NEPA’s Board of Directors 2019-2020

CARBON COUNTY
Kathy Henderson 610-379-5000 khenderson@carboncountychamber.org
Marilyn Kissner 570-421-4433 mlkissner@lehighvalleychamber.org
Wayne Nothstein (County Commissioner) 570-325-3611 waynenothstein@carboncounty.net
Harold Pudliner 570-427-8640 weatherlyboro@gmail.com
Joseph Sebelin (Executive Committee-1st Vice-Board Chairperson) 570-325-2462 jsebelin@ptd.net

LACKAWANNA COUNTY
Ida Castro 570-504-9647 icastro@tcmedc.org
Philip Condon (Executive Committee-Board Chairperson) 570-344-6888 phil.condron@condronandcompany.com
Tom Donohue 570-455-1509 tdonohue@lamar.com
John McNulty 570-825-1500 tim.mcginley@luzernecounty.org
Patrick O’Malley (County Commissioner) 570-655-1424 pmknight@pittstonchamber.org
(Avacant - Alternate)
Alex Stark 570-558-5112 astark@kaneisable.com

LUZERNE COUNTY
Stephen Barrouk (Executive Committee-2nd Vice-Board Chairperson) 570-814-9114 sbarrouk@citybrokersllc.com
Mary Malone 570-455-1509 mmalone@hazletonchamber.org
Tim McGinley (County Council) 570-852-1500 tim.mcginley@luzernecounty.org
(Avacant - Alternate)
Michelle Mikitchen
Kevin O’Donnell 570-455-1508 kodonnell@hazletoncando.com
Ted Wampole 888-905-2872 theodore.wampole@luzernecounty.org

MONROE COUNTY
Chris Barrett 570-421-5791 cbarrett@poconos.org
Arthur Keith 570-216-5495 akeith@kalahariresorts.com
Chuck Leonard 570-839-1992 cleonard@pmedc.com
John Christy (County Commissioner) 570-517-3102 jchritsy@monroecountypa.gov
(Charles Garris - Alternate) 570-517-3102 cgarris@monroecountypa.gov
Mary Frances Postupack (Executive Committee-Assistant Secretary) 570-422-7920 mpostupack@esu.edu

PIKE COUNTY
Derek Bellinger 570-409-0057 derek.bellinger@waynebank.com
Cynthia DeFebo 570-296-2909 cdefebo@pikepa.org
William Kerstetter (Executive Committee-Assistant Treasurer) 570-328-1578 cobk@ptd.net
Matthew Osterberg (County Commissioner) 570-296-7613 mosterberg@pikepa.org
Peter Wulfhorst 570-296-3405 ptw3@psu.edu

SCHUYLKILL COUNTY
Robert Carl 570-622-1942 rcarl@schuylkillchamber.com
Micah Gursky 570-645-8118 micah.gursky@sluhn.org
George Halcovage (County Commissioner) 570-628-1202 ghalcovage@co.schuylkill.pa.us
(Executive Committee-Secretary)
Michael McCord 570-773-3075 mmccord@pahouse.net
Bud Quandel (Executive Committee-Past Board Chairperson) 570-544-4775 bquandel@quandel.com

WAYNE COUNTY
Joseph Adams (County Commissioner) 570-253-5970 jwadams@waynecountypa.gov
Mark Graziano (Executive Committee-Treasurer) 570-253-3352 mgraz@hnbbank.com
Dave Hoff 570-253-8274 dhoff@wmh.org
Craig Rickard 570-253-5970 crickard@waynecountypa.gov
Mary Beth Wood 570-253-2537 mbw@wedcorp.org

AT-LARGE
Carl Beardsley 570-602-2000 cbeardsley@flyavp.com
Matthew Connell 570-369-1938 mconnell@northampton.edu
Steve Daniloff 570-706-7330 sdpublish@pahomepage.com
Ricky Durst 570-646-2300 rdurst@poconoraceway.com
Vincé Gallo 570-751-3798 vgalko@mercuryllc.com
Larry Malski 570-963-6676 lmaliski@pnrra.org
Alana Roberts 570-348-1622 aroberts@pplweb.com
Vacant

EX-OFFICIO
Charles Barber (NCAC Board Chair) 570-714-1570 charles@luzfdn.org
Jeffrey Box 570-655-5581 jbox@nea-alliance.org
Michelle Bisbing (PNE Board Chair) 570-839-1992 mbsbing@pmedc.com
(Charles Augustine - Alternate) 570-839-1992 jaugustine@pennsnortheast.com

EMERITUS
David Donlin 570-624-1796 dadmatd515p@comcast.net
Paul Maher 570-825-7872 n/a
Ernest Preate 570-558-5970 epreate@comcast.net
BOARD OF DIRECTORS REPORT  
NOVEMBER 6, 2019

AGENDA

I. Call to Order - Phil Condron, Board Chairperson

II. Pledge of Allegiance - Phil Condron, Board Chairperson  
   * Board Photo

III. Board Discussion & Action Items  
* September 26, 2019 Meeting Minutes - Phil Condron, Board Chairperson 1-2
* Treasurer’s Report - Wendi Holena, VP & CFO 3-4

   * Program/Committee/Affiliate Reports  
     - Appalachian Regional Commission (ARC) Project Update - Kurt Bauman  
     - Blue Ribbon Task Force (BRTF) - Jeffrey Box/Kurt Bauman  
     - Communications & Membership - Alex Stark/Donna Hritz  
     - Metropolitan Planning Organization (MPO)/Transportation - Alan Baranski  
     - Business Development Services - Steve Ursich  
     - Nonprofit & Community Assistance Center (NCAC) - Kurt Bauman

IV. President & CEO Report - Jeffrey Box 5-29

V. Presentation – New Markets Tax Credit (NMTC) – Kurt Bauman/Steve Ursich

VI. Open Discussion - Phil Condron, Board Chairperson

VIII. Adjournment to MPO Policy Board Meeting  
      Carbon, Monroe, Pike & Schuylkill Counties Policy Board Members
OFFICERS
Phil Condron, Board Chairperson
Joseph Sebelin, 1st Vice-Board Chairperson
Steve Barrouk, 2nd Vice-Board Chairperson
Mark Graziadio, Treasurer
Commissioner George Halcovage, Secretary
Mary Frances Postupack, Assistant Secretary

CARBON
Kathy Henderson
Marilyn Kissner

LACKAWANNA
Jack McNulty
Alex Stark

LUZERNE
County Council Tim McGinley
Kevin O'Donnell
Ted Wampole

MONROE
Arthur Keith
Charles Leonard

PIKE
Peter Wulfhorst

SCHUYLKILL
Micah Gursky

WAYNE
Craig Rickard
Mary Beth Wood

AT-LARGE
Carl Beardsley
Matt Connell
Steve Daniloff
Ricky Durst
Vince Galko
Alana Roberts

EX-OFFICIO
John Augustine
Jeffrey Box

STAFF
Kurt Bauman
Wendi Holena
The NEPA Alliance held a Board of Directors Meeting on Thursday, September 26, 2019, at The Woodlands, Wilkes-Barre, PA. Board Chairperson Phil Condron called the meeting to order at 4:00pm.

Board Chairperson Phil Condron asked the Board of Directors to join him in reciting the Pledge of Allegiance.

**ACTION ITEMS**

**Minutes** - A motion was made by Matt Connell and seconded by Jack McNulty to accept the minutes from the Board of Directors Meeting of July 24, 2019. *Motion carried*

**Treasurers Report** – Wendi reported that on the Statement of Activities dated August 31, 2019, NEPA is two (2) months into the fiscal year. She stated that NEPA has total revenues and total expenses of approximately $437,000. Wendi noted that there is a small increase in net assets of $417. She also reported that NEPA closed out fiscal year 2019, with a surplus of approximately $15,000. Wendi noted that all information has been submitted to the audit firm, which has started preparing the audit.

A motion was made by Matt Connell seconded by Chuck Leonard to accept the Treasurer’s Report as presented. *Motion carried*

**President & CEO Report and Staff Activity** – Jeff reported that 350 are registered for the Annual Dinner and thanked all the sponsors. Jeff stated that it should be an exciting event. He provided a brief highlight of the evening’s agenda. Jeff stated that NEPA had a fantastic year, details are available in the 2019 Annual Report, which will be handed out during the dinner, as well as in the Year in Review video.

Jeff reported that the Bring the World to Pennsylvania event held on September 10th had record attendance. He congratulated Debbie Langan on a job well done.

Jeff stated that NEPA recently received approval from the U.S. Department of Treasury for a grant to become a Community Development Financial Institution (CDFI). He noted that this is good news for NEPA on the finance side. Kurt noted that the application for the creation of the Certified Development Entity (CDE) is being submitted for managing the New Market Tax Credit program.

Jeff reported that it is with great sadness to report the passing of Dr. Mahmoud Fahmy. He noted that Dr. Fahmy had been ill for several years and was past Chairperson of the Board.

Phil stated that sponsors $1,000 and more have assigned seating. Jeff reported that NEPA has record sponsorship for the dinner.

There being no further business Board Chairperson Phil Condron adjourned the meeting at 4:12pm.

Respectfully submitted:
Wendi Holena
Vice President/CFO
September 30, 2019
# Statement of Activities

**September 30, 2019**

<table>
<thead>
<tr>
<th>Revenues:</th>
<th>Prior YTD</th>
<th>Current YTD</th>
<th>Budget</th>
<th>Percentage of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants/Projects</td>
<td>$ 543,277</td>
<td>$ 595,257</td>
<td>$ 3,117,764</td>
<td>19%</td>
</tr>
<tr>
<td>Membership Fees</td>
<td>58,000</td>
<td>56,748</td>
<td>227,000</td>
<td>25%</td>
</tr>
<tr>
<td>Rental Income</td>
<td>4,359</td>
<td>7,160</td>
<td>28,921</td>
<td>25%</td>
</tr>
<tr>
<td>RLF Admin. Fees</td>
<td>4,153</td>
<td>8,150</td>
<td>20,000</td>
<td>41%</td>
</tr>
<tr>
<td>Match from Other Sources</td>
<td>35,686</td>
<td>36,300</td>
<td>39,667</td>
<td>92%</td>
</tr>
<tr>
<td>Other Receipts</td>
<td>7,429</td>
<td>9,462</td>
<td>10,200</td>
<td>93%</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>2,790</td>
<td></td>
<td>38,000</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>655,694</strong></td>
<td><strong>713,077</strong></td>
<td><strong>3,481,552</strong></td>
<td><strong>20%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>365,655</td>
<td>377,836</td>
<td>1,601,078</td>
</tr>
<tr>
<td>Benefits</td>
<td>133,315</td>
<td>145,876</td>
<td>672,453</td>
</tr>
<tr>
<td>Contractual</td>
<td>31,824</td>
<td>57,580</td>
<td>663,498</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>562</td>
<td>2,263</td>
<td>19,500</td>
</tr>
<tr>
<td>Travel and Per Diem</td>
<td>8,432</td>
<td>8,963</td>
<td>32,531</td>
</tr>
<tr>
<td>Meetings and Seminars</td>
<td>34,126</td>
<td>36,167</td>
<td>65,412</td>
</tr>
<tr>
<td>Postage</td>
<td>1,892</td>
<td>1,975</td>
<td>5,750</td>
</tr>
<tr>
<td>Supplies</td>
<td>4,241</td>
<td>14,770</td>
<td>47,171</td>
</tr>
<tr>
<td>Publications and Memberships</td>
<td>9,485</td>
<td>8,966</td>
<td>39,225</td>
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<tr>
<td>Printing</td>
<td>3,288</td>
<td>605</td>
<td>6,800</td>
</tr>
<tr>
<td>Advertising</td>
<td>8,828</td>
<td>4,212</td>
<td>18,500</td>
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<tr>
<td>Occupancy</td>
<td>14,059</td>
<td>10,536</td>
<td>66,340</td>
</tr>
<tr>
<td>Equipment Rental &amp; Maintenance</td>
<td>4,367</td>
<td>5,430</td>
<td>18,282</td>
</tr>
<tr>
<td>Depreciation</td>
<td>13,947</td>
<td>17,044</td>
<td>64,507</td>
</tr>
<tr>
<td>Telephone/Internet</td>
<td>4,193</td>
<td>6,176</td>
<td>21,320</td>
</tr>
<tr>
<td>Insurance</td>
<td>-</td>
<td></td>
<td>26,500</td>
</tr>
<tr>
<td>Interest</td>
<td>11,572</td>
<td>11,209</td>
<td>44,275</td>
</tr>
<tr>
<td>Other Costs</td>
<td>1,894</td>
<td>2,705</td>
<td>27,797</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>2,790</td>
<td></td>
<td>38,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>654,470</strong></td>
<td><strong>712,313</strong></td>
<td><strong>3,478,939</strong></td>
</tr>
</tbody>
</table>

Increase (Decrease) in Net Assets $1,224 $764 $2,613

<table>
<thead>
<tr>
<th>Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Balance</td>
</tr>
<tr>
<td>Increase (Decrease)</td>
</tr>
<tr>
<td>Current Balance</td>
</tr>
</tbody>
</table>

3
# Statement of Financial Position

**September 30, 2019**

<table>
<thead>
<tr>
<th>Assets</th>
<th>Prior Year</th>
<th>Current Year</th>
<th>Liabilities</th>
<th>Prior Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Cash Invested</td>
<td>$ 540,167</td>
<td>$ 774,798</td>
<td>Accounts Payable</td>
<td>$ 402,682</td>
<td>95,304</td>
</tr>
<tr>
<td>Restricted Funds Invested</td>
<td>10,166</td>
<td>22,492</td>
<td>Deferred Project Funds</td>
<td>10,166</td>
<td>22,492</td>
</tr>
<tr>
<td>Membership Fees Receivable</td>
<td>-</td>
<td>-</td>
<td>Employee Benefits Payable</td>
<td>122,157</td>
<td>137,940</td>
</tr>
<tr>
<td>Advances/Deposits/Prepays</td>
<td>25,683</td>
<td>29,447</td>
<td>Payroll Withholdings</td>
<td>3,108</td>
<td>3,484</td>
</tr>
<tr>
<td>Accounts Receivable - Projects</td>
<td>1,216,741</td>
<td>705,889</td>
<td>Deferred Membership Fees</td>
<td>110,277</td>
<td>116,186</td>
</tr>
<tr>
<td>Loan Receivable - NEPABFC</td>
<td>80,452</td>
<td>81,321</td>
<td>Capital Lease Payable</td>
<td>526,012</td>
<td>610,830</td>
</tr>
<tr>
<td>Depreciable Assets (Net of Deprec.)</td>
<td>675,289</td>
<td>761,624</td>
<td>Total Liabilities</td>
<td>1,174,402</td>
<td>986,236</td>
</tr>
</tbody>
</table>

**Net Assets**

| Net Assets * | 1,374,096 | 1,389,335 |

**Total Assets**

| $ 2,548,498 | $ 2,375,571 |

**Total Liabilities & Net Assets**

| $ 2,548,498 | $ 2,375,571 |

*Net Assets represents NEPA’s equity. It is the surplus of Total Assets less Total Liabilities. Net Assets is not equivalent to cash.*
Dear Board Members,

Thank you for the opportunity to serve NEPA. Below is an update on NEPA activities.

**Annual Dinner Review**
We had a great evening on September 26th! The crowd was great, the venue was good, the sponsorships were excellent, and the speaker was outstanding! Overall, we collectively did a great job, if I do say so myself. Thanks to all of you on the Board of Directors for your sponsorships, attendance, and overall support of our operations and programming here at NEPA!

**ARC Reauthorization**
The Appalachian Regional Commission (ARC) is up for Reauthorization by Congress. As you are all aware, ARC funding has been very important to Northeast Pennsylvania for project funding and to NEPA for operational funding for decades. We have begun the outreach to our federal delegation seeking support.

**CEDS**
The Comprehensive Economic Development Strategy process is underway for our five (5) year plan update as required by Economic Development Administration (EDA). This process is important because it must be done to qualify the region for EDA project funding. We are also looking for ideas/projects for EDA funds, so if you have any thoughts please advise!

**PTAC Vacancy**
We have been interviewing for an additional PTAC person. The vacancy is a new/expansion position within the PTAC. We received additional funding to expand our program to these full-time PTAC Counselors. This program helped generate over $200 million in reported government sales in our region in the past fiscal year.

**NMTC Program**
The applications have been submitted for the CDE certification, the creation of the for-profit subsidiary and the allocation for $36,000,000 in NMTC. This is a great initiative for Northeast Pennsylvania and, if approved, will have significant impact on the region and on NEPA’s sustainability.

**LDD Network and DDAA Board of Directors**
In addition to my NEPA duties, I have taken on new roles with more regional impact. I am chairing the state LDD Network for the next two years and I am also on the Development District Association of Appalachia (DDAA) Board. Both of these roles require more out of office travel to Harrisburg and throughout Appalachia. I’m traveling to the DDAA Board Meeting in December in South Carolina.

**Broadband**
The LDD Network in Pennsylvania is embarking upon a role in broadband deployment throughout the 52 Appalachian Counties of Pennsylvania. A few of the districts are doing actual deployment of broadband services in the rural areas of Pennsylvania. We are examining how best NEPA can step into this role without interfering with existing initiatives in our seven (7) counties.

As always, please contact me with any questions about NEPA Alliance and our programs.

Respectfully submitted,

Jeffrey K. Box
President & CEO
BUSINESS DEVELOPMENT SERVICES
ACTIVITIES

The following is a summary of NEPA’s Loan Activity and the NEPA/BFC’s Loan Activities for the past four months:

Loan Approvals and Closing

Rae & Hads Market, Inc., 600 Main Street, Forest City has closed on an SBA 504 loan debenture totaling $260,000 for commercial real estate, equipment, renovations and associated soft costs for a total project cost of $625,000. Rae & Hads Market, Inc. was formerly Zazzera’s Supermarket and has been serving Susquehanna, Wayne and Lackawanna counties for over 40 years.

Storm Hill Electrical and Communications, 53 E Catawissa Street, Nesquehoning, PA has been approved for a USDA RMAP loan totaling $50,000 for the purchase of commercial real estate for a total project cost of $156,000. Storm Hill Electrical and Communications is an electrical and light construction contractor.

SAP Manufacturing dba Space Age Plastics, 581 Cortez Road, Jefferson Twp. has been approved for a USDA RMAP loan totaling $50,000 for the purchase of commercial real estate and equipment for a total project cost of $2,000,000. Other funds consist of an SBA 504 loan through NEPA currently in underwriting, MetroAction, Wayne Bank, Seller Financing and NEPIRC. Space Age Plastics is a state-of-the-art manufacturer of plastic products. They have an extensive and proprietary line of products as well as custom molding abilities.

Pete N’ Reenie’s Main Street Grille LLC, 463 Main Street Eynon, has been approved for an ARC Loan totaling $75,000 for the purchase of commercial real estate for a project totaling $288,000. Pete N’ Reenie’s is the area’s go-to doo wop diner in the area, providing customers with meals that will take them back in time to the good ‘old days.

Dental Associates of NEPA, PC, 360 Kidder Street, Wilkes Barre, has been approved for a PIDA Pollution Prevention loan totaling $19,166 for the purchase of equipment for a project totaling $25,555. Dental Associates of NEPA, PC received this pollution prevention loan to reduce municipal waste pollution of dental materials used/produced by conventional intra-oral dental impression techniques through the implementation and use of an intra-oral digital dental impression scanner.

CARBON COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

• 40 North Marketing • AP Thermoforming, LLC • Ford Kovatch, Inc. • Hydra Tech Pumps • Mazzella Enterprises LLC • Solid Services LLC • TrueNorth Advertising and Marketing
Export - An Export Client is a business that receives sustained technical, marketing or other assistance to sell products or services into international markets from the Northeastern Pennsylvania Alliance.

• AMETEK Chemical Products • AP Thermoforming, LLC • Architectural Polymers, Inc.

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

• AP Thermoforming, LLC • Architectural Polymers, Inc. • BTM Inc. • Heritage Sign & Display • John Lalor Joyce • The Inn at Jim Thorpe

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$11,167,986</td>
<td>$1,215,500</td>
<td>$0</td>
<td>$3,725,880</td>
</tr>
</tbody>
</table>

LACKAWANNA COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

• Acker Drill Company Inc. • Adil Analytics Inc. • Advanced Metals Machining • American Infusion Services • Ballard Print and Design Inc. • James Barnick A dba Sempter Fi Home • BedRock Technology • Benko Masonry • Carbondale Tech Transfer Center • Click Video LLC • Cocciardi & Associates Inc. • Condon Media • Crew Systems Corporation • Dartdrones LLC • Datom Products, Inc. • Dempsey Uniform & Linen Supply • Dunbar’s Evergreen Landscaping, Inc. • Dunmore Roofing and Supply Co. • Epic Industries/Columbo Realty • Facility Layouts, LLC • Fischer Brothers LLC • General Dynamics Ordnance & Tactical Systems • Gentex Corporation • Golden Technologies Inc. • Grand Array LLC • Gregg Betti’s Landscaping • GWR LLC • Industrial Electronics Inc. • Inspired Studio, LLC • Ivy Oaks Analytics • J & E Industries, Inc. • JamWorks LLC • Karmic Taco PLLC dba Checkmate • KBA Engineering PC • Kevin's Wholesale LLC • Kimura Associates, DPC • L R Costanzo Co Inc • Language That Matters • Martina Bacarella Architect • Mea Culpa Consulting LLC • Microtech Fix-It Shop • Minus 100 LLC • MMC SKS LLC • North American Manufacturing • Peggy’s Marinade & Dipping Sauce • R N DeMeck Roof Management Services, Inc. • School Power • SoCafe • Starr Uniform Center Inc. • Sun Control Plus, Inc. • Sustainable Energy Management Systems, LLC • Taravina LLC • Troy Mechanical Inc. • Water Heater Depo

Export - An Export Client is a business that receives sustained technical, marketing or other assistance to sell products or services into international markets from the Northeastern Pennsylvania Alliance.

• Acker Drill Co., Inc. • Adil Analytics Inc. • Advanced Metals Machining Inc. • Click Video LLC • Concrete Countertop Solutions • Crew Systems Corporation • Galaxy Brushes Inc. • Gecco, Inc. • Gentex Corporation • Golden Technologies Inc. • Grasselli SSI • Language That Matters • Lockheed Martin Missile and Fire Control • LOH Enterprises, LLC • Master Supplements, Inc. • MMC SKS LLC dba
Board of Directors Report
November 6, 2019

Peggy’s Marinade & Dipping Sauce • MyHouse Sportsgear • Noble Biomaterials Asia • Sampaio LLC • Skinner System Inc. • Space Age Plastics, Inc. • Sustainable Energy Management Systems, LLC • Taravina LLC • United Gilsonite Laboratories •

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

• All American Self Storage • AMPP Ideas, LLC • Constantino’s Catering • Datom Products, Inc. • David Elliot Poultry • Epic Industries/Colombo • Fireside Martini Grill • High Functional Plastics Mfg. • ID Group, LLC/SJT Realty, LLC. • J & E Industries, Inc. • Marwen, Inc. • McGregor Industries, Inc. • PA Bedding, Inc. • Roots & Shoots Daycare • The Anthracite Center • Valley Supermarket Inc. •

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$371,352,280</td>
<td>$3,029,000</td>
<td>$102,900,425</td>
<td>$21,946,402</td>
</tr>
</tbody>
</table>

LUZERNE COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

• A & E Group • A. M. Drilling Services Inc. • Accessibility Advantage Inc. • ACE Construction, Maintenance • Acton Lift, Inc. • American Asphalt Paving Co • Amish Furniture by David • AMP Global Strategies • Arris Engineering Group Ltd. • Assured Partners of Pennsylvania • Aviation Technologies Inc. • Belrick Corp. • Benco Dental • Best Equipment Solutions Technologies, Inc. • Borton Lawson • CAF Medical Transcription Service • Capie Sprinkler Inspections • Carpet Mill Direct Outlet, Inc. • Casey Dental • Central Air Freight Services, Inc. • Clean Force 1 LLC • Cleaning with a Purpose • Connection Energy LLC • Cooper-Friedman Electric Supply • Corcoran Printing Inc. • Custom Seats, Inc. • D & R Murphy Co. • Don Cooper Plumbing & Heating • Ethos Gen LLC • Federal Hearings & Appeals Svs Inc. • Finch Manufacturing & Technology • G & A Equipment and Machine, Inc. • Georgetti Painting & Sons, Inc. • Green Rhino Builders LLC • Greenway Solutions Inc. • Guyette Communications Ind. • Hawk Mountain Lab Inc. • High Voltage Technical Services LLC • Independent Chemical & Supply • InnaVenture • IntegriTec, Inc. • Jane Media LLC • Kelly Lawn Care and Landscaping • KEM-TEK Chemical LLC • Keystone Garden Estates Inc. • Keystone Professional Pharmacy • Laurency Optimal Personal Care • Leadership in Action • Luzerne County Transportation Authority (LCTA) • McCarthy Tire & Automotive Center • Medico Industries • Military & Commercial Fabricators • Minichi Contracting Group • Morgans Cleaning Service • National HVAC Service • NDK Risk Management • NEPA Cleaning Professionals • Norman James • P M Medical Products LTD • PASSAN Family Limited Partnership d/b/a Valley Distributing & Storage Company • Performance Biomedical Inc. • Power and Success Inc. • Pride Mobility Products • Production Systems Automation • Quality Expo Cleaners • Ralmark Company • Rise Technology Group LLC • Rynkiewicz, Meredith d/b/a Ad Victoriam Consulting • S & G Corrugated Packaging Inc • School Installers of PA, Inc. • Starburst Productions Inc. • Stellar Machine Inc. • Taylor Consulting and Contracting • Tunnessen Radiator, Inc. • Utopia Culinary
Export - An Export Client is a business that receives sustained technical, marketing or other assistance to sell products or services into international markets from the Northeastern Pennsylvania Alliance.

- A. Rifkin Co. • Acton Technologies Inc. • American Nutrition Inc • AMP Global Strategies • Benco Dental • BEST Equipment Solutions • Connection Energy LLC • Cornell Cockson • EthosGen LLC • Finch Manufacturing & Technology, LLC • Greiner Packaging Pittston • Hocsocx, Inc. • InnaVenture LLC • InterMetro Industries Corp. • Italian Jerky LLC • King’s College • Linde International Inc • Medico Industries Inc • Mundaii Inc. • OSA Global Procurement, Inc. • Penco Medical Inc. • PowerRail • Pride Mobility Products Corp. • RAD Mfg, LLC • Scent-Sations, Inc. • Sugar Plum Chocolates • Vibra Tech Engineers, Inc. • Vita Line Products • Wilkes Barre Scranton International Airport •

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

- 10X Fitness • Bellemarque, LLC • Benny Brewing Company • Blasi Printing • Bloss Dairy Farm • Bragidan Woodworking LLC • CAN-DO, Inc. • Casey Dental Institute, PC • Castillo’s Granite & Marble • Custom Seats, Inc. • Dare 2 Dream Daycare LLC • Familia Barber Shop • FIG Printing Inc. • Five Mountain Hardware LLC • Gus Genetti’s Hotel Wilkes-Barre • Harrolds Pharmacy • Hawk Mountain Labs, Inc. • Holiday Inn Express • Hydrodynamics Inc. • Interstate Building Materials • Joseph-Hilial, LLC • KLM Partnership • Leonard Crawford Electric • Main St. Health Associates, Inc. • Mickey’s Truck Bodies, Inc. • N.E. Dental Sleepmasters, LLC • Nanticoke Fitness Center • Ron’s Serve Station LLC • Susquehanna Brewing Co., LLC •

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$894,351,723</td>
<td>$5,368,500</td>
<td>$259,276,215</td>
<td>$100,547,733</td>
</tr>
</tbody>
</table>

MONROE COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

- A1 Enterprises LLC • Agape Traders • Alan Gross • Alvin Ziegler • Carbon/Monroe/Pike MH DS • Computergraphic1 Design • Essential Home Improvement LLC • F D Enterprises LLC • J & J Custom Woodworking • J.A. Reinhardt & Co., Inc. • MegaPhase LLC • Monroe County Transit Authority • Naughton Energy • Paul’s House -Major Paul Syverson Veterans Sanctuary • Pocono Bio Agricultural • POZ Environmental LLC • Provident Global Trade Services Inc. • Regina Farms & Garden Center • Riley and Company, Inc. • Schaedler Yesco • Security Products • Spring Fresh Indoor Air Quality Associates LLC • The Rescue Step/EME Inc. •
Export - An Export Client is a business that receives sustained technical marketing or other assistance to sell products or services internationally from the Northeastern Pennsylvania Alliance.

• Agape Trader dba Lili Clarke, Inc. • Bridal Buddy, LLC. • BWC Technologies Inc. • Charles Beseler Company • East Stroudsburg University • MegaPhase LLC • Monadnock Non-Woven, LLC • Naughton Energy • Robertson Racing LLC • TCI Mobility • Terrafina USA LLC

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

• American Candle (3 Wishes, Inc) • Chestnut Grove Resort • Harmony Labels, Inc. • Kariz Cutz • United Fuel Sales • Vacuum Works

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$54,462,242</td>
<td>$2,262,000</td>
<td>$7,099,749</td>
<td>$2,807,531</td>
</tr>
</tbody>
</table>

PIKE COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

• BCL Business Services, Inc. • Connexicore LLC • Cory Associates • County News Fax Inc.dba Quiyon • Geonor, Inc. • Industrial Hose and Supply • Jordon Educational Consulting Co. • NKG Photography LLC • Spiral Tool Corporation d/b/a STC Industries • Techno Metal Post of Northeast Pennsylvania • Uncontained Ltd. •

Export - An Export Client is a business that receives sustained technical, marketing or other assistance to sell products or services into international markets from the Northeastern Pennsylvania Alliance.

• New Gear Medical • Spiral Tool Corporation d/b/a STC Industries

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

• There are no loans in Pike County

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.
SCHUYLKILL COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

- Alfred Benesch & Company • Blaschak Coal Corp • Fromm Electric • Highwood USA • J F Enterprises Sales and Services • Levkulic Associates • MI-JO Pallet Co Inc. • NGA3 Service Group, Inc. • No Sweat Service Group, Inc. • Total Accessibility LLC • Tri-Vet Contracting Company, Inc. • Valley Precision Tool & Technology, Inc.

Export - An Export Client is a business that receives sustained technical, marketing or other assistance to sell products or services into international markets from the Northeastern Pennsylvania Alliance.

- Ashland Technologies, Inc. • Blaschak Coal Corp. • van Hoekelen Greenhouse, Inc.

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

- Artists in Motion – To Go LLC • Hepler Family Farm • Revive Chiropractic • SKAD Solutions LLC • Stokers Brewing Company

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,137,542</td>
<td>$0</td>
<td>$896,542</td>
<td>$0</td>
</tr>
</tbody>
</table>

WAYNE COUNTY

Government Procurement - An “active client” is a U.S. business with which the PTAC has recorded at least 30 minutes of “counseling time” and/or has attended at least one “participated event” during the 12 month period that ends on the reporting period end date. A “new client” is a business that meets the standard for “active client”, which did not meet the standard for the previous reporting period and was not reported as an “active client” for that period.

- Aldenville Log and Lumber • BGM Fastener Co., Inc. • Crum Construction LLC d/b/a/ Crum Tree Service • Dakan Enterprises Inc. • Human Resource Center Inc. • J & J Log & Lumber Corp • Kitty Hawk Technologies • Lake Regional Micro Electronics • Legg Cyber Security Consultants LLC • Northeast Infrastructure LLC • Northeast Med-Equip • Prompton Tool Inc. • Settlers Hospitality Group LLC • Stephens Pharmacy • Stockport Mountain Corporation LLC • STS Delta Aerospace •
Export - An Export Client is a business that receives sustained technical marketing or other assistance to sell products or services internationally from the Northeastern Pennsylvania Alliance.

- J & J Log & Lumber Corp • Loveshaw Corp. • PTubes •

Finance - A Finance Client is a business that has received a direct loan from the Northeastern Pennsylvania Alliance and has an outstanding balance.

- Antler Ridge Winery, Inc. • Ben Rinker Electrical Contractor • Boyce Products • Creek Road Rentals, LLC • Family Eye Care • Paw Pack Doggy Daycare LLC • Sutphen East Corp • Vinny’s Original Brooklyn Bagel •

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2018 to September 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$49,509,702</td>
<td>$1,188,500</td>
<td>$13,216,489</td>
<td>$5,902,000</td>
</tr>
</tbody>
</table>
LDD CUSTOMER SATISFACTION SURVEY FORMS

As of 10/25/19, seventeen (17) out of nineteen (19) LDD Customer Satisfaction Survey forms were completed by NEPA clients who received assistance through NEPA’s Business Financing, Procurement Technical Assistance and International Business programs for assistance received during the 4th quarter of 2018-2019. Seventeen (17) clients indicated they were very satisfied/satisfied with the assistance they received through NEPA. **This gives an overall satisfaction rate of 100% from surveys received for the 4th quarter of 2018-2019.**

The following represents the number of responses from clients who indicated they were very satisfied / satisfied with the specific assistance they received:

<table>
<thead>
<tr>
<th></th>
<th>*Timeliness of Assistance</th>
<th>*Quality of Assistance</th>
<th>*Value of Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Procurement</td>
<td>13</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>Export</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
</tbody>
</table>

Comments:

“Services were very helpful. Frank & Karen-Thank you!” – R.N. DeMeck Roof Mgmt. Service (PTAC Client)

*Some surveys contain data for more than 1 program. Therefore, the number of responses does not match the total number of surveys received.
NEPA hosted the 2019 “Bringing the World to Northeastern Pennsylvania” on Tuesday, September 10 at the Scranton Hilton and Conference Center, Scranton, PA. This is the International Business Development Program’s premier annual event when it hosts Pennsylvania’s 15 Authorized Trade Representatives (ATRs) for one-on-one meetings with businesses interested in or currently exporting. Thirty (30) businesses and 2 universities participated, generating more than 150 one-on-one meetings with the ATRs.

During the one-on-one meetings, a new business has the opportunity to introduce the company to the ATR, explain what the business manufactures or the services they provide, review what the business does domestically and internationally and discuss what they want to accomplish in the market. An experienced exporter can review any assistance they received, examine past successes or problems they encountered, and discuss the next steps. Staff will work with businesses to follow up with the ATRs.

Staff promoted the International Business Development Program, networked, and received additional training at several events, programs, and special meetings during the September and October including the Scranton Chamber Women’s Network, Clarks Summit, PA and the Regional Export Network meeting with the Pennsylvania Office of International Business Development, State College, PA.

September 1 through October 31 staff recorded 39 counseling sessions and generated 14 International Projects. Staff processed one Global Access Program reimbursement for an international sales trip.

Staff also continued to publish the program’s newsletter, “International Business Explorer.” The newsletter provides businesses with international trade information, opportunities, resources and activities. NEPA promotes international trade events and activities of the Pennsylvania Office of International Business Development, the Regional Export Networks, other State agencies and the U.S. Commercial Service to businesses in northeastern Pennsylvania.
NEPA Alliance PTAC has conducted twenty-two (22) initial counseling sessions to area small businesses during the quarter beginning July 1, 2019 through September 30, 2019.

Additionally, NEPA PTAC also conducted three hundred and thirty-nine (339) follow-up sessions during the quarter. Follow-up counseling sessions consist of assisting clients with registrations in various electronic government purchasing and payment systems, i.e. (DIBBS, WAWF, NEECO, SAM.GOV, PA Supplier Portal etc.,) and websites, i.e. (HUBZone, SAM, VetBiz, WBE/MBE and SBA 8(a) Program Certification, WOSB and EDWOSB Certifications, etc.) as well as provide assistance when responding to government RFP’s and quotes, understanding military specifications and standards, industry standards, providing procurement histories, and pricing information for specific items purchased by the government.

PTAC staff send clients a monthly PTAC Government Contracting Newsletter and a quarterly article is submitted to the NEPA Newlines. Staff also survey clients on program satisfaction and a contract award survey to collect data for reporting purposes. These surveys are sent on a quarterly basis as a DLA requirement.

The following is the list of activities in which PTAC staff participated during the quarter:

- On July 17th, PTAC staff held a workshop on Federal Acquisition Regulations (FAR) at the Woodlands Inn & Resort. Dr. Nick Kline was the presenter for the training program.

- On August 24th, PTAC staff attended the Governors Veterans Advisory Committee Women’s Townhall and Expo. Discussed PTAC Programs and Services with potential clients.

- On September 3-5, 2019, PTAC staff participated in the 2019 PA Procurement EXPO & Forum at the Farm Show Complex in Harrisburg. The event was focused on selling to the Commonwealth through its many contracting vehicles; i.e. COSTARS, DGS, JAGGAER, etc.

- On September 10th, PTAC Staff sponsored and provided an Exhibit Booth to meet with clients at the Bringing the World event held at the Hilton-Scranton Conference Center.

- On September 25th, PTAC conducted a workshop on Developing a Business’s Bond Program at the NEPA Alliance facility. The workshop touched on relevant topics which can affect a business’s bond program, including what an underwriter reviews so a business will know what to expect when obtaining or improving their bond line-of-credit.

- On September 25, PTAC staff submitted its DLA Funding Opportunity Pre-Application as a first step to the final application process.
COMMUNITY & ECONOMIC DEVELOPMENT SERVICES DIVISION

APPALACHIAN REGIONAL COMMISSION

As the designated Local Development District (LDD) for the Appalachian Regional Commission (ARC) and the Pennsylvania Department of Community & Economic Development (DCED), the NEPA Alliance provides technical assistance to those organizations seeking ARC grant assistance.

Several projects from last year have been funded and one project is in the final review stages at ARC. The funded projects are listed below.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project Title</th>
<th>ARC Prog.</th>
<th>CO</th>
<th>Amount Received</th>
<th>Amount Leveraged</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEPA Alliance</td>
<td>PREP</td>
<td>AD</td>
<td>RE</td>
<td>$400,000</td>
<td>$400,000</td>
<td>$800,000</td>
</tr>
<tr>
<td>Northampton Community College-Monroe Campus</td>
<td>Expanding the Regional CDL Workforce</td>
<td>AD</td>
<td>MO</td>
<td>$73,975</td>
<td>$73,975</td>
<td>$147,950</td>
</tr>
<tr>
<td>NCAC</td>
<td>Monroe County Community Foundation Initiative</td>
<td>AD</td>
<td>MO</td>
<td>$60,000</td>
<td>$60,000</td>
<td>$120,000</td>
</tr>
<tr>
<td>Luzerne County</td>
<td>Hanover Industrial Estates Multimodal Improvements</td>
<td>LAR</td>
<td>LU</td>
<td>$260,000</td>
<td>$260,000</td>
<td>$520,000</td>
</tr>
<tr>
<td>AllOne Charities &amp; NEPA Community Health Center</td>
<td>Service Before Self: Expanding Access to Care through the Andrew C. Mazza Memorial Health Center</td>
<td>AD</td>
<td>LA</td>
<td>$50,000</td>
<td>$50,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Pike County</td>
<td>Pike County Blooming Grove Complex Sewage Expansion Study</td>
<td>AD</td>
<td>PI</td>
<td>$42,500</td>
<td>$42,500</td>
<td>$85,000</td>
</tr>
<tr>
<td>Eckley Miners Village</td>
<td>Eckley Miners' Village Strategic Plan</td>
<td>AD</td>
<td>LU</td>
<td>$50,000</td>
<td>$50,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>TecBridge</td>
<td>Enhancing Northeastern Pennsylvania’s Entrepreneurial Ecosystem - Incubator Optimization Project</td>
<td>POWER</td>
<td>LA</td>
<td>$50,000</td>
<td>$0</td>
<td>$50,000</td>
</tr>
<tr>
<td>The Institute for Public Policy &amp; Economic Development</td>
<td>Northeastern PA Regional Economic Impact Study</td>
<td>POWER</td>
<td>LU</td>
<td>$44,000</td>
<td>$44,500</td>
<td>$88,500</td>
</tr>
<tr>
<td>Earth Conservancy</td>
<td>Environmental Workforce Training (EWT) Program</td>
<td>AD</td>
<td>LU</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>Delaware &amp; Lehigh National Heritage Corridor</td>
<td>Healthy Trails, Healthy Towns - D&amp;L Trail Programs</td>
<td>AD</td>
<td>CA/LU</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
</tbody>
</table>

**Totals** | **$1,030,475** | **$980,975** | **$2,011,450** |
The ARC projects invited to submit full applications for 2020 include:

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project Title</th>
<th>ARC Prog.</th>
<th>CO</th>
<th>Amount Applied</th>
<th>Amount Leveraged</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEPA Alliance</td>
<td>PREP</td>
<td>AD</td>
<td>RE</td>
<td>$400,000</td>
<td>$400,000</td>
<td>$800,000</td>
</tr>
<tr>
<td>Monroe County</td>
<td>Smithfield Gateway (Sewage Pump Stations Expansion Project)</td>
<td>AD</td>
<td>MO</td>
<td>$108,570</td>
<td>$108,570</td>
<td>$217,140</td>
</tr>
<tr>
<td>Misericordia University</td>
<td>Simulation in Diagnostic Medical Sonography Education</td>
<td>AD</td>
<td>LU</td>
<td>$70,000</td>
<td>$70,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>Lackawanna College</td>
<td>Licensed Practical Nursing (LPN) Program</td>
<td>AD</td>
<td>LA</td>
<td>$60,000</td>
<td>$60,000</td>
<td>$120,000</td>
</tr>
<tr>
<td>WEDCO</td>
<td>Wayne County Broadband Expansion</td>
<td>AD</td>
<td>WA</td>
<td>$148,750</td>
<td>$148,750</td>
<td>$297,500</td>
</tr>
<tr>
<td>University of Scranton SDBC</td>
<td>Women’s Entrepreneurship Center: Online StartUP Series</td>
<td>AD</td>
<td>LA</td>
<td>$58,750</td>
<td>$58,750</td>
<td>$117,500</td>
</tr>
<tr>
<td>Coaldale Borough</td>
<td>Coaldale Rural Hospital Pedestrian Facilities &amp; Road Project</td>
<td>SC</td>
<td>LAR</td>
<td>$423,442</td>
<td>$50,000</td>
<td>$473,442</td>
</tr>
<tr>
<td>Lackawanna County</td>
<td>Lackawanna County Stauffer Road Paving Project Phase 3</td>
<td>LA</td>
<td>LAR</td>
<td>$742,450</td>
<td>$200,000</td>
<td>$942,450</td>
</tr>
<tr>
<td>Monroe County Industrial Development Authority</td>
<td>Smithfield Gateway (Loop Road, Phase II)</td>
<td>MO</td>
<td>LAR</td>
<td>$550,000</td>
<td>$796,381</td>
<td>$1,346,381</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$2,561,962</strong></td>
<td><strong>$1,892,451</strong></td>
<td><strong>$4,454,413</strong></td>
</tr>
</tbody>
</table>

**ENGAGE!**

On behalf of the Northeast Pennsylvania Partnerships for Regional Economic Performance (PREP) partners, the NEPA Alliance applied to launch the Engage! initiative within its seven-county region. Engage! is a Pennsylvania statewide business retention and expansion (BRE) program designed to regularly and proactively interact with targeted companies. The overall goal of Engage! is to retain existing businesses in a community and to help them grow and expand by building solid relationships with business owners or key decision makers and economic development partners and their representatives. An application for a $192,600 grant for FY 19-20 with the possibility of additional funding was approved by the PA Department of Community & Economic Development (DCED). Notification has been received from DCED to apply for funding which would be available until June 30, 2020. An application will be submitted.

**NORTHEASTERN PENNSYLVANIA DEFENSE TRANSITION PARTNERSHIP**
The Northeastern Pennsylvania Defense Transition Partnership is a new initiative designed in collaboration with the Pennsylvania DCED and the PREP team members. The initiative provides support to Department of Defense (DoD) contractors and supply chain vendors to diversify their products and services in the wake of decreased DoD spending and sequestration. The partners develop market diversification plans to create new opportunities and jobs for local businesses that have experienced decreased DoD contracts. **The initiative is in its third phase and is being funded by a $200,000 grant through the PA DCED and DoD Office of Economic Adjustment (OEA).** The NEPA Alliance and the initiative partners are actively working with 32 clients under the initiative.

<table>
<thead>
<tr>
<th>Client</th>
<th>County</th>
<th>Voucher Amount</th>
<th>Service Provided</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finch Manufacturing &amp; Technology, LLC</td>
<td>Luzerne</td>
<td>$10,000.00</td>
<td>ISO 9001:2015 Certification</td>
</tr>
<tr>
<td>Wyman Gordon</td>
<td>Luzerne</td>
<td>$5,000.00</td>
<td>Corrective Action and Leadership Consulting</td>
</tr>
<tr>
<td>Production Systems Automation (PSA)</td>
<td>Luzerne</td>
<td>$7,500.00</td>
<td>ISO Implementation Plan Development and Project Management</td>
</tr>
<tr>
<td>Total Vouchers</td>
<td></td>
<td>$22,500.00</td>
<td></td>
</tr>
</tbody>
</table>

**NEW MARKET TAX CREDIT LAUNCH**

NEPA intends to seek Community Development Entity (CDE) certification from the Community Development Financial Institutions (CDFI) Fund to leverage available New Markets Tax Credits (NMTC). NMTC will be used to finance eligible and impactful projects in low-income communities throughout the region. NEPA was awarded a $80,000 grant from ARC and a $20,000 grant from the PNC Foundation to assist with the launch of this initiative. NEPA has selected a consultant from Maryland (CBO Financial) and a law firm (NeePlata) from New Jersey to assist in achieving these three goals:

* Become a Community Development Financial Institutions (CDFI) Fund Certified Community Development Entity (CDE),
* Develop a Vision & Strategic Alliances for the CDE, and
* Prepare and submit a New Markets Tax Credit (NMTC) Allocation Application.

NEPA has formed the new legal entity, named the NEPA Community Impact Group, that has applied for CDE certification on September 23, 2019. NEPA has also submitted an application for $36M in NMTC on October 28, 2019.

**NORTHEASTERN PENNSYLVANIA NONPROFIT & COMMUNITY ASSISTANCE CENTER**

Community Foundation of Monroe County: NCAC continues to support the founders committee for the Community Foundation of Monroe County. NCAC has referred several foundation peers to the group to help explain the importance of a community foundation and best practices to launch. NCAC also referred Attorney Robert Kelly to the group who will be completing the formation and filings pro bono. NCAC has prepared an ARC full application to support the start-up of the foundation.
Board of Directors Report
November 6, 2019

- Full-application Submitted: March 2019
- Amount: $60,000
- Awarded in August 2019

BLUE RIBBON TASK FORCE (BRTF) / TOBYHANNA ARMY DEPOT

NEPA manages the Blue Ribbon Task Force (BRTF), which was organized in 1992 to provide regional community support for the preservation and protection of Tobyhanna Army Depot from the base closure process known as Base Realignment and Closure (BRAC).

* NEPA annually prepares an Economic Impact Analysis of the Depot. In the last update, it was established that the total impact of the Depot is an estimated $2.8 billion in economic activity, an estimated 9,682 jobs, and an estimated $654.7 million in labor income within an eleven (11) county region in Northeast Pennsylvania.

RESEARCH & INFORMATION PROGRAM

Data Requests: The following table describes the geographic origin and type of technical assistance and information requested.

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<th>Technical Assistance &amp; Information Requests</th>
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Board of Directors Report
November 6, 2019

Technical Assistance & Information Requests

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**Featured Article:** This month’s article presents the not seasonally adjusted unemployment rates for the nation, state, region and each of the NEPA Alliance’s seven counties.

**Not Seasonally Adjusted Unemployment Rates**

According to the first chart, the not seasonally adjusted unemployment rates, as provided by the PA WorkStats Program of the Center for Workforce Information & Analysis at the PA Department of Labor & Industry, indicate that the average regional unemployment rate was 5.2 percent from September 2017 to August 2018 and 4.9 percent from September 2018 to August 2019. The average national unemployment rate from September 2017 to August 2018 was 4.0 percent and it decreased to 3.7 percent from September 2018 to August 2019. The average state unemployment rate from September 2017 to August 2018 was 4.5 percent and it decreased to 4.0 percent from September 2018 to August 2019.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 0.9 percentage points in September 2017 before increasing to its maximum of 1.8 percentage points in February 2018 and then decreasing to its minimum of 0.8 percentage points in May and June 2018 and April 2019. It then fluctuated to 1.6 percentage points in August 2019. During the 24-month period, the average not seasonally adjusted unemployment rate was 3.9 percent in the nation and 5.0 percent in the region.
In September and October 2017, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was 0.6 percentage points before increasing to its maximum of 1.2 percentage points in January and February 2018 and then decreasing to its minimum of 0.4 percentage points in June 2018. It then fluctuated to 0.9 percentage points in August 2019. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 4.2 percent.
Board of Directors Report
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Difference in the Monthly Not Seasonally Adjusted Unemployment Rates from September 2017 to August 2019

- Percentage Points
- US - NE PA
- PA - NE PA
TRANSPORTATION PLANNING & PROGRAMMING

2019-2022 TIP Update: The draft 2019-2022 TIP and related documents were advertised for a 30-day public comment period from June 15, 2018 to July 17, 2018. The public hearing on the draft 2019-2022 TIP was held on July 17th at the Monroe County Transportation Authority in Swiftwater. Remote locations for the public hearing were offered in Milford, Jim Thorpe and Pottsville. A joint Technical Committee and Policy Board meeting followed the public hearing at which the 2019-2022 TIP and related documents were approved by the committees. The TIP package was submitted to PennDOT Central Office in early August for inclusion in the Statewide Transportation Improvement Program (STIP). The State Transportation Commission then approved the STIP on August 17, 2018 and it was submitted to the federal agencies. All of the 2019-2022 TIP documents can be found on the NEPA website here- http://www.nepa-alliance.org/transportation/transportation-improvement-program-tip/

The STIP was reviewed by the federal agencies (FHWA, FTA and EPA) and was approved on September 26, 2018. The 2019-2022 STIP went into effect on October 1, 2018. The 2019-2022 TIP includes over $692 million in highway, bridge and transit funding for the four year period.

2021-2024 TIP Update: Preparation for the development of the next TIP update began with the engagement of the Financial Guidance Workgroup consisting of MPO and RPO representatives, and PennDOT and FHWA officials. The Workgroup reviewed funding streams and formula allocations that will be the basis for project funding on the 2021-2024 TIP.

The funding formulas were shared with the Planning Partners at a statewide meeting on July 16th. Funding will be significantly increased for the Interstate Highway System and as a result, funding for regional TIPs will be decreased. The shift in funding will occur in 2023 and 2024 and going forward. Funding available for the NEPA MPO regional TIP will decrease by 25%.

On September 27th, staff attended a meeting with District 5-0 and the county planners for Carbon, Monroe and Schuylkill counties to discuss projects for the TIP update. A follow-up meeting is scheduled for October 29th. A meeting with District 4-0 and Pike County representatives is scheduled for November 4th.

2020-2022 Unified Planning Work Program (UPWP): Staff continues to participate in the UPWP Work Group as it develops the program guidance for the next two-year UPWP. Staff participated in the kickoff conference call for the UPWP Work Group on December 12th and ensuing meetings on February 20th and March 26th. UPWP Guidance was shared with the Planning Partners at a statewide meeting on July 16th.

The NEPA MPO convenes a UPWP Subcommittee to review the work program and determine priority tasks for the upcoming two-year period. The first meeting of the UPWP Subcommittee was held on August 20th. A review of the current work program and the priority tasks for Year I and Year 2 occurred. Subsequent meetings of the UPWP Subcommittee were held on September 17th and October 10th. Endorsement of the 2020-2022 UPWP by the NEPA MPO committees is expected in November, with final approval and submission to PennDOT by January 2020.

NEPA MPO Strategic Plan: Last fall, NEPA staff developed a Request for Qualification (RFQ) for a consultant for the development of a Strategic Plan for the NEPA MPO. The development of the strategic plan was identified as a priority task for the first year of the NEPA MPO Unified Planning Work Program.
The RFQ was also for an open-end agreement for a consultant to assist in the update of the NEPA MPO Long Range Transportation Plan and other planning initiatives as deemed necessary.

Following advertisement and presentations by top three firms, the NEPA MPO Technical Committee scored the proposal and Michael Baker International was selected as the consultant for the NEPA MPO Strategic Plan and other transportation planning work under an open-end agreement for consulting services.

On February 19th, Michael Baker International presented the project scope and timeline for the Strategic Plan and conducted a SWOT analysis of the NEPA MPO committee. A discussion of this process was shared with the NEPA MPO Policy Board at the meeting on March 6th. A survey of NEPA MPO Technical Committee and Policy Board members was distributed in early March. A board retreat with Technical Committee and Policy Board members was be held on March 19th.

A draft of the Strategic Plan was shared with the committee members in early April and was reviewed at the April 16th Technical Committee meeting. Comments on the draft plan were incorporated into the document. The Strategic Plan was endorsed by the Technical Committee on May 22, 2019 and referred to the Policy Board for approval. The Policy Board approved the Strategic Plan by email ballot in June. Staff will work over the coming months to implement the recommendations in the Strategic Plan as we developed the next UPWP and Long Range Transportation Plan.

**Long Range Transportation Plan Update:** The development of a Long Range Transportation Project (LRTP) for the four-county MPO is required by FHWA and PennDOT and identifies the major transportation projects, programs and policies needed for the next twenty-five years. The LRTP establishes the vision and goals that guides future decisions affecting transportation facilities, infrastructure and services in the region.

The next formal update of the LRTP is due March 2020 and the LRTP Update process is well underway. As part of the MPO Strategic Plan RFQ solicitation, Michael Baker International was engaged under the open-ended agreement with NEPA to complete portions of the LRTP update. Michael Baker developed a scope and schedule for the development of LRTP which was shared with the LRTP Steering Committee at the kickoff meeting on May 22nd.

A second meeting of the LRTP Steering Committee was held on July 23rd at which a review of the public outreach efforts for the LRTP was provided. Public outreach meetings were held in the four MPO counties on September 24th and 25th. A MetroQuest survey has also been deployed to solicit public input on transportation needs and priorities. Another meeting of the LRTP Subcommittee will be held on November 19th.

**PennDOT Connects:** At the direction of Secretary Leslie Richards, PennDOT has initiated a new effort to improve the project planning processes and increase local involvement in projects. PennDOT has developed a formal policy on this new effort and outreach efforts to municipalities are being held on projects on the current TIP that have not started the PE phase.

NEPA staff has been participating in many PennDOT Connects meetings with PennDOT staff, municipal officials and stakeholders for upcoming TIP projects, maintenance projects and Multimodal Transportation Fund projects. Additional meetings will be held in the coming months on current and future projects.

Most recently, PennDOT Connects project field meetings were conducted for bridge projects in Pine Grove, Reilly, Tremont and South Manheim in Schuylkill County, in Paradise and Eldred in Monroe County and
Functional Classification Review: The functional classification review is a major project for the Transportation Division which was initiated last year. Thus far, NEPA GIS staff has completed the necessary GIS mapping changes and corresponding data to justify any functional classification changes for Carbon, Pike County and Monroe County. A meeting with District 4-0 staff to review the changes in Pike County was held on January 28th. A meeting with District 5-0 staff to review the changes in Monroe County was held on January 31st. Meetings with Carbon County were held on January 25th and May 31st. The proposed changes were reviewed with District 5-0 on June 13th.

The review process is now underway in Schuylkill County. The first meeting was held on August 29th. The functional classification review is expected to wrap up by year’s end at which time all proposed classification modifications will be formally submitted to PennDOT and FHWA for approval.

Highway Performance Monitoring System (HPMS): Beginning in fiscal year 2019, NEPA is responsible for the collection of data for the Highway Performance Monitoring System (HPMS). The HPMS is a national level highway information system that includes data on the extent, condition, performance, use and operating characteristics of the nation's highways. MPOs are required to update and confirm data included in the HPMS on an annual basis. The collection involves field work at over 90 locations within the NEPA MPO region roadway network identified by PennDOT Central Office. Staff received field training by PennDOT Central Office on August 28th. Staff also attended the HPMS Workshop at PennDOT District 2-0 in Clearfield on September 4-5. Data collection efforts are underway and will be completed by early December.

Jim Thorpe Parking Analysis and Complete Streets Study: The NEPA MPO was awarded funding for the completion of a Parking Analysis and Complete Streets Study for downtown Jim Thorpe. As a year-round, four-season destination offering a plethora of tourism and visitor activities, the borough has been experiencing a growing problem of accommodating adequate parking in the downtown area for residents, visitors, private retail shops and services and as a County seat, government business activity. The Parking Analysis and Complete Streets Study will identify short and mid-range recommendations to minimize conflicts between modes, maximize parking facilities, and accommodate efficient movement of pedestrians, vehicles and bicyclists, safely and efficiently.

The NEPA MPO was awarded $80,000 in PennDOT/Federal Planning Funds, which is leveraged by 20% in local match being provided by Jim Thorpe Borough, Carbon County Chamber and Economic Development and the Pocono Mountains Visitors Bureau. A steering Committee representative of local interests was established and engaged with the project consultant Chance Management Advisors.

The consultant has been on-site in Jim Thorpe at various events throughout the year gathering data collections including video data that they feel very positive about for their resulting analysis. The project consultant for the County Parking Lot Trail Separation Project funded by the PennDOT Transportation Alternatives Program ($404,000) was provided with the contact information from our consultant as there is an opportunity to collaboratively incorporate some possible design considerations or improvements into the County project.

The consultant provided a presentation of their preliminary findings to the Carbon County Commissioners and the Project Steering Committee on November 13th. The presentations included information on data collected including pedestrian movements and parking data in downtown Jim Thorpe. The consultant also provided information on preliminary options to improve pedestrian safety, provide additional parking...
options and a potential parking garage. Many of the recommended solutions require PennDOT approval since they will occur on state roads.

The consultant has completed the action plan portion of the study. Improvement concepts have been presented to District 5-0 Traffic and Design staff at a meeting on March 21st. Project recommendations were presented to the County Commissioners and to the Steering Committee and Borough Council at a July 18th Public Meeting. A meeting with the Project Steering Committee to further refine the final plan was held on August 27th. The final project report is expected to soon be delivered.

**Milford Borough Traffic Study:** Milford Borough and Pike County officials have expressed interest in conducting a traffic congestion and parking study. Staff met with borough elected officials and Pike County Planning staff on January 7th to discuss the proposed scope of the study. The study would potentially address traffic circulation and congestion issues, traffic signals and signage, turning movements, pedestrian safety and parking shortages. The NEPA MPO Technical Committee authorized NEPA to seek Supplemental Planning Funds from PennDOT for the study. Staff submitted an application for funding to PennDOT Central Office at the end of February.

$60,000 in funding was awarded to the Milford Borough Traffic Study in May. $15,000 in matching funds will be pursued from local sources. A steering committee is being established to guide and review the study. A conference call with the consultant for the project, Michael Baker International, and representatives from Pike County and Milford Borough was held on October 18th to refine the scope of the project work. A kickoff meeting on the project will be held in the coming weeks.

**PennDOT Planning Partners Meeting:** Staff attended the annual PennDOT Planning Partners meeting on October 15-17 in State College. Staff presented on NEPA’s UPWP efforts and experience with the PennDOT Connects process at the conference.

**American Planning Association- PA Chapter Annual Conference:** Staff attended the APA-PA Annual Conference in Reading on October 20-22.

**Passenger Rail Service Restoration Between New York City and the City of Scranton:** NEPA continues to participate in planning activities for the restoration of rail service between Scranton and New York being managed by the Pennsylvania Northeast Regional Rail Authority. Focus is upon an initial segment of the rail extension within the western portion of New Jersey and the possibility of funding under provisions of the FAST Act. NEPA staff has participated in advisory committee meetings with the PNRRA, Congressman Cartwright’s staff, Senator Blake’s staff, Lackawanna and Monroe counties and other stakeholders to further discuss a strategy for advancing the development of the project. NEPA staff most recently attended meetings on September 17th and October 24th to discuss next step strategies toward advancing the project. The Advisory Committee has engaged an engineering consultant to provide cursory structural assessments of two key concrete railroad bridges and railbed conditions in the targeted segment. The committee has secured $400,000 in Local Share Account funds and is actively seeking other potential funding sources to develop a full engineering cost and ridership update. The committee is also engaging with officials in New Jersey. A meeting was held in July in New Jersey with key legislative and rail agency representatives from both states. It was agreed that period bi-state meetings will be held to encourage cooperation between Pennsylvania and New Jersey on the project. The next meeting between the PA and NJ delegations will occur on November 11th at the East Stroudsburg University Innovation Center. NEPA staff has completed the roadway and bridge information in the four NEPA MPO counties. NEPA staff is now internally reviewing data prior to submission for PennDOT quality
analysis. NEPA staff plans to initiate an inventory of ADA ramps in the four-county MPO region in the coming months. A standardized geo-data template is being developed in consultation with PennDOT.

**Geographic Information Systems (GIS):** GIS staff is continuing to more fully develop its GIS capabilities. Staff has been engaged in the development of the LRTP, particularly the project selection process and the Title VI/Environmental Justice Plan and the development of the Transportation Improvement Plan Updates. Staff has constructed a more developed GIS profile on the NEPA website of NEPA’s Transportation Maps & Applications and can be viewed on [NEPA’s ArcGIS Online Homepage](http://www.nepaonline.org). GIS staff has been engaged during the TIP development process and has mapped all TIP projects in the four-county area. GIS technology has been applied to all transportation program and planning activities, and is being further enhanced to aid with project tracking and public information awareness. Most recently, GIS staff completed functional classification mapping for Monroe and Carbon Counties, LTAP mapping, and county bridge locators. Staff also applied GIS technology to NEPA’s other program offerings, including NEPA BFC client mapping, New Markets Tax Credit mapping, Tobyhanna Army Depot employment mapping, CEO Weinberg Food Pantry mapping and PA Local Development District mapping. Staff is also active on the planning conference committee for the AASHTO GIS for Transportation Symposium which was held in Kissimmee, FL on April 23-26.

**Focus 81 Committee:** The Focus 81 Full Committee met on April 9th. The committee received updates on PennDOT’s roadwork projects for the upcoming year on Interstate 81 and the PA Turnpike’s Scranton Beltway Project.

NEPA has issuing an RFP/RFQ for marketing and event planning activities and website updates. Proposals were due by April 30th. Submissions have been reviewed and consultant presentations were conducted in July. A consultant is expected to soon be engaged.

Staff is developing two subcommittees to address freight issues and incident management. The Freight Subcommittee identified several action items for staff including a truck parking roundtable with FHWA, a freight corridor study using supplemental planning funds and freight facility inventory and mapping.

The truck parking roundtable with FHWA was held on June 6th. About 25 attendees representing truck parking stakeholders were at the event. The roundtable included a lively discussion about the truck parking issues in Northeastern Pennsylvania. Several action items were identified to improve truck parking along the I-81 corridor. NEPA staff is currently drafting a Truck Parking Action Plan document with FHWA which will summarize the issues and solutions identified at the event. We plan to share the document with the Focus 81 Committee at the next meeting.

**Lackawanna/Luzerne, Lehigh Valley and Reading MPOs:** NEPA staff continues to correspond and collaborate with representatives of the Lackawanna/Luzerne, Reading and Lehigh Valley MPOs in the interest of coordinating transportation planning and programming activities between the adjoining MPOs and the NEPA MPO. NEPA is a designated voting member on the Lackawanna-Luzerne Technical Committee and regularly attends these meetings to report on the activities of the Focus 81 Committee and discuss potential collaborations toward addressing common transportation issues facing the greater region as well. Staff most recently attended the Lackawanna-Luzerne MPO Technical Committee meeting on October 2nd in Hazleton.

**Pike County Road Task Force:** NEPA staff attended the Pike County Road Task Force Meeting on September 24th and October 17th. NEPA staff discussed the local asset inventory project and the upcoming LTAP class schedule with the task force. NEPA GIS staff has developed maps for each municipality
shows transportation infrastructure based upon existing data and newly developed local bridge and road asset inventory data.

**Schuylkill County Chamber of Commerce Transportation Task Force:** NEPA staff attended the Chamber Transportation Task Force meeting in Pottsville on July 11th and September 12th and continued to provide updates on the Focus 81 initiative and the NEPA MPO TIP and LRTP development.

**Equitable Transit Planning Council/NEPA Moves:** NEPA has been participating in the Equitable Transit Planning Council led by the Scranton Area Community Foundation and Federal Reserve Bank of Philadelphia. The group was formed as a multi-disciplinary collaboration of interest groups to address the current transportation barriers that limit economic growth and development opportunities in NEPA region, particularly focusing on the Scranton/Wilkes-Barre urbanized corridor. The Planning Council was organized in response to the increase in local residents in Northeastern PA, and many of the organizations that serve them, who have shared that transportation challenges are a particularly significant barrier for low to moderate income individuals, and other specific populations. The Equitable Transit Council has recently rebranded itself as NEPA Moves. Staff attended a leadership meeting conducted on February 8th and a regular meeting on March 6th. Staff has been in discussions with NEPA Moves and the Scranton Area Foundation to conducted mapping of business park locations.

**Commuter Services of Pennsylvania:** Commuter Services is a professionally staffed organization funded by federal Congestion Mitigation & Air Quality (CMAQ) funds, providing services to reduce traffic congestion by helping commuters find alternatives, other than driving alone, and by reaching out to employers so they can help their workforce find those options. In 2014, the MPO Technical Planning Committee approved a motion in support of adding funding for Commuter Services in the 2015-2018 TIP Update. A continuation of funding for Commuter Services was included in the 2017-2020 TIP.

Recently, the Federal Highway Administration (FHWA) raised concerns about the use of CMAQ funding during the development of the 2019-2022 Transportation Improvement Program. Currently, several MPOs and RPOs in the Commonwealth that are classified as attainment counties for air quality still receive CMAQ funding. Beginning with the 2021-2024 Transportation Improvement Program, those MPOs and RPOs will no longer receive CMAQ funds. In addition, in multi-county MPOs and RPOs, CMAQ funding will only be eligible for use in the non-attainment counties. As a result, in the NEPA MPO region CMAQ funds will only be eligible for use in Carbon County beginning in FY 2021.

The NEPA MPO Technical Committee reviewed options regarding future funding for Commuter Services and voted to discontinue funding Commuter Services on the 2019-2022 TIP Update, but permit the expenditure of funds appropriated on the current TIP until the originally allocated funding is expended. The four-year MOU with Commuter Services expired on September 30, 2018. An amended MOU was approved by the Technical Committee and Policy Board to continue Commuter Services activities in the NEPA MPO region until the remaining funds are expended or until September 30, 2020, whichever comes first.

**Local Technical Assistance Program (LTAP):** NEPA has partnered with PennDOT to deliver the LTAP training series in the Lackawanna-Luzerne Metropolitan Planning Organization (MPO) region, the NEPA MPO region and Wayne County.

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<td>Stop Signs and Intersection Traffic</td>
<td>August 6, 2019 8:00 AM</td>
<td>Salem Township Building Luzerne Co.</td>
<td>11</td>
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<td>Control</td>
<td>to 3:00 PM</td>
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<tr>
<td>Speed Limits and Speed Management</td>
<td>August 13, 2019 8:00 AM</td>
<td>Schuylkill Community Education Council Schuylkill Co.</td>
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<td>to 12:00 PM</td>
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<tr>
<td>ADA Transition Plans</td>
<td>September 12, 2019</td>
<td>NEPA Alliance Luzerne Co.</td>
<td>9</td>
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<td>8:00 AM to 12:00 PM</td>
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<tr>
<td>Full Depth Reclamation</td>
<td>October 1, 2019 8:00 AM</td>
<td>Salem Township Building Luzerne Co.</td>
<td>17</td>
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<td>to 12:00 PM</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 10, 2019 8:00 AM</td>
<td>Pike Co. Training Center Pike Co.</td>
<td>17</td>
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<td>to 3:00 PM</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 15, 2019 8:00 AM</td>
<td>Lackawanna Co. Ctr. For Public Safety Lackawanna Co.</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 16, 2019 8:00 AM</td>
<td>Washington Township Building Schuylkill Co.</td>
<td>17</td>
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<tr>
<td>Curves on Locals Roads</td>
<td>October 17, 2019 8:00 AM</td>
<td>Middle Smithfield Township Monroe Co.</td>
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<td>Managing Utility Cuts</td>
<td>October 30, 2019 8:00 AM</td>
<td>Jim Thorpe Memorial Hall Carbon Co.</td>
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<td>Work Zone Traffic Control</td>
<td>November 7, 2019 8:00 AM</td>
<td>Wayne Township Building Schuylkill Co.</td>
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<td>Introduction to Traffic Studies</td>
<td>December 18, 2019 8:00</td>
<td>Middle Smithfield Township Monroe Co.</td>
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<td>AM to 12:00 PM</td>
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</tbody>
</table>
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The Northeastern Pennsylvania Alliance (NEPA) is a regional multi-county economic development agency providing leadership, planning, expertise and services to regional and local governments, businesses, institutions, and individuals through innovative and beneficial collaborations and partnerships to enhance the economic development and quality of life in the area.