

PRESS RELEASE

The Indiana County Chamber of Commerce
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FOR IMMEDIATE RELEASE

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FOCUS ON MARCELLUS

Indiana, PA –

The ever expanding energy industry and in particular the Marcellus Shale Play across the northeastern United States continues to be the focus for future economic development successes in Indiana County. The Indiana County Chamber of Commerce has kept its efforts on track to make Indiana County a focal point for all forms of energy-related industry growth and expansion. This week in its monthly Chamber Connection publication, the Chamber asked members to respond as to what products or services their business is able to provide to the energy, and in particular the Marcellus Shale natural gas industry. “We are in the process of putting together a matrix of available products and services in Indiana County that lend themselves to providing what the energy industry needs”, said Chamber president Dana Henry. Henry said that according to Kathryn Klaber, new president and executive director of the Marcellus Shale Coalition, a non profit group that represents companies working to tap energy sources in the Marcellus Shale rock layers all of this natural gas production means more and better jobs for the state that can certainly use an economic boost. Henry also said that according to a report from Penn State, the responsible development of the Marcellus Shale could yield more than 211,000 new jobs by 2020 - jobs that will be filled not only by those who drill the wells, but by those who drive the trucks and manufacture the pipe, and also by accountants, scientists, chefs and engineers. Henry said that it's part of a phenomenon that industry professionals have started to call the "Marcellus Multiplier"- for every \$1 that Marcellus producers spend in the state, \$1.90 of total economic output is generated. With nearly 600,000 Pennsylvanians currently out of work, has there ever been a time when this investment was needed more?

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Henry said that Klaber was quoted as saying that “Ultimately, the extent to which these opportunities will be realized will depend on whether we can put in place a tax, legislative and regulatory framework that keeps Pennsylvania ahead of the curve in attracting the investment needed to economically develop the Marcellus. It will also require a renewed effort by industry to do a better job of communicating the tremendous benefits of this work - while responding in an honest and straightforward way to any concerns folks may have on the continued protection of their air, water and surrounding environment.” Henry said that the Chamber is now working to make the products and services matrix for Indiana County available to the industry. “We plan to do it in print form as well as via the Chamber’s website,” said Henry. “Right now the important thing is to get all of the information submitted and compiled. I hope that Chamber members will answer the call and provide the information as requested,” said Henry. Chamber members should use the form that was included on the back cover of the August Chamber Connection to communicate their information. The form can be faxed back to the Chamber office at 724-465-3706. Chamber members or other businesses and services in the county who do not have a copy of the submission form can contact the Chamber at 724-465-2511 or my e-mail to dphenry@wpia.net. Recently Westmoreland Community College announced Roustabout Training courses that will be offered at the junior college’s Youngwood campus location. “This is physically demanding work requiring 12-hour shifts outside in all kinds of weather,” said James Hayes, WCCC director of workforce development. Some drilling jobs require 14 consecutive working days with 14 days off. “Employers will not tolerate drugs and workers will be randomly drug tested,” said Hayes. The three-week Roustabout Training program will begin September 13 and classes meet Monday through Friday. The training is a highly interactive, industry-oriented program and will be taught by expert instructors. Class size is limited to 15 students. The sessions are free, but prospective applicants must register by calling Pennsylvania CareerLink Westmoreland at 724-755-2330.

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On behalf of Elizabeth Gregg, Indiana County Commission For Women representative and chair of the Chamber's Women's Business Issues Committee, Henry announced details for the upcoming IUP Supplier Diversity Fair. Henry said that according to the IUP website, the Supplier Diversity Fair is a community support initiative intended to develop more and better opportunities for women and minority suppliers to gain access to procurement opportunities at IUP. The program is also intended to increase business-to-business networking among IUP suppliers. The third annual Supplier Diversity Fair will again provide a forum for participants to display their products and services. Participants will be able to meet with IUP faculty and staff members who are responsible for requisitioning products and services for the university. Organizers of the event indicate that IUP knows the benefit that comes from working with locally-owned businesses in the Commonwealth and in the greater Indiana community. IUP continually strives to be a good corporate citizen that supports its community and its commerce. The website further says that the university's commitment to diversity effectively encompasses the community in which it operates and includes a Supplier Diversity Program for contractors, vendors, and suppliers. Through its Supplier Diversity Program, IUP works collaboratively with the community to cultivate greater business opportunities for companies owned by minorities and women. Through its Supplier Diversity Program, the university promotes business development and facilitates the economic growth of the community and helps build productive relationships that enable continued growth and development. Supporting diversity through socially responsible purchasing is another way the university contributes to the economic viability of the community. The event's structure is as follows:

Mission

The mission is to extend its support for diversity to the entire Indiana community and continue to contribute to the economic growth of the region the Commonwealth.

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Overview

Although the university has an overwhelming mandate to spend less and improve services, IUP's purchasers will have greater authority and will be more responsible for producing results. Buying decisions can now focus more on overall best value, performance, and quality, not on price only. The IUP Supplier Diversity Program is a community support initiative intended to develop opportunities for women and minority suppliers to gain access to procurement opportunities at IUP. The program is also intended to increase business to business alliances and initiatives among all IUP suppliers.

Goals

- Increase departmental awareness of the university's commitment to diversity and its Supplier Diversity Program
- Educate suppliers regarding how to conduct business with the university
- Give every reasonable business opportunity to minority-owned businesses to do business with the university

The IUP Supplier Diversity Fair is on Monday September 20 from 8:00 am to Noon in IUP's Hadley Union Building. The 2010 Supplier Diversity Fair Registration Form is available online at the Chamber's website at www.indianapa.com/chamber. Chamber members are encouraged to avail themselves of this important opportunity.

Henry said that recently Indiana County has been identified as an ideal location for a True Value hardware store. Henry recently met with representatives of the national home town hardware store chain. According to company representatives, True Value hardware stores are owned and operated by local entrepreneurs who reside in the communities they serve. These stores focus on providing a one-stop shop for "do it yourself" customers and independent contractors seeking a solution to their small home improvement needs. The company representatives said that what sets a True Value hardware store apart is the owner's community involvement and commitment to a high level of service. Henry said that he has information available through the Chamber office for any Indiana County entrepreneur who may have an interest in a small town hardware store ownership opportunity.

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Chamber Relations Committee chair Bob Kanick announced the August 19 Chamber Business After Hours event to be hosted at the Indiana County Jimmy Stewart Airport from 5:00 pm to 7:00 pm. He encouraged Chamber members to RVSP through the Chamber office as soon as possible. Kanick also announced the special Chamber member VIP Reception on Monday August 16 from 5:00 pm to 7:00 pm. Chamber members can contact the Chamber office for event details.

Henry announced the following new Chamber members for the month of July: Furnish 123, Bob's Pizza, Community Magazine Group, Thunder Mountain Lenape Nation and Uptown Fitness.

Chamber first vice-chair Dominic Paccapaniccia announced that the next meeting of the Indiana County Chamber of Commerce Board of Directors is scheduled for September 16. He also reminds the Chamber Board and members about the Annual Chamber Membership Luncheon Meeting scheduled for December 3.

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