

ANNUAL REPORT

Moving Mercer County Forward

2023/2024



Penn-Northwest
DEVELOPMENT CORPORATION

Affordable Solutions For Corporate Expansion

40TH
ANNIVERSARY

Annual Report

July 1, 2023 – June 30, 2024

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Who are We?

Penn-Northwest is a conduit and catalyst for economic growth and prosperity in Mercer County. We exist to enrich the lives of those who live, learn, work, and play in Mercer County by attracting investment that creates and/or retains family-sustaining jobs and increases the overall quality of life for our residents.

We are a membership-driven, non-profit marketing company, providing the leadership to attract and retain new jobs, and assist in the expansion of all existing business sectors in the County.

The organization will strive to make significant progress in the areas of workforce development and expansion, business attraction, programming and financial services to our membership, and the identification of key regional initiatives that will promote the economic health and repopulation of Mercer County.

What is Our Vision?

We are the lead economic development organization in Mercer County that executes our County's plan for growth. We envision an economically diverse, self-sustaining group of communities where business and employment opportunities exist, all types of educational and recreational opportunities are present, and economic prosperity can be reached by all residents of Mercer County.

What are Our Core Values?

1. **Honesty.** We will tell the truth, even when it is uncomfortable or unpopular.
2. **Respect.** We will live by the Platinum Rule: *"Treat others the way they want to be treated."*
3. **Integrity.** We will honor our commitments: *"Say what you are going to do, and do what you say!"*
4. **Responsibility.** We will use all financial resources dutifully.
5. **Accountability.** We will hold ourselves to a high standard of professionalism in all endeavors. We will never "over-promise and under-perform."

FROM OUR CHAIRMAN & EXECUTIVE DIRECTOR

Dear Members, Supports and Friends,

It is our pleasure to present the FY 2023/2024 Penn-Northwest Development Corporation Annual Report. The purpose of this report is to communicate to our membership and the public how Penn-Northwest performed in administering the agency's *Program of Work* (POW) for economic development initiatives in Mercer County. This report includes information about the companies that received support directly from Penn-Northwest in conjunction with our many partners that make up the [Improvement Movement Team](#).

For over 30 years, a declining population has challenged Mercer County through the loss of young families and some of the best and brightest talent from our communities. In response to this issue, Penn-Northwest implemented its first ever *Program of Work* over a decade ago. The *Program of Work* focuses on new industry recruitment, local industry development, driving local entrepreneurship, workforce recruitment and development, marketing, and membership. But its true mission is designed to have a positive lasting impact on population growth and subsequently lower Mercer County's unemployment rate by attracting young, skilled workers and families back to the area.

During FY 2023/2024 Penn-Northwest generated 21 new industry leads, distributed 11 prospect proposals, and coordinated 4 site tours which led to 2 new companies locating in Mercer County. In addition, Penn-Northwest assisted over 27 local companies with increased investment and employment by providing \$7,500,000 in direct technical, financial, workforce, and other financial support.

Penn-Northwest also attracted 18 new corporate and individual memberships during the fiscal year and generated a total membership revenue of \$209,167. We were also fortunate to receive \$50,000 in community foundation support.

This annual report highlights the success of our economic development efforts in bringing our community one step closer to improving the overall economic health and vitality of Mercer County. And, through greater collaboration with our regional partners, and a more focused regional approach, we will continue this strategic initiative because together, we can help convince even more people and companies that they too can [Make it in! Mercer County!](#)

Sincerely,



Bradley Gosser, Chairman



Rod Wilt, Executive Director

Penn-Northwest Executive Summary

Fiscal Year 2023/2024 marked the successful completion of Penn-Northwest's twelfth *Program of Work*. In completing the goals and objectives of the FY 2023/2024 *Program of Work*, staff reported overall direct program investment for new and local industry projects in an amount exceeding \$7.5 million and the retention and creation of 595 jobs. New industry projects that Penn-Northwest participated in during FY 2023/2024 included Advanced Power & Energy and Harspt Becker. Penn-Northwest remained fully committed to the success of Mercer County's existing businesses and assisted over 27 local companies through technical assistance concerning needs ranging from workforce recruitment & training, IT infrastructure, rail, and water & sewer infrastructure.

As a public/private partnership, Penn-Northwest relies heavily on the contributions from private companies. Membership funds collected in the amount of \$209,167 and private foundation support in the amount of \$50,000 helped PNDC surpass our original goal of \$200,000. The Membership Development Committee put forth initiatives to solicit 18 new members while also retaining existing members for the *Make it in! Mercer County* Campaign.

Under the business administration section of the *Program of Work*, staff successfully worked towards keeping expenses manageable. PNDC is actively engaging in a Recruit, Renew, Reduce initiative to ensure that in addition to recruiting new members and encouraging existing members to renew, the organization is reducing the cost of implementing programs.

FY 2023/2024 Program of Work

Results Overview

Overall Funds Secured \$7,500,000
Total Number of Jobs Created and/or Retained 595
Total Membership Funds & Foundation Contributions Collected \$259,167

Homegrown Initiative Executive Summary

Over the last 12 months, the Homegrown Initiative and the Future Leaders made significant strides in supporting our local businesses and the future of Mercer County’s young men and women through \$670,000 raised. This funding and support has enabled us to engage with well over 3,000 students and young professionals in a variety of programs geared towards retaining talent and promoting the economic health of our community. Our initiatives aim to connect young people with local industries, fostering a skilled workforce that meets the demands of our community.

Led solely by the Future Leaders, the Homegrown Initiative has exposed over 1,700 students to over 44 different companies through our monthly business speaker series, sponsored over 500 students and 5 school districts to attend Junior Achievement’s BizTown, transported 8 schools and over 500 students to attend the Builders Association Trade Expo, re-established ‘What’s so Cool About Manufacturing?’ with 6 schools and businesses, participated in 33 tabling and career fair visits, and hosted numerous young professional networking events, engaging with over 300 young adults within our community.

As we reflect on our accomplishments, we also reflect on the humbling amount of support we have received from our local businesses, education systems, and the incredible members of Penn-Northwest Development Corporation. The Homegrown Initiative vows to remain committed to continuously improving on our outreach to ensure that every young person, regardless of socioeconomic status, is presented with the variety of family-sustaining career opportunities that Mercer County has to offer. By continuing to expand our programs and partnerships and engaging young professionals within our community, we will further enrich the student experience and contribute to the economic vitality of our community, ensuring a bright future for both students and local businesses.

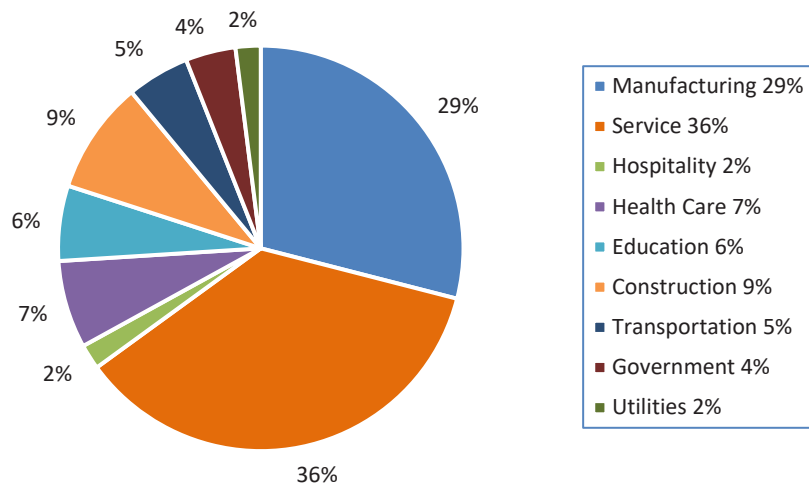
FY 2023/2024 Homegrown Initiative Program of Work

Results Overview

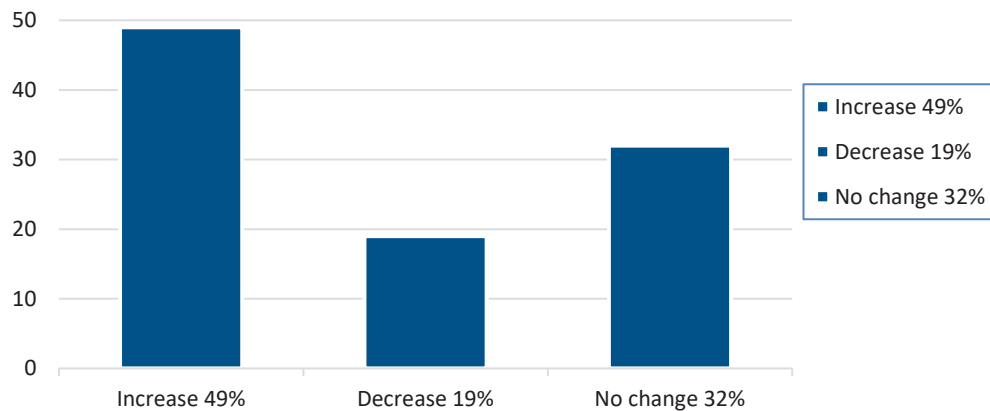
Funds Secured \$670,000	Students and Young Professionals Engaged >3,000	Career Events Hosted and Collaborated 80
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Results of Penn-Northwest's 2024 Mercer County Business Trends Survey

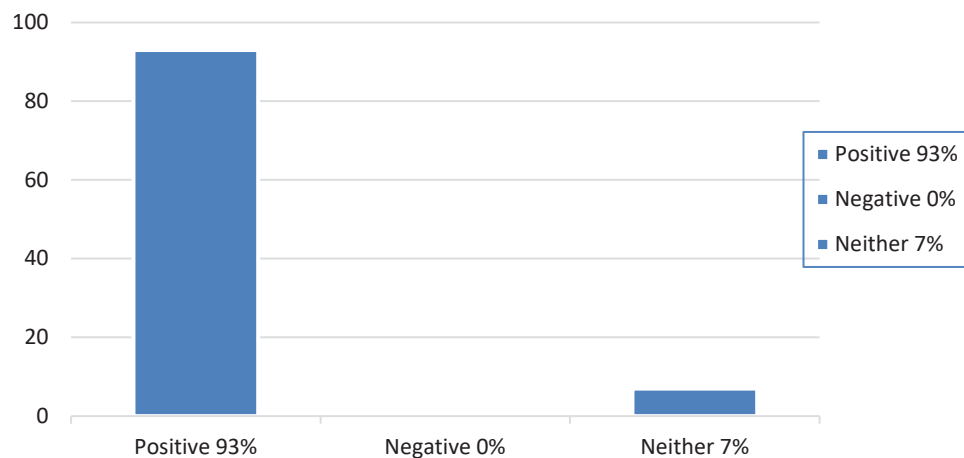
What sector of the economy defines your business?



In the time period from Jan. 2023-May 2024, has there been a noticeable change in profitability in your business's financial performance?



How do you perceive the quality of Penn-Northwest as an economic development organization?



PENN-NORTHWEST DEVELOPMENT CORPORATION
STATEMENTS OF FINANCIAL POSITION - MODIFIED CASH BASIS
JUNE 30, 2024 AND 2023

	<u>2024</u>	<u>2023</u>
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents		
Operations	\$ 23,038	\$ 9,645
Money market	-	6,747
Future Leaders program	145,287	209,472
Idaho Street project	1,266	27,969
Mercer County Industrial Growth Fund accounts	<u>537,162</u>	<u>473,301</u>
	706,753	727,134
Certificates of deposit - MCIGF	1,034,643	168,702
Accounts receivable	805	247,134
Grants receivable	12,211	-
Current portion of notes receivable	11,363	9,854
Current portion of loan participation receivables	<u>84,840</u>	<u>82,560</u>
	<u>1,850,615</u>	<u>1,235,384</u>
OTHER ASSETS		
Notes receivable, net of current portion	228,782	240,146
Loan participation receivables, net of current portion, net of allowance for credit losses of \$22,825 and \$0, respectively	514,543	615,296
Land and land improvements - Stateline Industrial Park	-	620,622
Land and land improvements - Shenango Business Park	-	250,288
Building - Idaho Street, net of accumulated depreciation	298,644	306,796
Mercer County Innovation Fund investment	<u>100,000</u>	<u>100,000</u>
	<u>1,141,969</u>	<u>2,133,148</u>
TOTAL ASSETS	<u>\$ 2,992,584</u>	<u>\$ 3,368,532</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Current portion of long-term debt	<u>\$ 8,067</u>	<u>\$ 32,679</u>
LONG-TERM LIABILITIES		
Deferred revenue	116,066	195,890
Long-term debt, net of current portion	<u>159,648</u>	<u>167,922</u>
	<u>275,714</u>	<u>363,812</u>
	<u>283,781</u>	<u>396,491</u>
NET ASSETS		
Without donor restrictions:		
Operations	65,275	277,108
Board designated	<u>2,643,528</u>	<u>2,694,933</u>
	<u>2,708,803</u>	<u>2,972,041</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 2,992,584</u>	<u>\$ 3,368,532</u>

PENN-NORTHWEST DEVELOPMENT CORPORATION
STATEMENT OF ACTIVITIES - MODIFIED CASH BASIS
YEAR ENDED JUNE 30, 2024

	<i>Without Donor Restrictions</i>	<i>With Donor Restrictions</i>	<i>Total</i>
PUBLIC SUPPORT AND REVENUES			
Program service revenue - DCED PREP	\$ 19,510	\$ -	\$ 19,510
Program service revenue - Future Leaders	131,289	-	131,289
Contributions:			
Private sector	210,168	-	210,168
Public sector	228,870	-	228,870
Grant revenue	422,326	-	422,326
Marketing	71,000	-	71,000
Fee income	163,646	-	163,646
Interest income from banks	20,569	-	20,569
Interest income from loans	43,969	-	43,969
Annual meeting	56,280	-	56,280
Miscellaneous	5,155	-	5,155
Loss on sale of land and land improvements	(309,179)	-	(309,179)
Sign location lease income	2,604	-	2,604
	<u>1,066,207</u>	<u>-</u>	<u>1,066,207</u>
EXPENSES			
Program	928,457	-	928,457
Administrative and general	265,589	-	265,589
Fundraising	135,399	-	135,399
	<u>1,329,445</u>	<u>-</u>	<u>1,329,445</u>
CHANGES IN NET ASSETS	(263,238)	-	(263,238)
NET ASSETS, BEGINNING OF YEAR	<u>2,972,041</u>	<u>-</u>	<u>2,972,041</u>
NET ASSETS, END OF YEAR	<u><u>\$ 2,708,803</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 2,708,803</u></u>

Improvement Movement *Team* Champion Awards

As a private, non-profit economic development agency, Penn–Northwest relies heavily on its volunteers. Each year there are several members who make themselves available at a moment’s notice, selflessly giving their time and talents to support the mission of Penn–Northwest. Penn–Northwest honors these volunteers with an **Improvement Movement *Team* Champion Award** at our annual meeting.

“Improvement Movement *Team* Champion Award” recipients have included:

- **FY 2016/2017:** Rich Epstein, Scott Free, Lew Kachulis, Senator Michelle Brooks, Representatives Mark Longietti, Tedd Nesbit, Parke Wentling and Mercer County Commissioners Scott Boyd, Matt McConnell and Tim McGonigle
- **FY 2017/2018:** Lucy Wann, Bob Donatelli, Louis Squatrito Jr. and Dan Wallace
- **FY 2018/2019:** Thomas Noone, Bradley Mantzell, David Grande, Eric Karmecy and Christine Burger
- **FY 2020/2021:** Susan Traverso, Jeremiah Wann, Riley Atterholt and Harold “H” Bender
- **FY 2021/2022:** Doug Thomas, Kaylee Bender, Ben Wagner, and Niki Vigna
- **FY 2022/2023:** Delaney Lantz, Commissioners Matthew McConnell and Scott Boyd



Nick Pochiba

Nick Pochiba is a wealth advisor for Pittsburgh-based Axios Wealth Advisors, a firm that manages wealth for retirees, business owners, executives and physicians. They have been present in Mercer County for nearly a decade, and the time spent in the area afforded Nick the opportunity to see everything that Mercer County had to offer. After spending much time here meeting new clients, fostering new friendships, and becoming more involved in the community, Nick permanently relocated to Hermitage, where he now calls home.

Nick is very passionate about driving population growth to Mercer County, attracting young professionals and families to the area, and creating more opportunities for businesses to thrive in what he now views as “home”. Outside of his profession, Nick spends much time involved with organizations such as Penn-Northwest Development Corporation, the Future Leaders and their Homegrown Initiative, the Hermitage Community and Economic Development Commission, as well as supporting organization including Mercer County Children’s Aid Society, Visit Mercer County, Annunciation Greek Orthodox Church, and others.

Nick received his Bachelor of Arts degree in Accounting and Economics from Washington and Jefferson College and currently resides in Hermitage.



Jim Bombeck

Jim Bombeck is a lifelong Shenango Valley resident. He graduated from Sharpsville High School and attended Youngstown State University where he earned a Bachelor's Degree in Advertising and Public Relations. Jim started his career at Peter J Schmitt in Sharon and spent the bulk of his sales career at The Hershey Company as their National Account Customer Sales Executive. Jim has been the Executive Director of the Shenango Valley Chamber of Commerce for just a year now and it is the most rewarding job he has ever had. He LOVES it.

Jim attends Covenant Presbyterian Church in Sharon, and him and his wife Jan have two children. His daughter Alyse is the Sales Director for two hotels connected to the Eastwood Mall and his son Elija is the Pastor of Mountville Presbyterian Church in Portersville. He is an avid fisherman and lifelong softball player.



Nathan Koble

Penn Northwest board member Nathan Koble's Scotch-Irish ancestors have lived and worked in Mercer County from the early 1800s to today. As Nathan reflects on his *Improvement Movement* recognition, he thinks of his Grove City grandfather, William Campbell, who fought to liberate Europe during World War 2 before working forty years in the Grove City Cooper Bessemer plant (missing only a few days) while raising a family with wife Mary Jean and being active in various community endeavors.

Though he now lives in Erie and works at National Fuel, Nathan was a two-year United States Peace Corps Volunteer on Mount Kilimanjaro in Tanzania, East Africa, from 2009-11, serving as a high school computer teacher to more than 700 Tanzanian students. Closer to home, Nathan is active in various regional endeavors, also serving on the boards of Erie County's SafeNet

Domestic Violence Network (past president) and the Rotary Club of Erie. He was also recently inducted into the Girard (Pa.) School District Foundation "Hive of Fame" for distinguished alumni.

Nathan has a bachelor's degree from Clarion University, a master's degree from Robert Morris University in Pittsburgh, and an MBA from Penn State Behrend. Upon finishing college, Nathan worked for five years with the United States Department of Justice in Washington, DC, contributing to various reports sent to the US Congress and the White House. Later in his career Nathan spent a term teaching business English to technology executives in the Taipei, Taiwan, region and currently works with the Pennsylvania government affairs department of National Fuel Gas, which includes work with the company's operations in Mercer County.

Nathan enjoys athletic endeavors primarily in endurance events, completing the Petra (Jordan) Desert Marathon in the Arabian Desert, as well as marathons in Montreal; Los Angeles; Seville, Spain; and Belgrade, Serbia.

Some of his best life memories, though, are going to Daffin's and Kraynak's as a child with his grandparents and enjoying his grandmother Mary Jean's ham loaf and scalloped potatoes (first thing he asked for when he returned from the Peace Corps).

Lifetime Achievement Award - Scott Free

Scott Free is Senior Vice President, Treasurer for F.N.B. Corporation, a \$47 billion banking institution. He is responsible for all Treasury functions of F.N.B. Free joined F.N.B. in 2005.

Free earned a Bachelor of Science and a Bachelor of Arts degree in Accounting from Robert Morris University and a Master of Business Administration from the University of Pittsburgh. He earned the right to use the chartered financial analyst, CFA, designation and is a member of the Pittsburgh Society of Security Analysts.

Additionally, Free is a board member of Penn-Northwest Development Corporation.

Lifetime Achievement Award - Scott Kalmanek

Scott Kalmanek was born and raised in Uniontown, Pennsylvania, and graduated Magna Cum Laude Waynesburg University in 1983. Throughout his career in finance, he has held positions as a Certified Public Accountant, a Personal Financial Specialist, and a Manager at Hill, Barth and King CPA's from 1983 to 1994, specializing in Financial Institutions, Manufacturing Concerns and the Construction Industry. Currently, Scott is the Secretary, Treasurer and CFO of Joy Baking Group, a 100% ESOP Owned S Corporation, and is responsible for the financial strategy of the company.

Scott has extensive experience in the design and sustainability of ESOPs, and is a board member of CGP Foods, an 18 Store Grocery Group primarily in West Virginia that is 100% ESOP Owned. Scott has also been involved in numerous boards and community organizations throughout his life, such as the Shenango Valley Chamber of Commerce, Hermitage Rotary, SVYMCA, Keystone Blind Association, Shenango Valley United Way, Sharon Regional Health System and Sharon Regional Physician Services, and Hermitage Police Pension Committee. Scott was also a board member and past chair of the Program (Loan) Review Committee at Penn Northwest Development Corporation, Mercer County's Lead Economic Development Agency.

Scott has 3 sons and 1 daughter with his spouse Allyson. His interests include weightlifting, running, biking and spinning, as well as snow skiing and golf.

New and Local Industry Spotlight Awards

Part of Penn-Northwest's mission is to help new and existing businesses thrive in Mercer County. Each year there are several companies who are committed to making it in Mercer County, bringing with them valuable capital and innovative ideas. The New Industry Spotlight award recognizes a new and innovative company that has settled in Mercer County, while the Local Industry Spotlight award recognizes a long-standing member and contributor to Penn-Northwest's mission and the economic health of Mercer County.

New Industry Spotlight

WestWinn Urban Ag

WestWinn Urban Ag is a state-of-the-art urban farm based 100% indoors at the Westinghouse mill in Sharon, PA. They are excited to bring urban agriculture to the region and reimagine the way we grow food. WestWinn has adopted a system that combines aquaculture and hydroponics (aquaponics) to produce fresh, healthy, and sustainably grown produce and fish. Their closed-loop system uses 90% less water, eliminates the need for harmful pesticides and fertilizers, and produces little to no waste. It would take 30 acres to grow what WestWinn can grow in 25,000 square feet. They're committed to producing food that is environmentally responsible, socially impactful, and economically viable. By producing locally and year-round, WestWinn is able to provide fresh food to communities, reduce their carbon footprint, and create a more resilient food system. Their vision is to transform the way we think about food production and create a more sustainable future for generations to come.



Local Industry Spotlight

Zekelman Industries

Zekelman Industries is a privately held, leading manufacturer of steel pipe and tube, operating 19 factories across the USA. The company has a strong presence in the Valley, employing 462 teammates at its Wheatland Tube and Sharon Tube facilities, which collectively produce 286,000 tons of steel products annually. Committed to domestic manufacturing and the Valley, Zekelman Industries has invested nearly \$130 million in capital in the region over the past five years. Learn more at www.zekelman.com.





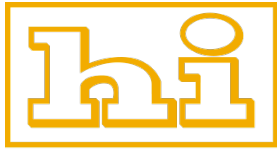
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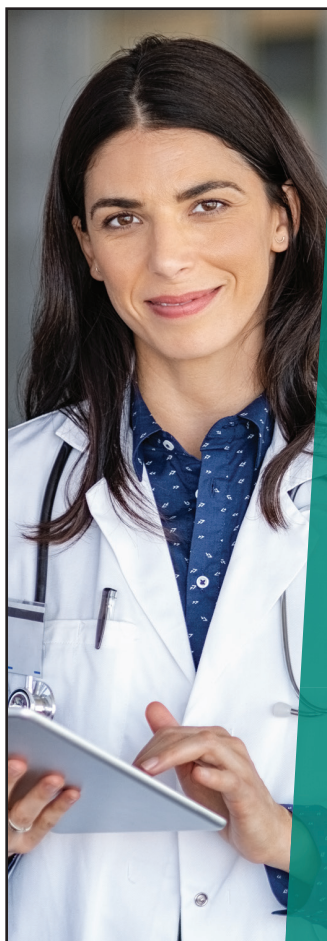
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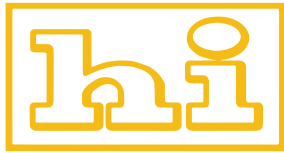
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