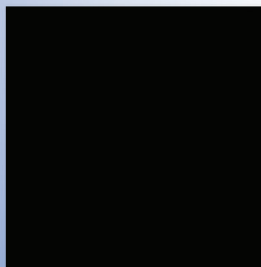


INDIANA COUNTY • PENNSYLVANIA



2019 ANNUAL REPORT



Executive Committee

Chairman

Jim Kinneer
Indiana Regional Medical Center

Vice Chairman

Steve Drahnak
S&T Bank

Secretary

Kelly Howells
Anew Home Health Agency, Inc.

Treasurer

Josh Rosenberger
700 Shop

Board of Directors

Mary Beth Akbay
Romeo's Pizza

Ron Anderson
Indiana County Airport Authority
(Ex-Officio)

Mark Berezansky
IUP Research Institute
(Ex-Officio)

Dave Brocious
ClimaShield Industries

Jim Calhoun
Screw Conveyor Corporation
(Ex-Officio)

Bob Camp
Eberly College of Business and
Information Technology
(Ex-Officio)

Chad Carrick
REA Energy

Dick Clawson
Indiana County Development
Corporation
(Reciprocal)

William Darr
Barbor, Sottile, and Darr
(Ex-Officio)

Jack Delaney
Delaney Automotive
(Ex-Officio)

Dr. Michael Driscoll
Indiana University of Pennsylvania

Calvin Farren
Turner Dairy
(Ex-Officio)

Rich Fiscus
S&T Bank

Ryan Glista
Indiana First Bank

Beth Gregg
Environmental Service Laboratories

Linda Gwinn
Blairsville Community Development
Authority
(Ex-Officio)

Elizabeth Hutton
Kuzneski and Lockard, Inc.

Joe Kinter
Upstreet Financial Advisors
(Ex-Officio)

Laurie Kuzneski
Kuzneski Insurance Group

Bernie Lockard
Lockard Company / Pacific Pride

Luke McKelvy
Levity Brewing Company
(Ex-Officio)

Steve McPherson
MGK Technologies
(Reciprocal)

Michael Moyer
Environmental Service Laboratories
(Ex-Officio)

John Nelson
Nelson Insurance
(Ex-Officio)

Wendy Newcomer
Clay & Gascoine, LLC

Sherry Renosky
Indiana Mall
(Ex-Officio)

Joe Reschini
Reschini Group

Carrie Riggle
First Commonwealth Bank

Josh Rosenberger
700 Shop

Clinton Smith
Government and Civil Employee
Services

Brett Stewart
CNB Bank

Matthew Tomb
First Commonwealth Bank

Christine Toretta
Palladio LLC
(Ex-Officio)

Gregg Van Horn
Indiana County Tourist Bureau
(Reciprocal)

Robert Walbeck
Walbeck Insurance

James Wagner
Arin IU
(Ex-Officio)

Jim Wiley
Indiana County Development
Corporation
(Reciprocal)

Directors Emeritus

1975.. The Honorable Earl E. Handler
1977..... Lewis L. McGill
1982..... Cecil C. Spadafora

1983..... S.W. Jack, Jr.
1984..... Dr. Charles J. Potter



Nominations and Election of Directors to the Chamber Board

The 2019 Nominations Committee met on November 1, 2019 in the Chamber office. The responsibility of the committee was to review nominees submitted to serve on the Chamber's Board of Directors according to the by-laws.

2019 Nominations Committee

- **Steve Drahnak**
S&T Bank
- **Jim Kinneer**
Indiana Regional Medical Center
- **Josh Rosenberger**
700 Shop
- **Bill Darr**
Barbor, Sottile and Darr
- **CJ Spadafora**
Colonial Motor Mart
- **Luke Shively**
McNaughton Brothers Moving and Storage

After reviewing current board positions and nominations submitted by the overall Chamber membership, the Nominations Committee moved to propose the following Slate of Directors to the Chamber Board of Directors beginning on January 1, 2020:

- **Bernie Lockard**, Lockard Inc. (Re-elected to a third three-year term)
- **Laurie Kuzneski**, Kuzneski Ins. Group (Re-elected to a second three-year term)
- **Brett Stewart**, CNB Bank (Re-elected to a second three-year term)
- **Matthew Tomb**, First Commonwealth Bank (Re-elected to a second three-year term)
- **Carrie Riggle**, First Commonwealth Bank (Elected first three-year term)
- **Todd Good**, Good and Associates (Elected first three-year term)
- **Bryan Force**, Force Inc. (Elected first three-year term, Executive Committee)
- **Dave Reed**, First Commonwealth Bank (Elected first three-year term, Executive Committee)

The Chamber thanks these individuals for their commitment and service to the Indiana County business community.

 **INDIANA COUNTY CHAMBER OF COMMERCE**

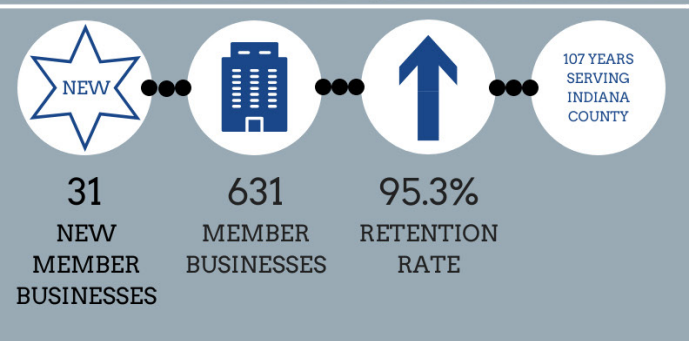
2019 AT A GLANCE

SUPPORT | NETWORK | EDUCATE | ADVOCATE



1019
INDIANA COUNTY
CHAMBER OF COMMERCE

Enhance the Retention & Expansion of Business throughout Indiana County

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 1,500+ WEEKLY EBLAST SUBSCRIBERS

 140+ YOUNG PROFESSIONAL ORGANIZATION MEMBERS

1019 PHILADELPHIA STREET | INDIANA, PA 15701
WWW.INDIANACOUNTYCHAMBER.US



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INDIANA
REGIONAL MEDICAL CENTER



Special Thanks to our Gold Chamber Event Sponsors



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Jon M. Gascoine, CPA ~ Wendy L. Newcomer, CPA

511 Airport Professional Center
1380 Route 286 Hwy East
Indiana, PA 15701

(724)-463-1450
Fax (724)-463-1461
cgcpa@claygascoine.com
www.claygascoine.com

Board of Directors
Indiana County Chamber of Commerce
Indiana, Pennsylvania

Independent accountants' compilation report

Management is responsible for the accompanying financial statements of Indiana County Chamber of Commerce (a nonprofit organization), which comprise the statement of financial position as of September 30, 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements in accordance with U.S. generally accepted accounting principles. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

As discussed in Note 1 to the financial statements, U.S. generally accepted accounting principles require revenue to be deferred when payments are received, but not earned. The effect of this departure from U.S. generally accepted accounting principles on the accompanying financial statements has not been determined.

Clay & Gascoine LLC

November 11, 2019

INDIANA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FINANCIAL POSITION
SEPTEMBER 30, 2019

ASSETS**Current assets**

Cash and cash equivalents \$ 105,820
Accounts receivable 44,217
Total current assets 150,037

Investments

2,600

Property and equipment

Equipment 10,008
Less accumulated depreciation 8,206
Net property and equipment 1,802
Total assets \$ 154,439

LIABILITIES AND NET ASSETS**Current liabilities**

Payroll liabilities \$ 2,896
Total current liabilities 2,896

Net assets without donor restrictions

151,543

Total liabilities and net assets \$ 154,439

See independent accountants' compilation report and notes to financial statements.

INDIANA COUNTY CHAMBER OF COMMERCE
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED SEPTEMBER 30, 2019

Revenues

Membership income \$ 183,644
Program income 122,742
CCSC income 5,637
Advertising income 5,337
Interest income 2,041
Other income 550
Board meetings 419
Total revenues 320,370

Expenses

General and administrative 116,705
Networking events 88,073
Member benefits and services 42,989
Marketing 34,597
Community involvement 18,504
Affiliate membership 15,746
Board meetings 6,756
Total expenses 323,370

Decrease in net assets before income taxes (3,000)

Income tax expense 471

Decrease in net assets without donor restrictions (3,471)

Net assets - beginning 155,014

Net assets - ending \$ 151,543

See independent accountants' compilation report and notes to financial statements.

INDIANA COUNTY CHAMBER OF COMMERCE
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2019

	Marketing	Member Benefits and Services	Networking Events	Affiliate Memberships	Community Involvement	Board Meetings	General and Administrative	Total
Wages and salaries	\$ 21,880	\$ 21,880	\$ 10,940	\$ -	\$ 10,940	\$ -	\$ 43,759	\$ 109,399
Program expenses	-	-	54,477	-	-	-	-	54,477
Business expo	-	-	20,224	-	-	-	-	20,224
Dues and subscriptions	-	-	-	15,746	-	-	-	15,746
Communications	5,567	-	-	-	-	-	8,218	13,785
Membership	-	11,725	-	-	-	-	10,607	11,725
Rent	-	-	-	-	-	-	2,105	9,694
Postage	-	7,589	-	-	897	-	3,591	8,975
Payroll taxes	1,795	1,795	897	-	-	6,756	-	6,756
Board meetings	-	-	-	-	6,667	-	-	6,667
Community involvement	-	-	-	-	-	-	6,631	6,631
Auto expense	-	-	-	-	-	-	6,128	6,128
Repairs and service contracts	-	-	-	-	-	-	5,649	5,649
Bad debt	-	-	-	-	-	-	-	5,355
Advertising costs	5,355	-	-	-	-	-	-	5,319
Employee benefits	-	-	-	-	-	-	4,709	4,709
Insurance	-	-	-	-	-	-	4,323	4,323
Bank fees	-	-	-	-	-	-	4,013	4,013
Office equipment	-	-	-	-	-	-	3,661	3,661
Leased equipment	-	-	1,410	-	-	-	2,771	2,771
Miscellaneous	-	-	-	-	-	-	1,361	1,361
Professional fees and services	-	-	-	-	-	-	1,750	1,750
Office supplies	-	-	-	-	-	-	1,629	1,629
Repairs and maintenance	-	-	-	-	-	-	1,278	1,278
Depreciation	-	-	-	-	-	-	893	893
Travel and entertainment	-	-	-	-	-	-	806	806
Training and education	-	-	-	-	-	-	275	275
License	-	-	125	-	-	-	-	125
Total expenditures	\$ 34,597	\$ 42,989	\$ 88,073	\$ 15,746	\$ 18,504	\$ 6,756	\$ 116,705	\$ 323,370

See independent accountants' compilation report and notes to financial statements.

**INDIANA COUNTY CHAMBER OF COMMERCE
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

Cash flows from operating activities	
Decrease in net assets	\$ (3,471)
Adjustment to reconcile decrease in net assets to net cash used in operating activities	
Depreciation expense	893
(Increase) decrease in assets	
Accounts receivable	(25,878)
Increase (decrease) in liabilities	
Accounts payable and accrued expenses	(6,776)
Payroll liabilities	387
	<u>(34,845)</u>
Net cash used in operating activities	<u>(34,845)</u>
Cash flows from investing activities	<u>-</u>
Cash flows from financing activities	<u>-</u>
Net decrease in cash and cash equivalents	(34,845)
Cash and cash equivalents, beginning	140,665
Cash and cash equivalents, ending	<u>\$ 105,820</u>

See independent accountants' compilation report and notes to financial statements.

**INDIANA COUNTY CHAMBER OF COMMERCE
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED SEPTEMBER 30, 2019**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Indiana County Chamber of Commerce (the Chamber) is a not-for-profit organization made up of business, professional, and civic minded people who are dedicated to the development and promotion of business and the public interest of Indiana County.

Basis of accounting

The accompanying financial statements of the Chamber were prepared on the accrual basis of accounting in conformity with U.S. generally accepted accounting principles, except for deferred revenue as described below.

Cash and cash equivalents

For purposes of the statement of cash flows, all highly liquid debt instruments purchased with an original maturity of three months or less are considered to be cash equivalents.

Property and equipment

The Chamber capitalizes equipment purchased over \$500. Equipment purchased by the Chamber is presented at cost. Gifts or contributions of equipment are recorded at the asset's fair market value at the time received. Depreciation is provided by the straight-line method based on the estimated useful lives of the related assets. Maintenance, repairs, and minor replacements are expensed as incurred.

Net assets with donor restrictions

The Chamber reports donations of cash and other assets as restricted revenue if they are received with donor stipulations that limit the use of the donated assets. Net assets with donor restrictions have been limited by donors to a specific time, period, or purpose. When a donor's restriction expires, net assets with donor restrictions are reclassified as net assets without donor restrictions and reported in the statement of activities and changes in net assets as net assets released from restrictions. Donor-restricted contributions whose restrictions are met within the same year as received are reflected as contributions without donor restrictions in the accompanying financial statements. The Chamber does not have any net assets with donor restrictions as of September 30, 2019.

Use of estimates

The preparation of financial statements in conformity with the accrual basis of accounting requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Income taxes

The Chamber is exempt from federal income taxation under Section 501(c)(6) of the Internal Revenue Code, except for monies received from Chambers of Commerce Service Corporation (CCSC) which is considered unrelated business income and is subject to federal income taxation. The Chamber recorded \$471 of income tax expense for the year ended September 30, 2019.

Accounts receivable

The Chamber monitors outstanding accounts receivables and charges off to expense any balances that are determined to be uncollectible. Management has not recorded an allowance for doubtful accounts for the year ended September 30, 2019. If a membership or other customer defaults on payment, the loss is recognized at the time the account is determined to be uncollectible. Bad debt for the year ended September 30, 2019, was \$5,649.

Advertising

Advertising costs are expensed as incurred. Advertising for the year ended September 30, 2019 was \$5,355.

Deferred revenue

A significant portion of the Chamber's revenues are attributable to membership income, which relates to the year-long memberships that the Chamber provides. Under U.S. generally accepted accounting standards, single payments received for year-long memberships are recorded as a deferred revenue liability to the extent that the payments have not been earned. This deferred revenue would be decreased and recorded as revenue evenly throughout the year as it is earned. The Chamber has declined to record these payments as deferred revenue and instead has opted to record membership revenue in full whenever a new membership is given or a membership is renewed. This revenue is recognized when the membership invoice is generated.

Revenue recognition

The Chamber receives revenue from new and renewing membership dues. Renewing membership dues are billed the same month of the original chamber membership. Invoices are sent monthly for the renewal membership dues as well as any new member joining during that month. Revenue is recognized when the invoice is created.

The Chamber also receives revenue from programs and events held throughout the year. Revenues from these events are recognized upon receipt.

Subsequent events

Management has evaluated subsequent events through November 11, 2019; the date financial statements were available to be issued.

Uncertain tax positions

The Chamber has adopted FASB ASC 740-10-25, *Accounting for Uncertainty in Income Taxes*. The Chamber will record a liability for uncertain tax positions when it is more likely than not that a tax position would not be sustained if examined by the taxing authority. The Chamber evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law, and new authoritative rulings.

The Chamber's evaluation on September 30, 2019 revealed no uncertain tax positions that would have a material impact on the financial statements. The 2015 through 2017 tax years remain subject to examination by the Internal Revenue Service. The Chamber does not believe that any reasonably possible changes will occur within the next twelve months that will have a material impact on the financial statements.

2. CONCENTRATION OF CREDIT RISK FOR CASH HELD AT BANKS

The Chamber maintains cash balances at several local banks. The amount of cash deposits at each financial institution is insured by the Federal Deposit Insurance Corporation up to \$250,000. As of September 30, 2019, the accounts did not exceed the federally insured amount.

3. INVESTMENTS

Investments consist of 26 shares of CCSC stock stated at cost. There is no fair market value for this stock since the Chamber is only permitted to resell the shares back to CCSC at their original cost of \$100 per share.

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Special Thanks to our Flower Sponsors Event Sponsors





4. LEASE OBLIGATIONS

The Chamber leases office space under an operating lease that expires January 1, 2024. The terms of the lease require monthly rental payments of \$890. Future minimum payments are as follows:

For the year ending September 30,

2020	\$10,680
2021	10,680
2022	10,680
2023	10,680
2024	<u>2,670</u>
Total	<u>\$45,390</u>

The Chamber also leases a copier machine under an equipment lease. The lease expires November 16, 2023. The terms of the lease require monthly rental payments of \$170 plus a volume charge for the number and type of copies produced. Future minimum payments are as follows:

For the year ending September 30,

2020	\$2,040
2021	2,040
2022	2,040
2023	<u>340</u>
Total	<u>\$6,460</u>

The Chamber also leases a vehicle under an equipment lease. The lease expires on March 5, 2021. The terms of the lease require monthly payments of \$327. Future minimum payments are as follows:

For the years ending September 30,

2020	\$3,924
2021	<u>1,975</u>
Total	<u>\$5,899</u>

5. RETIREMENT PLAN

The Chamber maintains a SIMPLE IRA plan for the benefit of its employees. The Chamber matches a percentage of employees' contributions annually. The match for the year ended September 30, 2019, was \$1,741, which is included in employee benefits on the statement of activities and changes in net assets.

6. AVAILABLE RESOURCES AND LIQUIDITY

During the year, the Chamber depends on cash flows from operations to cover costs. As of September 30, 2019, the following table shows the total financial assets held by the Chamber and the amounts of those financial assets that could readily be made available within one year of the statement of assets, liabilities, and net assets date to meet general expenditures:

Financial assets at year end	
Cash and cash equivalent	\$105,820
Accounts receivable	<u>44,217</u>
Total financial assets at year-end	<u>\$150,037</u>
Financial assets available to meet general expenditures over the next 12 months	
Cash and cash equivalent	\$105,820
Accounts receivable	<u>44,217</u>
Total financial assets available	<u>\$150,037</u>

7. FUNDRAISING

The Young Professional Organization, a Chamber committee, conducts various fundraisers throughout the year. The total gross fundraising revenues and expenses for the year ending September 30, 2019, was \$602 and \$266, respectively. These amounts are included in program income and expenses.

Chamber Update

Mark Hilliard, Chamber President

2019 was a transitional year for Indiana County with multiple changes in leadership, new partnerships formed, and a very bright outlook for the region moving forward.

The Chamber maintained our membership base and furthered our efforts to sustain Indiana County's business community and enhance the overall quality of life. During the last fiscal year ending on Sept. 30, 2019, the Chamber added 31 new members bringing our total membership to 630 currently. Our retention rate for membership is 95.2%, which is one of the highest rates compared to our peer Chambers. This continues to reinforce that our members are utilizing their benefits, are happy with the products and services we provide, and are excited about the new initiatives to come.

This year saw one of Indiana County's largest ribbon cutting ceremonies with a new generational employer opening its doors in White Township. Urban Outfitters (URBN) marked the symbolic opening of the company's new fulfillment center at the Windy Ridge Business and Technology Park in front of over 200 employees and business leaders. Due to the opening of URBN as well as our county's recent exposure across the state, interest in our business parks like the Windy Ridge Business and Technology Park on Route 286 and other commercial properties around the county is seeing a substantial rise. Indiana County has what developers want in location and a growing millennial population thanks to our exceptional cultural opportunities and quality of life enhancements. We continue to help market and promote Indiana County's many economic development opportunities across the region and country.

Workforce remains a top issue in Indiana County and at The Chamber. The Chamber continued the work that began in 2018 at the Business Education Workforce Summit and created a new partnership with our area school districts. This new partnership led to the creation of Indiana County Ready, a soft skills certification program adopted by all 7 Indiana County

School districts beginning in Fall 2019. The program has seen over 400 juniors and seniors throughout the county register to become "Indiana County Ready." We continue to keep our eye on the future as we look for additional ways to help strengthen our future workforce through our school districts.

The Chamber remains a steadfast partner in the Indiana County Center for Economic Operations working to address issues and concerns, attract new businesses, retain and grow employment opportunities, and strengthen our local economy. October saw an opportunity to truly showcase our great region as approximately 150 economic development professionals from across the state converged on the Kovalchick Convention and Athletic Conference (KCAC) for the The Pennsylvania Economic Development Association's (PEDA) annual conference. In addition, The Chamber took part in organizing a familiarization tour for the Pittsburgh Regional Alliance (PRA). The group took members of the PRA around to various sites throughout the county to help showcase the potential opportunities that exist in the county.

We continue to make improvements and create more opportunities for our members to network and stimulate more business-to-business connections. Here are some of the highlights:

- We developed a brand-new website designed for easier access for our members, as well as better opportunities to highlight Chamber initiatives and membership benefits.
- We restructured our membership dues to provide our members with more opportunities to get involved as well as more equitable and simplified options so that we truly have something for everybody.
- In August the Chamber partnered with the American Red Cross and the Kovalchick Convention and Athletic Complex (KCAC) to hold the Chamber's first ever blood drive for Indiana County.
- The Chamber held Indiana County's first annual Women's Summit in October at the KCAC. The sold-out event, dedicated to the professional, physical, psychological, and emotional well-being of women in Indiana County was a tremendous success.
- The Chamber hosted the first Candidate's Night event at the KCAC, providing our business and community members the opportunity to get to know

and ask questions of the candidates running for Indiana County Commissioner, District Attorney, and Sheriff.

- The Chamber Government Relations Committee continued to be active in providing better resources for our members related to legislation and issues that affect business. The Chamber's Annual Eggs and Issues breakfast again provided an opportunity to accomplish this task.
- New committees were formed to help find new ways to better serve our members and improve the quality of life in Indiana County. The Events Committee was extremely active in developing new events such as the Women's Summit and has a number of new opportunities slated for 2020. The University Relations Committee has become active in finding new initiatives to help create a better partnership between our University and community and create more opportunity for students to become involved in the community and potentially make Indiana County their permanent home.
- During the Chamber's fiscal year 2018-19, we held or hosted 50 plus networking events and activities attracting over 2,500 attendees.
- The Chamber conducted 5 grand opening ribbon-cutting celebrations
- The Chamber's Young Professionals Organization (YPO) held many great events to help up-and-coming business and community leaders grow their networks, opportunities and experiences.
- Continued to support the Leader's Circle of Indiana County and other community focused organizations
- The Chamber continues to be a regional presence through media outlets and representation on various boards and commissions.

The Chamber's purpose is centered in delivering great products and services for our members simultaneously working with local and regional leaders to improve the economy and quality of life for Indiana County. Our staff – Jill, Alexis, and I – want you to get the most benefit and value from your membership and we are here to help. We encourage you to continue to get involved as we have a number of very exciting things in store for 2020!

*If you need assistance at any time, please call, email or visit the Chamber. You are always welcome.
Thank you again for your vital support.*

Indiana County Chamber of Commerce

An affiliate of  Center for Economic Operations

1019 Philadelphia Street
Indiana, Pennsylvania 15701
Phone: (724) 465-2511
Fax: (724) 465-3706

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Learn more about the
Indiana County Chamber of Commerce, our
communities, and our member businesses at:

www.indianacountychamber.us



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Membership Guide

Welcome to the Indiana County Chamber. We are 650+ members strong with a Board of Directors committed to growing our economy, supporting our membership and improving the quality of life here in Indiana County. As a Chamber member, those efforts start with you. We are constantly working to provide better products and services to benefit you and your business.

Promotion

- A listing and a landing page for your business on our website, www.indianacountychamber.us, with a link from our site to yours.
- Your business listing in our Annual Indiana County Business Directory.
 - Available to all members and new comers requesting a relocation packet.
 - Given to incoming freshman and their parents at IUP Welcome Wagon events and orientations.
- Weekly Emails – sent out on Mondays, send out new releases, flyers, and announcements for your business to over 3,000 subscribers. Free of charge.
- Monthly Mail Packet – sent out to members and local community leaders. Includes the Chamber Connection newsletter.
 - New members get a one-time complimentary flyer included during their first year.
 - Future mailings are added at a fee of \$84, or just .10 a packet.
- Promotions for your Ribbon Cuttings, Anniversary Celebrations, Grand Openings, and special events are included in your membership!
- Bulk Mailing – Chamber members can conduct an Every Door Direct Mailing promotion or mail to your current customer base (minimum 200-piece requirement) and save BIG! Our office will prepare the paperwork for the post office; there is no charge for this service.
- Free electronic copy (Excel format) of Chamber member addresses
- Printed copy of Chamber address labels only .05 each label.
- Broadcast on local radio stations
- Social media platform promotions

Networking Opportunities

Make new contacts, build partnerships, develop relationships, and share ideas with fellow business people.

- Annual Luncheon
- Brains & Grains
- Business Hall of Fame Dinner
- Chamber Check-in
- Chingle – joint event with the Tourist Bureau
- Business After Hours
- Indiana County Commerce Showcase
 - *New for 2020
- Eggs & Issues – Legislative Breakfast
- Women’s Leadership Conference
 - *New this year!
- Meet the Candidate Forum
 - *New this year!

Other Benefits

- Use our 12-seat boardroom for your next meeting.
- Member – to – Member Discounts
- Chamber Choice products
 - World Kinect Energy Service
 - Penn National Ins. program
 - Dental & Vision Ins. options
 - Individual & Group Health Ins.
- Golden Ticket Electronic Coupons

Business Referrals

When we receive inquiries for places to shop, eat, or for another particular service – we refer **ONLY** Chamber members!

Chamber Choice

As a Chamber member, you can take advantage of Chamber Choice benefits that include:

- World Kinect Energy Service
- Individual and Group Health Insurance
- Dental and Vision coverage Options
- Voluntary Benefits like Life, Critical Illness and Disability
- Aggregated Energy Purchasing Solutions
- Penn National Insurance program dividends on all lines of property and casualty insurance
- State-of-the-art HR Resources and communications
- Dedicated client Resource Center
- Call 1-800-377-3539 or visit www.chamberchoice.com to learn more.

2019 PRESIDENT REPORT TO OUR MEMBERS

Thank you for your continued “Partnership for Success,” in 2019!

It was a great year! Our mission, to advance the economic, commercial, business, industrial, professional, cultural, and civic welfare of Indiana County; to encourage and protect the trade and commerce of the area; and to protect the area's orderly growth and development has been accomplished through some of these highlights:

Indiana County READY™

A partnership between the Indiana County Chamber of Commerce, its public-school districts and its career/technical training institution(s). The worker certification program is designed to better match local employers with employees who possess the desired core skill sets.

Advocating for Community Development

The Chamber writes letters of support for grant applications for community infrastructure improvements.

Blood Drive co/hosted with KCAC

First ever Chamber involved blood drive, 30 pints of blood collected, saving up to 90 lives!

Candidates Forum Night

New Annual Event*- Your chance to hear the platform and ask questions, of each candidate running in the fall election.

Indiana County Women's Summit

New Annual Event* - Strong Women building a stronger community! This event is dedicated to development and empowerment of women.

Ribbon Cuttings, Anniversaries and Celebrations

Celebrating grand openings, business expansions, business anniversaries with ribbon cutting ceremonies increase visibility for members.

Annual Events

Our events promote members and raise awareness about their products and services.

- 19 Business After Hours
- 12 Chamber Check-ins
- Business Hall of Fame Dinner
- Annual Luncheon

Educational Programs

Our Brains & Grains events featured speakers on a wide variety of topics.

Mobile Responsive Website & Mobile App Promotion

Check out the Chamber's updated website at www.indianacountychamber.us. Create your own landing page, upload photos, information, and a clickable link to redirect visitors to your website. Community events calendar and online membership directory. Member Golden Ticket.

Countless B2B & Consumer Referrals

Indiana County Chamber of Commerce member are referred exclusively, stimulating business commerce in our communities.

New for 2020

Indiana County Commerce Showcase

New for 2020

Chamber of Commerce Golf Outing

We will continue to create opportunities for member prosperity and provide the necessary leadership for a healthy business community. Affiliation with a trusted organization brings more credibility to your business and the Chamber looks forward to serving you in the coming year.

Thanks again, for a great first year!
Mark



2019 Business Year in Review

By Chauncey Ross, Indiana Gazette

The business landscape and economic atmosphere in Indiana County over the past year enjoyed the largest single job-creating event in at least 50 years with the opening of the URBN fulfillment center in White Township. And although the county saw many changes among its leadership team, the political and economic development teams seamlessly continued efforts to preserve the existing employers, to increase the number of jobs and to better prepare the county's students and workers to fill the available employment opportunities.

A summary of activity that shaped the county's business world follows.

URBN

Urban Outfitters completed its year-long fast-tracked project to place a fulfillment and distribution center of almost 1 million square feet into service at the Windy Ridge Business & Technology Park in White Township. URBN corporate leaders said that 800 tradesmen and women built the massive warehouse and shipping center and that 225 people would hold full-time jobs in the complex when it ramps up to full capacity.

Now estimated at 892,000 square feet, URBN's center on 48.5 acres of the Windy Ridge Business and Technology Park in White Township is dedicated to the furniture lines handled by the company's Urban Outfitters and Anthropologie chains of stores.

The project represented a major economic infusion for the region. URBN's center is a \$30 million investment, including \$5 million for the site and \$25 million for construction.

That sort of activity energizes company leaders as much as it piques interest in Indiana County.

"Since we've been going to places like Christiana and Gap, there's definitely a sense that if we do it, or somebody else does it, other people will think, 'well, that must be a good place,' and they come in," a company official said. "There's certainly a possibility that it will be a catalyst for other people to come in and we would welcome that. Quite frankly we've had more applicants than we have positions, so there are people here who want and need jobs, and it's not surprising given the state of some of the industries that have traditionally been here that have been on

the decline."



HEALTHCARE

Among the advances in healthcare for the area, Indiana Regional Medical Center introduced endobronchial ultrasound diagnosis and treatment.

"The procedure is similar to a traditional bronchoscopy except we can actually do an ultrasound from inside out," said IRMC Chief Medical Officer Brian Hawthorne said. "It is to work up masses, tumors or lymph nodes in a patient's chest, and physicians can do biopsies right through the scope."

Dr. Rohit Mehta, board certified in pulmonary and critical care medicine, joined the IRMC staff to perform the procedures.



Hawthorne said the first successful robotic gynecological procedure was completed at IRMC. Hawthorne also said that in a continuing effort to provide world-class care to the women of Indiana County, IRMC is now offering breast MRI.

"Breast MRI is a screening modality and an alternative to standard mammography or 3-D mammography that has specific uses for women who are high risk for breast cancer," he said. "The biggest benefits to the patient are smaller incisions, less pain and a

quicker recovery.”



POLICY

The county commissioners unanimously stood opposed to enactment of the Regional Greenhouse Gas Initiative, a cap-and-trade program that targets electric power plants by imposing taxes on coal, coal refuse and natural gas-fired electricity in Pennsylvania. They signed a resolution that laid out the stakes for Indiana County should the burden of taxes be enacted: An estimated 6,400 megawatts of local power generation capacity would be transferred to non-fossil-fuel plants in other states — tax free — putting 1,225 jobs, \$59 million of power plant payroll and \$1.36 billion of overall economic impact at risk. “A tax on natural gas, coal and coal refuse generation would be counterproductive to Pennsylvania’s economy and specifically impact communities like Indiana County, which would be economically devastated by electric generation plant closures,” according to the resolution, which urges Wolf to rescind Executive Order 2019-07 and to “work collaboratively with the General Assembly and communities who rely on the economic benefits of electric generation before considering member in RGGI and the implementation of a carbon tax on emissions.”

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Indiana County business and civic leaders joined others across the state in opposition to a plan by Gov. Tom Wolf to impose a severance tax on natural gas to finance \$5.4 billion for the “Restore Pennsylvania” plan to “help communities across Pennsylvania prevent flooding, eliminate blight, expand broadband, and address other critical infrastructure needs.” Talk of such a tax prompted Halliburton to move operations from Homer City to Zanesville, Ohio, officials said.

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Political and economic development leaders from In-

diana and eight other counties of the region publicly stood opposed to a call by the mayor of Pittsburgh for the end of petrochemical industry development.

“We, as members of the region’s economic development community, would offer a different perspective. As economic development professionals, it is our job to help our counties create a positive atmosphere to attract and encourage private sector investment, job growth and additional employment opportunities. As a result, we support the continued, responsible development of these industries. Their continued investment in our region, our counties and our communities are both welcomed and appreciated.

“We say to our current energy and petrochemical companies, and to others across the United States and around the globe, ‘We are open for business and you are welcome here.’ We, the region’s economic development professionals, are poised and ready to help you build a future here in southwestern Pennsylvania.”



Education leaders called for state lawmakers to support legislation addressing the Cyber Charter School System in Pennsylvania. The legislation would require families to pay out-of-pocket tuition to attend a cyber charter school outside of their school district if their home district offers a program equal of scope and content.

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Indiana County local government leaders, from the county commissioners on through the borough councils and township boards of supervisors of the area, united in lobbying higher level lawmakers to renew the federal Surface Mining Control and Reclamation Act of 1977 and to extend the abandoned mine reclamation fund sustained by fees imposed on mining

companies. The program, now set to expire in 2021, should be extended through at least 2036 to enable further recovery, remediation and reclamation of land and waterways that still are polluted by runoff from former coal mine sites.



RURAL BROADBAND SERVICE

The inadequacy of broadband internet service in rural areas of the county came to the forefront this year as a state Senate committee took testimony at a hearing at Blue Spruce Park, which was held as a leading example of the absence of wireless telecommunication. Outgoing Sen. Don White secured a \$500,000 grant and the county commissioners pledged matching funds for local county officials to assess the problem, find innovative solutions and take steps toward providing service.

In the wake of the exposure of the lack of reach of wireless communication technology in parts of the county, officials unveiled a plan to bring cell phone service to the Blue Spruce Park area of Rayne Township and Ernest. The installation of cellular equipment on the county-owned 911 radio tower was expected to be ready by the end of the year.

A year-long research project measuring median broadband speeds across Pennsylvania showed there isn't a single county where at least 50 percent of the population received "broadband" connectivity.

The research, "Broadband Availability and Access in Rural Pennsylvania," was conducted by Penn State University's Palmer Chair in Telecommunications Sascha Meinrath and a team of researchers commissioned by the General Assembly's Center for Rural Pennsylvania.

"This groundbreaking research exposes the growing disparity in broadband availability between rural and urban areas in Pennsylvania," said Dr. Michael A. Driscoll, president of Indiana University of Pennsylvania and a member of the Center for Rural Pennsylvania's board of directors.

"Broadband is a fundamental prerequisite for economic growth, education, health care and employment," Driscoll said. "I hope that the research will drive policy change so that rural Pennsylvanians are not left behind."



WORKFORCE DEVELOPMENT

Area government and education leaders renewed a formal regional effort to marry education and workforce training to prepare area students for employment in local industries.

The moves all represent the cooperation between business, agencies, education and government to assure prosperity for the next generation of workers. The commissioners renewed a pact among Indiana, Armstrong and Butler counties "to provide employer and job training and placement services" in the region's WIA as supervised by the Tri-County Workforce Investment Board.

With representatives of Indiana University of Pennsylvania, Westmoreland County Community College, Indiana County Technology Center and the Indiana Area School District present, the commissioners approved an arrangement for the schools to share their representation on the Workforce Investment Board. Jennifer Eckels, director of the WCCC branch campus in Indiana, was appointed as the group's delegate to the board. Until now, the seat traditionally has been held by the president of IUP.

The commissioners also proclaimed S&T as the 2018 Tri-County Workforce Investment Board Employer of the Year for Indiana County, in recognition of the bank's partnership with school districts for career and student development initiatives; contributions to the annual Career and College Readiness Expo; hosting of job shadow experiences; teaming with Indiana County Workshop Vocation Services to help evaluate and assess capabilities and skills of individuals with

physical or mental disabilities; support of veterans programs; and participation in PA Career Link Services to post job openings and career fairs. “We recognize that an educated, skilled workforce is critical to the economic success of the county and its communities, and it’s a key part of our attractiveness to new business,” IUP President Michael Driscoll said. “We recognize that each of us comes with various strengths in providing the education that leads to that workforce. ... Our goal is to speak with one voice as we work together and provide service in a seamless fashion to students and business.”

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In a nod to the priority status of workforce development in the eyes of the county commissioners, the board earmarked more than \$30,000 of the county’s 2017 Act 13 Impact Fee to workforce development. The county received \$92,800 from the fund, an increase over \$74,000 awarded for 2016.

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Building on the mission to match workers skills with workplaces that need them, the county commissioners joined the six-county North Central Workforce Development Board, which makes agriculture and related fields its priority for placement and has established a Next Generation Industry Partnership to achieve the same familiar goals of the Tri-County WIB: to benefit students, workers and the community as a whole through workforce, education, economic development and other partner groups with a target industry in mind.

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Workforce development played a part in the annual Career Fair, this year a two-phase event held at the KCAC. Area high school students met with employers and recruiters early in the day to learn about soft skills that are demanded in the workplace, ahead of the traditional afternoon of exchanging resumes and contact information between job-seekers and employers.

“Indiana County is about to experience a level of job growth that we have not seen in a very long time,” Hilliard said. “This expo is a fantastic event because it showcases so many of the amazing opportunities available in our county. It connects qualified job seekers directly to employers with workforce needs, and it helps to build our future workforce by introducing students to what opportunities are out there as well as what skills will be required. This is a great

step in positioning Indiana County for the exciting times ahead.”

Hilliard announced that the expo was a great success with over 80 vendors participating and over 750 students taking part in the morning session.



LEADERSHIP

A new era of leadership began on several levels this year in Indiana County.

At the Chamber of Commerce, Mark Hilliard came on board as the new president and executive in charge of the chamber’s daily service to its members, the business community and the county, and its advocacy for economic and education programs to uplift the people of the county, the region, southwestern Pennsylvania and the state, so that Indiana County may find success in national and international competition to generate local prosperity.

In addition to heading up the Chamber, Hilliard was named to represent the county on the Southwestern Pennsylvania Commission for 2019.



The Chamber’s former president, James Struzzi, transitioned to the state government as the newly elected representative of the 62nd Legislative District with a hands-on role in improving the quality of life for

residents of Indiana County.

With opportunities to impact and develop legislation favorable to the 62nd District and the rest of Indiana County, state Rep. Jim Struzzi took seats on the House Appropriations, Human Services, Insurance and Urban Affairs committees for the 2019-20 legislative session.

“I am very pleased with my committee assignments,” Struzzi said. “Each of these committees addresses issues important to all of us. It is now time to get to work.”

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Joe Pittman, the chief of staff for state Sen. Don White since 2001, emerged as the choice of residents and voters in the 41st Senatorial District to assume Sen. White’s seat after he opted to retire after 18 years of service. Sen. Pittman was handily elected to complete the term through the end of 2020.

Pittman also was appointed to replace White as the Senate Republican Caucus representative on the PennVEST board.

During his tenure as White’s chief of staff, Pittman gained experience in working to secure PennVEST financing for numerous water and sewer projects across the 41st Senatorial District.

“Remain humble. ... Respect one another,” White said as he announced his early exit from the Senate. “My sincere thanks to all of you for making these 19 years the most fascinating and worthwhile years of my life.”

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Veteran members of the Indiana County board of commissioners, Rodney Ruddock and Michael Baker, announced plans to retire upon completion of their terms of office and stepped back from this year’s municipal elections. Indiana County voters re-elected Commissioner Sherene Hess and selected Michael Keith and Robin Gorman to join Hess for the new term beginning in January.

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The county’s federal representation also transitioned to the 15th Congressional District and Rep. Glenn Thompson following the redistricting and election of 2018.

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Within the Indiana County economic development team Byron Stauffer Jr. was named executive director of Indiana County Development Corporation but remained the head of the Indiana County Office of

Planning and Development under a management services agreement between the county and ICDC.

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Private sector leadership transitions of note in 2019 included the appointment of Steve Drahnak as market president of S&T Bank for its western Pennsylvania region.

IUP

At Indiana University of Pennsylvania, commonly viewed as one of the major economic engines of Indiana County, the campus again was a center of developments affecting the Indiana area and the county.



IUP in late 2018 introduced the Steamshop Initiative, which aims to improve the regional economy and give students hands-on experience with digital fabrication manufacturing. The effort this year partnered with Indiana Borough and others in a regional project meant to bring “artists with expertise in digital technology and socially engaged art” to Indiana and vicinity, called CREATIVE SPARK, or Community Residents Engaging in Art and Technology Inspired by Social Practice Artist Residency.

The borough and the university, teamed with White Township, the Chevy Chase Community Center and the Indiana Free Library, all sought to participate in a Creative Communities Initiative announced by the Pennsylvania Council on the Arts. The initiative aims to spur arts-based projects inspiring livability, economic development and community connectedness. Trustee Academic Affairs Chairman Mark Holman said IUP is seeking \$2.9 million over five years from the National Science Foundation for a student-oriented, entrepreneurial-focused digital fabrication “makerspace” on campus.

“This is faculty-driven, and it is faculty-driven with students in mind,” said IUP Provost and Vice President for Academic Affairs Timothy S. Moerland.

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At IUP this year, the Confluence Park program was introduced by a project consultant. The park will transform 39.1 acres of industrial brownfield across from Wayne Avenue from the KCAC into a place for education, discovery and family fun. The project will be completed in five phases, with the first phase covering 10.42 acres in the northwest corner, adjacent to Oakland Cemetery.

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IUP celebrated the 20th anniversary of the Robert Cook Honors College along with the renovation of Whitmyre Hall, home of the elite academic program. With a graduating class of 60 in its introductory year, the Honors College this year has an enrollment of 138 students, the largest in its history. The college counts Fulbright Scholars, Goldwater Scholarship recipients and Gilman Scholars among its graduates.

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The Pennsylvania Department of Education awarded IUP a grant of \$940,000 to help reverse the shrinking number of new teacher graduation rates and to retain new teachers.

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Institute for Safety and Health Management (ISHM) credentialed the undergraduate degree in Safety, Health, and Environmental Applied Sciences, making it one of 36 board-approved programs in the U.S.



IUP's Residential Revival was honored by the Green Building Alliance as one of 25 projects that have significantly advanced the region's green building movement.

The Eberly College of Business and Information Technology has been recognized in U.S. News & World Report's 2018 Best Business Schools ranking as fourth in the nation for the number of international students (82.7 percent) in its Master of Business Administration program.



IUP Giving Day generated more than \$158,000 from more than 855 donors in a 24-hour period. Matching funds from alumni Terry Serafini '61 raised the total to \$203,000. IUP's 2019 Family Campaign brought in more than \$161,000 from 829 employees, benefiting 197 departments, programs, and scholarships. A total of 43 academic department and administrative areas had 100-percent participation.

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More than 100 members of the IUP and local community celebrated the unveiling of “Answering the Call,” a monument honoring veterans of Operation Desert Storm, Operation Enduring Freedom, and Operation Iraqi Freedom, on November 11, 2018 (Veteran's Day). IUP's student military honor fraternity, Rho Tau Chi, commissioned the sculpture and organized the unveiling ceremony. The design and construction of the monument were done by IUP students and faculty.

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For the second consecutive year — and the third time in program history — the IUP women's basketball team is the champions of the NCAA Division II Atlantic Region. The Crimson Hawks, under the coaching of Tom McConnell, beat conference rival California in the regional championship game to win the title and advance to the Elite Eight. Both IUP teams made history by becoming the first teams from the one university to win both men's and

women's Pennsylvania State Athletic Conference tournament titles in the same season since 1987. IUP is only the third school to achieve that feat in the league's 68-year history.

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IUP's Geospatial Intelligence Certificate program (undergraduate and graduate) has been recognized with accreditation by the United States Geospatial Intelligence Foundation; IUP's certificate program is one of only 17 accredited programs in the world.



IUP's Health Service office has achieved accreditation by the Accreditation Association for Ambulatory Health Care. IUP is one of only 10 college health services in Pennsylvania accredited by the association.

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IUP has received a second \$30,000 grant through Pennsylvania Governor Tom Wolf's "It's On Us PA" initiative to combat campus sexual assault. This grant follows an initial \$30,000 in funds received in 2016, used to launch the Green Dot bystander intervention program in 2017. This year's funds will continue the Green Dot initiative with a special focus on programs for men, including speakers, film screenings, and an extensive "It's On Us IUP" social media marketing campaign.

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IUP received \$273,737 in continued funding for its Upward Bound Math and Science Program and secured \$39,325 in supplemental funding to enhance existing programming and ensure success in STEM fields, including computer science.

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More than 600 educators and community members attended the School Safety and Security Symposium at the Kovalchick Convention and Athletic Complex held March 15 2019. The event was a collaboration among the Indiana Area School District, IUP, Pennsylvania State

Representative Jim Struzzi, and the Indiana County Tourist Bureau. Four IUP faculty members were presenters: Timothy Runge, Mark McGowan and Courtney McLaughlin (Department of Educational and School Psychology) and Dan Lee (Criminology and Criminal Justice). The program was designed as "outside the box thinking" on the important topic of safety in our schools. Welcome speakers included President Michael Driscoll and Dr. Gerald Zahorchak M'88, former Pennsylvania Secretary of Education. Runge worked with Indiana Area School District Superintendent Mike Vuckovich to develop the program.

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For the fourth consecutive year, IUP has been awarded funding from the National Security Agency and the National Science Foundation to offer a free week-long GenCyber summer camp for middle and high school students. IUP is the only school in western Pennsylvania that is part of this project.

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Following six months of market research and hundreds of hours of work to create stories, photos, designs, web design, videos, and other marketing materials, IUP unveiled its new brand communications in August. Response has been overwhelmingly positive; in the first 10 days after unveiling the new brand video, it got more than 36,425 views on social media.

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IUP cut the ribbon for the University College facilities in the IUP Libraries on August 27. Angaziya Malenge, a member of the first cohort of explorers (formerly called undecided students) and sophomore sociology human services major from Pittsburgh, delivered remarks, along with University College Director Michele Norwood, President Michael Driscoll, and Provost Timothy Moerland. IUP welcomes more than 600 explorers this fall, including close to 200 returning students.

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Nick Deardorff (geoscience) secured a \$425,829 National Science Foundation grant to purchase a Scanning Electron Microscope. The SEM is available to students and businesses in the region.

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Thirty-four students participated in the 2019 Research Experience for Summer Scholars program, now in its fifth year. Distinguished Alumni Award

recipient Dr. Douglas Kupas '86, the Commonwealth of Pennsylvania's Emergency Medical Services medical director with positions at Geisinger Health System, presented the keynote address for the program.



Ben Ford and Bill Chadwick (anthropology) and 17 IUP students found evidence of life dating back 8,000 years at the Newport Village field school, located on the border of Westmoreland and Indiana counties. The discovery drew the attention of KDKA-TV and WESA-FM National Public Radio.

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One of "America's Top Colleges 2019" by Forbes magazine, included as a best in the country university that delivers top academics, best experiences, career success, and lowest debt; Washington Monthly's 2019 College Guide and Rankings for "what universities do for the country;" "10 Most Affordable Accredited Online Colleges 2020" by EduRef.net; Ranked Eighth in Pennsylvania by Best Value Schools; Selected in the top 20 Best Online Colleges and Universities by EdSmart.org.

PROMOTION

While Indiana County has looked to other areas and regions for the blueprints to success, the county this year became that model for others in areas from economic development to tourism. The Tourist Bureau aligned several hospitality service providers and organized a regional freelance writer's tour in support of a feature story about Indiana County in the Charleston (W. Va.) Gazette Mail.

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Indiana County Development Corporation and the Indiana County Office of Planning and Development hosted the semi-annual conference of the Pennsylvania Economic Development Association. The three-day event at the Kovalchick Convention & Athletic Complex at Indiana University of Pennsyl-

vania drew about 150 participants including public-sector economic development specialists, industry support representatives and guest speakers from the Indiana area. PEDA is considered the premier trade group for business development executives.

Twice yearly the PEDA group convenes, at the Harrisburg headquarters each spring and at member groups' host towns each fall, to exchange strategies and success stories for building local economies across the state.



Leaders of Indiana County's economic development team, the Center for Economic Operations, in October welcomed a delegation from the Pittsburgh Regional Alliance for a familiarization tour of Indiana area industrial parks, multi-tenant buildings and sites primed for business growth.

Taking the Alliance officials on a tour of local assets was an intermediate step in pushing Indiana County's position in competition to attract new and expanding businesses. The tour enabled the PRA to better represent Indiana County in its national and global promotion of the 10-county southwestern Pennsylvania region as a corporate destination.

Mark Thomas, the president of Pittsburgh Regional Alliance, said the recent opening of the URBN national fulfillment and distribution center at Windy Ridge signals momentum for Indiana County. "Once you get that first one-million-square-foot facility, it creates a catalyst for the next and the third and the fourth. We want to be a partner in making this happen."

FACILITIES

The wide-open acreage between Hamill Road and the Indiana County Technology Center came a step

closer to becoming the site of an education and environmental service complex serving Indiana County. Local officials this fall signed contracts to allow the Indiana County Conservation District to begin construction of a new headquarters building at the ICTC grounds.

“The mission of the conservation district is to promote sustainable agriculture while wisely protecting the natural resources of Indiana County,” Beri said. “We’re here to help private citizens, businesses and others to operate within the law and to implement best management practices to reduce pollution in the county’s streams.”

The district provides more information about its programs online at www.iccdpa.org.

Not far from the new ICCD offices and not much longer behind on the calendar, officials of Westmoreland County Community College and the holders of a local franchise for a Challenger Learning Center also plan to build a new community college branch campus for Indiana County and a space and science education facility.



The county saw the start of construction of a new 16,000-square-foot emergency shelter for domestic violence victims, including residential rooms and administrative offices for support services. Since 1981, the Alice Paul House has had room for up to 12 women, victims of domestic violence or sexual assault, in a 5,000-square-foot shelter south of Indiana. The larger building will have a capacity of 18, provide greater security, offer more programs for abuse victims and allow for a larger staff. The county commissioners accepted a competitive award of \$750,000 from the state DCED for the Alice Paul House project.

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Plans advanced for the relocation of the Indiana

County Domestic Relations Section from downtown Indiana to 280 Indian Springs Road in White Township, where Indiana County Children & Youth Services had earlier moved.

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Indiana Mall enjoyed some sense of rejuvenation in 2019 with the openings of new Harbor Freight hardware center and Kohl’s home goods department store. Indiana Mall Manager Sherry Renosky said 3 Square Market has opened in the former Windgate Winery space, as a self-serve scan and go convenience store that will also act as a café.

The mall also anticipated the reopening of the Hallmark card store under local, independent ownership and no longer part of the national chain.

CHAMBER SERVICES



As part of its long standing mission to grow Indiana County’s economy and improve quality of life for residents, the Chamber held the annual business expo at Indiana Mall and conducted regular Business After Hours networking events for members and host sites.

The Chamber continued its membership services including Check In events at member host sites, the Brains and Grains networking program, and the annual Eggs and Issues breakfast-time question-and-answer session where state and federal legislators answer Chamber members’ concerns about government, and held the annual membership luncheon at the KCAC.

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The chamber again partnered with the Indiana hospital for the Healthiest Employer Challenge. This challenge, designed to promote wellness and nutrition among employers in the county, begins April 1. As part of health and wellness, the chamber wants to get more involved with calling attention to corporate wellness programs.

“We don’t want the promotion of health and wellness within our business community to fade with the conclusion of the challenge,” Hilliard said. “Many businesses in our county currently offer these programs, but I feel the chamber can do a better job of calling attention to the existing programs as well as helping

persuade other businesses to start them up.”

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The Chamber remained a partner of the Indiana Area Collaborative Team (I-ACT), which serves during the IUP Homecoming festivities and unsanctioned spring party weekend activities.

Formed in July 2014 with a focus on minimizing, countering and responding to disruptive gatherings and behaviors in the community, I-ACT has continued to meet to address this issue and to work to keep and sustain Indiana County as a place where people want to visit, work, live and raise their families.

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Indiana County Chamber of Commerce was listed at No. 7 in the Pittsburgh Business Times list of chambers in the western Pennsylvania region. The ranking was based on total membership and involved over 30 different chambers of commerce.

“Indiana may be a small community in terms of size or population, but we are very large when it comes to the strength of our business community,” Hilliard said. “We’re very proud to be in this top 10, and it just goes to show what an amazing organization we have and what tremendous support we receive.”

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The Chamber also helped to organize the Leadership Indiana County class — the region’s premier leadership training experience for young- and mid-career professionals, which cultivates, develops and nurtures potential leaders in the Indiana County community and stimulates change by providing leadership training designed to identify, involve, educate and motivate. **zz o o o**

The Chamber, in serving the community, collaborated with several partner groups to organize and promote the fourth annual Star Spangled Celebration for Independence Day.



EMPLOYMENT

Indiana County’s unemployment rate was 4.3 percent in January, an improvement from 5.7 percent at the start of 2018, and was set at 4.8 percent in September, the same as the year-ago figure. The rate for the county through most of the year was higher than the jobless rates for Pennsylvania and the U.S.

The Pennsylvania Department of Labor and Industry identified the top 10 employers in Indiana County, based on the number of employees in the first quarter of the year, as PA State System of Higher Education, Indiana Regional Medical Center, State Government, Diamond Drugs Inc., S&T Bank., Wal-Mart Associates Inc., Indiana County, First Commonwealth Bank, Indiana Area School District and Specialty Tires of America.



HONORS

Tributes came this year for many county residents for their noteworthy achievements and their work to make Indiana County a better place in which to live.

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For a fifth year, the Chamber of Commerce paid timeless honor to several local business executives who helped to shape the Indiana area and Indiana County corporate landscape.

The Class of 2019 of the Indiana County Business Hall of Fame included

- The late Edward B. Bennett, president of M. Bennett & Sons, president of the First National Bank in Indiana (1933) and member of the Pennsylvania State Senate (1933 to 1936)
- The late Andrew J. (Jackson) Stahura, a longtime Indiana businessman; longtime member and former president of the Indiana Area School District board of directors; owner of Stahura’s Market and a small sur-

face coal mining company; a Christmas tree grower; a former president of the Chamber; and a founding director and president of First Federal Savings & Loan, now Indiana First Bank

- Charles Altemus, of the Penn Run area, a farmer and businessman with more than 3,000 acres in Indiana and Cambria counties; a founder of Pikes Peak Nursery; and operator of one of the largest farms in the region grossing around \$2 million a year
- Anthony “Tony” Renda, a businessman and broadcaster; founder of Renda Broadcasting and its affiliate company, St. Pier Group; builder of the Renda Radio Broadcasting Center in Indiana; and owner of Indiana County radio stations WDAD-AM, WQMU-FM, WCCS-AM and WLCY-FM
- Tom Zaucha, president, CEO and chairman of the board of directors of Benchmark Medical Inc.; founder of Keystone Rehabilitation Systems



Local recreation advocate and community planning volunteer Laurie Lafontaine earned statewide recognition and tributes from local officials upon being named a 2019 Citizen Planner award recipient by the Pennsylvania Chapter of the American Planning Association.

“I urge everyone, everyone in the county — surely you must have an interest in something that can make your own backyard where you live more meaningful to you. Please get involved in your county,” Lafontaine said. “Because whoever can serve the best community where they live is a winner. We live here all the time, and we work to live, not the other way around.”

Downtown Indiana Inc. presented the yearly Heart of

Downtown and Downtown Ambassador Awards for 2018 at the annual meeting.

- Denise Liggett, executive director of the Indiana County Tourist Bureau, received the Heart of Downtown Award, given to individuals, businesses or organizations who go above and beyond to promote downtown Indiana and who encourage others to visit, shop and dine there.
- Ambassador Awards, given to those who have contributed to the community and the downtown through outstanding acts of volunteerism, included this year the Indiana County Chamber of Commerce Young Professionals Organization; McNaughton Brothers Moving & Storage; and Julie Sadler and Kaycee Newell, founders of the Indiana Women’s Flag Football League.
- The Downtown Ambassador Award for Outstanding Board Service was given to Tracy Levitz of Tracy Levitz Associates.

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Kimberly Cobaugh, administrator of Communities at Indiana Haven, the county-owned nursing home, was named the administrator of the year by the Pennsylvania Coalition of Affiliated Healthcare & Living Communities (PACAH).

The county home is administered under a contract by Affinity Healthcare. Affinity director Denise McQuown Hatter said that Cobaugh was honored for her “above and beyond” service, participation on PACAH committees, and for mentoring young community living administrators.



THE FUTURE

The first year of an initiative to install solar power panels on homes across the region, the Indiana County Solar Co-op, was declared a success. The local co-op rivaled Allegheny County in the number of

solar panel installations completed in Indiana County. The co-op's demonstrated success, even as a time-limited program, stood as a promise of opportunity for electric power production and new employment in solar panel production and installation, as the 1960s vintage coal-fired power plants of the county approach obsolescence.

The program began through partnership of Indiana Borough, Evergreen Conservancy and the Indiana County Sustainable Economic Development Task Force.

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The Indiana County Sustainable Economic Development Task Force delivered a report of its work to define a plan for the county to survive and flourish within the confines of its own resources. The panel's two years of work was summarized as a reflection and continuation of the forward-thinking direction already in place for the county, and was presented as a guide for future "development that meets the needs of the present without compromising the ability of future generations to meet their own needs."

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A favorite piece of history will live on in northwestern Indiana County under new agreements to preserve what had been known for more than a century as the West Mahoning Election House.

Mothballed after the election one year ago, Indiana County officials put the 127-year-old shanty up for sale, primarily to eliminate the county's needs to maintain it and pay rent to landowner Gerald Barrett where the structure sits.

The county board of commissioners announced that excavation company owner Ron Marsh, who paid \$685.50 for the building at auction earlier this year, will be paid back the same amount to raise the little shack from its foundation and truck it down the Dayton-Smicksburg Road to a concrete pad where it will be set up for ongoing public display.

TRANSITIONS

The National Center for Defense Manufacturing and Machining remained a leader and a model among manufacturers in Indiana County.

NCDMM, a nonprofit located in the Corporate Campus business park in Burrell Township, brings businesses, universities and the government together to improve the manufacturing process for parts and equipment used by the military.

In late 2018, NCDMM was recipient of a \$1.8 million grant through the Department of Defense's Office of Naval Research. It will further NCDMM's work with three-dimensional or printing or additive manufacturing, in a multi-phase effort that will continue into 2020.

NCDMM also is involved in such events as Manufacturing Day, a half-day of training for students from Blairsville, Homer-Center, Greensburg Salem and Jeannette high schools, as well as the ICTC, in a bid to address a looming skilled labor shortage, and to connect with future generations.



Evertz Technologies Limited of Burlington, Ontario, acquired Quintech Electronics & Communication Inc., along Airport Road in White Township. Quintech, with a payroll of 60 employees, continued the production of matrix switches, redundancy switches, relay switches, splitters, combiners, amplifiers and powering products and equipment for customers including satellite, government, wireless telecommunications, broadcast and CATV service providers in over 120 countries.

The company designs, manufactures and markets video and audio infrastructure solutions for the television, telecommunications and new-media industries.

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The county Christmas Tree Growers Association in late 2018 marked the centennial of commercial evergreen tree growing in the county and celebrated the county's heritage of promotion as the Christmas Tree Capital of the World.

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Dunkin' Donuts opened its second Indiana County location. The Blairsville Dunkin', at 54 Short St., features a modern design and best-in-class in-store

innovations. The first of these stores in the area are in Pleasant Hills and Oakland, near Pittsburgh.



INFRASTRUCTURE PROJECTS

The public works projects and services that advanced in 2019 were many.

Infrastructure and environmental improvements, from the planning, design, funding, construction and completion stages included a flood mitigation project for South 15th Street in Indiana,

PennDOT unveiled plans to widen Oakland Avenue in White Township between Rustic Lodge Road and Route 422, a \$17.5 million project expected to take 2 ½ years to complete.

In a prelude to the work, PennDOT resurfaced South Ninth Street and Oakland Avenue from downtown Indiana to Warren Road and Rose Street in White Township.

The Indiana County Housing Authority received an interest-free, 36-month \$72,000 loan toward \$220,000 worth of ventilation repairs at Morewood Towers in Blairsville, a high-rise ineligible for federal funding.

Indiana Borough completed a multi-million-dollar overhaul of the Community Center building including the Indiana Free Library and Jimmy Stewart Museum

Indiana COUNTY COUNSEVATION District helped to fund rural road improvements through the Dirt Gravel and Low Volume Road Program and contacted with the state Department of Environmental Protection to develop a plan for identifying mine drainage sources and start work to clean up the pollution in the Yellow Creek Watershed.

Road improvement work was made possible on Sidney Road in Banks Township, Stiver Road in Canoe Township and Barr Road in Green Township.

The planned extension of public water service to Campbells Mill and Falling Run Roads in Burrell Township was put back on track by township leaders and Highridge Water Authority.

Street resurfacing and drainage improvements began on Fourth Street in Aultman, Center Township.

Local road improvement projects in the works include Mine Hill Road and Third Street in Ernest, Holly Road in Green Township and Howard Road and McMahan School Road in Blacklick Township. Plans called for replacement of a water storage tank in Glen Campbell, and the Peg Run Reservoir Improvement Project to serve Cherry Tree, Green Township and Susquehanna Township, Cambria County. Clymer Borough leaders accepted a state grant of \$450,000 to help develop a veterans memorial park on the otherwise-undevelopable tract of flood-prone ground between Sherman Street and Two Lick Creek.

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Plans are set for improvements to the Hoodlebug hiking and biking trail, but county officials said the work might not begin until next year.

The county board of commissioners formally accepted a grant of \$310,495 from Pennsylvania Department of Transportation to the Indiana County Parks & Trails Department. The money is earmarked for resurfacing up to six miles of the trail starting from the area of Wayne Avenue at Old Route 119, near Divine Destiny Church, and has been leveraged by local payment to Gibson-Thomas Engineering for project design.

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Plans continued for the construction of a bridge for hikers and bikers to cross Route 22 in Burrell Township east of Blairsville. Although unsettled late in the year, the county planning office and parks and trails department modified site plans for the project in their effort to earn needed approval and a construction permit from Burrell Township. The bridge is said to be a key component for promoting the convergence and connection of the region's Ghost Town Trail, Hoodlebug Trail, West Penn Trail and Blairsville Riverfront Trail as ways to attract visitors, businesses and residents to southern Indiana County.

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The Indiana County Parks and Trails Department completed an extension of the north end of the Hoodlebug Trail, charting out its path from Rose Street in White Township through the Indiana Uni-

versity of Pennsylvania campus ending at a mode transfer station at Church and South Eighth Streets in Indiana.



MORE

The Lannding campground and recreation area along Route 422 in Pine Township was awarded a grant of \$81,000 from the state Department of Conservation and Natural Resources. The funding, part of a statewide \$500,000 investment in ATV and snowmobile recreation, is to assist Lannding with the master development plan for a network of off-road trails in a 252-acre park.



Indiana added a new economic development tool to its portfolio of incentives for new and expanding ventures. Much of Indiana Borough has been designated a Qualified Opportunity Zone, a program designed to leverage private investment for economic development and job creation initiatives, not unlike the state-level Keystone Opportunity Zone and spinoff programs.

It is one of the biggest such zones in southwestern Pennsylvania, and is intended “to trigger economic development and job creation in communities,” officials said. “These zones provide big incentives for investors to invest. ... Capital gains can be invested in

qualified funds to invest in these zones. Gains can be federal tax-free if the investment in the zone is held for at least 10 years.”

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Late 2018 figures showed momentum in the housing market heading into the year, as local property sales, 438 transactions, increased by 6 percent over 2017.

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To bolster Indiana County’s online presence and marketing campaign, web developers 50 Marketing unveiled the new design for the county’s website, www.indianacountypa.gov.

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The county has appointed the Complete Count Committee to aggressively promote participation by county residents in the 2020 decennial census. The census has an important economic bearing on the county, as the population figures are used to qualify the county, boroughs, townships and school districts for various federal and state grant programs. Of concern to local leaders is assuring the required population of 4,000 for communities to automatically receive community development block grant funds, potentially totaling \$1 million over the next decade.

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County human services officials also work each year on the “Point In Time” head count of homeless individuals living in Indiana County. Higher government relies on those figures to award service funds to the county.





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