

# Business



Spring 2010

## MATTERS IN CAMBRIA COUNTY PENNSYLVANIA

On February 8, 2010, Johnstown lost a dear leader, colleague and friend in the passing of Congressman John P. Murtha. I especially remember the times that I happened to be with him for a few moments, before or after a meeting, when he would ask me about various projects I was working on or how my family was doing. He always made me feel special and made sure that I knew he appreciated JARI's work.

Mr. Murtha dedicated his life to our region's well-being and to the country that he loved so well. In April, Joyce Murtha, on behalf of her husband, accepted the first Outstanding Achievement Heritage Preservation Award from the Johnstown Area Heritage Association. Mr. Murtha was a natural choice for the award and was selected prior to his death. His 25-year collaboration with the National Park Service, a co-recipient of the award, created a heritage infrastructure in the region that built upon our roots in coal and steel and grew our economy by sharing our rich history through tourism.

Mr. Murtha recognized the jewels of our region—past, present, and future. And I believe the most fitting tribute to Johnstown's greatest champion is to carry onward. JARI, supported by regional business leadership, is charging ahead with renewed emphasis to start up, retain, recruit, and expand businesses in Cambria and Somerset Counties. And we are off to a good start. Consider this:

In April 2010, Forbes.com ranked Johnstown among the top 100 Best Small Places for Business and Careers, based on criteria such as cost of doing business (labor, energy, taxes and office space), job growth, and educational attainment. Johnstown's cost of living is almost a third lower than the U.S. average and half what it costs to live and work in the nation's capital!

CNNMoney.com included Johnstown in its 2009 list of Best Places to Launch a Small Business. The city ranked number one in affordable housing and in the top 25 for lowest crime rates.

When I hear the term "quality of life," I can't help but think of all my colleagues across the country who use this phrase to tout their own regions as great places to live, work and play. We use this phrase, too, to prospective new companies and to those looking to relocate to our region. (continued on page 2)



Joyce Murtha speaks at the presentation of the first annual Heritage Preservation Awards



Inside this issue: Conemaugh Health System...Higher Education...Gamesa...  
L. Robert Kimball...Lockheed Martin...Kongsberg...ITSI-Biosciences...AND MORE!

## Letter from Linda (continued)

Affordable housing, world class employers, an entrepreneurial spirit, safe neighborhoods, quality educational institutions are all part of what makes the Cambria-Somerset region a destination of choice for a growing number of national and international companies.

We are also blessed with an abundance of natural resources, trails, waterways, mountains and valleys, fresh water, clean air, and the best part, no traffic! People from Washington D.C.'s outer suburbs endure some of the nation's longest commutes—an average of 33 minutes, according to a recent survey by the U.S. Census Bureau. New York City residents spend about 40 minutes on their ride to work—the equivalent of about one full week a year!

But I'd have to say, that our people are what differentiate Johnstown from other communities across the country. I have the opportunity to speak with people moving into our region frequently, and the one point that is always made to me is that people from the Johnstown area are one of a kind. They go out of their way to make a difference in their communities and in their workplaces. Words like "friendly," "dedicated," "reliable," "family-oriented," and "resourceful" are used regularly to describe folks here.

Inside this issue of Business Matters, you will see a sampling of why this region is poised for future growth and sustainability. The 20th Annual Showcase For Commerce, which will be held June 4-6 in Johnstown, is another indication of where our region is headed. In 2009, the JARI and Greater Johnstown/Cambria County Chamber of Commerce event attracted 165 companies/exhibitors and about 4,000 attendees, and heralded \$61 million in competitive contract awards to local defense contractors. This year's Showcase is being held in tribute to Congressman Murtha for his steadfast support of the defense of our country and for his commitment to the economic development of our region.

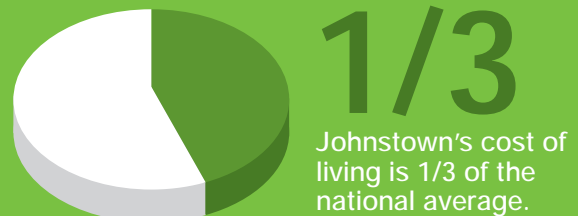
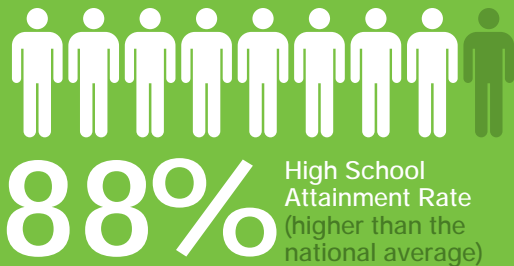
My hope is that you will see a future for your company or your family in this region. And, if you need assistance, that you will call on JARI or the Cambria County Industrial Development Corporation for business development services or for referral to other community service providers who partner with us.

I love being a Johnstownner. How about you?

**Linda Thomson**

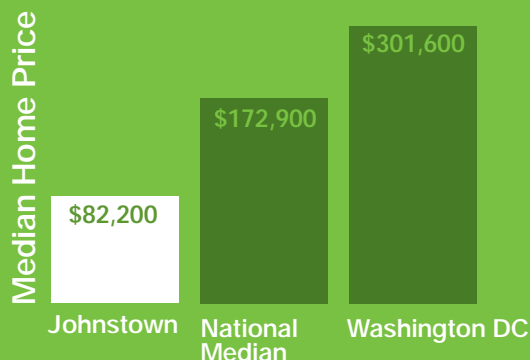
Linda Thomson  
JARI President

## Looking Up in Cambria County



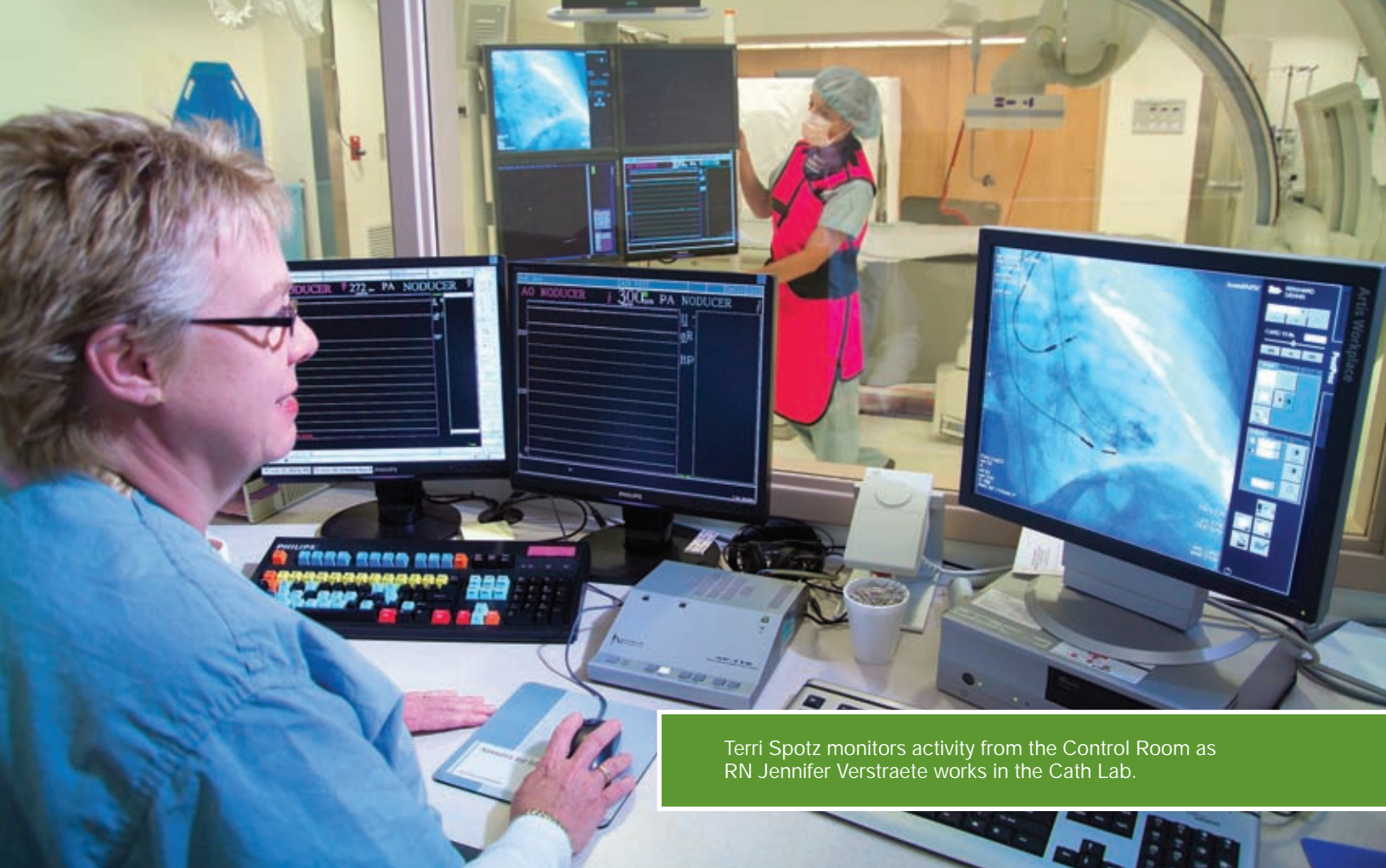
**1.9%**  
Income Growth

**1.3%**  
Job Growth Projected



Statistics appear in Forbes Magazine's list of Best Small Places For Business And Careers.  
[http://www.forbes.com/lists/2010/5/business-places-10\\_Johnstown-PA\\_2562.html](http://www.forbes.com/lists/2010/5/business-places-10_Johnstown-PA_2562.html)





Terri Spatz monitors activity from the Control Room as RN Jennifer Verstraete works in the Cath Lab.

## Conemaugh Health System

What are the two first questions that a prospective company asks about a community it is considering for a new or relocated facility? How are the schools? and How is the health care?

In 2009, the Conemaugh Health System provided care to 25,554 inpatients and 486,813 outpatients at its three facilities in Cambria and Somerset Counties—Memorial Medical Center, Miners Medical Center, and Meyersdale Medical Center. Together, the integrated health system has achieved a level of excellence that consistently earns high honors in everything from pulmonary and cardiac care to women's health and maternity care to mortality and complications rates.

Memorial Medical Center has ranked in the top five percent of all hospitals in the nation for Overall Clinical Excellence three years in a row. The tertiary care facility has also been among the top five percent for overall cardiac care, cardiac surgery, and coronary interventional procedures. In fact, the hospital recently expanded its heart cath labs, having performed nearly 15,000 heart catheterizations and 308 open heart surgeries last year alone. Memorial also added 10 new critical care beds, implemented a bar code system on all pathology to enhance patient safety and diagnostic efficiency, and is in the process of incorporating robotics to locate and pull drugs from pharmacy shelves. The health system also transitioned to electronic health records in an effort to streamline test results, en route to a paperless work environment.

"We kind of think of ourselves as big-town medicine in small-town America," said Scott Becker, CEO of Conemaugh Health System. Memorial Medical Center's Level 1 Trauma Center is the highest level of trauma care available between Pittsburgh and Hershey. Conemaugh also houses a Level 3 Neonatal Intensive Care Unit

(highest level) and is the largest teaching hospital in the region, offering eight medical residency programs, pharmacology residency, and schools of nursing and allied health. Its medical staff stands at about 400 and includes physicians from around the world.

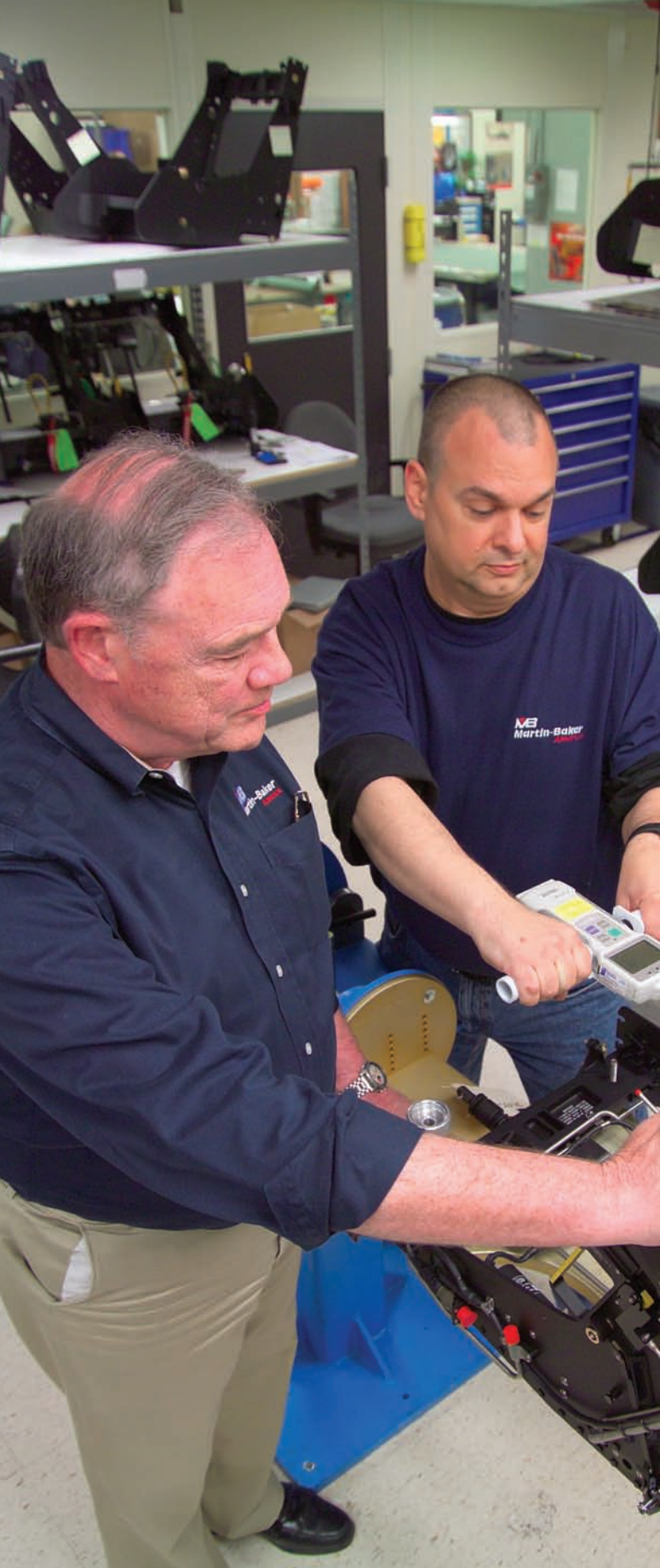
"We are fortunate to have many great things to talk about when it comes to recruiting the best and brightest physicians to the area. Our medical facilities, technology and the expertise of our physicians and staff are impressive," Becker said. "When you combine that with such a great place to live, outstanding schools, beautiful scenery, plenty to do and a safe and friendly community, you can really get people excited about the thought of calling our area home."

From an economic perspective, Conemaugh Health System considers itself part of the region's infrastructure—and in more ways than one. In addition to delivering quality health care to the masses, the health system generated about \$200 million in payroll and benefits for 4,373 employees last year. Conemaugh Health System is the largest employer in the two-county region. "The numbers add up because we are such a large critical mass, but it wouldn't work if we weren't good at what we do," Becker said.

Becker credited the health system's dedicated employees with Conemaugh's success, which in recent years has included serving more patients from neighboring Bedford, Blair, Westmoreland, and Indiana Counties. "We continue to be a net importer of patients to the community, and that is part of our mission—to continue to grow and develop as a regional referral center," Becker explained. "We want people to have good health care right here, locally, and not have to drive a couple of hours to get it somewhere else."

To learn more about Conemaugh Health System, visit [www.conemaugh.org](http://www.conemaugh.org), or call 814-534-9000.





Mike Santoro, general manager, observes John Gelles performing a pull test on a seat bucket.

## Martin Baker

Martin-Baker America will celebrate its tenth anniversary in Johnstown in June. An arm of British parent company Martin-Baker Aircraft, Martin-Baker America represents the first in a series of international companies that have established roots in the Cambria-Somerset region over the past decade. The Johnstown site, which operates from a 38,000 square-foot manufacturing facility in Stonycreek Township, Cambria County, produces components, subassemblies and assemblies for Navy Aircrew Common Ejection Seats, as well as helicopter crashworthy seats for government and commercial customers in the U.S. market.

"We are the primary manufacturer of crashworthy seats for Martin-Baker in the U.S., and the U.K. handles the European market," explained Mike Santoro, general manager of Martin-Baker America Inc.'s Johnstown plant. "In fact, there are some plans afoot right now to shift production of some of the seats still being produced in the U.K. to our facility here."

And why not? At 109 employees strong, Martin-Baker America recently transitioned to the production of aircraft ejection seats after winning a \$4.5 million contract in 2009 to retrofit more than 400 T-38 Talon advance trainer jets at five U.S. Air Force bases.

"One of the best things that we've got going for us is the people that we actually have working here. Most of our employees are what I'd call self-starters, and by that I mean when they see something that needs to be done, they go do it," Santoro said, adding, "The folks here understand the life-saving importance of what we do and have a personal stake in our programs."

It is the demand for crashworthy helicopter seats, however, that is driving current plans to expand the Johnstown facility.

"What it boils down to is many of these aircraft were built without any particular seating arrangements for crewmen in the back of the helicopter. The end result is the Army, in particular, is moving forward to outfit those helicopters with specific seats for the crewmen which will improve their safety and survivability in the event of a crash," Santoro said.

Other customers, also largely from the government sector, are looking to Martin-Baker America for new crashworthy seats to replace older models that are more maintenance intensive.

"Our helicopter programs are extremely stable through 2017 as it stands right now," said Santoro. "And we also have a couple of potential large programs that we didn't even count in the mix."

JARI was instrumental in recruiting Martin-Baker America to the region to establish its first U.S. operation. The company spent a year in the JARI Center for Business Development before it outgrew the space and relocated to a larger, permanent home.

"Early on in the game, JARI was critical in terms of supporting the company, finding the space to get started, and providing us with a grant to help us achieve ISO certification," Santoro added. JARI continues to work with the company on workforce development and training initiatives.

Although details of Martin-Baker America's expansion are still being worked out, the need to add more manufacturing space is inevitable, according to Santoro. So is the addition of more workers. Martin-Baker America anticipates growing its workforce to up to 150 people over the next five years. For more information about Martin-Baker America, visit [www.martin-baker.co.uk](http://www.martin-baker.co.uk), or call 814-262-9325.



Rebecca Styles, General Manager, and Kevin Smith, manager of Production Support, in a state of the art paint booth that was put into operation in March at Lockheed Martin's 211 Industrial Park Road facility.

## Lockheed Martin

It's been more than 20 years since Lockheed Martin opened its first facility in Johnstown in 1987. In five years' time, Lockheed Martin AeroParts, Inc. (LMAPI) had about 50 employees and operated out of a 72,500 square-foot building in the Johnstown Industrial Park. By 2000, LMAPI had doubled its workforce to 100. In the decade since, the company added 34,000 square feet of leased warehouse and production space and, in 2009, purchased a neighboring 190,000 square-foot building, which, in addition to its other two buildings, will serve as LMAPI's new headquarters and primary manufacturing facility. The company's manpower grew as well, by more than 200 workers in just the past 17 months.

"In 2009, we ended the year with 322 employees, so we grew by 175 people last year. Today, we're at 346 workers, and we're estimating that we will be close to 400 by the end of 2010," said Rebecca Styles, president and general manager of LMAPI.

Based in Bethesda, Maryland, Lockheed Martin is a global leader in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. Aeronautics is one of its core business areas. The product driving LMAPI's growth is the C-130J—an updated version of the C-130, a U.S. military transport plane that is assembled at Lockheed Martin's Marietta, Georgia facility. LMAPI makes detail parts, assemblies and sub-assemblies for the C-130J, and the aircraft's production rate this year has doubled.

"The whole program has experienced a rate ramp increase. The rate is the number of aircraft delivered per year," Styles explained. "In 2008, the rate of delivery for the C-130J for the Lockheed

Martin Corporation was 12 per year. The rate for 2010 is 27, and in 2011, the rate goes up again to 35."

The rate increase requires additional personnel to support the work. "Lockheed Martin's vote of confidence in the Johnstown facility reflects years of hard work by a dedicated and skilled labor force. We positioned ourselves well. If we hadn't had the quality, on-time delivery and committed workforce that we have, we wouldn't have provided the corporation the opportunity to use us in this manner," Styles said.

In addition to the C-130J, LMAPI currently supports various Lockheed Martin aircraft platforms through both new production and spare parts including the F-16, F-22, F-35, C-5, and P-3. Lockheed Martin's next aircraft in the pipeline, the F-35, is a fighter jet. LMAPI manufactures the plane's horizontal and vertical tails. Although a small segment of its workload now, that program will begin its ramp towards full rate production in 2013.

The success and proximity of LMAPI, coupled with tremendous initiative from JARI, brought a second Lockheed Martin facility to Johnstown in 2008. Lockheed Martin Global Supply Chain Services joined its sister company at the Johnstown Industrial Park after relocating from South Carolina.

"JARI was very instrumental in bringing Lockheed Martin Global Supply Chain Services here. Linda Thomson and her staff sent a team to South Carolina to help with the transition, and they worked with the township and state to get the infrastructure in place to support that growth," Styles added. Together, the two Lockheed Martin facilities employ nearly 500 people.

To learn more about Lockheed Martin AeroParts, Inc., visit [www.lockheedmartin.com](http://www.lockheedmartin.com) or call 814.262.3010.





Talking business in the ITSIBIO Lobby.

## ITSI-Biosciences

ITSI-Biosciences may be the sole tenant in its new Lifesciences Center on Napoleon Street in Johnstown, but not for long if founder Dr. Richard Somiari has his way.

"The lifesciences industry is similar to the defense industry, in that it thrives in a cluster," said Richard I. Somiari, Ph.D., president and chief scientific officer of ITSI-Biosciences (ITSIBIO). Somiari's efforts to secure the business resources for his own company have paved the way for similar companies to follow his path. Somiari is a strong believer in the Johnstown marketplace.

"I see Johnstown as a location that can support the lifesciences industry, but also as an area in need of diversification. By merging technology and advanced manufacturing capabilities we will be able to create a new kind of lifesciences corridor—one that can

compete with major metropolitan areas in serving a global market," he said.

ITSIBIO develops easy-to-use and inexpensive kits for biomedical research. The company, which Somiari founded in 2004, also provides fast, accurate and affordable gene expression analysis, biomarker discovery/validation, protein identification and assay development services. ITSIBIO's international client base includes scientists in universities/colleges, research institutes, pharmaceutical companies and government research institutions.

In about six short years, ITSIBIO grew from a one-man research and development firm to a company of nine full-time and three part-time employees, with distributors in 15 countries. ITSIBIO's plans for 2010 include the addition of two more permanent positions. "Staffing numbers change to accommodate orders," Somiari explained. With the help of a dozen temporary workers, ITSIBIO currently has a staff of 25 employees working two shifts to deliver an order for 80,000 bioscience kits. ITSIBIO occupies the entire first floor of the 10,000 square-foot Lifesciences Center which the company built and moved into in January 2009. The second floor is designed to be available for another tenant or tenants.

The kits are a major component of the company's business model. What started with analytical services soon morphed into product development and manufacture when laboratories worldwide began seeking ITSIBIO's testing reagents.

"Internationally, the United States is the gold standard for the manufacture of lifescience reagents," said Somiari. Currently the company operates at a share of 80% service-based, 20% product-based offerings. Somiari would like to reverse those numbers within the next five years, resulting in the need for a larger locally sourced workforce to accommodate increased production.

A key part of ITSI research and development is focused on developing a blood test that will provide women with the ability to accurately determine their breast health (healthy or diseased) from their home. This is a high-profile area of research for ITSIBIO, because for some, mammograms are not a readily available option. "By the time this product is mature and ready for commercial distribution, ITSI-Biosciences will be a household name," Somiari said.

For more information on ITSI-Biosciences, visit [www.itsibio.com](http://www.itsibio.com) or call 814-262-7331.



Architectural/Engineering professionals at work.

## L.R. Kimball

Entrepreneurs are the backbone of economic growth in the 21st century. Small businesses in the United States employ more than half of the nation's private sector labor force and hire 40 percent of high tech workers such as scientists, engineers and IT specialists, according to the U.S. Small Business Administration. Look no further than L.R. Kimball to see what one entrepreneur can accomplish. The Ebensburg-based architecture, engineering, and communications technology company started 57 years ago as a two-person consulting firm. Today the firm is a second-generation, family-run business with more than 600 employees and 12 offices nationwide, generating nearly \$75 million in annual revenue.



Mike Stohon and Michelle Bonerigo talking amongst the employees at In-Shore's offices.

## In-Shore Technologies

As the global business environment continues to evolve, it is often the leveraging of technology that keeps companies efficient, effective and profitable. In-Shore Technologies, a full-service technology consulting firm located on Main Street in downtown Johnstown, specializes in helping companies harness the power of current technological advancements in a way that is appropriate for their business. "Our goal is to be as adaptive as our client needs us to be," said Mike Stohon, founder and president. "We have become a scalable component for companies, tailoring our services as needed."

Stohon has a personal understanding of the changing needs of a growing company. When he founded In-Shore Technologies in 2004, he was its single employee in an office that occupied 1,200 square feet. The company has since grown to a staff of 30 and

has expanded into a space nearly four times that of its original four walls. As the company continues to increase in sales, so must their staffing. To support their current workload, seven full-time positions have recently opened within the organization. These positions include PC Technicians, Network Technicians, Project Managers and Sales Associates.

"I believe we are responsible for moving the city forward."

MIKE STOHON, PRESIDENT

Increased employment numbers are a priority for Stohon and part of his decision to operate from Johnstown. "I wanted to locate my business where it meant something to create jobs," he said. In-Shore's Johnstown location provides the company with additional benefits, including a lower overall cost of doing business, availability of office space and convenient access to larger markets.

Competing for top-tier business opportunities is a key goal for members of In-Shore Technologies executive-level management, who have career histories that include working for some of the industry's major companies, including Hewlett Packard, Pfizer, AT&T, and Lucent Technologies. The company is consistently building to reach the appropriate capacity for serving Fortune 500 companies.

"Sometimes people don't take a company from a smaller market seriously. But we've been up against severe competition for business from major corporations and have won the bid," explained Stohon. "Now we're seeing companies starting to come to Johnstown looking for this expertise."

When discussing the success of the company, Stohon is quick to point to his staff. "They are smart, gifted, hard-working and ethical," he said. "I would put the people I've hired here against those in any larger market."

His pride is evident when discussing Johnstown and the impact his company can have on our region. "I believe we are responsible for moving the city forward," he says. "We need to continue attracting people that want to start a career here, so we can develop the next generation of families that call Johnstown home."

For more information on In-Shore Technologies, visit [www.inshoretech.com](http://www.inshoretech.com) or call 814-361-3610.

"Our longevity can be attributed, in large part, to our focus on improvement and diversification of services," explained Jeff Kimball, president and CEO and son of founder L. Robert Kimball. The firm, which is headquartered in a 13,500 square-foot, two-story Victorian era home in historic Ebensburg, serves a diverse clientele across the country with, architectural and engineering expertise and advanced technology solutions for the public and private sectors. The firm's Communications Technology division is a prime example of L.R. Kimball's evolution into a contemporary, multifaceted company.

"Our Communications Technology Division developed as an outgrowth of things we were already doing," explained Kimball, referring to the company's established mapping, property reassessment and public safety services. "We were able to take our knowledge and experience and apply it to the opportunity we saw in the public safety market."

In addition to traditional architectural/engineering services, L.R. Kimball provides innovative broadband and communications solutions to companies and government organizations across the country. Primary areas of focus include advanced 911 capabilities, rural broadband programs, and national cyber security.

The company has used advancements in technology for its own benefit, as well, enabling the firm to expand into a larger geographical base. L.R. Kimball currently has active projects in more than 30 states and has done business in the 48 contiguous states. The firm consistently receives high national rankings in categories of design, telecommunications, engineering/architecture and more. "It's a compliment to the efforts our staff when we receive national recognition," Kimball said.

But the accolade Kimball is most proud of is the recurring listing of L.R. Kimball as one of the best places to work in Pennsylvania. He is quick to point out that employees are what make a company thrive. "An idea can't be developed by an individual. It needs the contributions of quality people for it to become viable," he said. "Attracting and retaining the right talent is what allows you to grow."

For more information on L.R. Kimball, visit [www.lrkimball.com](http://www.lrkimball.com), or call 814-472-7700.





New production of CROWS Weapon Stations at KONGSBERG's Manufacturing Operation Center.



## Kongsberg

International defense manufacturer Kongsberg Defence and Aerospace didn't know what to expect from its first American workforce when it opened Kongsberg Defense Corporation in the JARI Center for Business Development in 2005. JARI assisted in recruiting the Norwegian company to the Cambria-Somerset region when KONGSBERG was looking to establish a manufacturing facility for its remote weapon stations in the U.S. market.

Kongsberg Defense Corporation, which started with about five workers and 8,000 square feet of work space, now employs 164 people in three locations—two in Johnstown and a third in Alexandria, Virginia. In 2007 KONGSBERG set in motion a major expansion in Johnstown to support a substantial contract award

from the U.S. Army to build 6,500 Common Remotely Operated Weapon Stations or CROWS units over a five-year period. The result was a newly renovated, 135,000 square-foot manufacturing center in the Johnstown Industrial Park. The repair and overhaul business, as well as a customer support center, continue to operate out of Kongsberg Defense Corporation's original site in the JARI Center.

"I believe it's fair to say that the folks from Norway were pleased with the quality of work and the quality of workers in Johnstown, so when it came time to build a production facility to facilitate the CROWS contract, it was a natural progression to look at the Johnstown site," explained Greg Platt, vice president and general manager of Kongsberg Defense Corporation.

Production of CROWS units at KONGSBERG's Industrial Park location started in 2008. The Johnstown facility has since begun to build other components of the weapon stations and was recently awarded a contract extension that calls for an additional 3,849 units. "We've actually been operating at a fairly accelerated pace, and there has been a tremendous demand for the product. We are in the process of hiring another 20 workers to support the additional work," Platt added.

Although Kongsberg Defense Corporation is currently focused on the manufacturing of one product, Platt said the company is always looking to penetrate the market with other offerings. "We have unveiled other products like PROTECTOR Medium Caliber Remote Weapon Station (MC RWS) for 25-50 mm Automatic Cannon, the SEAPROTECTOR (a navalized version of the CROWS), the PROTECTOR Lite and the PROTECTOR SuperLite (Man Portable, 70 lbs system)," he explained.

The company's manufacturing center was built with future growth in mind. "We are doing very good, quality work—on time and at a good price," Platt said. "Kongsberg Defense Corporation is leading the way in helping our parent company in a lot of different ways. And I think that speaks very well for the area, the region, and the kind of workforce we've been able to find in Johnstown."

For more information about Kongsberg Defense Corporation, visit [www.kongsberg.com](http://www.kongsberg.com), or call 814-269-5700.



Workers smooth the surface of blades manufactured at Gamesa USA's Ebensburg facility.

## Gamesa

After a year when the manufacturing of wind turbines came to a virtual standstill industry-wide, not one, but two production lines are up and running at the Gamesa blades manufacturing facility in the Cambria County Industrial Park near Ebensburg. Rather than spin its wheels during the downturn, Spanish wind turbine maker and wind farm developer Gamesa positioned the plant to put out a new, longer and lighter blade so when business picked up, the facility would be ready.

"We spent all of last year retooling and reengineering the facility to accommodate manufacturing of the new G-90 blade," explained Michael Peck, director of external relations for Gamesa

North America. Each G-90 blade weighs more than 6 tons and spans 144 feet. Gamesa invested approximately \$10 million statewide preparing for the project. With assistance from JARI, the company retrained its workers in the new manufacturing process with help from state training funds.

Then came the creation of Pennsylvania's Green Energy Works! Program. Pennsylvania used \$52 million from the U.S. Department of Energy through the American Recovery and Reinvestment Act (ARRA) of 2009 to stimulate the state's economy and create jobs while reducing reliance on imported energy and improving the amount of renewable and alternative energy generated in the Commonwealth. In February 2010, Gamesa received a \$7.8 million to install 25 two-megawatt wind turbines at the





A ladle transports hot metal tapped out of the Electric Arc Furnace.

## North American Höganäs

It's been 10 years since North American Höganäs set up shop in the former First Miss Steel plant in Hollsopple, Somerset County. Today, the daughter company of Sweden-based Höganäs Group has established itself as a leader in powder metal technical development. Today NAH is in the second largest powder metal company in North America by market share. "We will not stop until we are number one in North America as we are in the rest of the world" Avi Gore, president and CEO of North American Höganäs (NAH).

Höganäs Group is the world's largest and oldest company in the field of powder metallurgy. In 2000, it invested 100 million dollars to establish a presence in North America and selected the 400,000 square-foot Hollsopple plant as NAH's corporate headquarters, primary production facility of iron powder metal,

and the hub of the company's technical research and product development.

"The site in Hollsopple is the most modern manufacturing facility of iron powder metallurgy in the world. This plant is better than our home plant in Sweden," Gore chuckled.

North American Höganäs High Alloys, a smaller division that occupies a 196,000 square-foot building in Johnstown's Moxham neighborhood, was acquired in 2003 and is considered the leading manufacturer of stainless steel and metal alloys powder in North America. Combined, the two facilities employ 300 of NAH's 340 employees.

"There is no question about our people. We have the finest workforce in the industry. They are the best in the world in terms of attitudes, skill sets, and willingness to learn new things," said Gore.

And developing and bringing to market new applications of powder metal outside traditional product lines has been a profitable growth area for NAH in recent years. Gore implemented that survival strategy to offset an extended period of market declines due to a slumping auto industry.

"We have been working on major diversification of our products, which is just now coming to fruition. We have been working on iron powder for food fortification in wheat flour, for example, for five years," explained Gore. "And the only iron product in baby food that is certified and accepted by the FDA comes from our Moxham plant."

Food fortification and preservation, life science, energy and environmental applications such as groundbreaking powder metal products for water treatment are among new segments of NAH's business. NAH also supplies the iron product that Fortune 500 Company Xerox uses in its toners. Currently produced entirely in Europe, that product will soon be manufactured at the Hollsopple site for distribution to all of Xerox's North American operations. NAH is even looking to expand. The company is preparing to launch a multi-phase expansion at the Hollsopple plant that will incorporate new equipment and jobs over the next two years.

For more information about North American Höganäs, visit [www.hoganas.com](http://www.hoganas.com), or call 814-479-3500.

Chestnut Flats Wind Farm in Blair County. Two other projects received a combined \$15 million for wind farms that will use 31 blades made at the Ebensburg factory.

"The reason Gamesa is in Ebensburg in the first place is because it was a good site for a manufacturing plant. The local workforce had the kind of manufacturing background that we needed, and in partnership with our union, the United Steelworkers, we have been able to transform a lot of unemployed steelworkers into wind turbine manufacturers and engineers," Peck said.

Gamesa opened the 183,000 square-foot plant in 2006 and currently employs 250 workers there. In 2009, the Ebensburg factory distinguished itself among Gamesa's plants worldwide, earning the designation of North American Blade Center of Manufacturing Excellence.

Locating the factory in the rolling hills of western Pennsylvania also made good business sense.

Gamesa has either developed or provided the blades and turbine components for four wind farms in Pennsylvania. The Allegheny Ridge Wind Farm in Cambria and Blair Counties alone generates

enough power to meet the electricity needs of 24,000 homes annually. Three additional wind farms are in the permitting phase.

The company's economic impact stretches far beyond its factory walls and local development projects. Gamesa is currently working with the Cambria County Industrial Development Corporation (CCIDC) to find ways to ship its blades by rail to wind farms across the United States.

"We have to work with friends such as JARI, CCIDC, and Saint Francis University, which was one of our original partners, to really educate the hearts and minds of people in western Pennsylvania so that when they see Gamesa turbines in local wind farms, they make the direct connection between factory jobs, wind farms and green renewable wind energy," Peck said.

Pennsylvania has more than 4,000 jobs statewide in the clean energy sector, ranking it number five nationwide. Peck said he is hopeful that pending state legislation would further increase those numbers by requiring a higher percentage of Pennsylvania's energy to come from clean sources.

For more information about Gamesa, visit <http://www.gamesacorp.com/en>, or call 215-710-3100.



Students gather in the atrium of the DiSepio Institute for Rural Health and Wellness.

## Saint Francis University

Science, technology, engineering, and mathematics or STEM is a 21st century buzz word that's changing the way young people look at science. In Cambria and surrounding counties, that is thanks in large part to Saint Francis University (SFU) located in Loretto.

A member of the Pennsylvania STEM initiative, SFU has a dedicated Science Outreach Center that offers summer

academies in science and engineering for high school students, a mentoring science program for K-8 teachers, and the popular Rural Outreach Chemistry for Kids (ROCK).

"The mission of the Science Outreach Center at Saint Francis is to develop relevant and effective ways to promote STEM education in the community, increase the number of students pursuing education in STEM-related fields, and support schools in their efforts to spark interest among K-12 students in the areas of science, technology, engineering and mathematics," said Allison Felix, director of the Science Outreach Center.

In addition to SFU's commitment to boosting STEM education, the university has taken a leading role in providing health care and wellness services to underserved rural areas, while providing unique learning opportunities for students. SFU's 30,000 square-foot DiSepio Institute for Rural Health and Wellness features a premier fitness center, rehabilitation clinic, research areas and more.

"The DiSepio Institute aligns with the university's mission of academic excellence combined with community service," explained Dr. Pat Fitzgerald, interim dean of the School of Health Sciences and executive director of the DiSepio Institute.

The institute, which opened in July 2009, also includes a complete physical therapy clinic where students can benefit from observing real-world care. "We're here to provide patient care, but that is not our only focus," said Director of Physical Therapy Mark Boland. "Our responsibilities are broader than your traditional PT clinic."

The institute has also given Saint Francis the means to expand its Physical Therapy program with an accredited Sports Rehabilitation Residency program—one of only 14 universities in the country to offer the residency program.

For more information, visit [www.francis.edu](http://www.francis.edu) or call 1-800-457-6300.

## University of Pittsburgh at Johnstown

Selecting a college is about more than just choosing the best school to help you achieve specific career goals. It's also about choosing a community. Officials at the University of Pittsburgh at Johnstown are actively engaged in helping the school's 3,050 students make the most of their experience.

"Anytime we're able to do something to meet the needs of students, it makes us very proud," said Bob Knipple, executive director of external relations at Pitt-Johnstown. "Our projects are designed to help us develop the students in terms of both mind and body."

That objective is clearly demonstrated in Pitt-Johnstown's ongoing development of the 655-acre Richland Township campus. Currently in the construction phase, a state-of-the-art, 40,000 square-foot wellness center is set to open in early 2011. The new wellness center will include a three-lane running track, cardiovascular- and strength-training equipment, dance/yoga facilities, two multipurpose courts and an indoor rock climbing wall.

The wellness center is a perfect marriage with the university's popular Health Sciences program, which continues to draw state and national attention. The university's School of Nursing was ranked 7th in US News and World Report's 2008 Best Graduate Schools edition. In addition, Pitt-Johnstown just received approval from the Pennsylvania State Board of Nursing to begin offering a four-year Bachelor of Science degree in Nursing (BSN).

"To bring a program of this caliber to Johnstown is a huge benefit to our students and the region," explained Knipple. "This is a direct benefit to our community because many of the students are



Don Yokitis prepares students to teach English as a second language in his English Language Learners class.

hoping to stay in the area due to the increasing demand for healthcare professionals."

Plans are underway for a new 20,000 square-foot Nursing and Health Sciences Building to accommodate the college's growing health-related programs. The building project, which received \$4 million as part of the state's "Put Pennsylvania to Work" initiative, will include classrooms, state-of-the-art laboratories and offices.

To learn more about the University of Pittsburgh at Johnstown, visit [www.upj.pitt.edu](http://www.upj.pitt.edu) or call 814-269-7000.





Michelle Mahaouski has a discussion with her Presentation Software students.

## Cambria Rowe

Individual circumstances and career goals vary greatly from person to person. For people focused on a successful but quicker entry into the job market, studies show that having an associate's degree not only improves your employability, it can also earn you an additional \$8,000 a year over someone with only a high school diploma, according to the U.S. Census Bureau.

"Our typical students are very career-minded. They are looking for skills-oriented programs to create competency for specific jobs," explained Mike Artim, executive director of Cambria-Rowe Business College. "Everything we do, we need to relate back to how this affects them on the job."

Cambria-Rowe Business College has been serving the Johnstown area since 1891. Today, with a combined 400 students and a staff of 35, the college serves high school graduates and adult learners from Cambria, Armstrong, Bedford, Blair, Indiana, Jefferson, Somerset and Westmoreland Counties at locations in Johnstown and Indiana.

Cambria-Rowe offers two-year programs in Accounting, Management, Business Administration, Computer Support Specialist, Administrative Assistant, Legal Assistant, and Medical Office Administration, as well as one-year or less diploma programs in Medical Secretarial, Secretarial, and Accounting.

The business training students receive at Cambria-Rowe is designed to include only courses that pertain to their specific field of study. However, Artim said one of the things that makes Cambria-Rowe's curriculum unique is the college's emphasis on soft skills. "Soft skills are the intangible skills that move an employee from simply being capable into the realm of being a highly valued contributor—a skill set that includes communication, teamwork, collaboration, conflict management and the ability to be self-directed."

And Cambria-Rowe's approach gets results, Artim added. Over the past 10 years, on average, 90 percent of the college's graduates obtain employment in their specialty area. For more information on Cambria-Rowe Business College, visit [www.crbcc.net](http://www.crbcc.net) or call 1-800-NEW-CAREER.

## Mount Aloysius

One characteristic of a strong local economy is a region's ability to meet the employment needs of business and industry. Nearly a decade ago Mount Aloysius College in Cresson, Cambria County, began offering graduate programs to fill a demand for highly-skilled professionals with advanced education in a variety of fields. Today, the success of these programs has prompted the college to modify and expand its master's curricula.

"Our market research has helped us to identify the needs of area businesses and industry," said Jackie Gutshall, director of marketing and public relations for Mount Aloysius College. "We look to see what job placement looks like and work to see how we can meet that demand."

Mount Aloysius College utilized internal studies coupled with specialized consultations with business and industry to uncover the best ways to apply its resources to the benefit of the region it serves, according to Gutshall. The assessment resulted in adding three new graduate-level programs to its existing offerings. In addition to master's degree programs in Criminal Justice Management in Correctional Administration and General Psychology, Mount Aloysius recently added graduate programs in Business Administration, Education, and Community Counseling.

In 2009-10, Mount Aloysius, a liberal arts college rooted in a Catholic, Judeo-Christian heritage, had an unduplicated headcount of more than 2,000 students. Although the vast majority of students here pursue undergraduate degrees, the college has seen an influx of people interested in furthering their education. Particularly beneficial to local defense subcontractors is the College's Master Certificate in Project Management. A Project Management Professional (PMP) Certification demonstrates a person's knowledge and ability to lead and direct project teams and deliver projects on time and on budget—an important pre-requisite in the defense industry.

"The testament over time is that we've continued to be a resource for business leaders and their employees to obtain advanced degrees," explained Gutshall. "They know they are going to get a quality education."

To learn more about Mount Aloysius College, visit [www.mtaloy.edu](http://www.mtaloy.edu) or call 1-888-823-2220.



Dr. Deanne D'Emilio instructs her Business Law class.

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Students and staff speaking in the campus lounge.

## Penn Highlands Community College

Learning is a continuous process. Remaining competitive in the open job market often requires additional training. Workforce development is a cornerstone of the educational mission of Pennsylvania Highlands Community College. Based in Richland Township, the college was recently awarded a \$150,000 workforce development grant by the Pennsylvania Department of Labor and Industry. The money will be used in a partnership with JARI to train the unemployed, underemployed and returning military veterans in four in-demand health care occupations: medical billing and coding, clinical medical assistant, pharmacy technician, and phlebotomy.

"We help companies identify their workforce education needs," said Chris Mahla, director of workforce education at Penn Highlands. "Then we match the training and instructors to those needs."

Penn Highland's Workforce Education Program recruits instructors on an as-needed basis from professionals actively working in the field. Training is provided both on-site at local businesses and from the college's Richland and Ebensburg campuses. The program draws between 1,500 and 2,200 students annually. Courses concentrate on healthcare, information technology, public safety and professional development.

To more effectively marry the needs of business with the resources of education, Penn Highlands will break ground on a new Workforce Development Center later this spring. The 5,000 square-foot building will be located alongside the college's recently renovated main campus. The center will include classrooms, a lecture hall and video conferencing capabilities.

For more information on Penn Highlands Community College, visit [www.pennhighlands.edu](http://www.pennhighlands.edu) or call 1-888-385-PEAK.



Demonstration of the control tower simulator

## John Murtha Johnstown-Cambria County Airport

Granting access to business and industry in the Johnstown area is a primary goal of the John Murtha Johnstown-Cambria County Airport.

"Having the capability to conveniently get in and out of Johnstown is important," said Bill Polacek, assistant chairman of the airport authority. "If we can make it easier for customers to come to Johnstown, it makes it easier for them to do business with local companies."

To that end, airport officials met with area business leaders to determine their needs and found a 6:30 a.m. departure was critical for effective business travel. Working with Colgan Air, the airport's carrier, they secured this flight, bringing the number of daily flights in and out of the airport to four.

For more information on the John Murtha Johnstown-Cambria County Airport, visit [www.flyjohnstownairport.com](http://www.flyjohnstownairport.com), or call 814-536-0002.