

BUSINESS BRIEFS

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Award for Montoursville's Mill Race Commons

The SEDA-COG Housing Development Corporation (HDC) has received an award for one of its five apartment buildings for elderly individuals. The Pennsylvania Housing Finance Agency (PHFA) has presented the HDC with an Excellence in Housing Management award for Mill Race Commons, located in Montoursville.

Of the approximately 600 properties that were considered for the award, 31 received them. Many are for elderly persons. Others are for the general public or individuals with special needs. The properties

considered have an average of 75 units.

Mill Race Commons, a 32-unit building, was constructed in 2004 at a cost of \$3.6 million.

Day-to-day management of the property is overseen by SEDA-COG's Leslie Osgood who, as rental manager, is also responsible for maintaining the property's occupancy rate.

Properties considered for PHFA's award were evaluated on three specific criteria: finances, physical condition, and general management. Properties were rated in all three areas, and awards were based on the combined rating.

Commenting on the award, Frank Dorwart, Manager of Project Operations at PHFA said, "We have had nothing but positive experiences with the SEDA-COG Housing



Mill Race Commons, Montoursville

Development Corporation and it all starts with development, at the very beginning of the project."

The award was presented at the annual meeting of the PennDel Assisted Housing Managers Association. This was the first year that Excellence in Housing Management awards were given.

Mill Race Commons is one of five apartment buildings constructed through the HDC. Others are located in Selinsgrove; Danville; and Dalmatia, in lower Northumberland County.

Currently the Housing Development Corporation is constructing a second apartment building in Montoursville, adjacent to Mill Race Commons.



Pictured are (left to right): Commissioner William Soberick, Columbia County; Mike Fisher, Chief, Housing; Leslie Osgood, Property Manager; Commissioner John Amsler, Perry County; Dennis Robinson, Executive Director

Seminars Address Rising Energy Costs

Central Pennsylvania — a center for renewable energy technology, with expertise in the efficient use of energy. That’s the vision of SEDA-COG's Energy Resource Center (ERC), a vision it seeks to fulfill while retaining the region’s quality of life, enhancing its economy, and reducing the energy-related costs of its residents, businesses and local governments.

The easiest, cheapest, most immediate way to reduce energy costs is to simply use less. The ERC has two breakfast seminar series to help companies in our region begin to reign in energy costs. The *Building Green* series is held the third Thursday of each month; *Energizing Our Region* on the first Friday.

Building Green introduces energy reduction techniques, i.e., “green”

building benefits, practices and products. Seminars target the construction trades and their clients — public and private, building materials and product suppliers, realtors, financial institutions, elected officials, and the general public.

Energizing Our Region focuses on renewable and energy-efficient technologies, informing potential

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Local Technical Assistance Program (LTAP)

SEDA-COG partners with Pennsylvania Department of Transportation (PennDOT) to provide municipalities in the SEDA-COG region with free or low-cost training through LTAP (Local Technical Assistance Program). LTAP offers various training courses dealing with roadway maintenance and safety. Technical assistance and library materials are also available. PennDOT has been providing LTAP services to Pennsylvania municipalities since 1983.

LTAP is based on the premise that new technologies and procedures developed at the state and federal level should be transferred to local municipal officials and employees for the purpose

of improving the overall transportation system.

The goals of the LTAP program are: increase municipal expertise; improve safety for client and public; increase professional communication; disseminate information; promote the implementation of research; provide tailored training materials; and meet municipal government needs.

All LTAP services are provided at little or no cost to the user. For more information on any of the following classes or other LTAP activities, please contact Steve Herman at 570-524-4491.

Please check the LTAP website at www.ltap.state.pa.us for classes in other regions.

Work Zone Traffic Control:

March 19, 8:00–12:00, Penn State Cooperative Extension Office, Mifflinburg

Geosynthetics:

March 25, 8:00-12:30, Scott Township Building, Bloomsburg

Stormwater Management:

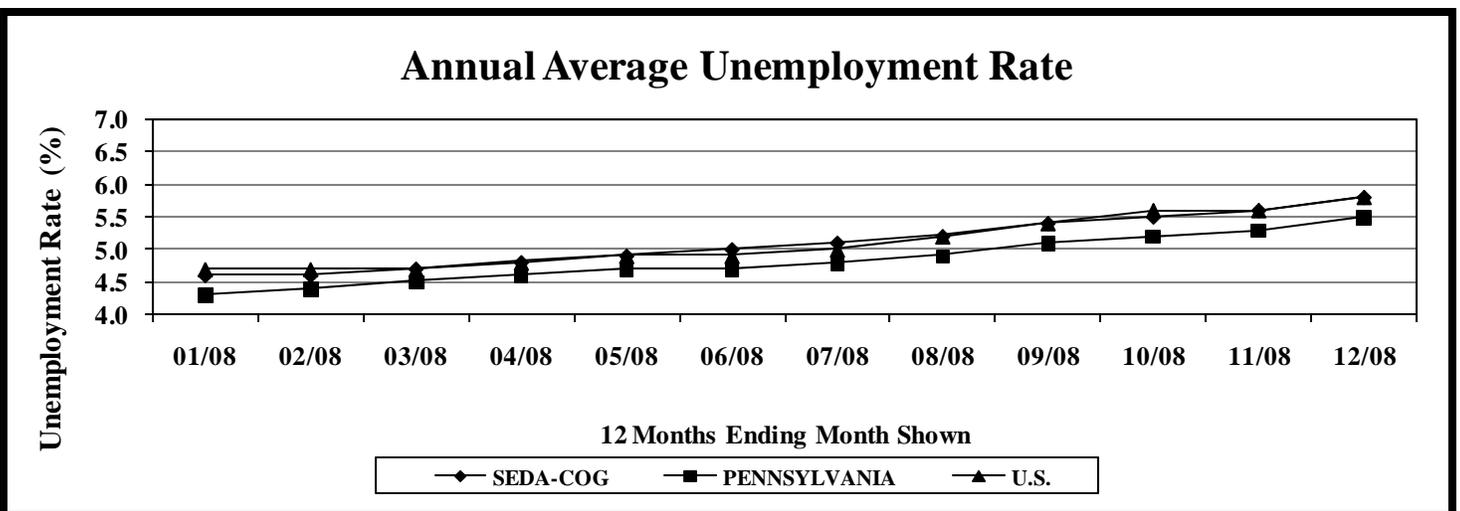
April 7, 8:00–3:00, Patton Township Building, State College

Managing Utility Cuts:

April 21, 8:00–12:00, Mahoning Township Building, Danville

Principles of Paving:

May 6, 8:00–3:00, Lewis Township Building, Watsonstown



Substantial Increase In Pennsylvania Exports

The value of Pennsylvania's annual exports increased 20 percent last year, said Governor Edward G. Rendell as he cited the latest federal figures showing the value of exports has doubled since the start of his administration.

According to the U.S. Census Bureau, Pennsylvania exports increased from \$15.3 billion in 2002 to \$32 billion in 2008. Pennsylvania is the eleventh largest exporting state with the fastest growing export sectors, including petroleum products, coal, iron and steel alloys, vehicles, aircrafts, scrap metal and machinery.

"In this sour economy, this is very good news, and it's evidence that not every sector is hurting," Governor Rendell said. "Exports in Pennsylvania are playing an increasingly important role in the state's economy." In 2007, exports contributed nearly seven percent of the Gross Domestic Product, which was up from four percent in 2002.

"We must continue to support this important sector, which is why it's vital that we persist in helping Pennsylvania businesses explore exporting opportunities throughout the world. Helping them find new business opportunities creates new jobs for our hardworking men and women."

Canada and Mexico remained at the top of the largest export markets, taking in 36 percent of

total exports, while Brazil accounted for the fastest-growing market for Pennsylvania exports, rising 113 percent and surpassing the \$1 billion mark. Spain and the United Arab Emirates are also considered growing markets for the state.

Governor Rendell has long supported increasing the commonwealth's impact in the global market. He launched World Trade PA in 2006 to boost Pennsylvania's trade and investment activities. World Trade PA is overseen by the Department of Community and Economic Development's Office of International Business Development (OIBD).

Last year, the Office of International Business Development directly assisted more than 1,200 companies with its 24 overseas trade representatives. In addition, the Center for Trade Development, another program administered through DCED, organized and led 17 trade delegations to 13 foreign markets, awarded more than 300 market access grants totaling \$880,000 to 170 of the commonwealth's exporters, and facilitated \$265 million in export sales for 268 Pennsylvania companies.

The Office of International Business Development also created the country's first virtual trade

advisor to help people better understand complex trade flow reports, implemented the "Go Global" program to provide grant funding to organizations that teach how to promote Pennsylvania exports and obtain access to foreign markets. They also created the Global Alumni Network to use the resources of Pennsylvania's foreign-based alumni to show international companies the benefits of doing business in the state.

The SEDA-COG Export Development Program, OIBD's local point of contact, provides regional companies with trade leads, help with evaluating a product's international sales potential, and arrange meetings with Pennsylvania's overseas trade representatives. In addition, the program provides counseling and technical assistance on a range of topics including documentation, export controls and regulations, and export finance mechanisms. They also offer periodic seminars on subjects such as shipping, licensing, international payment methods, cultural overviews, and free trade agreements.

For more information about the Export Development Program or to register for any upcoming events, visit www.seda-cog.org/export or contact the program by email at export@seda-cog.org, or by phone at 570-524-4491.



Upcoming Export Events

- **March 24** - *Breaking Into the Trade Game*, Export Financing & Methods of Payment
- **March 18** - NAFTA Training
- **April 7** - *Breaking Into the Trade Game*, International Logistics
- **April 21** - *Journeys Into East Asian Culture*
- **April 23** - Authorized Trade Rep Visits:: China-Beijing, Canada, Russia, UAE, Singapore, Vietnam

Upcoming PTAC Events

***Doing Business with the
Commonwealth of
Pennsylvania***

March 26, 2009

9:00 a.m. -12:00 p.m.

Lock Haven University SBDC
301 West Church Street
Lock Haven, PA 17745

***Free Contracting Workshop for
Small Business!*** Co-sponsored
by the Lock Haven University
SBDC and SEDA-COG. The
workshop covers finding
Pennsylvania state
opportunities, state contracting
procedures, state resources for
small businesses, and
certification for minority-
owned and women-owned
businesses.

For more information, contact
570-524-4491 or by email at
sedapta@seda-cog.org.

Pre-registration required.

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customers, investors, producers, developers and manufacturers about this emerging worldwide market. As participation in this seminar series grows, Central Pennsylvania will gain widespread expertise in the development, use, and local ownership of renewable energy projects, generated from our own energy resources.

Join the ERC on Friday, March 6 for "The Solar Marketplace" at the Country Cupboard in Lewisburg. The seminar will offer opportunities for manufacturers and businesses to get involved in the solar energy supply chain and discussion on the value of distributed energy generation for the local economy. On Thursday, March 19, join the ERC for "Modular Construction in Green Building," focusing on the role that factory-built, modular construction will play in an expanding green marketplace.



"Motor Systems Management," a daylong workshop designed for facility personnel who wish to reduce energy costs and optimize their operating systems, will focus on the basics of motor systems management. This workshop will be held on Wednesday, March 25, at the Union County Government Center in Lewisburg. Workshop instructor Gilbert McCoy is an energy expert with the U.S. Department of Energy's Office of Industrial Technologies Clearinghouse and the Washington State University Energy Program.

To register for these and other ERC seminars and workshops, visit www.seda-cog.org/energy or contact Jess Scott at 570-524-4491.

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