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CBICC Mission

One of the largest chambers/economic development organizations in Pennsylvania, the Chamber of Business & Industry of Centre County is the unified voice of businesses of all sizes and industry sectors in Centre County. The CBICC's mission is to promote the well-being and growth of commerce and industry, while striving to maintain a high quality of life for those who live, work and do business in Centre County.

Ted McDowell

Senior Vice President, AmeriServ Bank
Chairman of the Board

Bill Joseph

Senior Vice President, First National Bank
Vice Chairman of the Board

Vern Squier

President and CEO

CBICC supports growing companies: INDIGO Biosciences and Actuated Medical

Two CBICC member companies—INDIGO Biosciences and Actuated Medical—are positioned for greater growth thanks to the success of innovative products that are positively impacting the pharmaceutical and medical fields.

Founded by Dr. Jack Vanden Heuvel and Dr. Blake Peterson in 2005, [INDIGO Biosciences](#) got its start in the CBICC's business incubator at Technology Park.

INDIGO's testing and screening technology determines how various compounds affect the receptors inside a cell's nucleus. The company's innovative products and services are designed to improve the speed, cost and risk of the drug discovery process, helping clients validate products and identify potential product side effects.

Aided by the development of a proprietary cell preservation process, the company's traditional mission as a contract research company changed in 2008. As a result, INDIGO needed more space and moved to its current location in the Zetachron facility near Science Park Road in 2009.

In 2011, funding from the CCIDC's Revolving Loan Fund, combined with local bank financing, provided the necessary working capital for the expansion of the company's



Indigo Assay Kit

sales and marketing activities; introduction of a new product; building of in-house service capacity; and establishment of robotic liquid handling capabilities, which enhanced INDIGO's ability to satisfy its increasing client demands.

With a new CEO hired in late 2013 to move the company from the start-up phase to a profitable business, INDIGO is positioned for even greater growth.



Fred Marroni, a former executive-in-residence at Pittsburgh Life Sciences Greenhouse, is securing new distribution channels for INDIGO's products and services, and the company is beginning to realize success in the biotechnology, food, agriculture and nutraceutical industries, as well as in the pharmaceutical field.

Marroni said support for INDIGO over the years has come in a variety of ways from a number of organizations, including the CBICC, CCIDC and Ben Franklin Technology Partners to name a few.

"We are growing nicely," he said. "We are working toward profitability and expect to achieve that goal this year."

Marroni said growth has been aided by increased opportunities on the service side as many large pharmaceutical companies have downsized in-house experts, and a new distribution agreement to boost worldwide sales.

INDIGO currently has 12 employees, and plans to hire three more people by year's end.

"We have a love for science, that's what we do here," Marroni said. "We want to stay and grow in State College because of the access to faculty, talent and capital."

Bellefonte-based Actuated Medical, Inc. has been turning innovation into commercial success since its founding in 2006 by CEO Maureen L. Mulvihill and R & D Director Roger B. Bagwell.

Located in the Penn Eagle Industrial Park, which is a Keystone Innovation Zone, Actuated Medical is a medical device company that focuses on state-of-the-art, minimally invasive instruments for clearing occlusions, penetrating tissue and enabling the emerging MRI-guided surgical procedure industry. AMI is ISO certified, enabling manufacturing in Bellefonte.

The company recently announced that its in-patient tube clearing system for feeding and decompression tubes—TubeClear®—will be distributed worldwide exclusively by Buffalo Grove, IL-based CORPAK MedSystems, Inc. Approved by the FDA in 2012, TubeClear’s patented technology uses a mechanical motion that allows clinicians to quickly clear clogs in tubes without the expense and risk of tube replacement.

With TubeClear®, a process that normally takes health-care professionals anywhere from 20 minutes to hours takes on average under three minutes, dramatically improving patient care in the process.

Nurse Marcia Belcher, MSN, BBA, RN, CCRN, CCNS, has been evaluating TubeClear® for several months.

“This is one of the best devices to come out in a long time to allow clinical care nurses to do what they do best...care for their patients.”

Mulvihill said response from other nurses who have used TubeClear® has been very positive. In fact, input from health-care professionals is an important factor in Actuated Medical’s success. The company has a medical advisory board and consults with health-care professionals in developing its products based on real-world needs.



A client of the CBICC/CCIDC Revolving Loan Fund, and CBICC’s 2007 Outstanding Technology Company, Actuated Medical also developed a second innovative product –General Sharp—for low-force insertion of lancets and needles for more humane blood sampling that is also being sold world-wide.



With five current patents and more pending, Actuated Medical is an example of how innovative research can lead to commercial successes that are helping to improve patient care, which has always been Mulvihill’s goal as an entrepreneur.

Commercial successes also presents welcome challenges. Now with 26 employees, the company has outgrown its current facility and is looking for a new building to allow for future growth in Centre County.

“Centre County is the perfect location for Actuated Medical,” Mulvihill said. “There is

a diverse cadre of engineering talent, as well as outstanding facilities. Plus, it allows for easy access to clinicians and

researchers from Hershey Medical Center, University of Pittsburgh Medical Center, Cleveland Clinic, Johns Hopkins, Children’s Hospital of Philadelphia and George Washington University.

“I couldn’t imagine working or living anywhere else.”

3B33 support partnerships: Moving the economy forward

Through 3B33, the CBICC and its members are working proactively and collaboratively to transform the Centre County economy into one supported by a stronger, healthier private sector, while improving the overall quality of life in the Centre region.



Contributing to the 3B33 partnership program is an investment in the scope of work necessary to help achieve the long-term 3B33 revenue target of \$3 billion being annually generated by the private sector by 2033.

— William Joseph, Senior Vice President, Regional Manager, Commercial Banking, First National Bank

Dedication and support of this vital economic development mission will ultimately lead to a more vibrant business climate in Centre County.

The CBICC board thanks a number of public entities and private sector businesses that have already made a commitment to moving the economy forward by becoming 3B33 support partners.

For additional information on how you can help support the mission of the 3B33 initiative, contact Andrea Harman at aharman@CBICC.org.

Introducing... CBICC's Gateway Group: Carving a niche for young professionals

A critical component of the CBICC's mission to strengthen Centre County's private sector economy for the long-term is the need to retain and attract talented young people—the next generation of entrepreneurs and business leaders, and the highly skilled workforce desired by employers now and in the future.

Cultivating young professionals is the reason why the CBICC is supportive of innovative initiatives such as the New Leaf co-working facility. It was the impetus for the creation of CBICC's own Gateway Group.

The Gateway Group's mission is to establish connections among young professionals, community members and organizations in Centre County, and prepare its members to be effective community leaders that are motivated to participate in regional commerce and that can enact positive community change.

Through regular meetings, the Gateway Group will focus on how the CBICC can better serve the county's young professionals.

"The goal of the Gateway Group isn't for the chamber to provide guidance, it is for these motivated men and women to identify for us what young people need from the business community, what issues are important to them, and what will make Centre County a place where students graduating from Penn State will want to stay to start businesses or their careers," CBICC President and CEO Vern Squier said.

Serena Fulton, New Leaf Initiative co-director and one of seven founding Gateway Group members, said rarely do students think of Centre County as a place to call home after graduation.

"This area has been traditionally marketed to them as Penn State, the university, rather than the community of Centre County. As a result, talented graduates leave town as soon as their cap and gown come off without ever considering staying."

Fulton said cultivating young talent is a professional, cultural, housing and social problem.



— Irene Miller, development and events coordinator, Centre Foundation and member of CBICC's young professionals Gateway Group

"The Gateway Group will help to fill that gap by giving a united voice to current and potential young professionals in the area so that opportunities, resources and requests can be effectively communicated," Fulton said. "I am looking forward to my involvement with this group and already feel motivated by the energy that is building within this initiative."

Centre County Commissioner and Gateway Group member Michael Pipe said the CBICC is a powerful tool in Centre County, and carving out a niche for young professionals in the organization is a task that the Gateway Group relishes.

"We hope to bring out young professionals whose employers may be Chamber members, but they themselves aren't familiar with the many opportunities the Chamber offers," he said, stressing that the Gateway Group wants to work with other groups in Centre County that bring together young professionals.

The CBICC Gateway Group is currently moving forward with a number of initiatives, including identifying community leaders willing to act as professional mentors to members of the group on an informal basis; creating a community asset map to help identify resources and characteristics of Centre County that can make it attractive to young professional to live and work; creating a local job fair aimed at young professionals (not just students) in Centre County who are looking to work in the area; engaging with other groups and organizations that need a young professionals perspective; and furthering related initiatives that create a supportive culture for young professionals.

If you are interested in joining the CBICC's Gateway Group, contact Andrea Harman at aharman@CBICC.org.



Cultivating young professionals key to addressing leadership shortage

- » In studies by Deloitte and Bersin Research, **CEOs consistently identify leadership gaps as one of the top business challenges** in 2013 and moving forward.
- » At the federal level, **by 2016, more than a third of the workforce will be eligible to retire**, according to the Government Accountability Office. This includes nearly 60 percent of senior executives and almost half of top managers.
- » **Other industries anticipate 40% to 70% openings in leadership positions** due to the retirement of Baby Boomers.

3D printing, aquaculture, nanotechnology industries would find good home at Titan Energy Park

Titan Energy Park, with its recent Keystone Opportunity Expansion Zone designation, was one of several Centre County stops on the Department of Community and Economic Development's Jobs 1st on the Road tour through central Pennsylvania in early April.

Joe Leahey, part of the partnership group Navitus, LLC that purchased the former Bolton, Cerro and Titan metals complex on Axemann Road in Spring Township, welcomed the visit and the chance to showcase the facility's economic development potential.

"Titan welcomes support from legislators to bring opportunity to the region," Leahey said.

The Navitus partnership group purchased the facility in February 2012 in hopes of revitalizing the heavy duty fabrication and general purpose manufacturing facility to its former glory.

That effort got a boost with the KOEZ designation, which Leahey calls an asset in the effort to attract new industries to the more than 500,000-square-foot complex situated on 173 acres.

Secretary Walker agrees, calling the designation "another positive step forward to attract new growth and good-paying jobs to the Titan Energy Park and to Centre County."

"Governor Corbett continues a commitment to work with local partners to bring new jobs and investment to Pennsylvania's communities," Walker said. "The KOEZ program embodies that partnership and has spurred the creation of nearly 40,000 jobs since the program inception, and as zones expire, new tax revenues are generated for the state and local governments."

Leahey credits CBICC Economic Team Specialist Mary Resides with stepping him through the process of obtaining KOEZ status.



"Mary knew the intricacies of how the process would work," he said, noting that after the initial state review, the application was kicked back at the ninth hour. "Mary's technical expertise helped. We changed some wording and provided some additional information and it went through."

The CBICC, as a DCED PREP Partner and working closely with the Governor's Action Team, continues to assist efforts to bring new manufacturing, local business expansions and other related opportunities to Titan's revitalization.

Leahey said industries well suited for the facility include 3D printing, nanotechnology, natural gas development and aquaculture because of the high volume of quality water

onsite. In fact, three natural springs sit on the grounds and are Susquehanna River Basin Commission-approved for 1 million gallons a day.

While the complex can easily handle a large manufacturing facility - and an anchor tenant would be ideal - the complex is also suited for numerous co-vendors that could co-occupy segregated spaces.

"The main building is perfect for businesses looking for smaller pockets of space," Leahey said. "The prior company had numerous niche, secret spaces in all areas here for a variety of manufacturing processes. These spaces add flexibility to what can be offered to new tenants interested in potentially locating in Titan Energy Park."



DCED Secretary Alan Walker and Centre County Senate and House members tour Titan Energy Park in Spring Township.

Million dollar investment in cleanup readies Titan site for redevelopment

Before developers could begin finding new tenants for Titan Energy Park, they had to first address what was left behind by the former owners.

While all of the underground contamination remained the responsibility of the Marmon Group, which owned Cerro, removing other remnants of the facility's once hazardous footprint took a full year and required an investment of more than \$1 million by the Navitus group.

"We were aware that materials were left behind. We cleared all asbestos and removed all of the above-ground storage tanks, working with environmental consultants Chambers Environmental Group," Leahey said, noting that some of the harder to clean process equipment still remains on site.

In addition, transformers in the electrical systems contained PCBs that had to be removed, drained and disposed of.

Preparing the site also meant cleaning and filling in numerous trenches and depressed and open pits, some as large as 80 feet by 80 feet, and 40-feet deep, resulting from Cerro's hard presses and hydraulics.

General repairs and housekeeping comprised the remainder of cleanup efforts, as well as dealing with minor damage caused by vandals attempting to steal copper wire at the now securely monitored complex.

Working with the state through Act 2, Leahey said the facility is cleaned to acceptable level.

"The hillside is still in the monitoring phase, but the site is cleaned to federal and state standards."

Titan developer applauds CBICC-drafted 'Promoting Employment Across Pennsylvania' Act

Joe Leahey welcomes Titan Energy Park's KOEZ designation. However, overall, he believes Pennsylvania is behind other states in terms of incentives that help attract new businesses and that "sweeten the pot" for potential investors in the increasingly competitive business recruitment process.

"The state needs a better strategy," he said. "The simpler, the better."

— CBICC President Vern Squier

As an example, Leahey cited a yet-to-be-promulgated state law developed by CBICC President Vern Squier and Centre County state Rep. Kerry Benninghoff that would provide payroll tax credits to qualifying companies.

"This would be just as good as some of the other incentives offered by the state," he said.

Act 206 of 2012 (H.B. 2626) created the Promoting Employment across Pennsylvania program, which, once implemented, will provide withholding tax relief to qualified out-of-state companies that relocate to the Commonwealth.

The state Department of Community and Economic Development is now in the process of promulgating the rules to officially implement the law.

"The PEP! Initiative is all about job creation," said state Rep. Kerry Benninghoff, R-Centre/Mifflin, sponsor of the legislation creating the Promoting Employment across Pennsylvania (PEP!) program. "We want to attract new employers to the Commonwealth while also providing incentives for existing employers to stay and grow here in Pennsylvania. The commonsense approach behind PEP! is that workers, job creators and taxpayers all benefit from a growing economy.

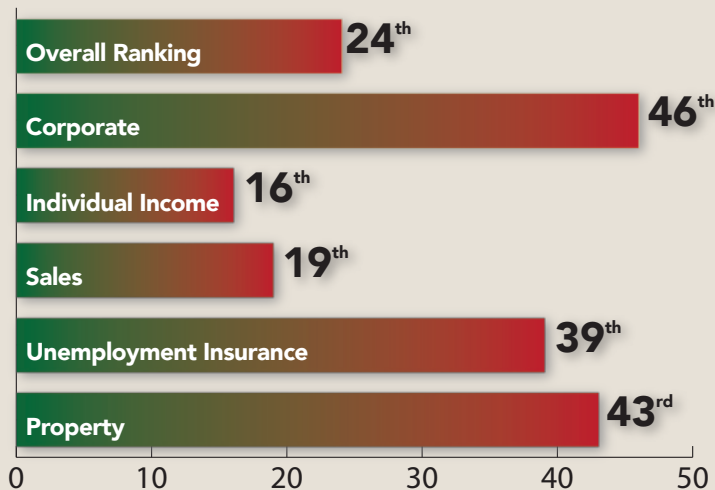
Qualified companies that meet minimum employee hire numbers and wage requirements will be able to keep 95 percent of the state Personal Income Tax withholding they would otherwise remit to the state - enabling that money to be used to create good-paying jobs. The remaining 5 percent would be new PIT revenue for the Commonwealth. [Read more](#) about PEP.



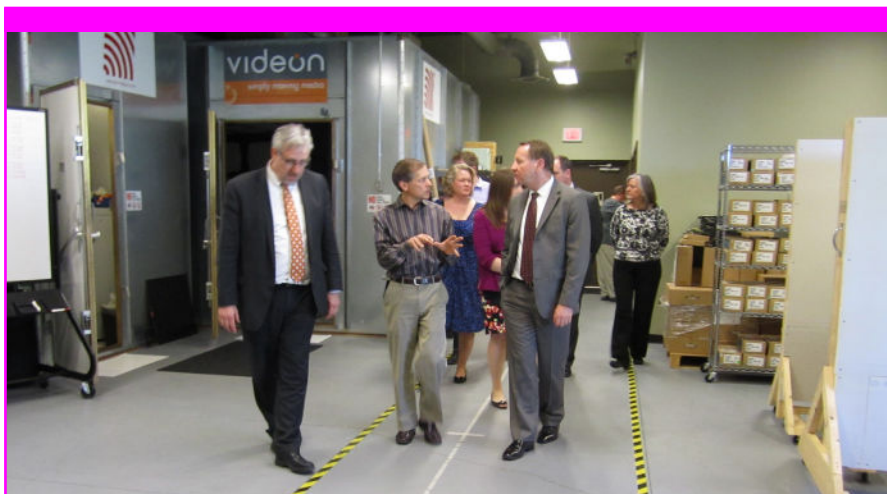
By the Numbers

State Business Tax Climate Index

Source: The Tax Foundation



Approximately 30 DCED representatives, including Secretary Alan Walker, conducted a JOBS1st Road Tour April 9-11, with activities in all 10 counties of the Central PA PREP Region [The CCIDC is a PREP partner]. Centre County activities included a visit to the CBICC business incubator and a tour of Novasentis' operation. Other CBICC member companies visited by the state delegation included Videon Central (see article at right), Cleveland Brothers Equipment Co., Restek Corporation and AccuWeather. **Mary Resides, CCIDC Economic Development Team Specialist**, and 10 DCED officials, also toured Penn State's Applied Research Lab's Center for Innovative Metal Processing through Direct Digital Disposition (CIMP-3D). The group was given a tour of the lab and equipment used in the modeling, simulation, analysis and production in additive manufacturing.



DCED officials toured CBICC member Videon as part of a two-day tour through Centre and neighboring counties.

Todd Erdley, CEO of CBICC Success Partner Videon, hosted a contingent of DCED representatives on April 10 as part of the JOBS 1st On the Road tour. "It was a great chance to provide DCED background about Videon, our deep history in the technical space of consumer electronics, and to bring people up to speed regarding Videon's current success with our Avia technology," Erdley said. "We also were able to talk about the future of Videon as we build on our Avia technology to address growing market segments like automotive electronics." The visit also gave the chairman of CBICC's Entrepreneurship Committee a chance to discuss the 3B33 initiative with DCED officials. "We had a very meaningful discussion on the 3B33 activities being undertaken here in Centre County," Erdley said. "Bringing DCED up to speed on this grassroots effort and understanding their willingness and interest to support 3B33 was exciting."

Several Centre County businesses are finalists for the [Governor's Impact Awards](#), a DCED and Team PA awards program designed to celebrate the companies and individuals who are investing in Pennsylvania and creating jobs. Four CBICC members—Videon, SilcoTek, Mission Critical Partners, Inc and Stahl Sheaffer Engineering LLC—are

among the finalists in five categories, with three of those businesses nominated by the CBICC specifically. Award categories include: Community Impact Award; Entrepreneur Impact Award; Export Impact Award; Jobs First Award; and Small Business Impact Award. Winners will be announced on May 30 at Hershey Lodge.

Several CBICC member companies were recently named to Pennsylvania Business Central's Top 100 companies, selected from more than 65,000 organizations in the publication's 22-county readership area. **CBICC members named to the list include:** University Park Airport; HRI, Inc.; Tussey Mountain All Seasons; Balfurd, Inc.; First National Bank; AccuWeather, Inc.; Affinity Connections; Mount Nittany Health; Restek; Kish Bank; Mission Critical Partners; Glenn O. Hawbaker, Inc.; Penn State Federal Credit Union; Reliance Bank; Videon Central; Babst Calland; Wegmans Food Markets; AE Works; Reliance Bank; Geisinger; Health South Nittany Valley Rehabilitation; Affinity Connection, Inc.; McNeese Wallace & Nurick LLC; Eclipse Resources; Schoolwires, Inc.; Schaedler Yesco Distribution; Shaner Group; Home Nursing Agency; and AmeriServ Bank.

The CBICC/CCIDC provided a Memorandum of Understanding in support of a \$500,000 grant proposal being submitted by the Central Pennsylvania Workforce Development Corporation and the Central PA PREP Region. The project - JOBS 1st PA: Employer Driven Training for Growth in the Central Region - will identify and assess businesses and individuals in need to initiate training on two levels: those that require training to remain competitive and grow, and those that are ready to grow and need to add new employees. Eighteen partners from the 10-county Central Region PREP will engage existing and new business contacts to identify, assess and meet training needs. The grant proposal submission deadline was April 8; funding runs from June 30, 2014 through June 30, 2015.

CBICC in the News

A sampling of recent CBICC media mentions

[Patton Township business group urges businesses to back State College referendum](#), *Centre Daily Times*, March 26, 2014

[Pension crisis can't be ignored in race for state offices](#), *Centre Daily Times*, March 23, 2014

[Revenue chief touts Corbett budget, energy industry](#), *Centre Daily Times*, March 20, 2014

[Entrepreneurship is alive and well, letter to the editor](#), *Centre Daily Times*, March 14, 2014

['Celebration of business community,'](#) *Centre Daily Times*, March 14, 2014

[The CBICC in 2014](#), *Town & Gown*, March 2014

[Happy Returns](#), *Town & Gown*, March 2014

[Innovation, Entrepreneurship and the future of State College](#), *Centre Daily Times*, March 9, 2014

[CBICC Gala to celebrate Centre County businesses](#), *Centre Daily Times*, March 7, 2014

[Airport unveils new master plan to accommodate growth](#), *Centre Daily Times*, April 2, 2014

[New Fund will contribute to PSU entrepreneurs](#), *Centre Daily Times*, April 6, 2014



ConidioTec's Nina Jenkins and Giovani Bellicanta happily accept a \$25,000 check for their company's winning big idea.

The March CBICC Gala provided the platform for Ben Franklin Technology Partners to recognize the winner of its \$25,000 Big Idea Award—ConidioTec. The company developed a patent-pending, non-toxic, bio-pesticide that successfully removes and prevents bed bug infestations in homes and hotels. In addition to winning the Big Idea Award, the start-up company won top honors the recent BF *TechCelerator@* State College Boot Camp Program. The CBICC provides financial support to the TechCelerator along with other economic development organizations.

SEDA-COG will hold two seminars—International Documentation and EEI Filing—on May 14 at Celebration Hall in State College. The International Documentation seminar will be held from 8:30 a.m. to noon, while the EEI Filing seminar will be held from 1 p.m. to 4 p.m. The export documentation event will provide a real life comprehensive understanding of what is involved in transporting goods to foreign buyers. The second seminar will cover how and when to file Electronic Export Information through the Automated Export System, which is required for a vast majority of exports from the U.S. Additional information and online registration is [available here](#).

The CBICC offers "Certificate of Origin" services to both CBICC members and the local business community. If you would like to have your certificate of origin validated by the chamber, please call ahead to make an appointment in order to ensure that our office is able to comply with your request. You can reach us at 814 234-1829.

Two CBICC member companies are among the 13 finalists for the 2014 Shale Gas Innovation Contest. KCF Technologies and Quantum Vortex—a former CBICC business incubator tenant now located in Bellefonte—made the finalist list out of 80 applicants entered. KCF Technologies developed at SmartDiagnostics® system that enables low-cost predictive maintenance for rotating O&G equipment. Quantum Vortex developed a Hydrodynamic siren for boosting O&G production from wells. Four winners will be announced on May 15. Each winner will receive a check for \$25,000. More information is [available here](#).

front+Centre

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CBICC in Action



Pennsylvania Revenue Secretary Dan Meuser provided an overview of Gov. Tom Corbett's proposed 2014-15 fiscal year General Fund budget at a special [CBICC breakfast program on Thursday, March 20](#) at the Nittany Lion Inn.

Before an audience of nearly 80 CBICC members that comprised county and state elected officials, including state Senate Appropriations Committee Chairman Jake Corman, R-Centre, Meuser outlined the Corbett administration's accomplishments and budget priorities for the upcoming fiscal year. The event also gave CBICC members a chance to ask questions directly of the state's revenue chief.

The governor is proposing a balanced budget that keeps spending in line with available revenues and does not include tax increases. The \$29.4 billion plan represents a 3.3 percent increase over the current state budget. More details about the governor's budget are [available here](#).

Corman said the 2014-15 budget faces significant challenges in order to balance state revenues and costs.

"As we have seen over the past few years and what is apparent for future years, the budget is experiencing a 'crowding out' effect with cost carry-forward items, such as Medicaid, pensions and prison costs," he said. "Without addressing these issues, which is difficult, other areas of investment, such as K-12 education, higher education, and business and workforce training programs cannot be sustained. We continue to work on ways to address these cost drivers, as well as innovative ways to balance the budget."

The new budget must be adopted by June 30, 2014.

CBICC President and CEO Vern Squier recently met with U.S. Sen. Pat Toomey for a **one-on-one discussion** that covered a variety of topics related to economic development - including opportunities surrounding 3D printing/additive manufacturing - and various issues of importance to the county's business community. Toomey was in Centre County for a series of meetings, and to honor the Penn State University women's volleyball team on its national championship.

"It was a privilege to speak with Senator Toomey about the work taking place here to grow the private sector, and to have a constructive dialogue about how elected officials in Washington can support these efforts," Squier said, stressing the importance of consistent and open dialogue with federal, state and local elected officials.

"As a former small business owner, I understand the role chambers of commerce play in cultivating economic development opportunities for the area in which they serve," Toomey added. "With this in mind, I was very pleased to sit down with Vern and discuss economic development issues impacting Centre County, and I look forward to working with Vern and the CBICC in the future."

As part of DCED's "Jobs 1st On the Road" tour, DCED Local Government Policy Specialist Colton Weber and CBICC Economic Team Specialist Mary Resides presented a Keystone Innovation Zone/ Research & Development Tax Credit seminar for local companies. Several CBICC incubator companies were in attendance to learn about eligibility requirements and benefits of both state tax incentive programs.

CBICC President and CEO Vern Squier was among the speakers at [Leadership Centre County's Economy Day](#) on April 2.

Sponsored by Penn State Federal Credit Union, the event was designed to help attendees gain a better understanding of the local economy and ongoing economic development initiatives. Squier was part of a panel discussion: "*Growing and Sustaining Our Economy: Instigating a cultural awakening— creating systemic change in our economic development community.*" Additional panelists included Videon President and CEO Todd Erdley, chairman of CBICC's Entrepreneurship Committee, and New Leaf Initiative Co-founders Eric Sauder and Serena Fulton.

CBICC President and CEO Vern Squier was a guest speaker at the **University Park Undergraduate Association/Penn State College Independents inaugural Community Economics Forum** on April 10. The forum explored the makings of a strong local economy, and featured speakers with a variety of perspectives and experiences in the business community.

Squier's presentation was entitled "*Organizing growth: What does healthy growth look like?*"

Additional topics discussed at the forum included the unique economics of State College, innovation ecosystems and growing a business in a university town.

The CBICC welcomes the opportunity to speak with organizations about economic development-related issues and CBICC activities.