



# BUSINESS BRIEFS

Economic Development News from Central Pennsylvania

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## Bulk Transfer Facility Open at Newberry Railyard, Williamsport

Central Pennsylvania's capacity for combined truck / rail freight movement has been significantly increased with the opening of a new bulk transfer facility at the Newberry rail yard in Williamsport. The facility's primary tenant is Railway Unloading Services LLC which had a smaller, similar operation elsewhere in the city. Nittany Oil Company and Staiman Recycling are also expected to use the new facility, which is owned by the SEDA-COG Joint Rail Authority (JRA).

"Bulk transfer" or "intermodal" refers to the movement of large quantities of commodities, one which combines railroads' large tonnage, long-haul efficiencies with the convenience of trucking's capacity for door-to-door delivery. The facility at Newberry will handle products like plastic resin, flour and sweeteners, ethanol, and scrap rail.

According to Jeff Stover, Executive Director, JRA, "The new facility is among changes that are occurring in the world of transportation. Bulk transfer facilities, which accommodate both rail freight and trucking, are emblematic of a growing realization that different transportation modes are appropriate for different situations.

"Rail, because it uses less energy than trucks and does not add to highway congestion, is the more suited means for cross-country transport," said Stover. "On the other hand, trucks can access the many industrial and commercial sites that are not directly served by rail, and can ideally serve as the 'go between,' transporting products to and from bulk transfer facilities."

The new facility in Williamsport has wash bays, areas to handle mechanical needs, state-of-the-art equipment to clean out tank trucks, and additional services needed to expedite truck / rail transfer procedures. In addition to the new 8,300 square-foot building, this project also includes track rehabilitation; new track construction; water, sewer, and gas utilities; and the extension of Catawissa Avenue into the rail yard. That provides trucks with access to the new facility and an easy way to get to Interstate-80 via the Reach Road interchange.

Funding for the \$4.1 million project included a grant from the Pennsylvania Department of Transportation, loans from the Pennsylvania Infrastructure Bank and Jersey Shore State Bank, and some additional funding from the JRA.



## Energy Financial Assistance Services Now Available

The Energy Resource Center (ERC) at SEDA-COG is devoted to the development of the region as a center for efficient and renewable energy technology and expertise. To further assist the companies in our region, ERC has partnered with the Economic Development and Finance Programs at SEDA-COG to offer assistance to businesses interested in pursuing grant and loan opportunities for renewable energy and energy efficiency and conservation projects that meet one or more of the following objectives:

- Increases the efficiency of producing work from energy
- Minimizes the use of portable energy based on fossil fuels
- Captures, and uses directly, the energy arriving at the earth's surface
- Minimizes transportation or transmission of energy from point of production to point of use

Technical assistance can include the identification of potential grant and loan programs, application creation, administration, and education with regard to federal and state guidelines pertaining to these loan and grant programs.

Interested clients with projects that meet at least one of the objectives above are encouraged to contact SEDA-COG staff to discuss their potential energy projects. SEDA-COG can assist in suggesting possible loan and/or grant opportunities that would best fit a particular energy project.

Current information about available federal and state energy-related grants, loans and loan guarantees for businesses, local governments and residents are available at the Energy Resource Center's website at [www.seda-cog.org/energy](http://www.seda-cog.org/energy) under "Financial Assistance."

For more information on the types of financial assistance services SEDA-COG can provide to companies or individuals interested in developing certain types of energy-related projects, contact Betsy Lockwood or Ray Haden at 570-524-4491 or email [lockwood@seda-cog.org](mailto:lockwood@seda-cog.org) or [rhaden@seda-cog.org](mailto:rhaden@seda-cog.org).



### Local Job Opportunities in Allegheny Power's Act 129 Plan

Join SEDA-COG's Energy Resource Center on January 21<sup>st</sup>, from 7:30 a.m. - 9:30 a.m. at Celebration Hall in State College, to learn about the local jobs and local revenues available through Allegheny Power's Act 129 program. Allegheny Power's program includes 22 energy efficiency, conservation and demand response programs designed to lower electric consumption and demand across all consumer sectors. Allegheny Power will spend more than \$94 million over four years on these new programs. A sample of the programs incorporated in their recently approved plan includes energy audits, commercial HVAC upgrades, and efficient energy equipment purchase programs.

Construction trade members should not miss this opportunity to learn about the programs that will be created in Allegheny Power's service territory through Act 129, the role of local contractors and suppliers within these programs, and how they can obtain upcoming work through the utilities. Municipal, school district, commercial and industrial decision makers and their consulting engineers should also attend to gain a better understanding of how and when Allegheny Power's proposed Act 129 programs can be utilized by their organization to reduce their energy costs.

Register online at [www.seda-cog.org/energy](http://www.seda-cog.org/energy). Cost is \$25. Questions? Contact ERC's Katie Ruiz at [kruiz@seda-cog.org](mailto:kruiz@seda-cog.org) or 570-524-4491.



### Learn More About Government Contracting Opportunities

The Procurement Technical Assistance Center (PTAC) at SEDA-Council of Governments assists businesses that are interested in selling their goods and services to government agencies. In order to educate businesses, the PTAC is offering "Government Contracting Express" series at various locations throughout central Pennsylvania to assist businesses in their government contracting efforts. The PTAC will be holding meetings at the following locations:

1/20/2010 - Harrisburg Area Community College Institute for Entrepreneurial Studies, Harrisburg, PA

1/28/2010 - Central Pennsylvania Chamber of Commerce, Milton, PA

2/11/2010 - Clinton County Economic Partnership Office Lock Haven, PA

2/17/2010 - Harrisburg Area Community College Institute for Entrepreneurial Studies, Harrisburg, PA

3/9/2010 - Mifflin County Industrial Development Corporation, Lewistown, PA

3/17/2010 - Harrisburg Area Community College Institute for Entrepreneurial Studies, Harrisburg, PA

3/19/2010 - Williamsport/Lycoming Chamber of Commerce, Williamsport, PA

3/30/2010 - MANTEC Office, York, PA

Businesses will meet with SEDA-COG procurement staff, on a one-to-one basis. All events are **FREE**; but you must call or email to schedule a time because these are **one-on-one consulting sessions** and spaces are open on a first come, first serve basis.

The PTAC has four different appointment times available 9:30-11:00, 11:00-12:30, 1:30-3:00, or 3:00-4:30 on any of the dates mentioned.

To register for any of these events, contact Kristen Moyer at 570-524-4491 or email at [kristen@seda-cog.org](mailto:kristen@seda-cog.org).



### ERC Adds Free GreenJobSite Webpage

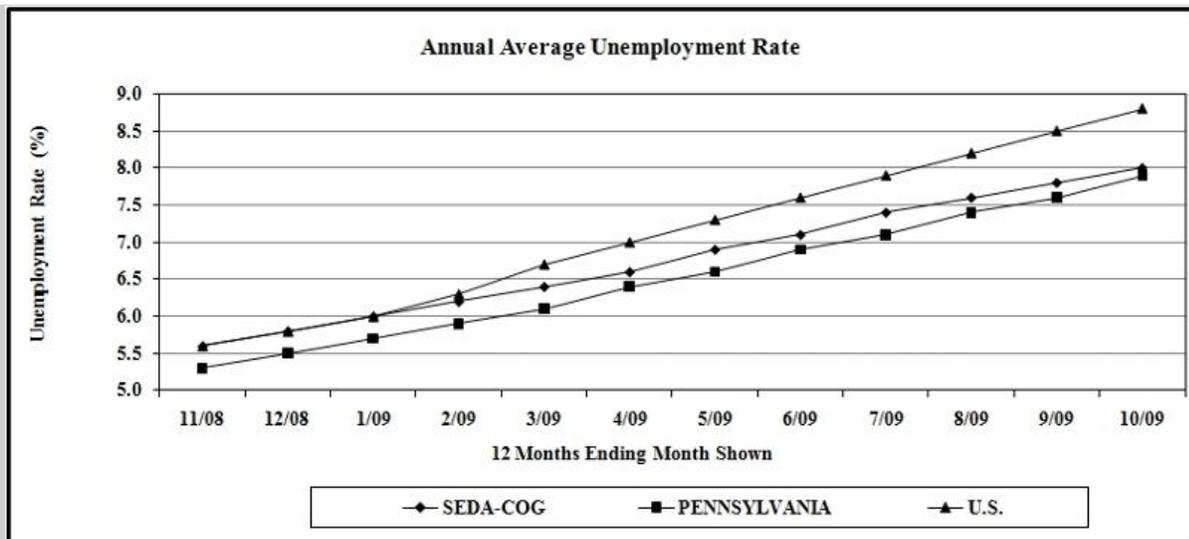
In response to increasing requests from employers to recommend persons to fill new energy-related jobs in our region, SEDA-COG's Energy Resource Center is now hosting a GreenJobSite page accessible on the ERC's at [www.seda-cog.org/energy](http://www.seda-cog.org/energy). Solar installers, energy or environmental managers, "whole facility" retrofit contractors, energy auditors, insulation installers, industrial engineers, and LEED-certified professionals are just a few of the "green" jobs that our region's employers are seeking to fill.

The on-line GreenJobSite is a free service for both employers and "green job" seekers. The site is a bulletin board listing of green job openings, organized by job posting date. The job title links to the full job description, complete with position details, education and skill requirements, how to apply, and other information. The ERC will post job announcements for about 45 days unless advised otherwise by the employer.

Complete and submit the employer posting form, available on the GreenJobSite page, to advertise an available position on the webpage, or use the form as a guide for creating and submitting pdf. formatted "green job" position descriptions. Be sure to include the form's required information.

Email ERC's Katie Ruiz at [kruiz@seda-cog.org](mailto:kruiz@seda-cog.org) with completed job opening forms for posting.





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