

CLEARLY AHEAD TIMES

Clearly Ahead

SUMMER 2016



Development

Clearly Ahead Representatives and Commissioners Sobel and Scotto had a “Successful” Trip to China

SPECIAL POINTS OF INTEREST

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Left to Right: Chinese Representatives from Stanly Fertilizer, VP of Energy and Business Development Paul McCloskey, Commissioner John Sobel, Clearly Ahead Development Chairman David Schultz, Commissioner Tony Scotto and Clearly Ahead Development CEO Rob Swales.

The business delegation made up of Clearfield County Commissioners John Sobel and Tony Scotto, along with Clearly Ahead Development staff, Rob Swales, Chief Executive Officer, Paul McCloskey, Vice President of Energy and Business Development, and Clearly Ahead Development Board Chairman, David Schultz, have returned to the United States after 7 days on an international business & trade development mission in China.

The group arrived in Beijing on April 8th and spent several days meeting with multiple trade groups & business leaders before journeying south to Lanling County for additional meetings. The Lanling County outreach also included the formal execution of the sister-county agreement between Clearfield & Lanling Counties. The sister-county agreement was signed by both sides on April 12th and is the next step for establishing economic & cultural ties between the two counties. Officials hope it will be the catalyst for expanding dialogue & business opportunities for area businesses....*continued on next page*

Signing Sister-County Agreement between Lanling County and Clearfield County



4th Annual International Vegetable
Exhibition hosted by Lanling County

Continued from Page 1....

While the United States' governmental structure is divided into geographical areas of diminishing size beginning with state, county, and then city/municipal levels, China's administrative structure is similarly divided by diminishing size but instead into Provinces, Cities, and finally Counties. Lanling County is one of 12 counties located in the city of Linyi situated in Shandong Province. High speed rail connects Lanling County to the cities of Beijing in the north and Shanghai in the south.

The affairs of Lanling County are managed by Governor Xue Feng who was in attendance at a dinner the delegation attended on April 11th, Clearfield County's first day in Lanling. The dinner was hosted by Governor Xue's superior from Linyi City, Director Li Yerong, along with other members of the Lanling County and Linyi City governments. Several business leaders were in attendance at the dinner from multiple facets of industry. Director Li presented the delegation with information about the region as a whole including the local business climate, cultural influences, and infrastructure. Near the end of the dinner, Director Li expressed interest in organizing a business delegation from Linyi to visit Clearfield County in the second half of 2016 to learn more about investment opportunities & potential ways the two regions can collaborate.

On the second day in Lanling County, the delegation attended the 4th Annual International Vegetable Exhibition hosted by Lanling County. Commissioner Sobel remarked that "Lanling County is the vegetable capital of China. Their agricultural exposition is like our Clearfield County Fair. It was interesting to see how the two rural counties in two different parts of the world celebrate agriculture in a similar fashion." Later that day, Commissioner Sobel presented a speech highlighting the assets of Clearfield County to a packed audience of investors looking for opportunities in Lanling County and abroad. Following his speech, Commissioner Sobel was approached by the President of a local mining company in Lanling and expressed interest in discussing Clearfield County with him in greater detail.

After their time in Lanling County, the delegation made a follow-up visit at the headquarters of a company that had visited Clearfield County in the past while exploring options for a new manufacturing facility. While meeting with the company, the delegation learned more about the company's plan for US investment and was able to tour their existing manufacturing facility. Following lunch hosted by company officials, the group returned to Beijing.

On the final day in Beijing, the Clearfield County delegation met with the China Petroleum & Petrochemical Engineering Institute (CPPEI) who had also sent a delegation to Clearfield County in September 2015. Rob Swales, CEO of Clearly Ahead Development expressed the importance of the visit, stating, "Clearly Ahead has been fostering relationships with multiple foreign-direct investment delegates from all over the world in the past 3 years. We have hosted multiple company site visits with and government delegations from China of recent. The entire week was a critical step to foster growth of these relationships with companies we have been working with during this outreach. There are opportunities for business attraction as well as business expansion for our local businesses in Clearfield County." Following the meetings & lunch with CPPEI, the delegation flew back to the United States on April 14th. Currently Clearly Ahead is in the early stages to prepare for up to four separate Chinese Investment Delegations to visit Clearfield County as a direct result of Clearfield County's visit to China.



Commissioner Sobel's Investment Fair Speech During China Visit

To all of the attendees of the Investment Fair of Lanling, thank you for your gracious invitation to visit your beautiful county and greetings from Clearfield County, Pennsylvania, USA. My name is John Sobel. I am a County Commissioner representing Clearfield County. On behalf of the Clearfield County government and our economic development company, Clearly Ahead Development, we are honored to be with you today and are delighted to share information about Clearfield County and learn more about Lanling County.

Clearfield County and Lanling County have much in common. Both Counties have abundant natural resources and dedicated hard working citizens. Our two counties are welcoming to visitors with the potential to learn from each other. Centrally located in the Commonwealth of Pennsylvania, Clearfield County is home to the 2nd-longest intercontinental highway system in the United States that runs from New York City in the east to San Francisco, California in the west. This highway enables travelers and industrial goods to get transported from Clearfield County to anywhere on the Atlantic Coast to the eastern half of the USA within a day's drive. Our county is located within a 4-hour drive of over 100 million people including major metropolitan areas such New York, Cleveland, Philadelphia, Baltimore, Buffalo, and Washington D.C. In addition to being able to access these major American markets, many of these cities include large shipping ports that reach worldwide markets.

From an international perspective, Clearfield County is located less than 3 hours from the Canadian border and has two railroad systems which provide an alternate mode of transportation for getting finished goods to market as well as bringing raw materials in for manufacturing. Buffalo & Pittsburgh Railroad is a class-2 railroad system with a multi-modal yard in Clearfield County which can provide rail transport to west coast ports of the United States and subsequently, easier seaway access to Asian markets. We also have two airports within one hour's drive that provide one stop service to international destinations in Asia, South America, the Middle East, Europe, and all of North America.

Clearfield County has a dedicated, well trained and educated workforce that takes pride in their workmanship and are good stewards of the environment. From oil and gas production, to powdered metal fabrication, and from lumber products to food services and storage, Clearfield County has much to offer the world. We also have world class educational facilities in our county such as Lock Haven University, Penn State University, DuBois Business College, along with various trade schools such as Triangle Tech and the Clearfield County Career & Technology Center.

Clearfield County, like Lanling County, is full of the wonders of the outdoors and majestic beauty. Clearfield County is in the part of the United States known as the "Pennsylvania Wilds." In our county, we have an abundance of fresh water fishing streams and lakes, state game lands that allow for hunting of deer, elk, bear, and other wildlife, and a great deal of outdoor recreational areas for our public to enjoy. We would welcome you to come to our county to enjoy our vast number of outdoor events and to enjoy the majestic nature that is in Clearfield County.

Clearfield County is also rich in natural resources. Our county offers the worldwide community some of the best quality hardwood lumber, clean burning coal, natural gas, and low-cost electricity. Shale resource development has revolutionized the energy landscape in the United States and around the world. Clearfield County has a superabundance of natural gas from the prolific Marcellus Shale. The county is home to many companies engaged in the shale extraction process. These companies engage in horizontal drilling, hydraulic fracturing, fluid management, waste water treatment, gas processing, pipeline development, and production equipment manufacturing.

The superabundance of natural gas in Pennsylvania has resulted in very low-cost energy for companies that locate in Clearfield County. A 597-megawatt power plant is currently under construction in Clearfield County which will provide low-cost electricity to local businesses. Recently, the wholesale price for natural gas in the United States has averaged around \$67 per thousand cubic meters while the wholesale price for natural gas in Clearfield County has averaged around \$33 per thousand cubic meters due to our tremendous production from the Marcellus Shale formation. This creates a tremendous opportunity for companies that use large volumes of natural gas to consider locating to Clearfield County to benefit from this historic opportunity. Companies involved in fertilizer & chemical production, pulp & paper processing, steel & aluminum manufacturing, power generation, and food processing would enjoy a distinct advantage operating in Clearfield County due to our low-cost energy.

One last unique characteristic is that our region is also considered to be the powdered metal fabrication capital of the world. Powdered metal refers to a technique known to apply powdered metal alloys to extreme pressures and sintering to create specialized metal components. This process originated in Pennsylvania and is utilized extensively in the automotive, hardware, electronic, and lawn & garden industries.

Your famous calligrapher and poet Wang Xizhi (wrote in his beautiful Preface to the Poems Composed at the Orchid Pavilion, that "The bond between people will quickly span a lifetime".

In that same spirit, Clearfield County and Lanling County are creating a bond that will last a lifetime and more. The coming years of mutual economic development, investment and cultural exchange will bring better lives and greater opportunity for our citizens. Thank you for that. We know that with our many years of shared success before us, a bright future lies ahead for Lanling and Clearfield Counties.

We welcome the opportunity to learn about your business and ways that we can work together to increase trade opportunities for both of our counties. We also look forward to providing introductions to companies in Clearfield County that you would like to partner and do business with. Lastly, we look forward to the prospect of Lanling County companies investing in Clearfield County and Clearfield County companies investing in Lanling County.

Thank you for this opportunity.

John A. Sobel, Chairman, Clearfield County Commissioners



2016 Clearly Ahead Development Members

<i>Margaret Williams</i> Advanced Disposal	<i>Loretta Wagner</i> Clearfield Revitalization Corporation	<i>Colleen Williams</i> Glenn O. Hawbaker	<i>Linda Lewis</i> Naddeo & Lewis	<i>Dave Reed</i> Reed Brothers	<i>Kim Kovall</i> Swisher Contracting
<i>Peggy Amon</i> Amon, Shimmel & Walsh Realtors	<i>Joel Peterson</i> Clearfield Wholesale Paper Company, Inc.	<i>Mark Glenn</i> Gwin, Dobson & Foreman	<i>David Waples</i> National Fuel	<i>Mitchell Harvey</i> RES Coal	<i>Eric Cummings</i> The Cummings Law Firm
<i>* Tom Pfingstler</i> Atlas Pressed Metals	<i>Richard Shaffer</i> Clearfield-Lawrence Twp. Joint Airport Authority	<i>Eric Beckes</i> Hallstrom Clark Electric	<i>Jeff Miller</i> North Central PA Building & Construction Trades Council	<i>Gerry Hatcher</i> Retired Member	<i>Tim Winters</i> Tim Winters Enterprises
<i>Harry Katzen</i> Beaver Development	<i>Brian Wingard</i> CNB Bank	<i>Robert Grieve</i> Hallstrom Construction	<i>* Tom Weible</i> Northwest Industrial Resource Center	<i>Kenneth Starr</i> Retired Member	<i>Garry Brannon</i> TMP Mfg. Co.
<i>Robert Grimminger</i> Bob's Army & Navy Store, Inc.	<i>Dan Corbet</i> Corbet Construction	<i>Dawn Shaw</i> Helmhold & Stewart Group	<i>Eric Johnson</i> Northwest Savings Bank	<i>Ray Walker</i> Retired Member	<i>Kristy Smith</i> United Electric Cooperative, Inc
<i>Diane Morgan</i> Boyles Insurance	<i>David Thorp</i> Curry & Associates	<i>Steven Lynch</i> Herbert, Rowland & Grubic	<i>Jason McCoy</i> Paris Cleaners, Inc	<i>Robert Brown</i> Retired Member	<i>Holly Komoncz</i> Visit Clearfield County
<i>William Graham</i> Bradford Township	<i>David Schultz</i> David Schultz Airshows	<i>Jeff Ream</i> J. Ream Engineering Consultants	<i>Terra Wert</i> PC Works Plus, Inc.	<i>* Tim Fannin</i> Retired Member	<i>Katherine Eckley</i> Walter Hopkins and Company
<i>Bill Henry III</i> Burford & Henry Real Estate Services	<i>Pamela Peters</i> Decatur Township	<i>Brad Lashinsky</i> Jefferson County Department of Development	<i>Brian Paganie</i> Penelec, A First Energy Company	<i>Tim Potts</i> RJ Corman Railroad	<i>Gene Hagens</i> Westover Borough
<i>Kevin McMillen</i> Burns & Burns	<i>Joe Varacallo</i> Developac, Inc.	<i>Jack Woodford</i> Johnson Machine Company	<i>Gary Macioce</i> Penn Highlands - Clearfield	<i>David Monella</i> Sandy Township	<i>John Lee</i> Wickett & Craig of America
<i>Tracy Clark-Radziet</i> Catalano, Case, Catalano & Clark-Radziet	<i>Andy Swales</i> DMS Environmental Services	<i>Jerry Bankovich</i> KTH Architects	<i>Doug Cunningham</i> Penn Pallet, Inc.	<i>* Joseph Sheetz</i> Sheetz Inc.	<i>Mark Harley</i> WOKW Raymark Broadcasting Co.
<i>Kim McCullough</i> Chamber of Commerce of Clearfield	<i>Jodi August</i> DuBois Chamber of Commerce	<i>KC Lezzer</i> Lezzer Lumber	<i>Matt Checchio</i> Penn State University - DuBois Campus	<i>Wayne Emigh</i> Sherwin Williams	<i>John Woolridge</i> Woolridge Coal Company
<i>William Shiner</i> Clearfield Bank & Trust Company	<i>David Lilly</i> Elmco, PA LLC	<i>Kimberly Clark-Yoder</i> Little Pine Resources	<i>Brian Terborg</i> Pennsylvania Grain Processing	<i>Michael Buerk</i> Summit Consulting Services	<i>Richie Smith</i> Xtreme Wear
<i>Leslie Stott</i> Clearfield Borough	<i>Christene Dahlem-Neeper</i> Gant Media	<i>William Curley</i> Lock Haven University - Clearfield Campus	<i>Lou D'Amico</i> PIOGA	<i>Robert Swales</i> Swales Styleline Upholstery	 * New Members for 2016 Thank you for your support of Clearly Ahead Development
<i>Todd Grady</i> Clearfield County Area Agency of Aging	<i>Tom Gasbarre</i> Gasbarre Products	<i>* Rob Edwards</i> Moena Venture, Inc.	<i>* John Kordish</i> Premier Planning & Management	<i>George Heigel</i> Swift Kennedy Insurance Group	
<i>John Williams</i> Clearfield Municipal Authority	<i>Richard Snyder</i> Glendale Industrial Development Association	<i>Stan LaFuria</i> Mo-Valley EDP	<i>* Patrick Fleckenstein</i> Punxsutawney Area Chamber of Commerce	<i>Jeannine Swisher</i> Swisher Concrete Products, Inc.	

SCORE Program

Gerry Hatcher, a former Clearfield County Commissioner and retired small business owner is partnering with Clearly Ahead, Penn State and Clarion University SBDC to rejuvenate the SCORE program in Clearfield County. SCORE is an organization that mentors small business owners and operators and can help individuals looking to start their own small business or looking to grow their business by providing free consultation to new or existing businesses.

Every year, SCORE volunteers to help thousands of entrepreneurs start small businesses and/or achieve new levels of success in their existing businesses. Volunteering at SCORE is a way for many well experienced entrepreneurs and leaders to give back to the community, connect with fellow business owners, and pass on knowledge and expertise to the next generation of entrepreneurs in our community. SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship.

SCORE offers free confidential business mentoring in person or via email, free business tools, and inexpensive or free workshops. For more about the SCORE Program visit their website at



FAM Tour

Mr. McCloskey recently attended a FAM Tour sponsored by CorePA in Cooksburg, Clarion County. CORE PA is an initiative focused on creating and retaining jobs in the 53 county Core Region of the Commonwealth of Pennsylvania through aggressive marketing to foreign investors and PA companies ready to reshore their manufacturing. The ultimate goal of this program is to increase the visibility of Pennsylvania and the 53 county Core Region of the Commonwealth to potential investors in both the domestic and international arenas, and ultimately bring industry and job growth to our region.

Mr. McCloskey said there were a group of international journalist, all editors of foreign publications. Also in attendance were two reporters from the US, one from Nigeria, Australia, Canada, India and from the United Kingdom.

Mr. McCloskey gave an hour long presentation on the "Future Opportunities from the Energy Sector". This presentation included an overview of the Marcellus Shale, overview of US natural gas and pricing as well as other energy related topics. To view Mr. McCloskey's full presentation visit Clearly Ahead Development's Facebook page.



On the left: Commissioner Sobel giving his speech at the Investment Fair during the China visit. (See page 3 for entire speech)

Above: Commissioner Sobel giving his speech.

Above Far Right: Governor Xue Feng (white shirt)



Clearly Ahead Development Members Success Stories



Membership Benefit

As a benefit to our valued Clearly Ahead Members we will now be offering to include your business success stories in our quarterly newsletter. If your business has had a success story you would like to share with our membership please forward your article to Cathie at censminger@clearlyahead.com.

Clearfield Wholesale Paper Online Catalog

You can now access the online catalog and store. Customers can now place orders, shop from their huge selection of products and manage their account online at www.cwp-online.com. All you have to do is request a username and password from Clearfield Wholesale by going to their website, clicking "login" then "new account" and follow the prompts. If you have any questions about the online catalog contact Eric Fox at Clearfield Wholesale Paper at er-icf@cwp-online.com.

Thank you Clearfield Wholesale Paper for your support of Clearly Ahead Development.



Lezzer Lumber Ranked #43 Nationwide by ProSales Magazine

Lezzer Lumber is a family owned and operated company that has been headquartered in Curwensville, Pennsylvania since its inception in 1927. Based on sales for 2015, Lezzer Lumber has been ranked #43 in a list by Pro Sales Magazine of the leaders in the building materials industry that sell to professional builders. For the year 2015 Lezzer Lumber reached \$125.2 million in sales spanning our eleven locations throughout Pennsylvania. This was a 12.2% increase in overall sales from 2014 where Lezzer Lumber was ranked #49 in the Top 100 list. Lezzer Lumber attributes the sales increase to the dedication of the sales staff to customer service. The Lezzer family has always taken pride in Lezzer Lumber employees for facilitating our continued growth and success through the years.

Climbing up the ranks with these industry leaders has been a goal of the Lezzer family since the first retail expansion of Lezzer Lumber in 1972. Over the last 88 years, Lezzer Lumber's growth in the industry has led to the opening of two manufacturing facilities along with the 11 retail locations, maintaining over 400 employees statewide.



Thank you Lezzer Lumber for your support of Clearly Ahead Development.



Results of the 10th Annual Clearly Ahead Development Golf Tournament

Elmco.....	59	1st Place
DMS Environmental/Blair Petroleum.....	66	2nd Place
CNB Bank.....	67	3rd Place
The Cummings Law Firm	68	
Clearfield Bank & Trust.....	70	
Johnson Machine.....	71	
Curry & Associates	71	
PA Grain Processing.....	73	
Bradford Energy	75	
Beaver Development/Domtar	75	
Denny's Beer Barrel Pub	76	



Visit Clearly Ahead Development's Facebook page for full results.

SAVE THE DATE 2nd Annual Dwight "Skip" Koerber Memorial Golf Tournament

Mark your calendars for the 2nd Annual Dwight "Skip" Koerber Memorial Golf Tournament. The event will be held **August 26, 2016 at the Clearfield-Curwensville Country Club.**

All proceeds will benefit the Clearfield Soccer Association.

Invitations and registration will be sent at a later date and immediately available at the Clearfield Curwensville Country Club.

