



2006 ANNUAL REPORT  
PROJECTS & PARTNERSHIPS —  
PROGRESS THROUGH REGIONAL COOPERATION

SAP&DC

S O U T H E R N  
A L L E G H E N I E S  
P L A N N I N G &  
D E V E L O P M E N T  
C O M M I S S I O N



## TO OUR CUSTOMERS, FRIENDS AND COLLEAGUES



*Pamela A. Tokar-Ickes*



*Edward M. Silvetti*

We are pleased to provide this 2006 Annual Report for the Southern Alleghenies Planning & Development Commission. While this Report summarizes and highlights our most recent community and economic development accomplishments, it also recognizes the many partnerships that have always served as a hallmark for our efforts to promote a quality of life unparalleled in Pennsylvania. Without the cooperation and counsel from numerous others, continued progress in The Alleghenies would fall far short of our expectations.

Since 1967 when the SAP&DC was founded, it has facilitated the establishment of scores of infrastructure projects, from industrial parks to job-promoting water and sewer systems and access roads. Thousands of workers have been trained and otherwise assisted with accessing jobs through federal and state programs managed by the Southern Alleghenies. From transportation planning, business lending and other business services to KOZ administration and broadband infrastructure deployment, the Commission has responded to the Commonwealth's challenges to undertake new initiatives. We have served as a regional forum for good public administration. But these are merely examples of what defines the SAP&DC's mission. As an organizational philosophy, the Commission undertakes many of its efforts through locally-based organizations, choosing to partner with others, and in so doing, annually pushes many millions of dollars down to its member counties, municipalities and other development related organizations. Of the funds administered during 2006 under the Commission's auspices, less than six percent was retained for administration.

With the foregoing in mind, we are proud to release the Commission's 2006 Annual Report, sharing the outstanding results of our labors in promoting "progress through regional cooperation".

A handwritten signature in blue ink, appearing to read "Pamela A. Tokar-Ickes".

Pamela A. Tokar-Ickes  
President  
SAP&DC Board of Directors

A handwritten signature in blue ink, appearing to read "Edward M. Silvetti".

Edward M. Silvetti  
Executive Director  
SAP&DC

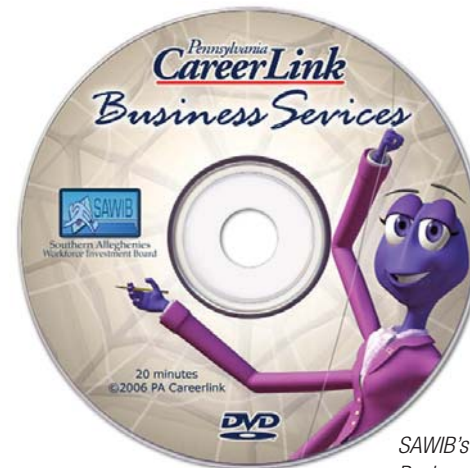
# WORKFORCE DEVELOPMENT

The Southern Alleghenies Workforce Investment Board (SAWIB), was named one of Pennsylvania's High Performing Workforce Investment Boards, and with this prestigious designation, received \$100,000. SAWIB will use this funding to provide professional development opportunities for CareerLink staff, support college internships and upgrade CareerLink resources.

## RESULT HIGHLIGHTS

- Applied for and received two Incumbent Worker Training Grants totaling \$620,565. These funds are being used for high level training for key decision makers in the metals and metal fabrication industries.
- Along with three other WIBS, applied for and received \$379,600 for training to support the competitiveness of the region's plastics companies.
- Applied for and received two Industry Partnership grants totaling \$142,550 to create and support consortia around the transportation, logistics and healthcare industries.
- Produced two animated DVD's to provide comprehensive overviews of PA CareerLink services. One DVD is for jobseekers and the other is for businesses.
- Created an interactive CD designed to help young people make informed decisions about their educational and career choices.
- 232 upper level managers/executives participated in the incumbent worker training for companies in the metals/metal fabrication industry cluster. Company support/contributions for this initiative exceeded \$400,000.

- 115 individuals received support for post-secondary education through the SAWIB's Individual Training Accounts, amounting to \$791,222.
- 18 individuals participated in the SAWIB's On-the-Job training program with starting wages averaging \$10.38 per hour.
- All five of the WIB's CareerLinks passed the Commonwealth's review and received their charters.
- The region's CareerLinks helped over 2,400 find employment.
- Employers posted over 8,450 job orders on the region's CareerLink operating system.
- The region's CareerLinks saw over 20,000 new customers in 2006.



*SAWIB's New DVD's, One Directed At The Business Community And One At Job Seekers – A Creative And Comprehensive Overview Of CareerLink Services*

# WELFARE PROGRAM



*SAWIB's Animated Interactive CD, "Can You See Your Future?"  
Produced To Take Young People Through Career Choice To  
Job Search Procedure – Hand Delivered And Reviewed With  
Guidance Counselors From Every School District In The Region*

Case managers and contractors made significant efforts to help public assistance recipients find and retain employment.

## RESULT HIGHLIGHTS

- 844 individuals received services, including Assessment-only services, which are not placement related.
- 300 individuals were placed, with an average wage of \$6.97 per hour.
- 111 jobs were retained for at least six months.
- 28 individuals received funding to attend post-secondary education.
  - ~ 18 individuals are preparing to enter the healthcare industry.
  - ~ Four received training as legal assistants and administrative office assistants.
  - ~ One received training in drafting and design.
  - ~ One received training in carpentry.
  - ~ One received training in mobile equipment operations.
  - ~ One received training in computer information and communications.
  - ~ Two received training in criminal justice.

# BUSINESS DEVELOPMENT

This year, 198 businesses received technical and/or financial assistance. Ninety-eight percent of these businesses reported that they were either very satisfied or satisfied with the value, quality and timeliness of assistance.

## Business Retention & Expansion

SAP&DC, along with three partners, worked with a Huntingdon County based manufacturer of license plates, ergonomic work stations and soap-in-a-bag dispensers to help the company re-establish itself after significant losses. After assisting the company with business plan development, government contracting, international trade, financing and production processes, the company has re-established its historic markets and has gained new ones.

### RESULT HIGHLIGHTS

- 620 CEOs were interviewed either by SAP&DC staff or the Industrial Development Corporations.
- 81% reported that they expected to grow in the next 12 months.
- Competition was cited as the greatest challenge that businesses were facing.

## Business Lending

SAP&DC provided a \$200,000 loan to a manufacturer of prototype and production fabrication of metal and non-metal hardware for defense, medical and commercial industries. The loan to the Bedford County company impacted the creation of 30 full time jobs.

A \$192,500 loan was provided to a dairy farm in Somerset County for construction of a swine barn and necessary site improvements to enable the owners to diversify into swine finishing.

With SAP&DC loans for the purchase of machinery and equipment, a Cambria County manufacturer of medical examination room furniture and accessories has increased lagging sales by 42% in one year and retained 63 jobs.

### RESULT HIGHLIGHTS

- 42 loans were packaged.
- 31 loans were closed.
- 128 business clients received assistance.
- Six agriculture loans were closed.
- \$4,211,437 was loaned to regional businesses.
- \$ 10,196,895 private sector dollars were leveraged.
- Loan clients realized an increase of \$106,533,977 in annual sales from the previous year.
- 285 jobs were created.
- 1,385 jobs were retained.

## International Trade

The world came to The Alleghenies last fall, when representatives from 14 countries met with 25 area businesses to develop international sales strategies. This group also heard from agency representatives about federal and state initiatives.

SAP&DC also worked with the country's oldest family-owned makers of pasta sauces to explore the Korean market. The Blair County-based company was successful in selling product to a Korean company.

A digital data recovery and destruction and end-of-life and remarketing services company has worked with SAP&DC for six years to develop international sales. They now sell to 28 countries and sales are in excess of \$1 million.

### RESULT HIGHLIGHTS

- 105 business clients received assistance.
- 167 work orders were developed for business clients with the PA Foreign Offices.
- 349 specific export actions were taken by business clients such as trade show participation or meetings with foreign buyers.
- \$25,145,902 in international sales was realized by business clients from specific transactions that were directly related to assistance provided.
- International sales for active clients increased by \$33,492,550 from the previous year.
- Total international sales activity for active business clients was \$217,670,526.

## Government Procurement Assistance

Because government buying agencies are moving toward vendors who implement technology, SAP&DC coordinated an effort to conduct workshops across the Commonwealth to educate businesses about Radio Frequency Identification, the radio wave technology that improves efficiency and cost competitiveness domestically and internationally. Through this SAP&DC initiative, 123 businesses were trained to implement this new technology.

With the assistance of PTAC staff, a Pennsylvania hardwood products manufacturer in Blair County explored the possibility of federal and state contracting. The company successfully bid and won a contract with Pennsylvania's Department of Conservation and Natural Resources.

### RESULT HIGHLIGHTS

- 79 business clients received assistance.
- 389 Technical counseling sessions were conducted with business clients.
- 91,168 qualified bid opportunities were distributed to business clients.
- Government sales for business clients increased \$16,736,182 from the previous year.
- Total government sales for business clients was \$383,228,686.

## Project Development

SAP&DC's Annual Funding Conference provided an intensive two-day Grant Writing Seminar for participants from 21 municipalities and non-profit organizations.

### RESULT HIGHLIGHTS

- Developed ten project profiles for construction and technical assistance projects.
- Provided project development and grant writing assistance to 14 projects.

## Community Development

SAP&DC continued efforts with planning and marketing assistance to the development of the Rock Run all-terrain-vehicle park in Cambria County. In anticipation of the park's opening in spring 2007 and its expected economic, infrastructure and community impact issues, SAP&DC initiated a visioning process with the communities surrounding the park. Six boroughs and seven townships participated.

### RESULT HIGHLIGHTS

- Provided development assistance to 67 local governments and non-profit organizations.

## Broadband Initiatives

In order to provide information for the development of a strategic plan to enhance and access broadband in PA, SAP&DC, the Local Development District Association of Pennsylvania and its member districts and the Regional Economic Development District Initiatives of South-Central Pennsylvania completed the Commonwealth Broadband Assessment Study.

### RESULT HIGHLIGHTS

- Provided technical assistance for two Cambria County broadband projects.
- Secured funding to continue broadband outreach and aggregation assistance for the Southern Alleghenies region.

## Keystone Opportunity Zone

### RESULT HIGHLIGHTS

- Regional public investments of over \$7 million.
- Regional private investment of over \$30 million.
- Regional job creation of over 500 jobs.

# LOCAL GOVERNMENT IMPROVEMENT

## Municipal Outreach

Through the Municipal Calling and Assistance Program, SAP&DC worked with local governments and non-profits to determine their current technical, economic, transportation, and infrastructure needs and to identify potential solutions to any problems. Projects cover the range of streetscapes, pedestrian walking trails, public safety, information technology improvements, and referrals to appropriate state-federal agencies for funding assistance.

### RESULT HIGHLIGHTS

- Completed 26 municipal assessments across the region.
- Referred eight communities to state/federal agencies for further assistance.
- Provided technical assistance to over 40 municipalities.
- Developed a MCAP survey instrument in coordination with two adjacent Local Development (LDD) Districts.
- Identified a supporting software system and database system for MCAP implementation in 2007.

## Technology Assistance

SAP&DC assistance included donation of preowned computer equipment to increase a municipality's information management capacity and assistance with information technology planning.

### RESULT HIGHLIGHTS

- Donated preowned computers (less than three years old) to 20 local government through the Computer Donation Program.
- Provided 63 local governments with assistance services through the Technical Assistance Program for Information Technology.

## Economic Development Planning

SAP&DC initiated the development and implementation of a regional Land Use, Transportation and Economic Development (LUTED) Strategy and Action Plan.

Development continued on the Southern Alleghenies Regional and Open Space Network Plan with SAP&DC as the lead agency in the development of Pennsylvania's first regional Greenway and Open Space Network Plan.

SAP&DC, through its Comprehensive Economic Development Strategy (CEDS) process, provided federal funding for construction of an industrial park expansion in Cambria County and completion of a business park access road. The CEDS was updated, and will provide greater emphasis on community input. It requires more emphasis on regional goals and objectives to address regional economic development problems and improve competitiveness.

### RESULT HIGHLIGHTS

- Prepared 14 grant pre-applications and applications on behalf of project applicants in the region.
- Secured \$1,500,000 in public funds for economic development projects.
- Leveraged \$3,958,068 in additional public funds and \$2,844,925 in private investment with \$25,000,000 in private investment projected on the sites within five years.
- The projects resulted in the creation of 700 jobs and the retention of 300 jobs.

## Rural Transportation Planning

Southern Alleghenies Rural Planning Organization (RPO) completed and had approved the FY 2007-2010 Transportation Improvements Program (TIP) for four rural counties. Included were two major projects on US 219 in Somerset County and part of the interstate Appalachian Development Highway System, with a total \$92.7 million.

### RESULT HIGHLIGHTS

- The four year program totaled \$322 million.
- Developed and funded \$2,735,608 in seven Transportation Enhancements Program and Home Town Streets/Safe Routes to School Projects.



*The End Of Rt. 219 As It Now Exists – Soon To Be Part Of A \$50 Million Construction Project.*

## Geographic Information Systems

The SAP&DC Geographic Information System (GIS) provided analytical and mapping support to the Alleghenies Tourism Council with numerous mapping layouts for marketing material. Transportation planning and programming, economic and community development projects, and economic analysis received mapping support. Of significant note was the role the GIS program played in the developing Southern Alleghenies Greenway and Open Space Network Plan. This was the first six-county regional greenway plan developed in Pennsylvania.

### RESULT HIGHLIGHTS

- Provided Geographic Information System (GIS) services for analysis, planning, and economic and community development projects to support non-profit groups, governmental organizations, economic development agencies, tourism development, and transportation planning in the Southern Alleghenies Region.
- Conducted three regional GIS User's Group (GUG) meetings.
- Conducted the first statewide Local Development District (LDD) GIS User's Group (GUG) meeting.
- Supported the Southern Alleghenies Keystone Opportunity Zone Program marketing effort with mapping products.



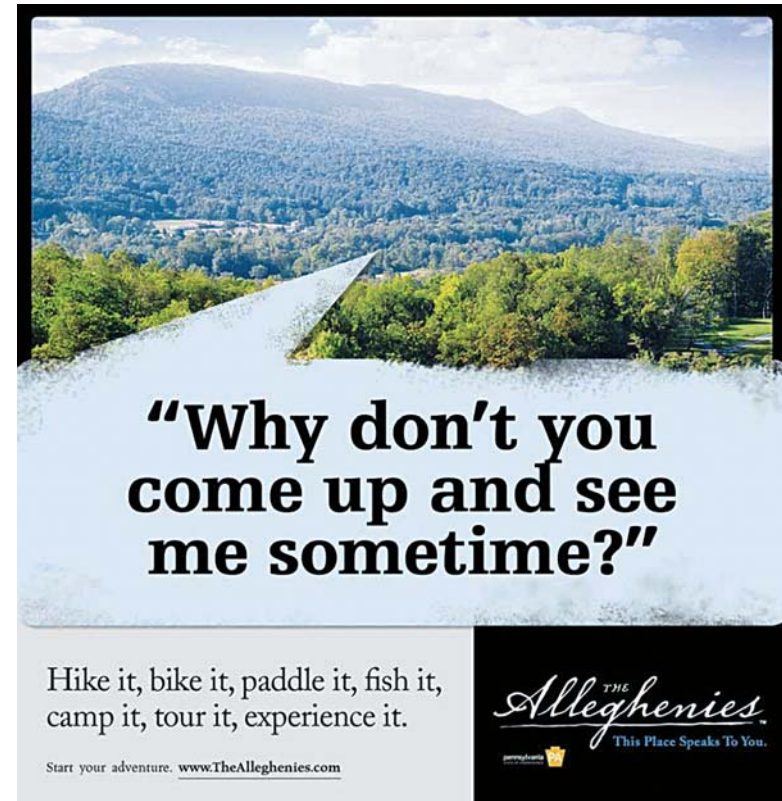
*The First Six-County Regional Greenway Plan Developed In Pennsylvania – SAP&DC's GIS Program Played A Key Role In Its Development*

## TOURISM & RECREATION DEVELOPMENT

At a large regional press conference, The Southern Alleghenies regional Tourism Confederation (SARTC) announced a regional branding effort to promote the wealth of recreational and economic development opportunities of the region. The new theme line, “This place speaks to you”, reflects the quality of life and varying experiences the region has to offer for various lifestyles. The Deputy Secretary of Tourism in the Pennsylvania Department of Community & Economic Development, said the effort “helps build a unified brand identity for this region. It meshes well with the overall mission of the state tourism office to ‘brand’ the state’s distinct tourism regions.”

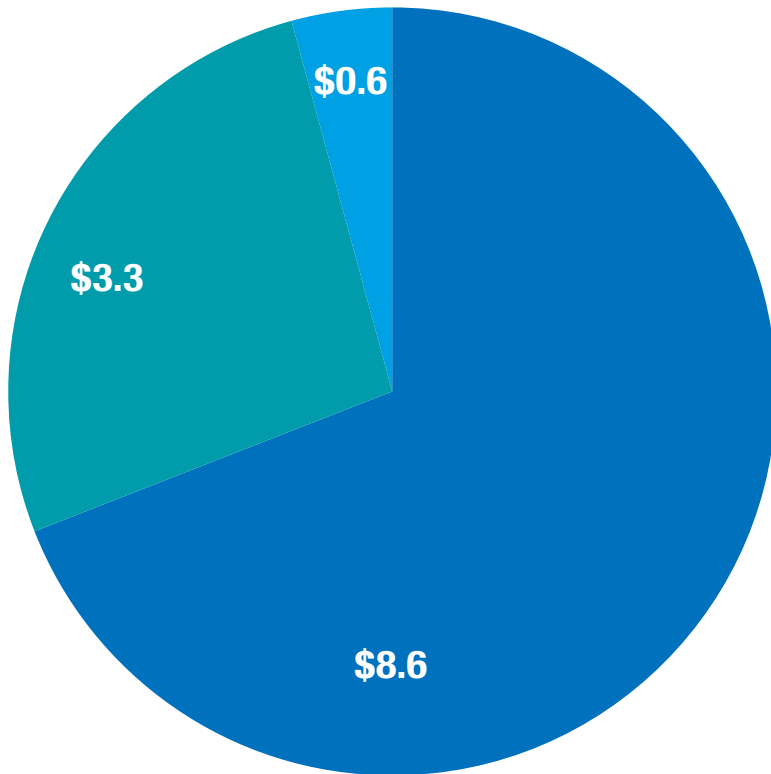
### RESULT HIGHLIGHTS

- Changed the Confederation name to The Alleghenies Tourism Council and launched an aggressive advertising and public relations campaign.
- Launched a new web site, [www.thealleghenies.com](http://www.thealleghenies.com), which has experienced over one million hits in less than a year.
- Targeted the Washington/Baltimore market for promoting The Alleghenies. Posters were placed in rail cars and ads ran on radio and in prominent publications, all with positive results.
- 904 groups visited the region.
- \$3,157,000 in new sales was generated from motor coach groups.
- Over \$500,000 was spent in regional promotions.



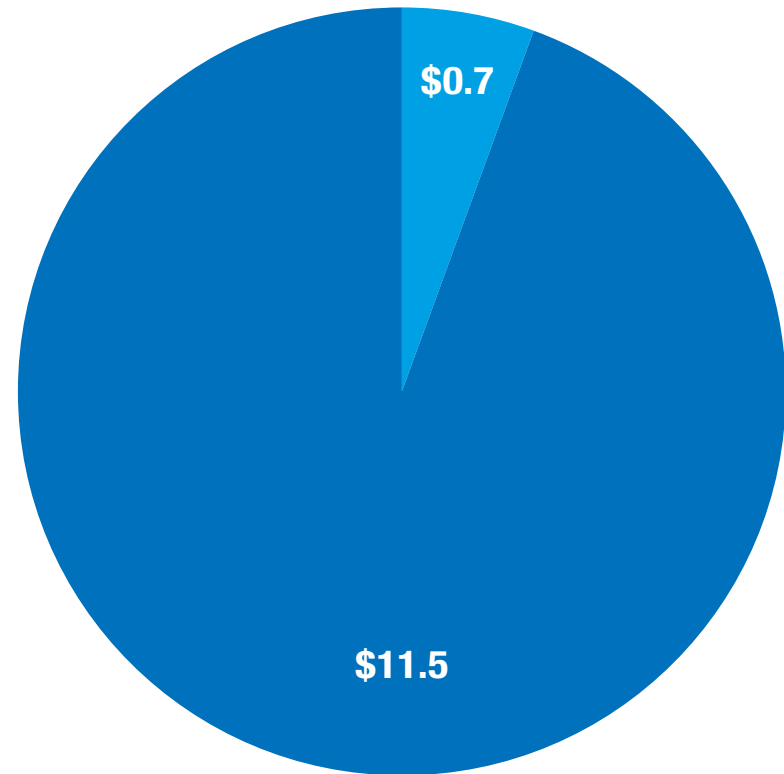
*Rail Cards Promoting New Brand Identity, “The Alleghenies,” And Tremendous Outdoor Recreational Experiences – Part Of An Aggressive Advertising And Marketing Campaign Targeted At The Washington/Baltimore Market*

## FUNDING SOURCES (In Millions)



Federal Funds   State Funds   Local Funds

## FUNDING ALLOCATION (In Millions)



Administrative   Funds Injected Into The Community

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# SAP&DC

SOUTHERN ALLEGHENIES PLANNING & DEVELOPMENT COMMISSION

A Local Development District Serving Bedford, Blair,  
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