue growth from 2012 to 2015. AE Works, a B-Corp with offices in State College and Pittsburgh, also made the list and ranked 3,985.

TMMData is a top provider of flexible data integration software, and according to a press release from the company, TMMData more than tripled its revenue and expanded into 11 industries. This company was founded in 2008 and has offices in Philadelphia, Baltimore and Seattle. The company's software enables organizations including Comcast, FedEx, Blue Cross Blue Shield and Penn State University, among others, to address strategic data challenges and meet organizational goals by allowing them to easily access, aggregate, analyze and normalize data from nearly any source.

"We are excited and honored to be on the Inc. 5000 list for the second year in a row," said Bob Selfridge, TMMData founder and CEO. "I am incredibly proud of TMMData's continued drive to provide our clients with software products and services that help them reach the highest level of data integration and analysis possible. We grow when our clients succeed, and this 2016 Inc. Magazine designation is a testament to our staff's dedication to client success."

Stan LaFuria, executive director of the Moshannon Valley Economic Development Partnership, said TMMData could be located anywhere but they chose the Moshannon Valley location.

"The key issue is that years ago, when the Internet thing was just getting going, we pushed to make sure that we were served with high-speed Internet service, and since we are properly served by the Internet, companies like TMMData can be located here."

"The president of the company, Bob Selfridge, likes the Philipsburg and Central PA region, and he likes having the company here," LaFuria continued.

Advanced Powder Products ranked 3,919th on the list. The company produces metal components for a variety of uses, including medical, firearm and industrial applications using 3D metal printing technology and metal injection molding. It is the first year APP has made the list.

Diamondback Truck Covers has made the list for four years in a row. The company manufactures, sells and distributes bed covers and accessories for pickup trucks. The company boasted a 70 percent growth over the past three years, and in 2015 made \$6 million. This was the first year Diamondback made Inc. Magazine's list.

"It is terrific thing to have these two small manufacturers doing so well," said LaFuria. "The MVEDP has worked with both of these companies over the years with loans and building space. We very much support all the 25 or so manufacturers that exist within the Moshannon Valley region. We have never given up on manufacturing, even when the area and our country was losing many manufacturing jobs."

"We lost the garment manufacturing jobs that used to exist at companies like Navasky's, but we have gained other manufacturing jobs at companies like these two," he continued.

LaFuria said adding the data management company and two manufacturers contributes to a more diverse economy - something MVEDP has strived for since 1988.

"All three are entrepreneurial success stories. Entrepreneurial development and success is all about the three M's: management, market and money, and at the top is management. All three of these companies are led by very intelligent and business savvy leaders. Management is key and these three companies are successful because of their management," said LaFuria.

Message Continued
Continued From Page 1

Elsewhere in this newsletter are some very good stories including: the Windy Hill Village project, the three Philipsburg area companies that made Inc. magazine's list of 5000 fastest growing business in the country, the first business tenant secured at the Philipsburg incubator, and the continued growth of various manufacturers that are located here. We all have to keep working hard to make sure that there are many more thrills than spills on that roller coaster ride that we call economic development here in this area.

**Philipsburg Business Incubator
 Secures First Business Tenant**

The Philipsburg Business Incubator, located on Front Street in downtown Philipsburg, has secured its first business tenant: Jade A Consulting. The business is owned by Dave Rosko of Philipsburg. Congratulations to Annette Bickle and Ethan Dixon for creating the incubator facility to help get new startup companies up and running. Centre County Commissioner Mark Higgins took a lead role in helping to assist this new incubator. Through his leadership, the county has brought resources to the table to help entrepreneurs in this area. Congratulations to Annette, Ethan, Mark, and our other two Centre County Commissioners Michael Pipe and Steve Dershem.



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TAKING DEALS THE OTHER GUY'S WON'T!!

GUARANTEED!!

Advertising Opportunity

Reserve your space in the **"Moshannon Valley Progress."** Take advantage of absolutely **free** advertising for your business. Contact the Partnership for details. Contact Sharon Yingling at 814-342-2260 or send an email to sharonf@mvedp.org. Advertising is free to Partnership members only. Limited space available so call today.

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A Salute to Area Manufacturers During Pennsylvania Manufacturer's Week

The second annual Pennsylvania Manufacturing Week is October 1st – October 7th. The significance of our manufacturers to the area economy cannot be overstated. The MVEDP joins with the Pennsylvania Department of Community & Economic Development and economic developers from across the state in recognizing our manufacturers, and especially those located throughout the Moshannon Valley region.

Advanced Powder Products

ChemStation, Inc.

Custom Castings NE, Inc.

Cutting Edge Machining Solutions

Diamondback Truck Covers

Drucker Company/QBC Diagnostics

DuraKan/PTS Industries

Glen-Gery Brick Co.

Grauch Enterprises

Harpster of Philipsburg

Holt Precision Tool Co.

JW Kitko & Son

Kitko Wood Products

Kline Tool & Die

Lee Industries

Navaco Industries

Nearhoof Machine

Organic Climbing

Penn Pallet, Inc.

PMG PA Corporation

PolyK Technologies, LLC

Polymics, Ltd.

Pre-Cut Lumber

R&G Fabrication

REICHdrill, Inc.

Walker Lumber Co., Inc.

Congratulations to Presbyterian Senior Living on New Windy Hill Village Project

Windy Hill Village will be expanded by a 48-unit senior rental apartment building. A \$10 million project, the construction is expected to begin in early 2017. The four-story building will include 37 one-bedroom and 11 two-bedroom units. Renters of the majority of the rental units will be eligible for lower rental fees through the availability of tax credits as provided by the Pennsylvania Housing Finance Agency. Congratulations to the Presbyterian Senior Living leadership for a terrific project that will enhance the quality of life here in the Philipsburg region.



MVEDP Re-Certified by the PA Department of Community & Economic Development

By letter dated September 7, 2016, the PA Department of Community & Economic Development notified the MVEDP that we have met the requirements to be re-certified for 2017. The MVEDP is one of only 52 certified economic development offices in the entire state. There are specific training requirements and professional development credits that must be earned each year in order to stay certified. One key benefit of certification is that the MVEDP is approved to continue administering the state's PA Industrial Development Authority loan program. That loan program is available to all types of businesses for projects involving land and buildings, working capital and machinery and equipment purchases. We are pleased and honored to be re-certified for fiscal year 2017.

MVEDP Board of Directors Election Now Being Held



The MVEDP's annual board of directors election is being held this month. During the period Monday, October 3rd to Friday, October 21st, MVEDP members have the opportunity to vote for the candidates that appear on the ballot that was mailed to each member. There are six candidates running for the five seats that are open: incumbents Karen Blair, Jeff Herr, Bill Jones, and John Shimko, and the two new challengers: Dustin Minarchick of CNB and Jim Richtscheit of CBT. In September, the MVEDP solicited names of candidates and were pleased to learn that Dustin and Jim were willing to run for a seat on the board. The results of the election will be announced in November. Good luck to all of the candidates.

Loan Approved to Area Manufacturer

The MVEDP's Revolving Loan Fund Committee recently closed a loan to area manufacturer Cutting Edge Machining Solution of the Drifting area. Working in partnership with CNB Bank and the North Central PA Regional Planning & Development Commission, a total of \$195,000 was approved to assist Cutting Edge with the purchase of a new Swiss machine. The acquisition of the new machine will enable Cutting Edge to increase production and add at least two new employees. The loan was the sixth to Cutting Edge from the MVEDP since May 2001 when the company was first started. Congratulations to Dan and Kim Smitchko on the success that they have had with their company.

Thank You Members For Your Renewals!

The Moshannon Valley Economic Development Partnership thanks you for your support of our economic & community development efforts!

Membership Renewals 3rd Quarter

Blaise Alexander Chevrolet & Buick
 C Classic Dodge Chrysler Jeep
 Centre Daily Times
 Certified Builders Wholesale
 Chester Hill Borough
 Clearfield Bank & Trust
 Decatur Township
 Dixoncom, LLC
 Drayer Physical Therapy
 Clearfield County Career & Technology Center
 Heath Funeral Home
 Keller Engineers
 King Coal Sales
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 Ricotta Jewelry
 Rusty's Oil & Propane
 South Hills School of Business & Technology
 State Farm Insurance

Career/Job Fair to be Held in December at Lock Haven Clearfield

A Career/Job Fair will be hosted at Lock Haven University Clearfield on Thursday, December 1st from 11:00 a.m. to 2:00 p.m. This event is designed to support individuals seeking employment. The Pennsylvania Career Link Clearfield County office is involved in organizing this event with officials of Lock Haven Clearfield. Employers that would like to be represented at the event should call 768-3699 or contact Linsey Mizic of Lock Haven at: ltm901@lhup.edu



MVEDP Working to Retain GEO Corrections Facility



At a press conference held August 18, 2016, U.S. Justice Department Deputy Attorney General Sally Yates announced their decision to eventually end their contracts with the private companies that provide corrections services to the federal government. This decision could directly impact the GEO facility located in Decatur Township. Fortunately, the GEO Group has a contract in place that will keep the facility here for a minimum of five more years.

The federal officials contend that the privately operated corrections facilities “do not provide the same level of correctional services, programs, and resources, and they do not save substantially on costs.” That might be true of some privately owned/managed facilities but NOT the GEO facility here in the Moshannon Valley. If there are facilities that are not being managed properly, then yes, those contracts should be ended. But not the contracts with the private companies that do an excellent job in the management of their corrections facilities such as GEO’s Moshannon Valley operation. Our federal government should not be terminating the agreement with GEO.

On Friday, September 9th, the MVEDP had the opportunity to meet with U.S. Congressman Glenn Thompson concerning the Justice Department’s announcement of its

plan to end their agreements with private corrections companies. He vowed to do everything in his power to keep the GEO facility in operation here in the Moshannon Valley region. The MVEDP also plans to continue to work to keep this important facility here.

Former Philipsburg Area Hospital Site Now the Philipsburg Area Commerce Park



It has been said for many years that the wheels of government often move very slowly. The MVEDP still does not yet own the former Philipsburg Area Hospital site. There are certain Rush Township planning and subdivision requirements that must be met by the PA Department of General Services, and the sale of the property cannot be completed until those requirements are met. DGS has now made application to the township for a waiver that should enable the transaction to move forward sometime before the end of November.

The MVEDP board of directors held a vote on a proposed new name for the site. The list of eight proposed names was whittled down to two names and then a vote of the board members was taken. The new name of the site will be: **PHILIPSBURG AREA COMMERCE PARK.** A new sign will be installed on the site as well as a sign that advertises the fact that it is a Keystone Opportunity Zone tax free site. The township supervisors, county commissioners and Philipsburg-Osceola school district officials are to be commended for approving this designation and giving this site a chance to compete with sites located throughout the central-PA region.

Get Paid for Helping the MVEDP!

The MVEDP helps the private sector to generate new employment opportunities by providing sites and building space to businesses. Anyone who brings a lead (business owner) to the MVEDP that buys a lot in our Business Park, or rents space in either of our two multi-tenant buildings **will be paid a 5% finder's fee**. For example, if a new lease is signed and \$30,000 in rent will be paid over a two-year period, the "finder" will be paid a lump sum fee of \$1,500.00! The MVEDP considers everyone in the community to be its partner in working to enhance the economy of this region. Bring us a new business tenant or business owner that purchases land in our Regional Business Park and **GET PAID!**

MVEDP Has Low-Cost \$\$ to Lend

The MVEDP's Revolving Loan Fund program has been available to local businesses since 1988. The matching loan funding can be used for working capital, machinery and equipment or land and buildings. The current interest rate is 3.5%! One of the most outstanding features of the loan program is the quick turnaround time. Once a reviewable application is received, the loan committee will meet and if the loan is approved, the money provided to the borrower in less than 30 days. Contact the MVEDP at 342-2260 if you have a business seeking loan financing.

Check us out, we're on the web!

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MVEDP Readies Amended Housing Rehab Program



The MVEDP, in partnership with Philipsburg Borough, has amended its ongoing Philipsburg/ Rush Township housing rehabilitation program. The key change in the program

is the expansion of the target area to include all areas within Philipsburg Borough. The target area within Rush Township remained the same. That area is the area near the township building, along Loch Lomond Road and then out to the Enterprise Center on Shady Lane Drive.

The key reason that the target area was expanded was to generate additional interest in the program. A formal request to expand the target area was submitted to the Pennsylvania Department of Community & Economic Development (DCED) and that request was approved.

Income eligible homeowners may be able to secure up to \$22,000 for improvements to their homes that bring those homes up to code. Roofs, electrical, plumbing, heating, and structural repairs may be completed under the program.

Because of the delays in getting new applications for the housing rehabilitation assistance, the MVEDP and Philipsburg Borough have submitted a request to extend the project completion deadline by one additional year to August 2017. That request was approved.

The MVEDP wishes to express its thanks to Philipsburg Borough Council and Borough Manager Joel Watson for their cooperation in getting the target area expansion approved by DCED.



Welcome New Members

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Thank You Members For Your Renewals

Continued from Page 7

The GEO Group

The Hite Company

UMI Performance, Inc.

Vaughn Environmental Services, Inc.



Photos of the Former DuBois Business College Space

Seen below are a number of photographs of the former DuBois Business College facility. If any of our members have any ideas about what school the MVEDP should be working with, please contact Stan at 342-2260.

