

PIVOT SUPPORT ADAPT



JARI 
Growing Your Region



2020

OUR MISSION

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

Without question, 2020 was a year for the history books. Many aspects of everyday life – personally and professionally — were radically different as we all adapted to restrictions designed to help curb the spread of COVID-19. We are fortunate that effective vaccines have been developed, and that we can look forward to continued easing of restrictions and a return to normal life.

I am very proud of JARI's efforts in this memorable year, as we pivoted our organization to find ways to support our clients and the economy of the region. Our staff adapted to working from home. We connected businesses to relief funding to help them stay afloat. We were unable to hold Showcase for Commerce in person, but we announced more than \$100 million in military contracts. And we found ways to help workers displaced by the pandemic.

But even as we adapted to challenges caused by the pandemic, we continued all of the activities JARI is known for – workforce development, government contracting, cultivating entrepreneurs, financing business expansion – that help build our local economy, one business at a time. It's simply not possible to provide a truly comprehensive report of JARI's accomplishments in 2020. So in this annual report, we'll share just a few success stories that illustrate how much our work matters – along with big-picture statistics that show the scope of what we do.

As we move ahead into 2021, JARI is grateful for the ingenuity and perseverance of our community through the pandemic. We especially wish to thank our many stakeholders, boards of directors, industry partners, and donors for their continued commitment to and enthusiasm for our mission. It's been quite a year, but we have found ways to pivot and adapt to support business development across the region. Read on to learn more!

Linda

Linda Thomson
JARI President/CEO



Pictured: Becky Mellon (L) and Carolyn Arotin (R)

FINANCING

GROWING A BUSINESS ONE STEP AT A TIME

Arotin's Hummingbird Estate is a personal care home in Patton that cares for about a dozen residents.

"We take care of elderly people who need more than assisted living, but are not quite to the level of needing nursing care," says Carolyn Arotin, the business owner. "We provide meals, activities, personal care and more in a home-like atmosphere."

Arotin first got involved with JARI five years ago through the St. Francis Small Business Development Center, when she was trying to find a facility to house her growing business. Michele Clapper, Vice President of Economic Development at JARI, helped her secure a loan.

"The first loan I received through JARI helped me purchase furniture and equipment to move into my new facility," she says.

Initially Arotin leased the facility. But later, JARI partnered with 1st Summit Bank to provide financing that enabled her to purchase it outright.

JARI has provided Arotin with a range of technical assistance as well, including the design and printing of brochures. Debi Balog, Director of Workforce Development, is currently helping her find qualified employees to fill a few openings.

"I wouldn't be where I am today without JARI," Arotin concludes. "The staff is wonderful, and I just can't say enough about their thoughtfulness, patience, and leadership."

JARI IN 2020



\$600,700 in microloan and JGF funding deployed to 22 clients

JARI IN 2020

44 new startups within our 6-county region

ENTREPRENEURSHIP

MAKING BUSINESSES GROW

Ryan Fondelier had built a successful home bakery, making home deliveries and supplying area cafes with bagels and other baked goods for about two years. He knew it was time to open a brick-and-mortar business, and with JARI's help, opened Ryan's Artisan Goods in the Cambria City location of the former Village Street Café in November 2020.

"When we first started talking, I was a little skeptical that JARI could actually help me with a loan," Ryan Fondelier says. "But they came through with that and much more."

"Our goal is to enable our entrepreneurs to do what they're good at, and let us help with technical things like licensing, loans, or whatever they need. Together, we can make their businesses grow," explains Blake Fleegle, Entrepreneurial Coach for JARI.

JARI helped Fondelier obtain a microloan so that he could invest in a large commercial convection oven to

make baked goods like cinnamon rolls, pizza, bread, and more. A grant through Startup Alleghenies has provided additional advertising support.

"Anything we've needed, JARI has been there for us," Fondelier says. "We were able to successfully open our restaurant during a pandemic, and are excited about the future."



Pictured: Ryan Fondelier

JARI IN 2020

62 entrepreneurs in the ecosystem program



Pictured: Kelly Roberts

JARI IN 2020

WORKFORCE DEVELOPMENT MAKING CONNECTIONS

Among the many ways JARI works to create and retain jobs is by participating in the Rapid Response Team of the PA Department of Labor & Industry, stepping in to help displaced local workers find equivalent positions. Kelly Roberts was working in accounting and finance for Bittner Vending of Davidsville when the firm was sold to AVI Foodsystems, which moved accounting functions out of the area.

"I transferred to working in operations for AVI after the sale, but finance is what I am trained to do – so I started looking," Roberts explains.

At the same time, Croyle-Nielsen Therapeutic Associates (C-NTA) was looking for a new finance director. Roberts' previous manager at Bittner had sent her resume to Debi Balog, workforce development director at JARI. Debi was familiar with C-NTA's work environment and background, and that knowledge helped her make the match.



8 graduates from DCED-funded welding program employed full-time



\$112,200 in training funds and mini-grants awarded



348 participants in training workshops

"Kelly has been a perfect fit," says Jesper Nielsen, Chief Executive Officer and Owner of C-NTA. "She has been absolutely amazing as our new Finance Director, figuring out where we are and how to take us to where we need to be."

Roberts, who started her new job in June, is the second referral C-NTA has received through JARI — the firm's Human Resource Director was hired in February after a similar process.

Amy and Jesper Nielsen, owners of C-NTA, got a microloan from JARI back in 2013, funding they

consider critical to the company's survival in the early days. Since then, both Niensens have been active volunteers with JARI. Amy began serving on the JARI Growth Fund Board in 2016, and today is a member of the JARI Board of Directors Executive Committee. Jesper is a member of JARI's Healthcare and Business and Education Industry Partnerships and has actively promoted connections between JARI and companies in Denmark, his native country.

"Having that relationship with JARI has been invaluable from the very beginning," Jesper Nielsen concludes.



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PTAC

GETTING READY FOR GOVERNMENT BUSINESS THROUGH HUBZONE

*Pictured:
Andy Coughenour*

Somerset Outdoor Equipment is a third-generation family business that was established in 1973.

“We’ve been looking to grow our business, so I went to a seminar here in Somerset County about government contracting,” says Andy Coughenour, son of the firm’s owner, Paul Coughenour. “That’s where I found out about the HUBZone opportunity, and got connected with JARI.”

HUBZone is a federal program that prioritizes certified businesses in historically underutilized geographic areas, including Somerset County in its entirety as well as much of the City of Johnstown. Coughenour began the process with Lenora Leasure, PTAC Program Manager, in October 2019, and was certified in July 2020.

“This certification sets us up for future growth after a very unusual year,” Coughenour explains, noting that the pandemic hit in the spring, normally a busy season for Somerset Outdoor Equipment. Product availability was also a challenge as the year continued, due to interruptions in the supply chain.

Coughenour adds that he is continuing to work with JARI to get on the GSA schedule, and that JARI also keeps an eye out for potential opportunities that might suit through the bid match program.

“We look forward to growing our business through these opportunities with JARI,” he concludes.

JARI IN 2020



Over \$129 million in government contracts awarded



950 hours of technical assistance provided to 225 clients



537 attendees participated in 5 outreach events

PIVOT

- 13,554 jobs retained; 379 jobs created
- 5,167 client counseling hours
- 576 clients assisted
- 159 training and outreach events with 1,990 participants

SUPPORT

- Assisted 17 companies with site assistance
- \$1.79 million awarded to JARI and JARI Growth Fund to support entrepreneurs and small business lending
- Over \$34,000 in non-COVID funding delivered to entrepreneurial clients

ADAPT

- Assisted 76 businesses with the PUA/PUEC system
- \$2,251,567 in COVID related grant funding to local businesses
- 27 displaced workers impacted by the COVID shutdown were assisted with job and training resources
- JARI's staff contributed 834 hours to COVID-related issues to 290 clients

THANK YOU

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

1st Summit Bank

AmeriServ Financial

Barnes Saly & Company P.C.

Cambria County Commissioners

Cambria County Association for the Blind & Handicapped

Concurrent Technologies Corporation

Craig Saylor

Crown American Associates

Croyle-Nielsen Therapeutic Associates, Inc.

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HR Consultants, Inc.

JWF Industries

KIZ Resources, LLC

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Liberty Wire Johnstown

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Northwest Bank

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Quaker Sales Corporation

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Richland Township Supervisors

S&T Bank

Somerset Trust Company

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Vethos, LLC

Wessel & Company

JARI STAFF

Linda Thomson - President/CEO

Debi Balog - Workforce Development Director

Holly Bodolosky - Staff Accountant

Michele Clapper - Vice President, Economic Development

Brenda Fike - Chief Financial Officer

Blake Fleegle - Entrepreneurial Coach

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Ethan F. Stewart - Certified Financial Planner, Centennial Financial Group

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

Bishop Joseph D. McGauley - Senior Pastor, Jefferson Memorial First Born Church of the Living God

Bradley R. Burger - President/CEO, Goodwill of the Southern Alleghenies

Reverend Sylvia J. King - Community Development Officer, AmeriServ Financial

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Karen Struble Myers - President/CEO, United Way of the Laurel Highlands

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David R. Johnson - Vice President, North American Höganäs

Carole M. Kakabar - Superintendent, Ferndale Area School District

Shawn D. Kaufman - Director of Human Resources, Riggs Industries

B. Paul Seitz - Hospice Liaison, Amedisys

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