

Meeting People Where They Are

2022 Annual Report



JARI 
Growing Your Region

JARI *in 2022*

1,238 jobs
created

18,093 jobs
retained

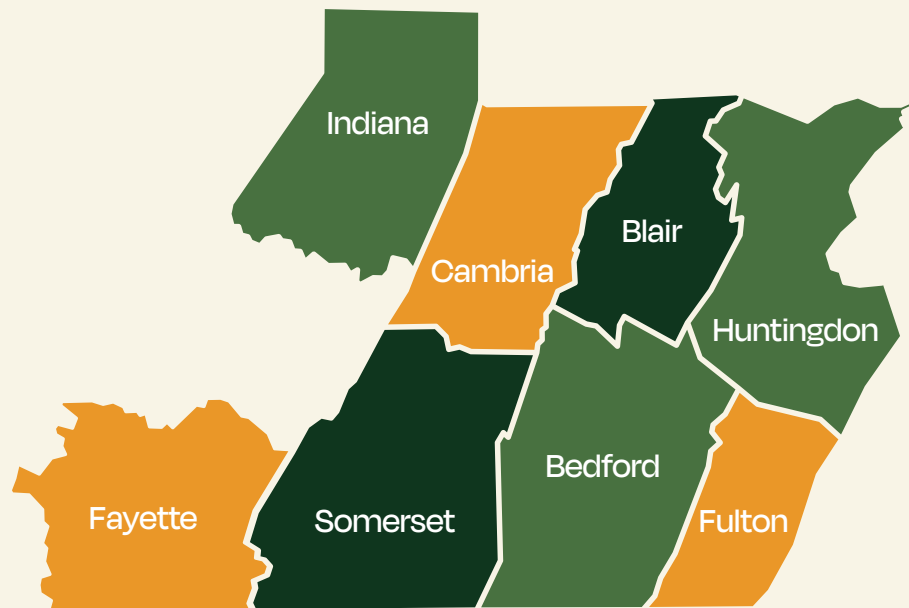
55 new
startups

625 clients
assisted

24 companies
supported with
site selection

Serving companies, of all capacities, in West Central PA:

- Business financing & incentives
- Entrepreneurial development
- Government contracting
- Real estate & site location assistance
- Workforce development



JARI was proud to represent the region at the Danish Defense Annual Conference (DDAC), SelectUSA Investment Summit, and Appalachian Regional Commission (ARC) Annual Conference.



Dear Friends and Stakeholders,

I am so proud of the way our team seamlessly meets people where they are. JARI travels throughout the Southern Alleghenies and beyond supporting our clients, be they startups or mature businesses, to deliver services from entrepreneurial coaching to workforce training. This is the way we meet our mission to grow a diverse economy and build vibrant communities. This past year marked a notable change: we expanded our work in Somerset County as the primary economic development agency. Our appreciation goes out to the Somerset County Commissioners, Somerset County Economic Development Council and Somerset County Chamber of Commerce for their support and enthusiasm as we have worked together to get the word out about our expanded services.

In this report for 2022, please note the increased activity related to startups, financing, new and retained jobs, and the downward number of displaced workers. The economy is certainly getting better after the impacts of COVID over the previous two years, while we anticipate even more economic activity as we move through 2023. Unemployment rates are down, and employment is up, across the region. We are poised for more investment, in both commercial and housing sectors, as we continue to enhance technology in our industrial base to augment competitiveness.

Thanks to our staff, Boards of Directors, Industry Partners, and Defense Business Council members for the focused attention to our mission and work. In addition, we have partners throughout the region, from Pittsburgh to Cumberland and from Huntingdon to Indiana, working with us to provide needed resources and services to our companies. I want to offer personal thanks to Bill Locher, JARI Chair, for his continuing support and to Jeff Cramer and Steve Howsare, Chairs of Johnstown Industrial Development Corporation (JIDC) and JARI Growth Fund (JGF), respectively. I would also like to thank Ed Sheehan for chairing the Defense Business Council and Showcase for Commerce. Now, heading into its 32nd year, Showcase promises to feature strong networks in the defense sector along with key capabilities of our regional business assets. Likewise, our Industry Partnership leaders in Advanced Manufacturing, Health Care, Safety, and Business and Education are key to the outstanding participation of local employers in our workforce programming.

JARI is meeting people where they are, thanks to our many stakeholders. Please enjoy this community report and let me know if you have any questions or would like additional information.

Linda Thomson
JARI President/CEO

Entrepreneurship

Kaley Kozian

Kaley Kozian had an idea to bring something new and different to the Ebensburg area – mushroom coffee. Kaley describes the beverage as “a delicate blend of mushroom extract and coffee beans mixed into a delicious, smooth brew that is less bitter than regular coffee.” With ongoing support from JARI, she was able to quickly open the doors to her new coffeehouse and community space, Bohemian Bean.

“JARI helped me with literally everything,” Kaley says. “From the big things like business planning and financing down to my website and logo.”

Kaley notes that although mushroom coffee is relatively new to the States, it is growing in popularity. Approximately 80% of her coffee sales are mushroom coffee. She has also grown to now partner with small local businesses to offer pastries and grab-and-go meals.

Bohemian Bean has become a community space, in addition to a coffee house, providing a gathering site for committee and business meetings, craft workshops, private parties, fitness classes and more.

“JARI is still on speed dial for anything that comes up,” Kaley adds. “I refer people to them on a weekly basis!”



192 entrepreneurs enrolled
in Cambria & Somerset
County Ecosystem ←

Workforce

JARI's Workforce Development team assists the community and local businesses in a variety of employee training, counseling, and recruiting services through mobilizing regional resources and streamlining industry partnerships.

**27 training workshops hosted,
serving 594 participants**

In August of 2022, JARI partnered with Johnstown Housing Authority (JHA) and PA CareerLink® Cambria County to develop and implement a pilot event at Oakhurst Homes in Johnstown. The Celebrate Oakhurst Community Resource Fair, which was designed to provide available career training and job opportunities to unemployed and underemployed residents to increase the area's workforce participation rate, was a wild success.

"We weren't sure if we were going to attract 10 or 100 people," says Debi Balog, Director of Workforce Development at JARI. "We were very excited to have 120 community members attend with 37 signing up to receive additional information."


"I think what made this event so successful was that we brought the training providers and resources directly to the residents," adds Jeff Dick, Site Administrator of PA CareerLink® Cambria County.

The resource fair attracted the attention of Senator Bob Casey's office, which was then able to obtain \$250,000 in Senate Appropriations funding to continue and expand workforce resources to three of the Johnstown-area public housing communities: Oakhurst, Solomon, and Coopersdale Homes.

The funding jump started the development of month-long work readiness training programs which will take place within the Homes and equip residents with a variety of tools to acquire family-sustaining careers.

Mike Alberts, JHA Executive Director, summarizes the vision, stating "We are committed to working hand-in-hand to support families in becoming more self-sufficient."

\$45,800
awarded in education &
training scholarships



\$356,992
received in program &
project grants



**102 employers & 400 job
seekers participated in the
Cambria County Job Fair**

JARI APEX Accelerator

Formerly JARI PTAC



JoLee Younkin was a registered nurse who was ready for a career change. With her husband's encouragement, she founded Centerville Enterprises: a small business focusing on landscaping, erosion control, site preparation, grading, facilities maintenance and more.

"When I first founded the company, it was obvious I needed to become eligible for multiple government contracts," JoLee explains. "With JARI's help, I was able to seamlessly complete a long list of certifications and registrations."

Among the company's certifications and registrations are the System for Award Management (SAM) registration, Pennsylvania Small Diverse Business (SDB) certification, Small Business Administration (SBA): Women Owned Small Business (WOSB) certification, HUBZone certification, and the PA Unified Certification Program (UCP) for Disadvantaged Business Enterprises (DBE) certification.

Her efforts with JARI are paying off as JoLee credits the JARI APEX Accelerator for helping her establish a facilities maintenance contract and successfully submitting several bids as a women-owned business.

"JARI has been a blessing to me," JoLee concludes. "Whatever I need, they're available to assist me."



617 hours of assistance provided to **201 clients**

→ **\$74.1 million** in government contracts awarded

Entrepreneurship

Josh Fosbrink



Josh Fosbrink was raised working in his family's greenhouse. When he began his own family, he knew he wanted to pass on that same love. Nearly 12 years ago, while serving as weatherman for WJAC-TV, the Fosbrink's started growing vegetables and flowers in their basement and selling them at local markets. When the interest in their items continued to grow, Josh knew it was time to turn the side hustle into a career.

"JARI helped us find a great location for our new business and navigate the process of getting financing, remodeling, building a 2,200 square foot greenhouse, and managing all the red tape of launching," Josh says.

Fosbrink's Four Seasons was a major success with first year sales totaling 50% above the family's most optimistic expectations.

"We began selling produce from local farms in addition to plants and flowers, and the community support was just incredible," Josh notes.

"JARI also helped us with the challenges associated with quick success."

The business has big plans for its second year, including a larger sales area, more school fundraising events, and expanded kids' activities during the fall season.

"JARI clients come from a variety of backgrounds and become

entrepreneurs for many different reasons," explains Blake Fleegle, JARI Entrepreneur Coach, "and Josh's story, like every entrepreneur's story, is unique in that what you may need along the way and when you may need it looks different for every single individual. When you're ready to take on a new business, JARI will assist you every step of the way."



 **\$127,425** in tax credits awarded through the
Keystone Innovation Zone (KIZ) Program

Financing

JARI provides assistance in capital growth through two loan programs: JARI Microloan and JARI Growth Fund (JGF). Since launching the programs, over \$5 million in funding has been distributed to small businesses. From wellness centers to restaurants and daycares to farms, the loan programs proudly serve virtually all industries within the Southern Alleghenies region of Bedford, Blair, Cambria, Fulton, Huntingdon, Indiana, and Somerset Counties. As businesses continue to grow, JARI and JGF remain a resource for scaling needs.

In 2022, JARI supported **337 businesses** through financing and technical assistance.



**Gregory & Barbara Walker
Larenas**

SOMERSET, SOMERSET COUNTY

5,780 hours
of technical assistance provided



**Kelly McGee
Aesthetics by Kell**

BEDFORD, BEDFORD COUNTY



David Garman
Cambria Springs Service

JOHNSTOWN, CAMBRIA COUNTY

\$5.1 million
awarded in financing
& tax credits



Katie Rhodes
Kay and Dean

JOHNSTOWN, CAMBRIA COUNTY



Brandon Smith
***Laurel Highlands
Therapeutic Academy***

EBENSBURG,
CAMBRIA COUNTY



Lavona Smith & David Jurcic
***L & D Multicultural Academy of Beauty and
Barber Science***

JOHNSTOWN, CAMBRIA COUNTY

38 microloans & JGF
loans closed totaling
\$1.04 million



Michael & Cindy O'Neill
Lou Who's Pizza and Pasta

PATTON, CAMBRIA COUNTY

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	El Jalisco	KIZ Resources, LLC
Ameriserv Financial	Elmer C. Laslo	Liberty Wire Johnstown
Anthony's Restaurant	First National Bank of PA	Lockheed Martin Corporation
Asiago's Tuscan Italian	Fleegle Cinemas	New Pig Corporation
Barnes Saly & Company P.C.	Goodwill Industries of the Southern Alleghenies	Northwest Bank
Cambria County Drug Coalition	Gray Physicians Supply, Inc.	Panera Bread
City of Johnstown	Gvozdich Law Office	Paris Uniform Services
CJL Engineering	H.F. Lenz Company	Penn Highlands Community College
Concurrent Technologies Corporation	Highmark Blue Cross Blue Shield	Pepsi Bottling Company
Conemaugh Health System	Hiram G. Andrews Center and Commonwealth Technical Institute	Prime Design Solutions
County of Cambria	Honeywell: Safety & Productivity Solutions	Saint Francis University
County of Somerset	Horizon Information Systems	Somerset Trust Company
Crown American	Human Resources Association of the Alleghenies	Steel City Axe
Croyle-Nielsen Therapeutic Associates, Inc.	Indiana University of PA - Department of Safety Sciences	The Tribune-Democrat
Donna Christopher - State Farm Insurance Agency	Italian Oven Restaurant of Johnstown	Veteran Community Initiatives, Inc.
EADS Group	JWF Industries	Visit Johnstown PA
Eat'n Park		William J. Locher, Jr.
		WJAC-TV

Special thanks to all who contributed to a successful 31st Anniversary of Showcase for Commerce resulting in \$233 million in local contracts awarded!

CURRENT JARI STAFF

Linda Thomson – President

Tasha Adams – Marketing & Outreach Specialist

Holly Bodolosky – Staff Accountant

Michele Clapper – Vice President,
Economic Development

Brenda Fike – Chief Financial Officer

Blake Fleegle – Entrepreneurial Coach

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APEX Accelerator

Cindy Saylor – Executive Assistant

Lauren Thompson – Technical Assistance Lead

Bryan Young – Administrative Professional

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Ethan F. Stewart – Investment Advisor, Centennial
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Banker III, First National Bank of PA

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Housing Authority

Rev. Sylvia J. King – Community Development Officer,
AmeriServ Financial

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Tableland Services, Inc/Community Action Partnership
– Somerset

Karen Struble Myers – President, United Way of the
Laurel Highlands

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In-Shore Technologies

Linda L. Fox – Recruitment & Retention Coordinator,
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Lindsey Hilbrecht – Manager – Human Resources,
North American Höganäs

David R. Johnson – EHS Manager, North American
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Kongsberg Protech Systems USA

David B. Bjornberg – Director, Engineering Solutions &
Manufacturing, Compass Systems

Jennifer L. Christman – President, My Advisor/
VetAdvisor

Wayne C. Davis – General Manager/Site Director,
Lockheed Martin AeroParts

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Development, Colliers Engineering & Design

Matthew C. Johnson – General Manager, Martin-Baker
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JWF Defense

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Protech Systems USA

David B. Zucco – Vice President, Kongsberg Protech
Systems USA

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

Proudly serving West
Central PA since 1974



Growing Your Region

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