This year’s NEPA Alliance Regional Leadership Award was presented to Lamar Advertising. From left, Philip Condron, NEPA Board Chairperson; Tom Donohue, Lamar Advertising; Ryan McGowan, M&T Bank; and Jeffrey Box, President & CEO, NEPA Alliance.
<table>
<thead>
<tr>
<th>Northeastern Pennsylvania Alliance Board of Directors 2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CARBON COUNTY</strong></td>
</tr>
<tr>
<td>Kathy Henderson</td>
</tr>
<tr>
<td>Jerry McAward</td>
</tr>
<tr>
<td>Wayne Nothstein (County Commissioner)</td>
</tr>
<tr>
<td>Harold Pudliner</td>
</tr>
<tr>
<td>Joseph Sebelin ([Executive Committee-1st Vice-Board Chairperson])</td>
</tr>
<tr>
<td><strong>LACKAWANNA COUNTY</strong></td>
</tr>
<tr>
<td>Philip Condron ([Executive Committee-Board Chairperson])</td>
</tr>
<tr>
<td>Tom Donohue</td>
</tr>
<tr>
<td>John McNulty</td>
</tr>
<tr>
<td>Patrick O'Malley (County Commissioner)</td>
</tr>
<tr>
<td>(George Kelly - Alternate)</td>
</tr>
<tr>
<td>Alex Stark</td>
</tr>
<tr>
<td><strong>LUZERNE COUNTY</strong></td>
</tr>
<tr>
<td>Stephen Barrouk ([Executive Committee-2nd Vice-Board Chairperson])</td>
</tr>
<tr>
<td>Ron Carter</td>
</tr>
<tr>
<td>Mary Malone</td>
</tr>
<tr>
<td>Tim McGinley (County Council)</td>
</tr>
<tr>
<td>(Eugene Kelleher - Alternate)</td>
</tr>
<tr>
<td>Michelle Mikitish</td>
</tr>
<tr>
<td>Kevin O'Donnell</td>
</tr>
<tr>
<td><strong>MONROE COUNTY</strong></td>
</tr>
<tr>
<td>Chris Barrett</td>
</tr>
<tr>
<td>John Casella</td>
</tr>
<tr>
<td>Chuck Leonard</td>
</tr>
<tr>
<td>John Moyer (County Commissioner)</td>
</tr>
<tr>
<td>(Charles Garris - Alternate)</td>
</tr>
<tr>
<td>Mary Frances Postupack ([Executive Committee-Assistant Secretary])</td>
</tr>
<tr>
<td><strong>PIKE COUNTY</strong></td>
</tr>
<tr>
<td>Derek Bellinger</td>
</tr>
<tr>
<td>William Kerstetter ([Executive Committee-Assistant Treasurer])</td>
</tr>
<tr>
<td>Matthew Osterberg (County Commissioner)</td>
</tr>
<tr>
<td>Peter Wulfhorst</td>
</tr>
<tr>
<td><strong>SCHUYLKILL COUNTY</strong></td>
</tr>
<tr>
<td>Robert Carl</td>
</tr>
<tr>
<td>Micah Gursky</td>
</tr>
<tr>
<td>George Halcovage (County Commissioner)</td>
</tr>
<tr>
<td>([Executive Committee-Secretary])</td>
</tr>
<tr>
<td>Michael McCord</td>
</tr>
<tr>
<td>Bud Quandel ([Executive Committee-Past Board Chairperson])</td>
</tr>
<tr>
<td><strong>WAYNE COUNTY</strong></td>
</tr>
<tr>
<td>Joseph Adams (County Commissioner)</td>
</tr>
<tr>
<td>Mark Graziado ([Executive Committee-Treasurer])</td>
</tr>
<tr>
<td>Dave Hoff</td>
</tr>
<tr>
<td>Craig Rickard</td>
</tr>
<tr>
<td>Mary Beth Wood</td>
</tr>
<tr>
<td><strong>AT-LARGE</strong></td>
</tr>
<tr>
<td>Matthew Connell</td>
</tr>
<tr>
<td>Ricky Durst</td>
</tr>
<tr>
<td>Larry Maiski</td>
</tr>
<tr>
<td>Josh Olerud</td>
</tr>
<tr>
<td>Don Pleau</td>
</tr>
<tr>
<td>Alana Roberts</td>
</tr>
<tr>
<td>Brian Sipe</td>
</tr>
<tr>
<td><strong>EX-OFFicio</strong></td>
</tr>
<tr>
<td>Charles Barber ([NCAC Board Chair])</td>
</tr>
<tr>
<td>Jeffrey Box</td>
</tr>
<tr>
<td>Michelle Bising ([PNE Board Chair])</td>
</tr>
<tr>
<td>(John Augustine - Alternate)</td>
</tr>
<tr>
<td><strong>EMERITUS</strong></td>
</tr>
<tr>
<td>Phyllis Brandwene</td>
</tr>
<tr>
<td>David Donlin</td>
</tr>
<tr>
<td>Mahmoud Fahmy</td>
</tr>
<tr>
<td>Paul Maher</td>
</tr>
<tr>
<td>Ernest Preate</td>
</tr>
</tbody>
</table>
AGENDA

I. **Call to Order** - Phil Condron, Board Chairperson

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

III. **Board Discussion & Action Items**
    * September 26, 2018 Meeting Minutes - Phil Condron, Board Chairperson 1-3
    * Treasurer’s Report - Wendi Holena 4-5
    * Committee/Affiliate Reports
      - Appalachian Regional Commission (ARC) Project Update - Jeffrey Box/Kurt Bauman
      - Blue Ribbon Task Force (BRTF) - Jeffrey Box/Kurt Bauman
      - Communications & Membership – Alex Stark/Donna Hritz
      - Metropolitan Planning Organization (MPO)/Transportation - Alan Baranski
      - NEPA Business Finance Corporation (BFC)/Business Development Services - Steve Ursich
      - Nonprofit & Community Assistance Center (NCAC) - Kurt Bauman

IV. **President & CEO Report** - Jeffrey Box 6-52

V. **Presentation** - Steve Ursich, SBA 504 presentation
    - Kate McMahon, REAL ID presentation

VI. **Open Discussion** - Phil Condron, Board Chairperson

VII. **Next Meeting** - January 2, 2019
BOARD OF DIRECTORS REPORT
SEPTEMBER 26, 2018
MEETING MINUTES

OFFICERS
Phil Condron, Board Chairperson
Joseph Sebelin, 1st Vice-Board Chairperson
Mark Graziadio, Treasurer
Mary Frances Postupack, Assistant Secretary

CARBON
Kathy Henderson
Comm. Wayne Nothstein

LACKAWANNA
Jack McNulty
Alex Stark

LUZERNE
Michele Mikitish
Kevin O'Donnell

MONROE
Chris Barrett
John Casella
Charles Leonard

PIKE
Derek Bellinger
Peter Wulfhorst

SCHUYLKILL
No Attendees

WAYNE
Comm. Joseph Adams
Craig Rickard

AT-LARGE
Matt Connell
Ricky Durst
Alana Roberts
Brian Sipe

STAFF
Alan Baranski
Kurt Bauman
Wendi Holena
Casey Markiewicz
Steve Ursich

EX-OFFICIO
Jeffrey Box
The NEPA Alliance held a Board of Directors Meeting on Wednesday, September 26, 2018, at Kalahari Resorts, Pocono Manor, 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 John Casella and seconded by Mark Graziadio to accept the minutes from the Board of Directors Meeting of May 2, 2018. **Motion carried**

**Treasurers Report** – Wendi reported that on the Statement of Activities dated August 31, 2018, NEPA has $388,000 in revenues and total expenses. She further reported that there is a small increase in net assets of $410. Wendi noted that NEPA is only two (2) months into the fiscal year. She noted that NEPA audit is underway and should be presented at the November Board meeting. Wendi also reported that NEPA has $700,000 in unrestricted cash.

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

**President & CEO Report and Staff Activity** – Jeff stated that NEPA is no longer mailing the Board packet and that it will be sent electronically via email.

Jeff reported that that NEPA’s Annual Report the Fiscal Year 2018 indicates that NEPA’s numbers are quite solid and our funding partners are pleased. Jeff further reported that NEPA is presenting good numbers to all of the individuals and agencies to whom we have to report.

Jeff reported that the Appalachian Regional Commission (ARC) project list has been sent to Department of Community and Economic Development (DCED). He also reported that Tim Thomas is the new Federal Co-Chair of ARC and he is from Kentucky. He previously worked for Senator Mitch McConnell. Jeff noted that the new federal co-chair is making significant changes in the way ARC operates. Jeff stated that NEPA was notified that two (2) ARC Access Road Projects that were approved for Luzerne County were disapproved by the new federal co-chair. The projects were in the Hanover Industrial Park and CAN DO, Inc. He reported that each project was in the $450,000 range. Jeff further stated that the change in policy for the new federal co-chair has left our region losing almost $1,000,000 in federal funds for access roads.

Mary Frances Postupack asked if these projects were pulled because they are access road projects or because of lack of funding. Jeff noted that arbitrary change in policy by the federal co-chair is that he only wants to fund access road projects that are brand new into new business parks or new construction. He further noted that both of these projects were the reconstruction of two (2) roads, lending themselves more to job retention and to keep the companies in those parks. Jeff noted that the unfortunate part is that NEPA and ARC put 18 months of work into this with the expectation that those dollars were coming to those projects.
Jeff also reported that Senator McConnell has introduced legislation that would direct 60% of ARC’s Area Development Funds to what ARC defines as “distressed counties.” He stated that would hurt Pennsylvania and it would shift dollars to primarily Kentucky, Tennessee, and West Virginia.

Kurt Bauman stated that Pennsylvania State Senator Bill Schuster’s office was able to get an access road project in Altoona turned around, one that was rejected by Tim Thomas because of this new position change. He noted that the projects that we submitted were eligible, but they changed it last minute, which is difficult to take because of the 18 months of work put into it. Kurt stated that going forward we will be calling the projects a construction versus reconstruction. Jeff noted that all of our other projects are advancing. He noted that NEPA typically receives a letter from the Appalachian office at the DCED sometime in December or January inviting projects for full application. There are other changes at ARC that will be discussed in the future.

Jeff reported that a new spending bill is advancing through congress and there is approximately $42,000,000 in special appropriations for other projects in other states embedded in the ARC budget. He noted that this is troubling and there needs to be discussions with our state congressional delegation because southern states are much more aggressive at finding projects to fund within the ARC budget.

Jeff reported that building renovations are mostly complete. He noted that through action of the Executive Committee, NEPA has notified the contractor that the contract is terminated. Jeff stated that NEPA has engaged a new contractor who will hopefully be starting next week to finish the items that the original contractor failed to complete and fix the warranty items that he failed to fix. He further stated that NEPA has filed a claim with his insurance company and his bonding company. Jeff noted that NEPA will get the work done and deduct the cost from the final payment to YTC Inc.

Jeff also reported that most of the extra space in the building has been leased. NEPA has approximately 400 square feet for storage. Jeff noted that NEPA has two (2) tenants: an insurance company and the Family Services Association, which is a 24/7 operation.

Jeff reported that Steve Urisch has reached a milestone with NEPA’s SBA 504 lending program. He stated that within the last couple weeks NEPA closed a $5.5 million loan in center city Philadelphia, which is the biggest loan in the history of NEPA. Jeff noted that NEPA is also working another deal in the same range through Steve’s contacts in the Philadelphia area.

Jeff reported that regarding the Annual Dinner, NEPA has record registration at 332. He stated that it was a complete team effort and thanked everyone involved including board members, sponsors and staff. Jeff noted that there is a record turnout with a record sponsorship at $37,000. He noted that NEPA greatly appreciates everyone’s contributions.

Brian Sipe noted that Alana Roberts recently was awarded Philanthropist of the Year by the Greater Wilkes-Barre Chamber of Commerce.

There being no further business Board Chairperson Phil Condron adjourned the meeting at 4:16pm.

Respectfully submitted:
Casey Markiewicz
Marketing Intern
September 28, 2018
# Statement of Activities

**September 30, 2018**

<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>$532,091</td>
<td>$543,277</td>
<td>$3,368,373</td>
<td>16%</td>
</tr>
<tr>
<td>Membership Fees</td>
<td>57,750</td>
<td>58,000</td>
<td>232,000</td>
<td>25%</td>
</tr>
<tr>
<td>Rental Income</td>
<td>1,385</td>
<td>4,359</td>
<td>21,289</td>
<td>20%</td>
</tr>
<tr>
<td>RLF Admin. Fees</td>
<td>4,403</td>
<td>4,153</td>
<td>15,000</td>
<td>28%</td>
</tr>
<tr>
<td>Match from Other Sources</td>
<td>31,370</td>
<td>35,686</td>
<td>62,667</td>
<td>57%</td>
</tr>
<tr>
<td>Other Receipts</td>
<td>6,424</td>
<td>7,429</td>
<td>9,000</td>
<td>83%</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>-</td>
<td>2,790</td>
<td>39,000</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>633,423</td>
<td>655,694</td>
<td>3,747,329</td>
<td>17%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses:</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>366,741</td>
<td>365,655</td>
<td>1,533,901</td>
<td>24%</td>
</tr>
<tr>
<td>Benefits</td>
<td>130,278</td>
<td>133,315</td>
<td>644,238</td>
<td>21%</td>
</tr>
<tr>
<td>Contractual</td>
<td>40,376</td>
<td>31,824</td>
<td>1,000,468</td>
<td>3%</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>208</td>
<td>562</td>
<td>32,400</td>
<td>2%</td>
</tr>
<tr>
<td>Travel and Per Diem</td>
<td>4,445</td>
<td>8,432</td>
<td>44,921</td>
<td>19%</td>
</tr>
<tr>
<td>Meetings and Seminars</td>
<td>24,449</td>
<td>34,126</td>
<td>73,350</td>
<td>47%</td>
</tr>
<tr>
<td>Postage</td>
<td>1,477</td>
<td>1,892</td>
<td>7,650</td>
<td>25%</td>
</tr>
<tr>
<td>Supplies</td>
<td>4,284</td>
<td>4,241</td>
<td>38,921</td>
<td>11%</td>
</tr>
<tr>
<td>Publications and Memberships</td>
<td>6,405</td>
<td>9,485</td>
<td>37,025</td>
<td>26%</td>
</tr>
<tr>
<td>Printing</td>
<td>1,293</td>
<td>3,288</td>
<td>10,200</td>
<td>32%</td>
</tr>
<tr>
<td>Advertising</td>
<td>3,589</td>
<td>8,828</td>
<td>24,000</td>
<td>37%</td>
</tr>
<tr>
<td>Occupancy</td>
<td>12,417</td>
<td>14,059</td>
<td>62,300</td>
<td>23%</td>
</tr>
<tr>
<td>Equipment Rental &amp; Maintenance</td>
<td>4,315</td>
<td>4,367</td>
<td>21,200</td>
<td>21%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>16,429</td>
<td>13,947</td>
<td>51,909</td>
<td>27%</td>
</tr>
<tr>
<td>Telephone/Internet</td>
<td>3,558</td>
<td>4,193</td>
<td>18,720</td>
<td>25%</td>
</tr>
<tr>
<td>Insurance</td>
<td>-</td>
<td>-</td>
<td>26,000</td>
<td>0%</td>
</tr>
<tr>
<td>Interest</td>
<td>10,062</td>
<td>11,572</td>
<td>49,834</td>
<td>23%</td>
</tr>
<tr>
<td>Other Costs</td>
<td>2,729</td>
<td>1,894</td>
<td>31,347</td>
<td>6%</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>-</td>
<td>2,790</td>
<td>39,000</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>633,055</td>
<td>654,470</td>
<td>3,745,384</td>
<td>17%</td>
</tr>
</tbody>
</table>

**Increase (Decrease) in Net Assets**

<table>
<thead>
<tr>
<th>Prior YTD</th>
<th>Current YTD</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$368</td>
<td>$1,224</td>
<td>$1,945</td>
</tr>
</tbody>
</table>

---

**Net Assets**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Beginning Balance</strong></td>
<td>$1,372,872</td>
</tr>
<tr>
<td><strong>Increase (Decrease)</strong></td>
<td>1,224</td>
</tr>
<tr>
<td><strong>Current Balance</strong></td>
<td>$1,374,096</td>
</tr>
</tbody>
</table>
## Statement of Financial Position

**September 30, 2018**

<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>$672,235</td>
<td>$540,167</td>
<td>Accounts Payable</td>
<td>$103,692</td>
<td>402,682</td>
</tr>
<tr>
<td>Restricted Funds Invested</td>
<td>11,984</td>
<td>10,166</td>
<td>Deferred Project Funds</td>
<td>11,984</td>
<td>10,166</td>
</tr>
<tr>
<td>Membership Fees Receivable</td>
<td>3,450</td>
<td>-</td>
<td>Employee Benefits Payable</td>
<td>130,581</td>
<td>122,157</td>
</tr>
<tr>
<td>Advances/Deposits/Prepads</td>
<td>24,713</td>
<td>25,683</td>
<td>Payroll Withholdings</td>
<td>3,222</td>
<td>3,108</td>
</tr>
<tr>
<td>Accounts Receivable - Projects</td>
<td>841,747</td>
<td>1,216,741</td>
<td>Deferred Membership Fees</td>
<td>122,343</td>
<td>110,277</td>
</tr>
<tr>
<td>Loan Receivable - NEPABFC</td>
<td>79,593</td>
<td>80,452</td>
<td>Capital Lease Payable</td>
<td>548,902</td>
<td>526,012</td>
</tr>
<tr>
<td>Depreciable Assets (Net of Deprec.)</td>
<td>589,494</td>
<td>675,289</td>
<td><strong>Total Liabilities</strong></td>
<td>920,724</td>
<td>1,174,402</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Net Assets</strong> *</td>
<td>1,302,492</td>
<td>1,374,096</td>
</tr>
</tbody>
</table>

**Total Assets**

$2,223,216 $2,548,498

**Total Liabilities & Net Assets**

$2,223,216 $2,548,498

*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,

We have closed out the first quarter of 2018-2019 Fiscal Year and all things at NEPA are going well. Here is an update on current activities.

**Business Finance** - We are having the best number of loan approvals and best number of loans closed in my history at NEPA. We have most of our money on the street from our internal programs and the largest SBA 504 loan we have ever done was recently funded. All things business finance are going very well.

**PTAC Expansion** - The Procurement Technical Assistance Center will be receiving an increase in funding starting in July 2019, based on funding within the new defense authorization spending bill passed by Congress and signed by the President. They have also lowered the match requirement, which will also help us to provide more service to our clients.

**PennDOT Interstate Steering Committee Update** - Enclosed with this Board packet is a summary of the needs of the Interstate Highway System in Pennsylvania as prepared by PennDOT. It is eye opening that there are billions of dollars needed for interstate preservation that is not being funded. In my opinion, this is a huge economic development issue that is not being addressed. How will we as a state and a region continue to move goods and products if the interstate system is not maintained and expanded? Is this an issue that NEPA should become more involved in during the next calendar and fiscal year?

**ARC Project Review Meeting in Harrisburg** - Kurt and I will travel to Harrisburg this week (November 1st) to present on our recommended project priority list for the Federal Fiscal Year 2018-2019 that the Executive Committee approved in July. We will have more information at the Board Meeting.

**Blue Ribbon Task Force** - The strategic plan/SWOT analysis that we commissioned with a Washington DC based firm, Meyers Associates is underway. This should be completed by January 2019 and then we will commence a fundraising campaign for the BRTF. We need to be sure that everyone is supportive of this as we move forward. We will discuss at the Board Meeting.

**Renovation Project** - As I have previously advised, the building renovation project is substantially complete. We have a few remaining issues to address that are being completed by a new contractor. We canceled our contract with YTC, Inc. several months ago when they failed to complete the work. We continue to hold funds from them that will be used to pay the new contractor. I hoped this would have been resolved by now, however, we are still working on it.

As always, there are numerous projects and initiatives underway here at NEPA. Please contact me if you have any questions.

Respectfully,
Jeffrey K. Box
President & CEO
October 4, 2018

MEMO TO: Jeffrey K. Box, President & CEO
NEPA
1151 Oak Street
Pittston, PA 18640-3726

FROM: Dave Chant

Hi Jeff,

Just a quick note to thank you for your letter of September 28th, in reference to the NEPA Annual Dinner on September 26th.

Your team did a great job and I believe everyone in attendance had a wonderful time.

Best wishes for you for a great rest of 2018 and many great years to come.

Sincerely,

[Signature]

Davis R. Chant
Chairman of the Board
Davis R. Chant Realtors

DRC/kr
Jeff, Kurt:

Earlier this week, Wayne County Commissioner Wendell Kay, Chief Clerk Vicky Botjer, Jess Wolk from the Wayne Pike Workforce Alliance, and I traveled to Erie for the Pennsylvania Economic Development Association’s (PEDA) Fall Conference where the Stourbridge Project received the **2018 Economic Development Project of the Year Award**. We were thrilled that the State-wide economic development organization chose Stourbridge for this award, and accepted it on behalf of all County partners.

On behalf of our Board of Directors, I would like to specifically thank you and NEPA Alliance for your assistance with our initial ARC grant – this truly helped launch the project. Below are some impacts, achievements for Stourbridge. In many ways, we are just beginning, and I believe this project will have significant impact on Wayne County for years to come.

**Over $1.9 million has been invested through our contributors:**

- **$125,000** ARC (coworking space and HVAC)
- **$100,000** USDA Rural Development (coworking space and Prototyping Lab)
- **$584,714** Local Share Account (Monroe County) Grants (Renovations and program development)
- **$5,000** Ben Franklin Technology Partners
- **$217,833** County of Wayne grants (CDBG, Act 13) (renovations, system upgrades)
- **$926,213** Local in-kind and cash match to grant activity
- **$1,958,760** Total Grant and Match

**Impacts and achievements:**

- Accepted into the **Ben Franklin Technology Partner Network** – one of 15 current incubator network members, and one of only two members located in a small town.
- Newly-designated **Keystone Innovation Zone (KIZ)** – Although the KIZ designation is one of the Commonwealth’s premiere economic development tools, many rural counties, such as Wayne, are excluded due to a lack of higher education institutions. The Stourbridge Project was recently approved to be part of the Pocono Mountains KIZ, which includes partnering with East Stroudsburg University, Lackawanna College and Northampton Community College.
- Features the **adaptive reuse of a 1920’s elementary school** – very cool space!
- Acquired over **$1.95 million** from multiple funding sources (ARC, USDA, CFA, BFTP, CDBG and others) for facility and program development.
- **Technology-focused** – equipment selection is based on fostering specific jobs, including those in digital media, information technology, computer graphics, software design and prototyping.
• **Technology-forward** – the facility has access to 500 Mbs+ synchronous broadband (900 Mbs afterhours) to support technology companies – no other public-access facility in the County has this speed.
• **Free coworking space** – only facility of its kind in Wayne County; its purpose is to provide a supportive business environment to encourage entrepreneurial activity.
• **First public Makerspace** – features specialized prototyping equipment and a slate of training programs; USDA grant funded; opened in September 2017.
• **New technology and entrepreneurial programs** have been brought to the County. Examples: in 2017, TSP was one of only two Pennsylvania locations (along with Pittsburgh) to host Arduino Day, a world-wide electronic coding event, PiCrafters coding class, Summer Coding Camp for middle-schoolers, 3D modeling and 3D printing classes, business development seminars and support.
• **Leveraged new local financing program** – the Wayne County Commissioners, in partnership with WEDCO, have developed a new grant fund to assist entrepreneurs.
• **Community connection** – has spurred development of a river walk along the property border to connect TSP property to Main Street. This physical connection to the downtown also fostered a programmatic connection, with the Summer Coding Camp being jointly administered by the Cooperage Project, a community center located on Main Street, and TSP. Our youth do their technology training at TSP and walk to the Cooperage for a free lunch and socializing.
• **It's working** – below are some outcomes of the project:
  - coworking space averages 967 hours of usage monthly;
  - 74+ training programs have been offered in 2017 and 2018;
  - over 675 program participants;
  - 10 businesses assisted in the new Prototyping Lab;
  - 8 tenants have created or retained 17 jobs and we haven’t even finished renovating or advertised the incubator space!

Mary Beth Wood  
Executive Director  
Wayne Economic Development Corporation  
32 Commercial Street, Suite 1  
Honesdale, PA 18431  
(p) 570-253-2537  
(c) 570-470-2879  
(f) 570-253-0818

**Connect with WEDCO:**  
wedcorp.org  
sterlingbusinessspark.com  
linkedin.com/in/wedco  
pinterest.com/wayneeconomic  
facebook.com/wayneeconomic  
twitter.com/wayneeconomic
BUSINESS DEVELOPMENT SERVICES
ACTIVITIES

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

Loan Approvals

**Familia Barber Shop**

Familia Barber Shop Inc. dba High Class Barber Shop Inc. is approved for a loan in the amount of $130,000 for the purchase of existing land & building as part of a total project costing $260,000. Other funds in the project include MetroAction (sister economic development agency of NEPA Alliance) for $90,000 and a cash equity injection of $40,000 from the owner. This project was referred by one of NEPA’s Prep Partners, Wilkes University SBDC.

Established in late spring of 2016, Familia Barber Shop Inc., Inc. dba High Class Barber Shop caters to males of all demographics, specifically with the core services of a barbershop: namely cutting hair and shaving such as: -Regular haircuts-Fades-blowouts-tapers-Kids cuts-Hot towel shaves-Beard trims-edge ups-skin fades-scissor cuts and much more. Hours of operation are Monday thru Saturday between 10:00 am to 7:00 pm. Presently, the business serves approximately 300 male customers per month [which averaged to $25/30 per customer for services] and with this expansion into the new location they anticipate an additional 100 customers per month.

In 2016, the company incorporated as Familia Barber Shop Inc. Mr. Ramon Familia is the sole owner of said entity and is responsible for the day-to-day management of the operation. Presently, he has a lease payment of $900/mo. and is located at 281 Wyoming Avenue, Kingston, Pennsylvania (the facility is 1100 square feet). He is “busting at the seams” and needs a bigger facility with additional full time barbers. He has been turning customers away because of these constraints.

Mr. Familia anticipates purchasing the nearby property and the business will occupy 60% of the building, which will be approximately 2,500 square feet for the barbershop. The building also has 2 rental properties that will bring in additional income of $1,500/mo. (signed leases are already in place that will be transferred over when new ownership takes over). The borrower is interested in purchasing this property because it is extremely close to his present location. He has established a satisfactory amount of success in this location and wishes not to alienate his clientele by moving far from where he has been established. Familia Barber Shop, Inc. dba High Class Barber Shop new location will be at 271 Wyoming Avenue, Kingston, Pennsylvania, 18704. The building (including rentals) is approximately 4,200 square feet; no renovations need to be done as the facility already operates as a service oriented business. The building is fully equipped with all necessary furniture & fixtures and Familia Barber Shop will be able to expand the operation, when he brings all of his existing equipment, furniture, fixtures, etc. The business is located on the main thoroughfare, Wyoming Avenue in Kinston, PA, close to Kingston Corners and has 6 parking spaces in the rear for its customers.

Presently, they have one full-time (Ramon) and two part-time employees. They will be retaining the existing employee and converting the part-time into two new full-time employees as well as hiring one more barber in the near future.
McGregor Industries

McGregor Industries Inc. is approved for a loan in the amount of $200,000 for the purchase of new machinery & equipment. The total project cost is $750,000. Other financing in the project includes $200,000 from NEPIRC (sister economic development agency), bank financing for $275,000 and company equity injection of $75,000.

McGregor Industries Inc. (S-corp) was founded in 1919 and headquartered in Dunmore, Pennsylvania; McGregor operates a niche specialty business. Originally founded in the midst of Northeastern Pennsylvania’s coal and steel industry, McGregor built its reputation as the company that could do “anything” with steel. More than nine decades after its origin as a fence maker, the Dunmore Company has evolved into a technically advanced manufacturer of architectural components.

The business has remained in the McGregor family for three generations and is currently owned and operated by Robert R. McGregor (100%). A fourth generation of family leadership helps assure McGregor Industries Inc.’s continuation. The company added another generation of family involvement in 2012 with the addition of Grace McGregor Kramer, the company’s estimating and project manager. She had worked in operations positions for two national retailers before joining the family business.

The Company fabricates and installs the miscellaneous metal components for buildings, artistic projects, and anything requiring the cutting, bending, welding, and finishing of metal. Miscellaneous metal work generally includes stairways, railings, and other miscellaneous metal work not associated to the structural steel component of a building. McGregor’s ability to fabricate and install miscellaneous metal to tight tolerances sets it apart from their competition. Most recently, McGregor has begun to set itself apart in the fabrication and installation of tower stairs for residential and office buildings in urban areas.

Having achieved significant penetration in the Stair Tower market in Philadelphia, McGregor Industries has the potential to significantly expand their footprint to other major metropolitan areas. To this end, McGregor has a number of high-value Proposals outstanding, of which at least half are expected to move forward to Production. The plant does not have sufficient capacity to meet the potential production volume for Stair Towers, Ornamental Metals, Light Structural Steel, and Miscellaneous Metals. McGregor Industries desired an external resource to assist in developing their processes, and operations in a way that will maximize their efficiency and capacity through improved flow. By involving the workforce in the improvement program, it stimulated positive cultural change to foster a sustainable Lean/Continuous Improvement environment. The continuous improvement leadership team at McGregor Industries welcomed the NEPIRC team to explore ways to improve flow and energize the Continuous Improvement program. On April 11, 2018, Gerry Giza, NEPIRC Director of Lean & Continuous Improvement, conducted a walk-through of McGregor Industries’ Dunmore plant. Based on Mr. Giza’s observations, NEPIRC suggests a course of action in order to create a Lean/Continuous Improvement culture which will maximize product Flow and manufacturing efficiency within McGregor Industries.

The Company currently employs 50 individuals. Within 3 years of completing the project, the firm projects that they will increase their employment by three (3) people as well as retaining the existing employees.

Loans Closed

Revive Chiropractic

Revive Chiropractic is approved for a loan in the amount of $55,000 for the purchase of existing land and building. Other funds in the project include financing from M&T Bank in the amount of $80,000 and an
Board of Directors Report
November 7, 2018

equity injection of $15,000 from the owner.

Revive Chiropractic, a Schuylkill County business, was founded in 2014. Dr. Brandon Aucker, located in Harmony, Pennsylvania at the time, was determined to make a difference in the community he was in. He practiced chiropractic in Harmony until he was able to reconnect with an old colleague at a seminar in Pottstown, PA. Dr. Jack Dolbin presented the opportunity to allow Dr. Aucker to return home to Northeast PA and make a difference in his hometown by partnering up with him and eventually taking over his business.

Dr. Aucker started practice with Dr. Dolbin in January 2016 in a medical office building behind LVHN-Schuykill E. Norwegian Hospital. His average patient visits per month in Harmony (2015) were about 15 patients per month. By February 2016, in Pottsville, he was already having word-of-mouth referrals from patients he had seen in January, the first month of operations. He has been told by many patients that his care is unique because he fully explains the nature of the injury and they start seeing results as quickly as after the first visit. By the end of 2016, he was averaging about 25 patient visits per week or 100 per month. Revive Chiropractic continued to grow in 2017, averaging approximately 35 patient visits per week or 140 patient visits per month.

Revive Chiropractic currently has no employees other than Dr. Aucker, who runs all aspects of the business in addition to providing chiropractic services. Upon completion of this project, the business will hire two additional employees. The company intends to hire a full-time receptionist and a full-time office manager within 2 years.

The project will allow Dr. Aucker to move his growing business to a larger and more visible location. It will also assist the business’s cash flow and equity, as renting their current location has become too expensive.

Fairfield Inn & Suites
Fairfield Inn & Suites has closed on a SBA 504 loan through NEPA Alliance in the amount of $5,500,000 to assist the borrower with the purchase of land and building, the renovation/construction of the building, the purchase of FF&E, and related soft costs for a 116 room limited service hotel with a leased full service restaurant and bar area. The building, originally built in 1924 is 49,200 square feet on 4,840 plot of land.

After completion of renovations, the property is now a 12-story, 116-room Fairfield Inn with approximately 1,300 sq. ft. of ground floor restaurant space which will be leased to a third party operator. The Property also features a rooftop patio off of the second floor and a rooftop deck above the 12th floor. The twelfth floor consists of six guest suites, while floors 2-11 contain king, queen and double queen guest rooms. The basement provides a business center, meeting space and a fitness center.

Fairfield Inn by Marriott is a lower-cost, economy brand of hotels that are franchised by Marriott International. The properties are geared towards guests requiring a place to sleep with fewer amenities, thus offering lower prices than would otherwise be possible. This is accomplished via cost-saving measures, such as consistent building architecture and bedding, and the omission of a full-service restaurant. Typically, a deluxe continental breakfast, called "Early Eats," is offered free, featuring a variety of breakfast items. Currently, there are approximately 600 Fairfield hotels worldwide.

The property is ideally located in the heart of Center City Philadelphia and is easily accessible by both public transportation and private vehicle. Amtrak’s 30th Street Station serves as a hub for trains running
Board of Directors Report  
November 7, 2018

along the East Coast Corridor and is located just 1.4 miles from the business. In addition, the hotel is just one block from PATCO’s station at S. 13th and Locust St., which provides access throughout Center City as well as transfers to SEPTA and NJ Transit lines for travel throughout the region. Major highways serving Philadelphia include the Pennsylvania Turnpike, Interstates 95, 76, 476 and 676. These major roadways all provide convenient access to downtown Philadelphia and the surrounding area, and ample garage parking is located in the immediate vicinity for those who choose to access the area by car. Philadelphia International Airport, the 12th busiest in the world, is located approximately 7.5 miles from the Subject via either I-76 or I-95.

The project has projected 85 jobs will be created within two years of funding. This project was also submitted as a Green SBA 504 loan, in that the renovations of this building will reduce its current energy usages by over 10% through the addition/usage of qualified renewable energy.

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.

• AP Thermoforming, LLC • Carbon Training Center • Heritage Sign & Display • KME Fire Apparatus  
• KMZurawa, Inc. • Majestic Fire Apparel • S & S Plumbing, Heating & A/C • Sudpro LLC •

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.

• AP Thermoforming, LLC • Architectural Polymers, Inc. • Hydra-Tech Pumps, Inc. • Lehighton Electronics, Inc. • Weatherly Casting & Machine •

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. • 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, 2017 to September 30, 2018 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>$20,773,972</td>
<td>$965,500</td>
<td>$3,782,047</td>
<td>$1,878,510</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.

• Advanced Metals Machining • American Homecare Supply Co. • American Infusion Services • Ballard Print and Design Inc. • Click Video LLC • Click Video LLC • Cocciardi & Associates Inc. • Condon Media • County of Lackawanna Transit System • Datum Products, Inc. • Dunmore Roofing and Supply Co. • Epic Industries/Colombo Realty • F. E. Babiarz Training & Consultative Services, LLC • Facility Layouts, LLC • Fischer Brothers LLC • Galdieri Electrical Distributing Co. • General Dynamics Ordnance & Tactical Systems • Gentex Corporation • Geo-Science Engineering & Testing, LLC. • Greenman-Pedersen, Inc. • Gregg Betti’s Landscaping • GWR LLC • Industrial Electronics Inc. • Inert Products, LLC • Inspired Design Studio, LLC • Ivy Oaks Analytics • J & E Industries • JamWorks LLC • K Star Trans, LLC • Karmic Taco PLLC dba Checkmate • Kevin’s Wholesale LLC • Kimura Associates, DPC • Labela Associates, DPC • Main Technologies • Martin Monahan • North American Manufacturing • R N DeMeck Roof Management Services, Inc. • RJF Enterprises Inc. • Sampaio LLC • School Power • Scranton Printing Company • Scranton Residence Inn • Site2 Business Centers • Starr Uniform Center Inc. • Steinmetz Tool Co. • Sun Control Plus, Inc. • TekPure Environmental LLC • WeDoCleanouts.com LLC • Williams Industrial Supply 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.

• Acker Drill Co., Inc. • Batzel Engineering Inc. • Gecco, Inc. • Gentex Corporation • Lockheed Martin • LOH Medical, LLC • Master Supplements, Inc. • Material Technology & Logistics, Inc. • MyHouse • Noble Biomaterials • Sampaio LLC • Steinmetz Polymers • Sustainable Energy Management Systems, LLC • Torquato Drilling Accessories

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

AMPP Ideas, LLC • Constantino’s Catering • Cummings Insurance Agency • Datom Products, Inc. • David Elliot Poultry • Epic Industries/Colombo • Fireside Martini Grill • Galaxy Manufacturing Co., Inc. • J & E Industries, Inc. • Marwen, Inc. • PA Bedding, Inc. • ProActice Chiropratic • Roots & Shoots Daycare • Scranton Printing Company • Veterinary Surgical Center Inc.

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2017 to September 30, 2018 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>$223,833,584</td>
<td>$2,213,400</td>
<td>$69,718,517</td>
<td>$10,236,478</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.
Board of Directors Report  
November 7, 2018

• A & E Group • A. M. Drilling Services Inc. • Accessibility Advantage Inc. • Acker Drill Company • Adhesives & Chemicals • Amish Furniture by David • AMP Global Strategies • Arris Engineering Group Ltd. • Aviation Technologies Inc. • B and B Products Mfg., LLC • Belrick Corp. • Benco Dental • C.E. Ankiewicz Construction & Excavation Inc. • Capie Sprinkler Inspections • Caribbean Mist • Central Air Freight Services, Inc. • Century Safety Services Inc. • Circle Bolt & Nut • Cleaning with a Purpose • Corcoran Printing Inc. • Creative Shelving Solutions • Custom Seats, Inc. • D & R Murphy Co. • Data Makes the Difference • Dupont Tool & Machine Company • EthosGen LLC • Fantom Materials Inc. • Finch Manufacturing & Technology • Firemark Specialties • Georgetti Painting & Sons, Inc. • Green Rhino Builders LLC • Hawk Mountain Lab Inc. • High Voltage Technical Services LLC • Independent Chemical & Supply • InnaVenture • IntegriTee, Inc. • James Ford • KEM-TEK Chemical LLC • Keystone Automation • Leadership in Action • Lightspeed Technologies • Luzerne County Transportation Authority • McCarthy Tire & Automotive Center • Medico Industries • Mihalka Trucking and Excavating, Inc. • Military & Commercial Fabricators • Minichi Contracting Group • NEPA Cleaning Professionals • Norman James • Nova Equipment & Supplies Co. • P M Medical Products LTD • PASSAN Family Limited Partnership d/b/a Valley Distributing & Storage Company • Performance Biomedical Inc. • Potter K: Architecture + Design Brand • Power and Success Inc. • Pride Mobility Products • Ralmark Company • Reilly Plating Company Inc. • Stellar Machine Inc. • Taylor Consulting and Contracting • Thruway Fasteners • Tunnessen Radiator, Inc. • Utopia Culinary Management • Valley Distributing & Storage Co. • Veterans Logistical Sourcing Corp • Vilimia Inc. • Wilkes Barre Scranton International Airport • Yannuzzi, 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.

• A. Rifkin Co. • A M Pugh Associates • Acton Technologies Inc. • American Nutrition Inc • Best Cigar Prices • Carbon Sales, Inc. • Coates Toner, Inc. • Connection Energy • Cornell Cockson • EthosGen LLC • Finch Manufacturing& Technology, LLC • Forbo Flooring Systems • Greiner Packaging Pittston • InnaVenture LLC • InterMetro • Keystone Automation • Koehler Lighting Products • Longos Bakery • Medico Industries, Inc. • Milazzo Industries Inc. • Montco Products • Mundaii Inc. • Penco Medical Inc. • Penn’s Northeast • Performance Biomedical Inc. • Pride Mobility Products Inc. • RAD Mfg, LLC • Ralmark Company • Scent-Sations, Inc. • Straub Metal International • Twin Oaks Research Centre, Inc. • Vibra Tech Engineers, Inc. • Vita Line Products • Wilkes Barre Scranton International Airport • Wyoming Seminary •

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

• Bellemarque, LLC • Benny Brewing Company • Blasi Printing • Bloss Dairy Farm • Bradigan Woodworking LLC • CAN-DO, Inc. • Casey Dental Institute, PC • Castillo’s Granite & Marble • Custom Seats, Inc. • Five Mountain Hardware LLC • Gus Genetti’s Hotel Wilkes-Barre • Harrolds Pharmacy • Hawk Mountain Labs, Inc. • Hydrodynamics Inc. • Interstate Building • Joseph-Hiliial, LLC • KLM Partnership • Main St. Health Associates, Inc. • Mann Lake Ltd • Midvale Paper Box Company • N.E. Dental Sleepmasters, LLC • Nanticoke Fitness Center • Outsourcing USA, LLC • 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, 2017 to September 30, 2018 are listed below.
Board of Directors Report  
November 7, 2018

<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>$376,398,130</td>
<td>$4,577,000</td>
<td>$130,945,426</td>
<td>$29,348,872</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  • Arch Investigations Inc.  • Brock Construction Group LLC  • Calidad Auto Tech Inc.  • C.A.T. d/b/a Run-Rite  • Computergraphic1 Design  • Determine LLC  • Divine Logistics LLC  • Ethixa  • Eureka Stone Quarry Inc.  • F D Enterprises LLC  • Fiddler Logistics Management  • Game Face Grooming  • Ideal Design Solutions  • J & J Custom Woodworking  • J.A. Reinhardt & Co., Inc.  • Jayvan Construction  • JD Product Solutions LLC  • Naughton Energy  • O’Donnell Associates  • POZ Environmental LLC  • Regina Farms & Garden Center  • Riley and Company, Inc.  • Schaedler Yesco  • Slate Belt Electric Inc.  • Spring Fresh Indoor Air Quality  • TCI Mobility LLC  • The Rescue Step/EME Inc.  • Tobyhanna Army Depot

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.

- BioTriad Environmental Inc.  • BWC Technologies Inc.  • C. A. T. Products, Inc – Run Rite.  • Determine LLC  • East Stroudsburg University  • Game Face Grooming  • Marathon Studios, Inc.  • Mega Phase  • Monadnock Non Woven, LLC  • Naughton Energy  • Robertson Racing LLC  • Summit Aerospace Machining Inc.  • Terrafina USA llc  • The Rescue Step/EME Inc.

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, 2017 to September 30, 2018 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>$59,220,291</td>
<td>$2,239,400</td>
<td>$4,062,475</td>
<td>$3,747,396</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.
Board of Directors Report
November 7, 2018

- BCL Business Services, Inc. • Connexicore LLC • County News Fax Inc.dba Quiyon • Geonor, Inc. • Hogan Homes • Industrial Hose and Supply • NKG Photography LLC • Spiral Tool Corporation d/b/a STC Industries • Techno Metal Post of Northeast Pennsylvania •

**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.

- Coflex Inc. • 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, 2017 to September 30, 2018 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>$1,912,440</td>
<td>$0</td>
<td>$383,637</td>
<td>$0</td>
</tr>
</tbody>
</table>

**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 • Ateeco Inc. • Borton Lawson • Crystal Cutler Enterprise • Fox Transportation • Fromm Electric • Highwood USA • J F Enterprises Sales and Services • Levkulic Associates • MI-JO Pallet Co Inc. • Total Accessibility LLC • TRI-VET Contracting Company, Inc. • Tri-Vet Design & Fabrication LLC • 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 • Blaschak Coal Corp. • D G Yuengling & Son Inc. • Masser Potato Farm • 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.

- Artist in Motion – To Go LLC • Hepler Family Farm • SKAD Solutions LLC • Stokers Brewing Company •
Board of Directors Report
November 7, 2018

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2017 to September 30, 2018 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>$140,633,967</td>
<td>$600,000</td>
<td>$46,414,296</td>
<td>$2,144,355</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.

- Ace Home Repairs
- BGM Fastener Co., Inc.
- CeeJay’s Portable Restrooms Inc.
- Crum Construction LLC d/b/a/ Crum Tree Service
- Design Done Right
- Fatigues Army & Navy Surplus Gear Co Inc.
- Global Enterprises
- Kitty Hawk
- Lake Regional Micro Electronics
- Malkin, Mort d/b/a The Peace Academy at Liberty
- Northeast Infrastructure LLC
- Pauselli Jr Nello d/b/a NelMar Logistics Services
- Prompton Tool Inc.
- Steer Machine, Tool and Die
- Stephens Pharmacy
- Stockport Mountain Corporation LLC
- Stone Silo Foods
- 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
- Prompton Tool Inc

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.
- Boyce Products
- Sutphen East Corp

TOTAL IMPACT - Businesses report on their total sales, government sales and export sales. Aggregate totals for these businesses from October 1, 2017 to September 30, 2018 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>$39,189,220</td>
<td>$740,000</td>
<td>$11,774,244</td>
<td>$15,500,000</td>
</tr>
</tbody>
</table>
BUSINESS DEVELOPMENT SERVICES DIVISION
INTERNATIONAL BUSINESS DEVELOPMENT PROGRAM

The International Program held the 2018 Annual “Bringing the World to Northeastern Pennsylvania” On Friday, September 21, 2018 at the Woodlands Inn in Wilkes-Barre, PA. This is the International Program’s premier annual event has been held every year since 1997.

“Bringing the World to Northeastern Pennsylvania” brings Pennsylvania Authorized Trade Representatives (ATR) -trade advisors- to the Commonwealth to meet with businesses that are interested in receiving assistance to develop the markets they represent, successfully.

Twenty-four (24) northeastern Pennsylvania businesses registered to meet with the fifteen (15) Pennsylvania trade advisors for one-on-one meetings. The twenty-four businesses generated 82 one-on-one meetings with the trade advisors.

During the one-on-one meetings, a new business has the opportunity to introduce the company to the trade advisor, explain what the business manufactures or the services they provide, review what the business does domestically and internationally and what they want to accomplish in the market. An existing business has the opportunity to review what assistance they received, and then go over the success or problems they encountered and discuss the next steps the business should take to grow the market.

The businesses will follow up with the trade advisors to ask for specific assistance it needs to begin to explore the markets or additional information to gain a better knowledge of the market and the business opportunities that exist in the market.

The luncheon speaker was Representative Eddie Day Pashinski, of the 121st Pennsylvania House District. Representative Pashinski spoke about on the importance of international trade and how it supports the economy of northeastern Pennsylvania and the Commonwealth.

Staff continued to publish its newsletter, “Channels to Trade”. 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.
BUSINESS DEVELOPMENT SERVICES DIVISION  
PROCUREMENT TECHNICAL ASSISTANCE PROGRAM  

NEPA Alliance PTAC for has conducted twenty (20) initial counseling sessions to area small businesses during the first quarter beginning July 1, 2018 through September 30, 2018.

Additionally, NEPA PTAC also conducted one hundred and twelve (112) 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.

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

- On July 16-19, staff attended the “Reaching High: Aerospace Business Matchmaker in partnership with NASA” NEPA Alliance PTAC sponsored the event along with several PTAC’s from Pennsylvania, Ohio, West Virginia and Kentucky. The event was held at Ohio University in Athens, Ohio. The event helped small businesses connect to millions of dollars in contracting opportunities, while assisting federal, state and local governments and large contractors locate quality goods and services.

- On September 7, NEPA Alliance PTAC attended the Monroe County Economic Summit held at the Mattioli Recreation Center on the ESU campus. The theme for the 2018 Summit was “Monroe County: Where are we going? How will we get there?” Attendees were provided a look at the past as described in the 2018 Monroe County Economic Scorecard, a synopsis and analysis of five year trends across six economic indicators – employment, earnings, business climate, healthcare, housing and education.

The scorecard compares results between Monroe, Carbon, Lackawanna, Lehigh, Northampton, Pike, Wayne and Luzerne Counties, utilizing statistics like average earnings per job, median house value and the number of general hospital beds per 1,000 people. This year, Monroe County tied with Carbon County for sixth place in the summary rankings category, racking up 125 points. Northampton led the pack with a total of 152 points, and Luzerne rounded out the bunch with 113 points.
Eleven (11) 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 2017-2018. Eleven (11) 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 2017-2018.**

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>4</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>Procurement</td>
<td>7</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>Export</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

Comments:

“NEPA is underfunded and could use more state and/or federal financial support in order to foster small business growth and regional economic development” … County News Fax Inc.

“Great, knowledgeable staff. Very helpful” … Georgetti Painting & Son, Inc.

“Such a helpful tool for us with our procurement efforts – Very satisfied” … Tunnessen Radiator Inc.
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.

NEPA has submitted the investment package of Pre-Apps for 2019. The list of most recently funded projects is in the table below.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEPA Alliance</td>
<td>PREP</td>
<td>2018</td>
<td>$400,000</td>
</tr>
<tr>
<td>NEPA Alliance</td>
<td>New Market Tax Credit Program</td>
<td>2018</td>
<td>$80,000</td>
</tr>
<tr>
<td>Carbondale Technology Transfer Center*</td>
<td>Electronic Marketspace, Kitchen Incubator &amp; Light Industry Expansion and Upgrade</td>
<td>2018</td>
<td>$55,000</td>
</tr>
<tr>
<td>NeighborWorks Northeastern Pennsylvania</td>
<td>Homeownership and Financial Literacy Learning Center</td>
<td>2018</td>
<td>$27,845</td>
</tr>
<tr>
<td>Johnson College</td>
<td>Johnson College Training Technology Expansion</td>
<td>2018</td>
<td>$76,974</td>
</tr>
<tr>
<td>Lackawanna County</td>
<td>Stauffer Road Construction Project Phase I</td>
<td>2018</td>
<td>$784,883</td>
</tr>
<tr>
<td>Scranton School for the Deaf &amp; Hard of Hearing Children</td>
<td>Technology Equipment Advancement</td>
<td>2018</td>
<td>$102,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td><strong>$1,526,702</strong></td>
</tr>
</tbody>
</table>

*Pending

ENGAGE!

On behalf of the Northeast Pennsylvania Partnerships for Regional Economic Performance (PREP) partners, the NEPA Alliance submitted an application 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. NEPA Alliance was awarded a $270,000 grant and, at the request of DCED, merged the Wilkes-Barre Chamber of Commerce application into the one from NEPA Alliance. Thus far the partners have completed over 30 business interviews.
NORTHEASTERN PENNSYLVANIA DEFENSE TRANSITION PARTNERSHIP

The Northeastern Pennsylvania Defense Transition Partnership is a new initiative designed in collaboration with the Commonwealth of Pennsylvania’s Department of Community & Economic Development (DCED) and the Northeast Pennsylvania Partnership for Regional Economic Performance (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 6 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>Total Vouchers</td>
<td></td>
<td>$15,000.00</td>
<td></td>
</tr>
</tbody>
</table>

NORTHEASTERN PENNSYLVANIA NONPROFIT & COMMUNITY ASSISTANCE CENTER

NEPA Grantmakers Forum: NCAC continues to facilitate a Regional Association of Grantmakers (RAG) to more efficiently and effectively address the grant making needs of the communities in Northeastern Pennsylvania. A NEPA Grantmakers Leadership team meeting was held in early September in which topics and timeframes were decided on for the upcoming Forums to be held in the late fall and winter.

An introductory webinar of the PA Foundation Stats website occurred on 9/5/18. Developed to increase transparency and awareness of the impact of the Pennsylvania philanthropic community, NEPA Grantmakers and other Pennsylvania-based philanthropy serving organizations partnered with the Foundation Center to provide a window into the philanthropy landscape of regional foundations, nonprofits, policymakers and media through use of the new PA Foundation Stats dashboard.

Program & Assistance Summary:

<table>
<thead>
<tr>
<th>Program or Service</th>
<th>Year End</th>
<th>Year End</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>16-17</td>
<td>17-18</td>
<td>2018</td>
<td>2018</td>
<td>2018</td>
<td>2018</td>
<td>2018</td>
<td>2018</td>
<td></td>
</tr>
<tr>
<td>Nonprofit Counseling</td>
<td>49</td>
<td>51</td>
<td>8</td>
<td>4</td>
<td>6</td>
<td>3</td>
<td></td>
<td></td>
<td>21</td>
</tr>
<tr>
<td>Resource Center Visits</td>
<td>65</td>
<td>63</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>2</td>
<td></td>
<td></td>
<td>13</td>
</tr>
<tr>
<td>Workshop Attendees</td>
<td>521</td>
<td>472</td>
<td>0</td>
<td>111</td>
<td>26</td>
<td>35</td>
<td></td>
<td></td>
<td>172</td>
</tr>
</tbody>
</table>
Board of Directors Report
November 7, 2018

<table>
<thead>
<tr>
<th></th>
<th>2017-2018</th>
<th>2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Funding Searches</strong></td>
<td>46</td>
<td>49</td>
</tr>
<tr>
<td><strong>Grant Proposal Reviews</strong></td>
<td>15</td>
<td>19</td>
</tr>
<tr>
<td><strong>Nonprofit Start-up Assistance</strong></td>
<td>22</td>
<td>36</td>
</tr>
<tr>
<td><strong>Demographics/Statistics Info.</strong></td>
<td>25</td>
<td>26</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>743</td>
<td>717</td>
</tr>
</tbody>
</table>

**Workshop Summary:** NCAC conducts and serves as a partner in conducting many workshops throughout the region. These workshops are attended by individuals from throughout NCAC’s seven-county region.

<table>
<thead>
<tr>
<th>Workshop Title</th>
<th>Date</th>
<th>County</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finding the Funding &amp; Grant Writing Basics</td>
<td>07/06/17</td>
<td>Lackawanna</td>
<td>16</td>
</tr>
<tr>
<td>Government Grantwriting</td>
<td>09/14/17</td>
<td>Lackawanna</td>
<td>25</td>
</tr>
<tr>
<td>Finding the Funding &amp; Grant Writing Basics</td>
<td>09/21/17</td>
<td>Carbon</td>
<td>6</td>
</tr>
<tr>
<td>Board Governance</td>
<td>09/26/17</td>
<td>Lackawanna</td>
<td>30</td>
</tr>
<tr>
<td>NEPA Grantmakers Forum</td>
<td>10/06/17</td>
<td>Lackawanna</td>
<td>19</td>
</tr>
<tr>
<td>AFP Fall Conference</td>
<td>10/13/17</td>
<td>Luzerne</td>
<td>77</td>
</tr>
<tr>
<td>Carbon Nonprofit Forum</td>
<td>1/30/18</td>
<td>Carbon</td>
<td>51</td>
</tr>
<tr>
<td>NEPA Grantmakers Forum</td>
<td>3/3/18</td>
<td>Lackawanna</td>
<td>23</td>
</tr>
<tr>
<td>Finding the Funding &amp; Grant Writing Basics</td>
<td>3/9/18</td>
<td>Monroe</td>
<td>61</td>
</tr>
<tr>
<td>Finding the Funding &amp; Grant Writing Basics</td>
<td>4/4/18</td>
<td>Carbon</td>
<td>19</td>
</tr>
<tr>
<td>AFP Planned Giving</td>
<td>4/11/18</td>
<td>Luzerne</td>
<td>17</td>
</tr>
<tr>
<td>PANO Collaboration</td>
<td>4/25/18</td>
<td>Lackawanna</td>
<td>26</td>
</tr>
<tr>
<td>Meet the Funders</td>
<td>5/24/18</td>
<td>Lackawanna</td>
<td>72</td>
</tr>
<tr>
<td>Day of Giving</td>
<td>6/26/18</td>
<td>Lackawanna</td>
<td>30</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>472</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Workshop Title</th>
<th>Date</th>
<th>County</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Network with Funders (Partnered with Scranton Area Fnd.)</td>
<td>8/16/18</td>
<td>Lackawanna</td>
<td>111</td>
</tr>
<tr>
<td>PA Dashboard Stats Webinar</td>
<td>9/5/18</td>
<td>Statewide</td>
<td>66</td>
</tr>
<tr>
<td>21st Century Grants Workshop, PA Dept. of Education</td>
<td>9/7/18</td>
<td>Luzerne</td>
<td>10</td>
</tr>
<tr>
<td>Gift Acceptance Policy</td>
<td>9/13/18</td>
<td>Luzerne</td>
<td>16</td>
</tr>
<tr>
<td>Finding the Funding &amp; Grant Writing Basics</td>
<td>10/5/18</td>
<td>Monroe</td>
<td>35</td>
</tr>
<tr>
<td>PA Statewide Community and Health Foundation Conference</td>
<td>11/7/18 &amp; 11/8/18</td>
<td>State Wide</td>
<td>TBD</td>
</tr>
<tr>
<td>National Philanthropy Day</td>
<td>11/16/18</td>
<td>Lackawanna</td>
<td>TBD</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>203</td>
</tr>
</tbody>
</table>
BLUE RIBBON TASK FORCE (BRTF) / TOBYHANNA ARMY DEPOT

* The NEPA Alliance 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).

* The NEPA Alliance received a $107,000 grant from the Pennsylvania Military Community Enhancement Commission in December 2016. The funding is used to develop and implement a fundraising plan and to update the Economic Impact Analysis of Tobyhanna Army Depot.

* The NEPA Alliance released a Request of Qualifications (RFQ) to conduct an Army Installation Analysis & Strategic Action Plan and there were two responses. One of the respondents was selected. The plan’s Request for Qualifications has two goals. One is to conduct the Strengths, Weaknesses, Opportunities and Threats (SWOT) Analysis of Tobyhanna Army Depot as compared to other depots. The other is to develop an action plan for both the Blue Ribbon Task Force and Tobyhanna Army Depot in preparation for a BRAC.

* The NEPA Alliance 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 $2.9 billion in economic activity, an estimated 11,875 jobs, which can be either full-time or part-time, and an estimated $757.9 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.

<table>
<thead>
<tr>
<th>Technical Assistance &amp; Information Requests</th>
<th>Carbon</th>
<th>Lackawanna</th>
<th>Luzerne</th>
<th>Monroe</th>
<th>Pike</th>
<th>Schuylkill</th>
<th>Wayne</th>
<th>Adjacent Counties/States</th>
<th>Commonwealth of PA</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture Statistics</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Commuting Data</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Demographic Data</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Demographic Data Based on a Radius</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Economic Census</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Education Data</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0</td>
</tr>
</tbody>
</table>
Technical Assistance & Information Requests

<table>
<thead>
<tr>
<th></th>
<th>Carbon</th>
<th>Lackawanna</th>
<th>Luzerne</th>
<th>Monroe</th>
<th>Pike</th>
<th>Schuylkill</th>
<th>Wayne</th>
<th>Adjacent Counties/States</th>
<th>Commonwealth of PA</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment by Industry</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Employment by Occupation</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Income Data</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Labor Force Data</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Largest Employers</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Minority-Owned and Women-Owned Businesses</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Number of Businesses</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Population</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Population Projections</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Poverty Rates</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Tax Impact</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Traffic Counts</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Unemployment Rates</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Vacancy Rates</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Wage and Salary Data</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Total - Since Last Board Report</td>
<td>0</td>
<td>1</td>
<td>3</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total Year-to-Date</td>
<td>0</td>
<td>2</td>
<td>5</td>
<td>3</td>
<td>0</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>1</td>
<td>13</td>
</tr>
</tbody>
</table>

**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 6.1 percent in 2016 and 5.7 percent in 2017. From September 2016 to August 2017, the average regional unemployment rate was 5.9 percent and it was 5.2 percent from September 2017 to August 2018.
The average state unemployment rate during 2016 was 5.4 percent and it decreased to 4.9 percent during 2017. From September 2016 to August 2017, the average state unemployment rate was 5.1 percent and it was 4.5 percent from September 2017 to August 2018.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 1.0 percentage points from September to December 2016 before fluctuating to its maximum of 1.8 percentage points in February 2018. It decreased to its minimum of 0.8 percentage points in May and June before increasing to 1.4 percentage points in August 2018. During the 24-month period, the average not seasonally adjusted unemployment rate was 4.3 percent in the nation and 5.5 percent in the region.

In September 2016, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was 0.9 percentage points before fluctuating to its maximum of 1.1 percentage points in February 2017 and fluctuating to its minimum of 0.4 percentage points in September and October. In June 2018, the minimum also occurred. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 4.8 percent.
Board of Directors Report
November 7, 2018

Percentage Points Difference in the Monthly Not Seasonally Adjusted Unemployment Rates from September 2016 to August 2018

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. 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 approved the STIP on August 17th 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. An after action review will be conducted with the Technical Committee at the November 20th meeting to discuss the TIP process and how it can be improved going forward.

RFQ for NEPA MPO Strategic Plan and LRTP Consulting Services: NEPA staff has 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 is also a solicitation 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.

The NEPA MPO Technical Committee reviewed the RFQ at the September 18th meeting and the RFQ was advertised on Thursday, September 20th. The schedule for the consultant selection is below.

- September 20, 2018 – Public Notice for RFQ advertised in area newspapers, via the NEPA website and social media
- October 22, 2018 – RFQ Response Packages due
- November 20, 2018 – Presentations by top three firms at NEPA MPO Technical Committee meeting and selection of firm to negotiate scope of services and contract
- December 18, 2018 – NEPA MPO Technical Committee Meeting: Finalization of Scope of Services and Contract terms; Recommendation Action by Tech Committee for approval by Policy Board.
- January 2, 2019 - Award of Contract and Notice to Proceed

The RFQ deadline was October 22, 2018. Three proposals were received and those firms will present to the NEPA MPO Technical Committee on November 20, 2018. The NEPA MPO Technical Committee will score the proposals and select the consultant following the presentations.

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 Transportation Alternatives projects. Additional meetings will be held in the coming months on current and future projects.

PennDOT held municipal outreach sessions across the state to share information about the PennDOT Connects process with local officials. NEPA staff attended PennDOT Connects municipal outreach sessions in Leesport on February 28th, Stroudsburg on March 16th and Honesdale and Dunmore on March 26th. A statewide PennDOT Connects workshop was held on May 30th. The next phase of the PennDOT Connects effort will involve training for municipalities regarding project planning and engineering factors to be considered during project development. The training will be held in the coming weeks.

**Functional Classification Review**: The functional classification review is a major project for the Transportation Division during this year. Thus far, NEPA GIS staff has completed the necessary GIS data to justify any functional classification changes for Pike County and it is being submitted for preliminary review by PennDOT Central Office staff. Meetings were conducted with Monroe County Planning staff on November 3rd, February 15th, April 5th and May 8th. We have completed the staff review with Monroe County and are now compiling the segment modifications into the required format.

The functional classification review process will continue in Carbon County. A meeting with Carbon County is scheduled for November 9th.

**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 has been established and is engaged with the project consultant Chance Management Advisors.

The consultant was last on-site for the Jim Thorpe Anniversary weekend and is reviewing data collections. Alta (a subcontractor of Chance Management) collected two weeks’ worth of video data that they feel very positive about for their resulting analysis. A review of their findings and preliminary analysis will soon be shared with the Steering Committee. Staff attended the July 20th kickoff meeting of the County Parking lot trail separation project that was funded by the PennDOT Transportation Alternatives Program ($404,000). The project consultant was provided with the contact information from our consultant as there is an opportunity to collaboratively incorporate some possible design considerations or improvements from the Chance/Alta camp into the County project when we get to that point in the study. The County Traffic Assessment Report related to the project is also under review.

The consultant will hold meetings with the county commissioners and the steering committee in November. Many of the recommendations from the consultant are being implemented during the Fall Foliage Festival that was recently held.
Critical Urban Freight Corridors and Critical Rural Freight Corridors: The Fixing America's Surface Transportation (FAST) Act requires FHWA to establish a National Highway Freight Network (NHFN). Planning Partners have been asked to assist PennDOT in identifying Critical Rural Freight Corridors (CRFCs) and Critical Urban Freight Corridors (CUFCs) as part of the NHFN. By designating these important corridors, States can direct resources toward improved system performance and efficient movement of freight on the NHFN. The designation of CRFCs and CUFCs will increase the State's NHFN, allowing expanded use of NHFP formula funds and FASTLANE Grant Program funds. Final recommendations from the NEPA MPO region were submitted to PennDOT in March 2017.

PennDOT reviewed the recommendations from across the state. In July, PennDOT released a list of recommended CRFCs and CUFCs. Most of the corridors recommended by the NEPA MPO were selected by PennDOT. PennDOT will now submit the list of the Critical Rural Freight Corridors and Critical Urban Freight Corridors to FHWA for approval.

Eastern Pennsylvania Greenway and Trails Summit: Staff attended the Eastern Pennsylvania Greenways and Trails Summit on October 1-2 in Bethlehem. The event included presentations and panels, resource information sharing and a tour of the Cherry Valley National Wildlife Refuge in Monroe County.

PennDOT Planning Partners Meeting: Staff attended the PennDOT Planning Partners meeting in State College on October 22-24. The meeting provided best practices and highlighted activities across the state including development of Long Range Transportation Plans, Performance Measures and Environmental Justice compliance.

PennDOT Multimodal Transportation Fund: PennDOT recently announced awards for the Multimodal Transportation Fund Program.

- Barrett Township — $689,475 to rebuild the closed bridge on Old Canadensis Road.
- Hegins Township — $479,098 to replace Forest Drive bridge, an existing one-lane bridge that spans Deep Creek and is in poor overall condition with deteriorated concrete facing with exposed stones at water’s edge.
- Tobyhanna Township — $1,650,000 to widen Long Pond Road (SR 0940), realign the I-380 southbound exit ramp, and add sidewalks, decorative street lighting, and a multi-use trail along SR 0940.
- Washington Township — $477,602 to replace the deteriorating bridge along Kutz Road, north of its intersection with Sweet Arrow Lake Road (SR 3002) and remove the existing load posting (29 tons).

PennDOT is also accepting applications for a new funding round under the Multimodal Transportation Fund. Applications are due on November 15, 2018.

Transportation Alternatives Program: Last July, PennDOT announced the opening of the Transportation Alternatives Set-Aside Program with an application deadline of September 22nd. The Transportation Alternatives Set-Aside is a federal program that offers funding opportunities to expand transportation choices and enhance the transportation experience. Transportation Alternatives Set-Aside
Board of Directors Report
November 7, 2018

projects are intended to build pedestrian and bicycle facilities, improve access to public transportation, create safe routes to school, preserve historic transportation structures, provide environmental mitigation, create trails projects that serve a transportation purpose, while promoting safety and mobility.

As part of the Transportation Alternatives Set-Aside application process, the project sponsor must meet with staff from their Planning Partner and their PennDOT District to discuss the project under the requirements of the PennDOT Connects policy. NEPA staff and PennDOT staff have attended PennDOT Connects meetings with all Transportation Alternatives (TA) Set Aside project applicants in our MPO region.

Six projects were submitted in the NEPA MPO region. Presentations from the project sponsors were given at the November 21st MPO Technical Committee meeting. Following the presentations, the projects were ranked by the NEPA MPO Technical Committee and the rankings were finalized at the December 19th MPO Committee meeting. The rankings were sent to Central Office in early January for consideration in the statewide funding round.

In June, Transportation Alternatives Set Aside awards were announced. Two projects in the region were awarded funding.

- Carbon County - $403,986 to construct a safe separated bike/pedestrian trail route through the Carbon County parking lot in Jim Thorpe Borough along the Lehigh River from the northern trailhead to the new pedestrian bridge.

- Tobyhanna Township - $550,000 to enhance walking and bicycling opportunities in Tobyhanna Township along Route 940 and create a 1.7 mile trail.

**Local Asset Inventory:** 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.

**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 development. 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. GIS staff has been engaged during the TIP development process and is mapping all TIP projects in the four-county area. GIS technology has been applied to all transportation program and activities, and is being further enhanced to aid with project tracking and public information awareness. Most recently, GIS staff completed Environmental Justice Analysis mapping for the 2019-2022 TIP, mapping of the 2019-2022 TIP projects and an LTAP story map.

**Focus 81 Committee:** The Focus 81 Full Committee held its most recent meeting on July 10th. The funding issues through the Lackawanna-Luzerne MPO have been resolved. An MOU will be executed between the MPO and NEPA that will memorialize funding for Focus 81 activities directly by PennDOT from the Lackawanna-Luzerne MPO’s UPWP to NEPA’s UPWP contract.

NEPA plans to issue an RFP/RFQ for marketing and event planning activities and website updates. It is anticipated that the RFP/RFQ will be open-ended and available for all of NEPA’s programs to allow other divisions to utilize the selected agency without separate bidding. Staff is also developing two
subcommittees to address freight issues and incident management. The next Focus 81 Committee meeting is scheduled for November 19th. NEPA staff will be actively seeking new membership and educational opportunities in the meantime.

**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 common transportation issues facing the rural region as well.

**Pike County Road Task Force:** NEPA staff attended the Pike County Road Task Force Meeting on September 20th and October 18th. 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 that 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 September 13th and continued to provide updates on the Focus 81 initiative and the NEPA MPO TIP development.

**Schuylkill County Chamber of Commerce REAL ID Lunch Meeting:** NEPA staff attended the Chamber Lunch and Learn event with PennDOT Deputy Secretary for Driver Services Kurt Myers on the REAL ID implementation on October 10th.

**Equitable Transit Planning Council:** NEPA has been participating in a newly formed group led by the Scranton Area Community Foundation and Federal Reserve Bank of Philadelphia. The Equitable Transit Planning Council consists of a multi-disciplinary collaboration in 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. NEPA staff attended the meeting of the Equitable Transit Council on October 18th with PennDOT Secretary Leslie Richards.

**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. The four-year contract with Commuter Services expires on September 30, 2018.

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 and Monroe counties beginning in FY 2021.

The NEPA MPO Technical Committee reviewed options regarding future funding for Commuter Services at the Technical Committee meeting on April 17th. The committee 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 at the September 18th meeting. The SRTP Board approved the MOU at their September 19th meeting. The NEPA MPO Policy Board approved the amended MOU by email ballot. NEPA and SRTP signed the MOU. Commuter Services will continue activities in the NEPA MPO region until the funds are expended or 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.

The following classes have been scheduled for the remainder of 2018.

<table>
<thead>
<tr>
<th>LTAP Courses</th>
<th>Date and Time</th>
<th>Location</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chainsaw Safety</td>
<td>August 9, 2018</td>
<td>Back Mt. EMS Building Luzerne Co.</td>
<td>22</td>
</tr>
<tr>
<td>Work Zone Traffic Control</td>
<td>September 25, 2018</td>
<td>Gordon Borough Building Schuylkill Co.</td>
<td>10</td>
</tr>
<tr>
<td>Salt and Snow Management</td>
<td>October 12, 2018</td>
<td>Lehighton Borough Building Carbon Co.</td>
<td>25</td>
</tr>
<tr>
<td>Salt and Snow Management</td>
<td>October 25, 2018</td>
<td>Wayne County EMA Wayne Co.</td>
<td>17</td>
</tr>
<tr>
<td>Speed Limits and Speed Management</td>
<td>November 8, 2018</td>
<td>Pike County Training Center Pike Co.</td>
<td></td>
</tr>
<tr>
<td>Project Oversight: Monitoring Quality by Asking the Right Questions</td>
<td>November 13, 2018</td>
<td>Chestnuthill Township Building Monroe Co.</td>
<td></td>
</tr>
<tr>
<td>Road Safety August</td>
<td>November 27, 2018</td>
<td>NEPA Alliance Luzerne Co.</td>
<td></td>
</tr>
</tbody>
</table>
Interstate Steering Committee Update

October 16, 2018

Interstate Update

- Interstate Steering Committee Background
  - Purpose
  - Workgroup

- Current Conditions
  - Pavement
  - Bridges

- 2019 Interstate TYP
  - Interstate Rides & Presentations
  - Priorities, Challenges, Best Practices
**Interstate Steering Committee**

**Interstate Steering Committee (ISC)**
- DE's, ADE's, BOPD, BOMO, Planning
- Evaluate the Interstate System as a single asset, not 11 separate Districts
- Monthly Pre-PMC meetings
- Quarterly ISC meetings to review Interstates

---

**Pennsylvania Interstate System**

- 21 interstates = 2,740 segment miles.
- 2,201 PennDOT bridges.
- Our interstate makes up 6% of the total state owned miles, and holds 24% of the traffic volumes.
NEPA Interstate Data

- NEPA's total segment miles is 260 miles.
  - Making up 9.5% of the entire interstates segment miles.
- NEPA consists of 180 bridges.
  - Making up 8% of the entire interstates bridges.
- The average combined age of NEPA's interstates highway is 38 years old.
- The average combined age of NEPA's interstates bridges is 45 years old.
- The oldest underlying sections of roadway reside on I-80 in Monroe County, District 5. About 6.6 miles, of both east and west bound lanes, of I-80 was built in 1958.

Statewide 2017 IRI Pavement Condition

- Excellent, 1373
- Good, 814
- Fair, 427
- Poor, 102

IRI CONDITION IN MILES
Statewide 2017 Structurally Deficient Bridge Deck Area

1,553,840

Deck Area
SD Deck Area

29,407,152

NEPA Interstates-2017 Structurally Deficient Bridge Deck Area

9,057

Deck Area
SD Deck Area

1,009,517
Pennsylvania’s Interstate System

"Pennsylvania’s Interstate Highway System is a mature system and, as such, is posing an increasingly severe financial burden on the Commonwealth."
- March 1982

Asset Management – Funding Needs

- Based on Interstate Cycle Needs, $1.1 Billion per year is required to maintain Interstate mainline and ramps.

- The calculations do not include capacity expansion needs or Year of Expenditure (YOE).
Interstate Update

Statewide Concerns
- Some Interstates have $0 on 12 Yr TYP
- SD bridges unfunded
- Critical Preservation is not funded
- Preservation is not lasting as long
  - Reconstruction is what’s needed
- Capacity/Freight issues unfunded
- Rest Areas

Interstate Priority Needs (12 Years)

- $13.8 Billion of Priority Projects (286 Projects)
  - $7.3 Billion Programmed (98 Projects)
  - $6.5 Billion Unfunded (188 Projects)
- 2019 IM TYP Financial Guidance $5.5 Billion (approximately $458 Million per year)
- The priority needs list address most of the needs but not all, especially the extensive capacity needs
- NEPA - $1.34 Billion of Priority Projects (19 Projects)
  - $997 Million Programmed (10 Projects)
  - $348 Million Unfunded (9 projects)
ISC Next Steps

- Review Interstate needs
  - Priorities
  - Policies
  - Funding options
  - Develop Best Practices

- Review and Prioritize Interstate Preservation projects for SPIKE Funding

Questions
Executive Leadership

Jeffrey Box
President & CEO
Ext. 222  jbox@nepa-alliance.org

Administrative Services

Wendi Holena
Vice President/CFO
Ext. 225  wholena@nepa-alliance.org

Kevin Kwiatek
Accounting Manager
Ext. 226  kkwiatek@nepa-alliance.org

Judy Doblix
Senior Accounting Manager
Ext. 252  jdoblix@nepa-alliance.org

Community & Economic Development Services

Kurt Bauman
Vice President
Ext. 237  kbauman@nepa-alliance.org

Steven Zaricki
Research and Information Manager
Ext. 258  szaricki@nepa-alliance.org

Athena Aardweg
Community Services Manager
Ext. 251  aaardweg@nepa-alliance.org

Business Development Services

Stephen Ursich
Vice President
Ext. 242  sursich@nepa-alliance.org

David Nat
Business Finance Manager
Ext. 243  dnat@nepa-alliance.org

Kenneth Doolittle
Business Finance Specialist
Ext. 241  kdoolittle@nepa-alliance.org

Karen Ostroskie
Senior Government Procurement Manager
Ext. 244  kostroskie@nepa-alliance.org

Frank Migneco
Government Procurement Manager
Ext. 230  fmigneco@nepa-alliance.org

Paula Terpak
Business Development & Government Procurement Specialist
Ext. 231  pterpak@nepa-alliance.org

Deborah Langan
Senior International Business Manager
Ext. 233  dlangan@nepa-alliance.org

Michael Horvath
International Program Staff
Ext. 247  mhorvath@nepa-alliance.org

Communications & Operations

Donna Hritz
Manager
Ext. 228  dhritz@nepa-alliance.org

Michael Skowronski
Information Technology Manager
Ext. 250  mskowronski@nepa-alliance.org

Transportation Planning Services

Alan Baranski
Vice President
Ext. 256  abaranski@nepa-alliance.org

Kate McMahon
Transportation Services Manager
Ext. 249  kmcmahon@nepa-alliance.org

Daniel Yelito
Transportation Services Manager
Ext. 264  dyelito@nepa-alliance.org

Annette Ginocchetti
Transportation GIS Manager
Ext. 227  aginocchetti@nepa-alliance.org
The Northeastern Pennsylvania Alliance (NEPA) is a regional multi-country 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.

Integrity
A firm adherence to a code of moral and ethical values

Professionalism
Consistently exhibiting a courteous, conscientious and business like manner in all work-related activities

Dedication
Devoting one’s self to the mission of NEPA and the betterment of our region

Resourcefulness
Ability to creatively find solutions, which meet the needs of our customers, clients and partners

Teamwork
The ongoing, collective, unselfish efforts towards achieving a common goal

Respect
A recognition and appreciation of the special qualities and characteristics of those we serve and in return earning the same acknowledgment