

SNAPSHOTS FROM 2019

IMPROVING OUR ECONOMY,
ONE BUSINESS AT A TIME

JARI 

2019 ANNUAL REPORT



JARI is the collaborative force that enhances all aspects of our region to grow a diverse economy and build vibrant communities.

2019

SNAPSHOTS OF A VIBRANT ECONOMY

BECAUSE A PICTURE IS WORTH A THOUSAND WORDS.

JARI was founded in 1974 with a basic goal of helping Johnstown recover as the American steel industry downsized. In 2019 JARI celebrated our 45th anniversary, having grown into a multifaceted non-profit agency that works to develop and improve a diverse regional economy – wherever that mission might take us.

From government contracting to workforce development, from cultivating entrepreneurs to financing business expansion, JARI continues to adapt our programs and initiatives to meet the needs of our region. We are grateful to our many stakeholders, boards of directors, and industry partners for their outstanding commitment to what we do, working side by side with our skilled staff toward shared goals. We also wish to thank the corporate and individual donors who help make it all possible.

It's never been an easy task to comprehensively summarize a year's worth of accomplishments at JARI. So this year, our annual report provides snapshots of our work – each chosen to illustrate how JARI is improving our economy, one business at a time. Thank you for reading!

Linda

Linda Thomson
JARI President/CEO




2,500
 RESIDENTS HAVE TAKEN PART


5,000
 VOLUNTEER HOURS ANNUALLY


\$18M+
 INVESTED INTO OUR COMMUNITY

SNAPSHOT: VISION TOGETHER 2025

Founded in 2015, Vision Together 2025 is Johnstown’s grassroots-led community and economic development initiative. It has enjoyed broad support from the business community, nonprofit sector, government at all levels, and the public.

Among the many projects driven by Vision include the redevelopment of the 50-acre Incline hillside. A network of mountain bike trails has already been constructed, leading to an increase in Incline ridership.

A riverfront park that would allow city residents direct access to the water

is planned, as seen in the artist rendering above.

Cambria County Conservation & Recreation Authority, Conemaugh Valley Conservancy, CamTran (which owns the Incline Plane), the City, and Community Foundation for the Alleghenies are among the stakeholders in the project, which highlights some of the main priorities for Vision: the rivers, economic development, and recreation.

The redevelopment has already attracted significant funding, and Vision leaders are hopeful ground will be broken within two years.




\$172.9M
 IN NEW CONTRACTS ANNOUNCED AT SHOWCASE FOR COMMERCE


156
 ACTIVE PTAC CLIENTS


1,185
 COUNSELING SESSIONS HELD

SNAPSHOT: JARI PTAC

JARI’s PTAC continues its work in helping area businesses of all sizes become prepared to compete for business from local, state, and federal government. A notable success in 2019 was Power Electrical, which was founded five years ago as a one-man shop by Kenneth Howard.

Through the PTAC, Howard’s business was able to become certified by the Commonwealth as a Disadvantaged Business Enterprise (DBE), which is defined as a for-profit small business where socially or economically disadvantaged individuals own at least a 51 percent interest and also control daily operations.

Achieving the DBE certification took a great deal of preparation and paperwork, but enabled Power Electrical to win a contract to perform incidental electrical repairs for a major local governmental agency. Recently the firm’s contract was expanded to include major repairs and upgrades.

All this means that Howard has been able to hire four additional electricians, and has plans to hire more. His collaboration with JARI continues, too – he expects that JARI’s workforce development program will be invaluable in helping fill these new positions.

SNAPSHOT: ENTREPRENEURSHIP

JARI continues to take the lead in encouraging entrepreneurial activity in our region, providing customized support for each individual entrepreneur as they develop their ideas into viable businesses.

One entrepreneur who received support through the program this year is Emilee Nelson. Nelson, who had some experience in the beauty industry, went back to school for additional training in esthetics – a branch of cosmetology that focuses on skin care, hair removal, and eyebrows and lashes. Her dream was to open a salon focused on esthetics.

Blake Fleegle, JARI Entrepreneurial Coach, helped Nelson to navigate the steps to form her business, Swanky Skin + Lash. A \$10,000 JARI microloan provided the start-up capital she needed to purchase supplies, salon furnishings, and retail products.

Nelson found the ideal location for Swanky Skin + Lash in Positive Images Spa Shoppes in Windber, which includes three additional salons offering related services such as microblading, massage, hairstyling, manicures, and pedicures. The four salons represent a one-stop shop for specialized beauty services.

With JARI's support, Nelson was able to take her business idea from a concept all the way through opening in just a few months.



72

**ENTREPRENEURS
IN THE ECOSYSTEM
PROGRAM**



36

NEW BUSINESSES



700+

**AREA HIGH
SCHOOL AND
COLLEGE STUDENTS
PARTICIPATED IN
ENTREPRENEUR
PROGRAMS**



SNAPSHOT: WORKFORCE

JARI's workforce program facilitates training programs to help qualified applicants move from unemployment or underemployment to family-sustaining careers. In 2019, JARI marked its fifth year using the Neighborhood Assistance (NAP) tax credit program, which allows businesses to earn 55% in tax credits through investing in projects that improve distressed areas, to fund training programs.

JARI used \$62,000 in NAP tax funding to enable 10 people residing in the City of Johnstown to earn a Commercial Driver's License (CDL). The students received their training at the Greater Johnstown Career and Technology Center, while the PA CareerLink of Cambria County provided additional support.

One of the students was Maurice Reed, who is now employed with McAneny Brothers, Inc. as a commercial truck driver who relishes his chance to have "a career, not just a job."

In fact, McAneny Brothers hired three of the new graduates. Amy Noon, Human Resources Director for McAneny, notes that "This grant has been valuable not only to employers, who were able to fill empty spots with well-trained and enthusiastic employees – but also for the individuals themselves, who are now well on their way to a prosperous career in transportation, a high-priority occupation."



"I can afford to keep my house and was able to buy a new car for the first time in my life... it all started with JARI and the NAP program. My hope is that the program continues to help others like me."

MAURICE REED, COMMERCIAL TRUCK DRIVER

\$253,397
**IN GRANTS FOR WORKFORCE
PROGRAM INITIATIVES**



40 JOB PLACEMENTS

**1,169 PEOPLE
PARTICIPATED IN 20
CAREER/RESOURCE FAIRS
AND OUTREACH SESSIONS**





Community Development Highlights

The Locust Street Park opened

\$1.2 million “channel maintenance” was initiated to improve effectiveness of the flood control system

\$1.2 million in sanitary system improvements was awarded to the City of Johnstown

SNAPSHOT: FINANCING

Elizabeth Hogue had built a successful career working with intellectually disabled adults, but she always dreamed of owning a daycare.

When an established daycare near her Gallitzin home went up for sale, she seized the opportunity with JARI’s help.

Michele Clapper, Vice President for Economic Development with JARI, worked with First National Bank and Hogue to put together a financing package using a microloan and the JARI Growth Fund. On June 27, 2019, Hogue took ownership of

Start Smart Learning Center, and has since grown the enrollment from 19 to over 35.

Start Smart offers before and after school care for young elementary ages, in addition to preschool.

“JARI has been an incredible resource to me, helping me work smarter rather than harder – for everything from marketing to human resources.”

ELIZABETH HOGUE, OWNER



**OVER \$514,000
IN MICROLOAN FUNDING
DEPLOYED TO 21 CLIENTS**



**MICROLOAN PROGRAM
EXPANDED TO INDIANA
COUNTY — NOW SERVING
7 COUNTIES**



**OVER \$527,000
IN JARI GROWTH FUND
FUNDING DEPLOYED TO
17 CLIENTS**

THANK YOU

1st Summit Bank	E.MAP	MASSolutions
AmeriServ Financial	First Commonwealth Bank	Northwest Bank
Barnes Saly & Company P.C.	First Energy	PA Department of Community and Economic Development (DCED)
Mike Brosig, LLC	First National Bank	Prime Design Solutions
Cambria County	Gvozdich Law Offices	Quaker Sales Corp.
Cambria County Association for the Blind & Handicapped	Highmark Blue Cross Blue Shield	Richland Township Supervisors
Catalyst Connection	HR Consultants, Inc.	S&T Bank
CTC Foundation	Ideal Markets	Small Business Administration (SBA)
Community Foundation for the Alleghenies	In-Shore Technologies, Inc.	Southern Alleghenies Planning & Development Commission (SAP&DC)
Conemaugh Health System/Duke LifePoint	Johnstown Wire Technologies	St. Francis University
Croyle-Nielsen Therapeutic Associates	Kongsberg	Craig Saylor
Defense Logistics Agency (DLA)	Laurel Holdings, Inc.	Somerset Trust Company
The EADS Group	William Locher	U.S. Department of the Treasury
	M. Glosser & Son	United States Department of Agriculture (USDA)
	Martin-Baker America	Vethos, LLC
		Wessel & Company

Our programs could not be successful without our Fund Drive, NAP Tax, and In-Kind contributors, along with our ongoing funding sources.

JARI STAFF

Linda Thomson - President/CEO
Debi Balog - Workforce Development Director
Holly Bodolosky - Staff Accountant
Michele Clapper - Vice President, Economic Development
Blake Fleegle - Entrepreneurial Coach
Lenora Leasure - Program Manager, JARI PTAC

JARI BOARD OF DIRECTORS

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Cindy Saylor - Executive Assistant
Lauren Thompson - Technical Assistance Advisor
Joette Watson - Chief Financial Officer
Wally Burlack - Vision2025 Development Consultant
Ryan Kieta - Vision2025 Development Consultant

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Steven G. Zamias, Sr. - President/CEO, Zamias Services, Inc.

Bradley R. Burger - President/CEO, Goodwill of the Southern Alleghenies
Frank J. Janakovic - Executive Director, Alternative Community Resource Program
Bishop Joseph D. McGauley - Senior Pastor, Jefferson Memorial First Born Church of the Living God

INDUSTRY PARTNERSHIPS CO-CHAIRS

BUSINESS AND EDUCATION
Michele A. Bonerigo - Program Manager, In-Shore Technologies
Carole M. Kakabar - Superintendent, Ferndale School District
ADVANCED MANUFACTURING, TRANSPORTATION AND TRADES
Lindsey Hilbrecht - Manager, Human Resources, North American Höganäs
Shawn D. Kaufman - Director, Human Resources, Riggs Industries
HEALTHCARE
Linda L. Fox - Recruitment and Retention Coordinator, Conemaugh Health System
SAFETY
David R. Johnson - Vice President, Safety Health & Environmental, North American Höganäs
B. Paul Seitz - Outside Sales Representative, American Natural Supply

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Jennifer L. Christman - Chief/EVP for Behavior Health Programs, VetAdvisor
Wayne C. Davis - General Manager/Site Director, Lockheed Martin AeroParts
Robert J. Eyer - Shareholder Emeritus, Wessel & Company
Keith A. Gindlesperger - Principal, H. F. Lenz Company
Adam S. Henger - Regional Director, Business Development, Maser Consulting
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Gregory S. Platt
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Jeffrey R. Wood - General Manager, Kongsberg Protech Systems
David B. Zucco - Vice President, Kongsberg Protech Systems



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