September 26, 2019

Board of Directors Report

- Focus 81
- Local Gov. Assistance
- LTAP
- NEPA MPO

- Business Finance
- BFC 504
- International Business Dev.
- PTAC

- ARC
- Blue Ribbon Task Force
- Engage!
- NCAC
- Research & Information
**NEPA’s Board of Directors 2019-2020**

### CARBON COUNTY
- **Kathy Henderson** (Executive Committee-1st Vice-Board Chairperson)
  - Phone: 610-379-5000
  - Email: khenderson@carboncountychamber.org

### LACKAWANNA COUNTY
- **Ida Castro** (Executive Committee-Assistant Secretary)
  - Phone: 570-504-9647
  - Email: icastro@tcmedc.org

### LUZERNE COUNTY
- **Stephen Barrouk** (Executive Committee-Assistant Treasurer)
  - Phone: 570-871-3030
  - Email: sbarrouk@citybrokersllc.com

### MONROE COUNTY
- **Michelle Mikitish** (Executive Committee-Assistant Secretary)
  - Phone: 570-655-1424
  - Email: mmikitish@pahomepage.com

### PIKE COUNTY
- **Marilyn Kissner** (Executive Committee-Board Chairperson)
  - Phone: 570-421-4433
  - Email: mmary@lehightownchamber.org

### SCHUYLKILL COUNTY
- **Mary Malone** (Executive Committee-Assistant Treasurer)
  - Phone: 570-216-5495
  - Email: akimber@kalahariresorts.com

### WAYNE COUNTY
- **William Kerstetter** (Executive Committee-Assistant Treasurer)
  - Phone: 570-832-1578
  - Email: cobk@ptd.net

### AT-LARGE
- **Carl Beardsley**
  - Phone: 570-602-2000
  - Email: cbeardsley@flyavp.com

### EX-OFFICIO
- **Charles Barber**
  - Phone: 570-714-1570
  - Email: charles@luzfdn.org

### EMERITUS
- **David Donlin**
  - Phone: 570-624-1796
  - Email: david@nced.org

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AGENDA

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

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

III. **Board Discussion & Action Items**
   * July 24, 2019 Meeting Minutes – Phil Condron, Board Chairperson 1-4
   * Treasurer’s Report - Wendi Holena 5-6
   * President & CEO Report - Jeff Box 7-31

IV. **Open Discussion** – Phil Condron, Board Chairperson

V. **Adjournment to Annual Dinner**

VI. **Next Meeting** – November 6, 2019
# BOARD OF DIRECTORS REPORT

**MINUTES OF**

**WEDNESDAY, JULY 24, 2019**

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**OFFICERS**

- Phil Condron, Board Chairperson
- Joe Sebelin, 1st Vice-Board Chairperson
- Mark Graziadio, Treasurer
- Commissioner George Halcovage, Secretary
- Bill Kerstetter, Assistant Treasurer
- Mary Frances Postupack, Assistant Secretary

<table>
<thead>
<tr>
<th>CARBON</th>
<th>LACKAWANNA</th>
<th>LUZERNE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kathy Henderson</td>
<td>Ida Castro</td>
<td>Michelle Mikitish</td>
</tr>
<tr>
<td>Marlyn Kissner</td>
<td>Tom Donohue (conf. call)</td>
<td>Kevin O'Donnell</td>
</tr>
<tr>
<td>Comm. Wayne Nothstein</td>
<td>Jack McNulty</td>
<td></td>
</tr>
<tr>
<td>Harold Pudliner</td>
<td>Alex Stark</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MONROE</th>
<th>PIKE</th>
<th>SCHUYLKILL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chris Barrett (conf. call)</td>
<td>Derek Bellinger (conf. call)</td>
<td>Bob Carl (conf. call)</td>
</tr>
<tr>
<td>Chuck Leonard</td>
<td>Cynthia DeFebo</td>
<td>Micah Gursky</td>
</tr>
<tr>
<td></td>
<td>Peter Wulfhorst (conf. call)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>WAYNE</th>
<th>AT-LARGE</th>
<th>EX-OFFICIO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm. Joe Adams</td>
<td>Matt Connell</td>
<td>Rachel Antosh</td>
</tr>
<tr>
<td>Craig Rickard</td>
<td>Steve Daniloff</td>
<td>Jeffrey Box</td>
</tr>
<tr>
<td>Mary Beth Wood</td>
<td>Vince Galko</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Alana Roberts</td>
<td></td>
</tr>
</tbody>
</table>

**STAFF**

- Alan Baranski
- Kurt Bauman
- Wendi Holena
- Donna Hritz
- Steve Ursich
The NEPA Alliance held a Board of Directors Meeting on Wednesday, July 24, 2019, at the NEPA office in Pittston. Board Chairperson Phil Condron called the meeting to order at 1:00pm.

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

Board Chairperson Phil Condron introduced new Board Members Marlyn Kissner, Executive VP Northern Region, Greater Pocono Chamber of Commerce; Ida Castro, VP Community Engagement, Geisinger Commonwealth School of Medicine; Cynthia DeFebo, Director, Pike County Workforce Development; Steve Daniloff, VP/General Manager, WBRE-TV; and Vince Galko, Senior VP, Mercury Public Affairs.

**ACTION ITEMS**

**Minutes** - A motion was made by Alex Stark and seconded by Michelle Mikitish to accept the minutes from the Board of Directors Meeting of May 1, 2019. *Motion carried*

**Treasurers Report** – Wendi reported that on the Statement of Activities as of June 30, 2019, NEPA has total revenues and total expenses of approximately $3 million. She further reported that there is a small increase in net assets of approximately $9,000. Wendi stated that since it’s year end, the numbers may be adjusted slightly due to outstanding payables. She noted that NEPA is preparing for its annual audit, which will begin shortly.

A motion was made by Bill Kerstetter and seconded by Mark Graziadio to accept the Treasurer Report as presented. *Motion carried*

**Resolution 2019-02 approving the Appalachian Regional Commission Project Priority List for 2019-2020**

Jack McNulty reported that the Regional Project Review Committee met to review and rank the projects on June 20, 2019. He thanked the committee members for their participation. Jeff stated that staff receives and reviews the projects throughout the course of the year. He noted that the list of projects is for the next federal fiscal year starting on October 1, 2019. Jeff stated that the grants will not be received until sometime in 2020. Kurt noted that the cycle to collect pre-applications starts April 1st of every year.

A motion was made by Harold Pudliner and seconded by Alex Stark to approve the Regional Project Review Priority List as presented. *Motion carried. Mary Beth Wood abstained.*

**Resolution 2019-03 authorizing the transfer of an existing EDA-RLF loan fund from NEPIRC to NEPA Alliance** – Jeff reported that NEPA has been asked to assume responsibility of an Economic Development Administration (EDA) revolving loan fund from the Northeastern Pennsylvania Industrial Resource Center (NEPIRC). He noted that the grant went to NEPIRC many years ago. However, NEPA has been the managing entity of the fund for several years. Jeff reported that NEPA has had discussions with its counterpart Northern Tier Regional Planning & Development Commission regarding the loan program in three (3) of their counties: Sullivan, Tioga and Wyoming. Steve Ursich stated there are currently a few loans on NEPIRC’s books. However, NEPIRC is going to unwind them and pass them to NEPA, which is
approximately $240,000. A motion was made by Mark Graziadio and seconded by Bill Kerstetter to approve the transfer of the existing EDA-RLF loan fund from NEPIRC to NEPA Alliance. **Motion carried.**

*Resolution 2019-04 authorizing the closing for a loan from U.S. Department of Agriculture (USDA) for a Rural Microentrepreneur Assistance Program (RMAP)* – Jeff noted that Steve Ursich has been working with the U.S. Department of Agriculture to expand NEPA’s loan program. Steve stated that NEPA is one (1) of two (2) entities in Pennsylvania to receive the RMAP. He noted that the rural micro loan program is up to $50,000 which, can be used for real estate, working capital and/or similar projects. Steve reported that NEPA has received considerable interest in the program.

A motion was made by Commissioner Wayne Nothstein and seconded by Matt Connell to approve the closing of a loan from the U.S. Department of Agriculture for a RMAP. **Motion carried.**

*Resolution 2019-05 authorizing the submission of an application to the U.S. Department of Treasury (CDFI Fund) for certification from the CDFI Fund* – Jeff noted that NEPA is applying to the U.S. Department of Treasury for a certification from the CDFI fund. Steve Ursich noted there is a need for additional funds in the revolving loan fund. He also stated that the CDFI and New Markets Tax Credit (NMTC) program are operated by the U.S. Department of Treasury. Steve reported that the Community Development of Financial Institutions (CDFI) designation will assist NEPA to access numerous funding opportunities through the U.S. Department of Treasury’s various programs (ie: potential revolving loan fund grants, potential loan fund loans and additional housing funds).

A motion was made by Jack McNulty and seconded by Michelle Mikitish to approve the submission of the application to the U.S. Department of Treasury for certification from the CDFI Fund. **Motion carried.**

*Resolution 2019-06 to form a subsidiary for profit entity seeking certification from the U.S. Department of Treasury as a Community Development Entity (CDE) with the goal of leveraging a NMTC allocation on behalf of the NEPA Region and the Commonwealth* – Jeff stated that there is no entity in the region offering the New Markets Tax Credit program. He noted that today’s resolution offers NEPA to apply to the U.S. Department of Treasury to become a community development entity, or CED, to apply for an allocation, and authorization to create a for-profit subsidiary of NEPA Alliance. Jeff stated that the NEPA Executive Committee will serve as the Board of Directors for the entity (NEPA Community Impact Fund). He noted that this program is a huge benefit for distressed areas. Jeff reported that NEPA received an $80,000 grant from the Appalachian Regional Commission (ARC), which is funding the startup costs. He noted that NEPA is also matching the program with other funds. Jeff reported that the two (2) consultants are Nee & Plata Lawyer Firm (NJ) and CBO Financial (MD & CA). Kurt noted that the program has been around for approximately 19 years with $65 billion in investments. He stated that the program looks for a gap in financing in low-income communities. Kurt stated that the program will be statewide.

A motion was made by Bill Kerstetter and seconded by Commissioner George Halcovage to approve the creation of a subsidiary for-profit entity seeking certification from the U.S. Department of Treasury. **Motion carried.**
Committee/Affiliate Reports

Blue Ribbon Task Force (BRTF) – Jeff reported that Steve Zaricki has completed the most recent Economic Impact Report for the Depot, which reflects $2.8 billion in economic impact over eleven (11) counties. Kurt reported that the market analysis of the Depot compared to other installations has been completed. He noted that a sub-committee of the BRTF Management Group will meet in late August or early September to review RFQ’s for the development and implementation of a fundraising plan.

Communications & Membership – Alex reported that as of June 30, 2019, NEPA has 370 members for a total of $259,364. He noted that last year at this time NEPA had 384 members for a total of $264,352. Alex further noted that NEPA’s goal is 450 members. He stated that the campaign ends December 31st.

Donna reported that NEPA Annual Dinner is scheduled for Thursday, September 26th at the Woodlands Inn in Wilkes-Barre. She thanked Josh Olerud, General Manager of the Scranton/Wilkes-Barre RailRiders, for securing Raghib “Rocket” Ismail as the keynote speaker.

Donna reported that the Communications/Membership and Executive Committees are scheduled to meet on July 30th to score and evaluate the presentations by the top five (5) responding firms regarding the marketing RFQ for marketing, media & public relations professional services.

Donna reported that NEPA’s upcoming media events are Lackawanna County Stauffer Industrial Park on Thursday, August 8th at 10:00am and Family Eye Care of NEPA on Thursday, August 29th at 10:00am in Honesdale. Jeff stated that Stauffer Industrial Park was an ARC Access Road project that funded approximately $784,883 for reconstruction of the roadway. He noted that Congressman Matt Cartwright and ARC Federal Co-Chair Tim Thomas are expected to be in attendance on August 8th. Jeff thanked Alex Stark for hosting the event.

Metropolitan Planning Organization (MPO)/Transportation – Alan reported that the MPO’s and RPO’s recently met in Harrisburg to kick off the update of the Transportation Improvement Program (TIP). He noted there is going to be less dollars available for local projects. Alan also reported NEPA is in transition with PennDOT from year one (1) to year two (2) of the work program and will be reviewing projects that have been completed and projects that need to be addressed. He noted that the MPO’s strategic plan was completed by Michael Baker International. Alan stated that the Long Range Transportation Plan update was also prepared by Michael Baker International and will identify major transportation projects, programs and policies. He further stated that the Jim Thorpe Parking Analysis and Complete Streets Study has been completed. Alan reported that NEPA continues to participate in the planning activities for the restoration of rail service between Scranton and New York, which is managed by the Pennsylvania Northeast Rail Authority.

Nonprofit & Community Assistance Center (NCAC) – Kurt announced that NCAC recently received a $60,000 ARC grant to assist with formation of a community foundation in Monroe County. He noted that similar efforts were done in Carbon and Pike counties. Kurt reported that there will be a NEPA Grantmakers Forum in October.

Presentation – Jeff provided a power point on NEPA’s history, programs/services, board structure and organizational chart. A copy of Jeff’s power point is available upon request.

There being no further business Board Chairman Phil Condron adjourned the meeting at 2:07pm.

Respectfully submitted: Donna Hritz, Communications & Operations Manager - August 5, 2019
### Statement of Activities

**August 31, 2019**

<table>
<thead>
<tr>
<th></th>
<th>Prior YTD</th>
<th>Current YTD</th>
<th>Budget</th>
<th>Percentage of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants/Projects</td>
<td>$317,894</td>
<td>$359,312</td>
<td>$3,117,764</td>
<td>12%</td>
</tr>
<tr>
<td>Membership Fees</td>
<td>38,667</td>
<td>37,832</td>
<td>227,000</td>
<td>17%</td>
</tr>
<tr>
<td>Rental Income</td>
<td>2,653</td>
<td>4,359</td>
<td>28,921</td>
<td>15%</td>
</tr>
<tr>
<td>RLF Admin. Fees</td>
<td>3,185</td>
<td>7,600</td>
<td>20,000</td>
<td>38%</td>
</tr>
<tr>
<td>Match from Other Sources</td>
<td>23,791</td>
<td>22,050</td>
<td>39,667</td>
<td>56%</td>
</tr>
<tr>
<td>Other Receipts</td>
<td>2,139</td>
<td>6,035</td>
<td>10,200</td>
<td>59%</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>-</td>
<td>-</td>
<td>38,000</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>388,329</td>
<td>437,188</td>
<td>3,481,552</td>
<td>13%</td>
</tr>
</tbody>
</table>

| **Expenses:**            |           |             |         |                      |
| Personnel                | 235,329   | 253,504     | 1,601,078| 16%                  |
| Benefits                 | 87,684    | 97,685      | 672,453  | 15%                  |
| Contractual              | 1,250     | 16,425      | 663,498  | 2%                   |
| Professional Fees        | 562       | -           | 19,500   | 0%                   |
| Travel and Per Diem      | 7,549     | 4,312       | 32,531   | 13%                  |
| Meetings and Seminars    | 6,977     | 5,435       | 65,412   | 8%                   |
| Postage                  | 1,392     | 743         | 5,750    | 13%                  |
| Supplies                 | 2,215     | 12,181      | 47,171   | 26%                  |
| Publications and Memberships | 4,883 | 8,104       | 39,225   | 21%                  |
| Printing                 | 570       | -           | 6,800    | 0%                   |
| Advertising              | 7,878     | 3,497       | 18,500   | 19%                  |
| Occupancy                | 8,569     | 7,353       | 66,340   | 11%                  |
| Equipment Rental & Maintenance | 2,828 | 3,507       | 18,282   | 19%                  |
| Depreciation             | 9,298     | 10,448      | 64,507   | 16%                  |
| Telephone/Internet       | 2,747     | 4,807       | 21,320   | 23%                  |
| Insurance                | -         | -           | 26,500   | 0%                   |
| Interest                 | 7,718     | 7,483       | 44,275   | 17%                  |
| Other Costs              | 470       | 1,287       | 27,797   | 5%                   |
| Contributed Services     | -         | -           | 38,000   | 0%                   |
| **Total Expenses**       | 387,919   | 436,771     | 3,478,939| 13%                  |

| **Increase (Decrease) in Net Assets** | $410 | $417 | $2,613 |

<table>
<thead>
<tr>
<th><strong>Net Assets</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Beginning Balance</strong></td>
</tr>
<tr>
<td><strong>Increase (Decrease)</strong></td>
</tr>
<tr>
<td><strong>Current Balance</strong></td>
</tr>
</tbody>
</table>
Statement of Financial Position
August 31, 2019

<table>
<thead>
<tr>
<th>Assets</th>
<th>Prior Year</th>
<th>Current Year</th>
<th>Liabilities</th>
<th>Prior Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Cash Invested</td>
<td>$ 698,197</td>
<td>$ 614,895</td>
<td>Accounts Payable</td>
<td>$ 457,993</td>
<td>302,000</td>
</tr>
<tr>
<td>Restricted Funds Invested</td>
<td>15,980</td>
<td>8,417</td>
<td>Deferred Project Funds</td>
<td>15,980</td>
<td>8,417</td>
</tr>
<tr>
<td>Membership Fees Receivable</td>
<td>-</td>
<td>-</td>
<td>Employee Benefits Payable</td>
<td>122,157</td>
<td>137,940</td>
</tr>
<tr>
<td>Advances/Deposits/Prepads</td>
<td>25,743</td>
<td>29,309</td>
<td>Payroll Withholdings</td>
<td>3,115</td>
<td>3,486</td>
</tr>
<tr>
<td>Accounts Receivable - Projects</td>
<td>1,128,528</td>
<td>1,079,758</td>
<td>Deferred Membership Fees</td>
<td>128,510</td>
<td>129,102</td>
</tr>
<tr>
<td>Loan Receivable - NEPABFC</td>
<td>80,235</td>
<td>81,101</td>
<td>Capital Lease Payable</td>
<td>527,584</td>
<td>612,520</td>
</tr>
<tr>
<td>Depreciable Assets (Net of Deprec.)</td>
<td>679,938</td>
<td>768,220</td>
<td>Total Liabilities</td>
<td>1,255,339</td>
<td>1,193,465</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Net Assets *</td>
<td>1,373,282</td>
<td>1,388,235</td>
</tr>
</tbody>
</table>

Total Assets                           | $ 2,628,621 | $ 2,581,700 |

Total Liabilities & Net Assets         | $ 2,628,621 | $ 2,581,700 |

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

We have been extremely busy at NEPA with a flurry of activity in multiple programs.

I am very proud of the NEPA Staff and all that they have accomplished over the last Fiscal Year and for the many years we have been serving Northeastern Pennsylvania.

**Annual Dinner**  
Great event planned with Rocket Ismail as our speaker. At press time we have excellent attendance and record sponsorship. We are looking forward to a great evening!

**Bring the World to PA**  
The annual international event was held in Scranton on Tuesday, September 10th. We had over 30 companies registered with numerous meetings per company. Great event that generates business connections and ultimately sales for our regional companies.

**New Market Tax Credit (NMTC)**  
Our application to the U.S. Department of the Treasury is underway. We will be submitting by deadline and then move on to the application for an allocation of funds. The legal documents are also underway to create the for-profit subsidiary entity needed to manage the CDE. These actions were authorized by the Board in July.

**CEDS**  
The Comprehensive Economic Development Strategy required by EDA is also underway. We are having a series of three (3) meetings over the next few months to produce the economic development plan for the region.

**ARC Conference**  
The Annual Appalachian Development Conference was held last wee in Asheville, NC. Great networking with ARC Staff and colleagues from the ARC region. Athena and I attended from NEPA.

**ESU/Monroe County Scorecard**  
NEPA prepared the data and statistics for ESU’s Economic Summit held on September 6th. We are proud to have participated and assisted ESU and Monroe County with this event.

There are many programmatic activities ongoing here at NEPA, so please contact me if you have any questions.

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

Respectfully submitted,

Jeffrey K. Box  
President & CEO
BUSINESS DEVELOPMENT SERVICES
ACTIVITIES

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

Cherry Ridge Veterinary Clinic PC, 697 Grove Street, Honesdale (Wayne County), has been approved by SBA 504 for a loan debenture totaling $1,228,000 for commercial real estate, construction of a building, equipment, site work and associated soft costs for a total project cost of $2,982,548. Cherry Ridge Veterinary Clinic PC has been in business since 1963 and provides services such as acupuncture, laser therapy, in-depth testing, various examinations, consultations, counseling, and other services.

Leonard Crawford Electric, 3271 State Route 118, Dallas (Luzerne County), has been approved for an ARC loan totaling $175,000 for the acquisition of a pole barn and equipment for a total project cost of $417,000. Leonard Crawford Electric was established in 1977 providing electrical contracting services to residential, industrial, commercial, institutional, energy and educational industries.

Friends for Life Veterinary Service, 273 Grandview Avenue, Honesdale (Wayne County), has been approved for a Tri-District and NEPA RLF loan totaling $125,000 for the purchase of veterinary equipment for a total project cost of $535,000. Friends for Life Veterinary Service will provide medical, surgical, dental and preventative care to pets. The business is a start-up entity.

Dare 2 Dream Daycare & Learning Center, 285 Wyoming Avenue, Wyoming (Luzerne County), has been approved for a Tri-District loan totaling $55,000 for the purchase of real estate and equipment for a total project cost of $256,300. Dare 2 Dream Daycare & Learning Center is a school and daycare aimed toward children ages one year old and up, providing full-time and part-time care for parents.

Executive Hotel Management, LLC, 400 PA-315, Pittston (Luzerne County), has closed and funded on an SBA 504 loan for a debenture totaling $881,000 for building renovations, equipment and associated soft costs for a total project cost of $2,865,000. Executive Hotel Management, LLC operates the Holiday Inn Express Pittston – Scranton Airport which is a newly renovated 90 room hotel with various accommodations.

Paw Pack Doggy Daycare, Lot 6 Easton Tpke, Lake Ariel (Wayne County), has closed on a Tri-District and NEPA RLF loan totaling $125,000 for the purchase of real estate and equipment for a total project cost of $591,000. Paw Pack Doggy Daycare will provide a safe, interactive, comfortable daycare for customers vets while they are at work, boarding options will also be available.

CARBON COUNTY

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

• 40 North Marketing • AP Thermoforming, LLC • Ford Kovatch, Inc. • Heritage Sign & Display • Hydra Tech Pumps • Mazzella Enterprises LLC • Sudpro LLC • TrueNorth Advertising and Marketing
Board of Directors Report  
September 26, 2019

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

- AMETEK Chemical Products  
- AP Thermoforming, LLC  
- Architectural Polymers, Inc.  
- Hydra-Tech Pimps, Inc.

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

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

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

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15,794,249</td>
<td>$1,215,500</td>
<td>$0</td>
<td>$4,826,216</td>
</tr>
</tbody>
</table>

LACKAWANNA COUNTY

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

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

- Acker Drill Co., Inc.  
- Batzel Engineering Inc.  
- Concrete Countertop Solutions  
- Crew Systems Corporation  
- Galaxy Brushes Inc.  
- Gecco, Inc.  
- Gentex Corporation  
- Grasselli SSI  
- Language That Matters  
- Lockheed Martin Missile and Fire Control  
- LOH Enterprises, LLC  
- Master Supplements, Inc.
Board of Directors Report  
September 26, 2019

- Noble Biomaterials Asia  
- Sampaio LLC  
- Skinner System Inc.  
- Space Age Plastics, Inc.  
- Steinmetz Polymers  
- Sustainable Energy Management Systems, LLC  
- Taravina LLC  
- United Gilsonite Laboratories

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

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

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

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$383,131,066</td>
<td>$3,029,000</td>
<td>$103,964,199</td>
<td>$24,609,945</td>
</tr>
</tbody>
</table>

LUZERNE COUNTY

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

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

• A. Rifkin Co. • Acton Technologies Inc. • American Nutrition Inc • AMP Global Strategies • Benco Dental • Best Cigar Prices • BEST Equipment Solutions • Carbon Sales, Inc. • Coates Toner, Inc. • Connection Energy LLC • Cornell Cockson • EthosGen LLC • Finch Manufacturing & Technology, LLC • Greiner Packaging Pittston • Hocsocx, Inc. • InnaVenture LLC • InterMetro Industries Corp. • King’s College • Koehler Lighting Products • Linde International Inc • Medico Industries Inc • Mundaii Inc. • Penco Medical Inc. • Penn’s Northeast • Pride Mobility Products Corp. • RAD Mfg, LLC • Scent-Sations, Inc. • Sugar Plum Chocolates • Twin Oaks Research Centre, Inc. • Vibra Tech Engineers, Inc. • Vita Line Products • Wilkes Barre Scranton International Airport

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

• 10X Fitness • Bellemarque, LLC • Benny Brewing Company • Blasi Printing • Bloss Dairy Farm • Bradigan Woodworking LLC • CAN-DO, Inc. • Casey Dental Institute, PC • Castillo’s Granite & Marble • Custom Seats, Inc. • Familia Barber Shop • FIG Printing Inc. • Five Mountain Hardware LLC • Gus Genetti’s Hotel Wilkes-Barre • Harrolds Pharmacy • Hawk Mountain Labs, Inc. • Holiday Inn Express • Hydrodynamics Inc. • Interstate Building Materials • Joseph-Hilial, LLC • KLM Partnership • Main St. Health Associates, Inc. • Mickey’s Truck Bodies, Inc. • N.E. Dental Sleepmasters, LLC • Nanticoke Agricultural • POZ Environmental LLC • Regina Farms & Garden Center • Riley and Company, Inc. • Schaedler Yesco • Security Products • Spring Fresh Indoor Air Quality Associates LLC • The Rescue Step/EME Inc.

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

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$728,520,072</td>
<td>$5,138,500</td>
<td>$105,971,617</td>
<td>$102,429,764</td>
</tr>
</tbody>
</table>

MONROE COUNTY

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

• A1 Enterprises LLC • Agape Traders • Alan Gross • Alvin Ziegler • Brock Construction Group LLC • Carbon/Monroe/Pike MH DS • Computergraphic1 Design • Essential Home Improvement LLC • J & J Custom Woodworking • J.A. Reinhardt & Co., Inc. • MegaPhase LLC • Monroe County Transit Authority • Naughton Energy • Paul’s House -Major Paul Syverson Veterans Sanctuary • Pocono Bio Agricultural • POZ Environmental LLC • Regina Farms & Garden Center • Riley and Company, Inc. • Schaedler Yesco • Security Products • Spring Fresh Indoor Air Quality Associates LLC • The Rescue Step/EME Inc.
Board of Directors Report
September 26, 2019

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

- Agape Trader
- Bridal Buddy, LLC
- BWC Technologies Inc.
- East Stroudsburg University
- Game Face Grooming
- MegaPhase LLC
- Monadnock Non-Woven, LLC
- Naughton Energy
- Robertson Racing LLC
- 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 July 1, 2018 to June 30, 2019 are listed below.

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$84,802,403</td>
<td>$2,262,000</td>
<td>$10,543,705</td>
<td>$3,771,531</td>
</tr>
</tbody>
</table>

**PIKE COUNTY**

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

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

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

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

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

- There are no loans in Pike County

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

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

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

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

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

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

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

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

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

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

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

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

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

<table>
<thead>
<tr>
<th>Total Sales</th>
<th>Aggregate Loan Amounts</th>
<th>Government Sales</th>
<th>Export Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$54,081,303</td>
<td>$1,698,500</td>
<td>$10,537,327</td>
<td>$5,902,000</td>
</tr>
</tbody>
</table>
LDD CUSTOMER SATISFACTION SURVEY FORMS

As of 9/4/19, eleven (11) out of nineteen (19) LDD Customer Satisfaction Survey forms were completed by NEPA clients who received assistance through NEPA’s Business Financing, Procurement Technical Assistance and International Business programs for assistance received during the 4th quarter of 2018-2019. 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 2018-2019.

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

<table>
<thead>
<tr>
<th></th>
<th>*Timeliness of Assistance</th>
<th>*Quality of Assistance</th>
<th>*Value of Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Procurement</td>
<td>7</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>Export</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
</tbody>
</table>

Comments:

“Assistance with trade show travel and lodging has been outstanding - Acker Drill Co. Inc. (Export Client)

“NEPA employees have been very helpful in renewing registration each year” – Stockport Mountain Corporation LLC (PTAC Client)

“Karen and Paula are awesome! They are such a help to me setting up all my information. They have been a tremendous help to me. Thank you! Thank you! – Tunnessen Radiator Inc. (PTAC Client)
BUSINESS DEVELOPMENT SERVICES DIVISION
INTERNATIONAL BUSINESS DEVELOPMENT PROGRAM

July 1 through August 31 staff recorded 20 counseling sessions and generated 19 International Projects. Staff processed three Global Access Program applications for exhibitions at domestic and international trade shows and an international sales trip.

Staff participated in Penn’s Northeast’s “Bringing the World to Pennsylvania,” event on August 1, 2019. During the event, the Wilkes-Barre Scranton International Airport presented to Pennsylvania’s Foreign Direct Investment Representatives as part of their tour around the region and the state. Staff participated in one training webinar regarding the Indian market on August 21, 2019. Finally, staff also participated in a meeting with U.S. Senator Casey’s staff on August 28, 2019.

During July and August, staff’s primary focus was the organization and promotion of the Program’s premier event, Bringing the World to Northeastern Pennsylvania. The event will take place Tuesday, September 10 at the Hilton Scranton & Conference Center. NEPA will welcome Pennsylvania’s 15 Authorized Trade Representatives for one-on-one meetings with businesses interested in exporting. The event is held in conjunction with the Pennsylvania Department of Community and Economic Development’s Office of International Business Development. NEPA serves as the Regional Export Network Partner for the Commonwealth’s Export Development Program.

Staff also continued to publish the program’s newsletter, “International Business Explorer.” The newsletter provides businesses with international trade information, opportunities, resources and activities. NEPA promotes international trade events and activities of the Pennsylvania Office of International Business Development, the Regional Export Networks, other State agencies and the U.S. Commercial Service to businesses in northeastern Pennsylvania.
BUSINESS DEVELOPMENT SERVICES DIVISION
PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

NEPA Alliance PTAC has conducted fourteen (14) initial counseling sessions to area small businesses during the quarter beginning July 1, 2019 through September 30, 2019.

Additionally, NEPA PTAC also conducted two hundred and twenty-five (225) follow-up sessions during the quarter. Follow-up counseling sessions consist of assisting clients with registrations in various electronic government purchasing and payment systems, i.e. (DIBBS, WAWF, NEECO, SAM.GOV, PA Supplier Portal etc.,) and websites, i.e. (HUBZone, SAM, VetBiz, WBE/MBE and SBA 8(a) Program Certification, WOSB and EDWOSB Certifications, etc.) as well as provide assistance when responding to government RFP’s and quotes, understanding military specifications and standards, industry standards, providing procurement histories, and pricing information for specific items purchased by the government.

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

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

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

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

- On September 10th, PTAC Staff will Sponsor and Exhibit at the Bringing the World event to be held at the Hilton-Scranton Conference Center.
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 prepared an investment package of Pre-Apps for 2019. Several projects from last year have been funded and several projects in the final review stages at ARC. The funded projects are listed below.

| Organization                          | Project Title                               | ARC Prog. | CO | Amount Received | Amount Leveraged | Total    |
|---------------------------------------|---------------------------------------------|-----------|    | $73,975         | $73,975          | $147,950 |
| Northampton Community College-Monroe Campus | Expanding the Regional CDL Workforce | AD        | MO | $73,975         | $73,975          | $147,950 |
| NCAC                                  | Monroe County Community Foundation Initiative | AD        | MO | $60,000         | $60,000          | $120,000 |
| Luzerne County                        | Hanover Industrial Estates Multimodal Improvements | LAR       | LU | $260,000        | $260,000         | $520,000 |
| **Totals**                            |                                             |           |    | $393,975        | $393,975         | $787,950 |

**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. An application for a $192,600 grant for FY 19-20 with the possibility of additional funding was approved by the PA Department of Community & Economic Development.

**NORTHEASTERN PENNSYLVANIA DEFENSE TRANSITION PARTNERSHIP**

The Northeastern Pennsylvania Defense Transition Partnership is a new initiative designed in collaboration with the Pennsylvania DCED and the PREP team members. The initiative provides support to Department of Defense (DoD) contractors and supply chain vendors to diversify their products and services in the wake of decreased DoD spending and sequestration. The partners develop market diversification plans to create new opportunities and jobs for local businesses that have experienced decreased DoD contracts. The initiative is in its third phase and is being funded by a $200,000 grant through the PA DCED and DoD Office of Economic Adjustment (OEA). The NEPA Alliance and the initiative partners are actively working with 21 clients under the initiative.
Board of Directors Report  
September 26, 2019

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

**NEW MARKET TAX CREDIT LAUNCH**

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

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

NEPA has formed the new legal entity, named the NEPA Community Impact Group, that we will be submitting an application for CDE certification in September 2019.

**NORTHEASTERN PENNSYLVANIA NONPROFIT & COMMUNITY ASSISTANCE CENTER**

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

- Full-application Submitted: March 2019
- Amount: $60,000
- Awarded in August 2019
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. NCAC conducted 29 workshops with over 1,200 attendees over the last 2 years.

NCAC Program & Service Summary
July 1, 2018 - June 30, 2019

<table>
<thead>
<tr>
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<td>4</td>
<td>6</td>
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<td>7</td>
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<td>Resource Center Visits</td>
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<td>2</td>
<td>3</td>
<td>6</td>
<td>5</td>
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<td>5</td>
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<td>4</td>
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BLUE RIBBON TASK FORCE (BRTF) / TOBYHANNA ARMY DEPOT

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

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

RESEARCH & INFORMATION PROGRAM

Data Requests: The following table describes the geographic origin and type of technical assistance and information requested.
The Research & Information Manager also provided data for the 2019 Monroe County Economic Scorecard, which is indicated as Other in the table.

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

According to the first chart, the not seasonally adjusted unemployment rates, as provided by the PA WorkStats Program of the Center for Workforce Information & Analysis at the PA Department of Labor & Industry, indicate that the average regional unemployment rate was 5.3 percent from August 2017 to July 2018 and 4.9 percent from August 2018 to July 2019. The average national unemployment rate from August 2017 to July 2018 was 4.1 percent and it decreased to 3.8 percent from August 2018 to July 2019. The average state unemployment rate from August 2017 to July 2018 was 4.5 percent and it decreased to 4.0 percent from August 2018 to July 2019.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 1.5 percentage points in August 2017 before fluctuating to its maximum of 1.8 percentage points in February 2018 and then decreasing to its minimum of 0.8 percentage points in May and June 2018 and April 2019. It then fluctuated to 1.4 percentage points in July 2019. During the 24-month period, the average not seasonally adjusted unemployment rate was 3.9 percent in the nation and 5.1 percent in the region.

In August 2017, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was 0.8 percentage points before fluctuating to its maximum of 1.2 percentage points in January and February 2018 and then decreasing to its minimum of 0.4 percentage points in June 2018. It then fluctuated to 0.9 percentage points in July 2019. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 4.3 percent.
TRANSPORTATION PLANNING SERVICES DIVISION

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

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

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

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

Discussions with the PennDOT Districts and county planners will occur later in September. The meetings will include a review of current project statuses and which projects will carryover into the next TIP. A discussion of current project needs and available funding will also occur.

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

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

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

The NEPA MPO Technical Committee reviewed the RFQ at the September 18th meeting and the RFQ was advertised on Thursday, September 20th. Following advertisement and presentations by top three firms, the NEPA MPO Technical Committee scored the proposal and Michael Baker International was selected as the consultant for the NEPA MPO Strategic Plan and other transportation planning work under an open-end agreement for consulting services.

Following the NEPA MPO Technical Committee business meeting on February 19th, Michael Baker International presented the project scope and timeline for the Strategic Plan and conducted a SWOT analysis of the NEPA MPO committee. A discussion of this process was shared with the NEPA MPO Policy Board at the meeting on March 6th.

A survey of NEPA MPO Technical Committee and Policy Board members was distributed in early March. A board retreat with Technical Committee and Policy Board members was be held on March 19th.

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

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

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

A second meeting of the LRTP Steering Committee was held on July 23rd. A review of the public outreach efforts for the LRTP was provided. Public outreach meetings will be held in all four counties on September 24th.

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

NEPA staff has been participating in many PennDOT Connects meetings with PennDOT staff, municipal officials and stakeholders for upcoming TIP projects, maintenance projects and Multimodal Transportation Fund projects. Additional meetings will be held in the coming months on current and future projects.
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 conjunction with the outreach sessions beginning later this summer for the NEPA MPO’s Long Range Transportation Plan update.

**Functional Classification Review:** The functional classification review is a major project for the Transportation Division which was initiated last year. Thus far, NEPA GIS staff has completed the necessary GIS mapping changes and corresponding data to justify any functional classification changes for Carbon, Pike County and Monroe County. A meeting with District 4-0 staff to review the changes in Pike County was held on January 28th. A meeting with District 5-0 staff to review the changes in Monroe County was held on January 31st. Meetings with Carbon County were held on January 25th and May 31st. The proposed changes were reviewed with District 5-0 on June 13th.

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

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

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

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

The consultant has been on-site in Jim Thorpe at various events throughout the year gathering data collections including video data that they feel very positive about for their resulting analysis. The project consultant for the County Parking Lot Trail Separation Project funded by the PennDOT Transportation Alternatives Program ($404,000) was provided with the contact information from our consultant as there is an opportunity to collaboratively incorporate some possible design considerations or improvements from the Chance/Alta camp into the County project. The County Traffic Assessment Report related to the County Office Building/Parking Garage project was also being considered.
The consultant provided a presentation of their preliminary findings to the Carbon County Commissioners and the Project Steering Committee on November 13th. The presentations included information on data collected including pedestrian movements and parking data in downtown Jim Thorpe. The consultant also provided information on preliminary options to improve pedestrian safety, provide additional parking options and a potential parking garage. Many of the recommended solutions require PennDOT approval since they will occur on state roads.

The consultant is working to complete the action plan portion of the study. Improvement concepts have been presented to District 5-0 Traffic and Design staff at a meeting on March 21st. Project recommendations were be presented to the County Commissioners and to the Steering Committee and Borough Council at a July 18th Public Meeting. A meeting with the Project Steering Committee to further refine the final plan was held on August 27th. The project is expected to wrap up by September 2019.

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

$60,000 in funding was awarded to the Milford Borough Traffic Study in May. $15,000 in matching funds will be pursued from local sources. A steering committee is being established to guide and review the study. A kickoff meeting will be held in the coming weeks once a scope of work is further refined with the project consultant.

**PA Automated Vehicle Summit:** Staff attended the Pennsylvania Automated Vehicle Summit on September 4-6 at Kalahari Resorts in Pocono Summit.

**Passenger Rail Service Restoration Between New York City and the City of Scranton:** NEPA continues to participate in planning activities for the restoration of rail service between Scranton and New York being managed by the Pennsylvania Northeast Regional Rail Authority. Focus is upon an initial segment of the rail extension within the western portion of New Jersey and the possibility of funding under provisions of the FAST Act. NEPA staff has participated in advisory committee meetings with the PNRRA, Congressman Cartwright’s staff, Senator Blake’s staff, Lackawanna and Monroe counties and other stakeholders to further discuss a strategy for advancing the development of the project. NEPA staff most recently attended meetings on May 30th and June 20th to discuss next step strategies toward advancing the project. The Advisory Committee has engaged an engineering consultant to provide cursory structural assessments of two key concrete railroad bridges and railbed conditions in the targeted segment. The committee has secured $400,000 in Local Share Account funds and is actively seeking other potential funding sources to develop a full engineering cost and ridership update. The committee is also engaging with officials in New Jersey. A meeting was held in July in New Jersey with key legislative and rail agency representatives from both states. It was agreed that period bi-state meetings will be held to encourage cooperation between Pennsylvania and New Jersey on the project.

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

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

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

Staff is developing two subcommittees to address freight issues and incident management. The first meeting of the Freight Subcommittee was held on December 3rd. The Freight Subcommittee identified several action items for staff including a truck parking roundtable with FHWA, a freight corridor study using supplemental planning funds and freight facility inventory and mapping.

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

The next Focus 81 Committee meeting is scheduled to be held in October.

**Lackawanna/Luzerne, Lehigh Valley and Reading MPOs:** NEPA staff continues to correspond and collaborate with representatives of the Lackawanna/Luzerne, Reading and Lehigh Valley MPOs in the interest of coordinating transportation planning and programming activities between the adjoining MPOs and the NEPA MPO. NEPA is a designated voting member on the Lackawanna-Luzerne Technical Committee and regularly attends these meetings to report on the activities of the Focus 81 Committee and discuss potential collaborations toward addressing common transportation issues facing the greater region as well. Staff most recently attended the Lackawanna-Luzerne MPO Technical Committee meeting on July 17th at the Avoca International Airport.

**Pike County Road Task Force:** NEPA staff attended the Pike County Road Task Force Meeting on July 18th and August 15th. 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 July 11th and September 12th and continued to provide updates on the Focus 81 initiative and the NEPA MPO TIP and LRTP development.

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

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

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

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

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

The following classes are scheduled for Fall 2019.
<table>
<thead>
<tr>
<th>LTAP Courses</th>
<th>Date and Time</th>
<th>Location</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stop Signs and Intersection</td>
<td>August 6, 2019 8:00 AM to 3:00 PM</td>
<td>Salem Township Building</td>
<td>11</td>
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<tr>
<td>Traffic Control</td>
<td></td>
<td>Luzerne Co.</td>
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<tr>
<td>Speed Limits and Speed Management</td>
<td>August 13, 2019 8:00 AM to 12:00 PM</td>
<td>Schuylkill Community Education Council</td>
<td>11</td>
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<td></td>
<td></td>
<td>Schuylkill Co.</td>
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<tr>
<td>ADA Transition Plans</td>
<td>September 12, 2019 8:00 AM to 12:00 PM</td>
<td>NEPA Alliance</td>
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<td></td>
<td></td>
<td>Luzerne Co.</td>
<td></td>
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<tr>
<td>Full Depth Reclamation</td>
<td>October 1, 2019 8:00 AM to 12:00 PM</td>
<td>Salem Township Building</td>
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<td></td>
<td></td>
<td>Luzerne Co.</td>
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<tr>
<td>Managing Utility Cuts</td>
<td>October 2, 2019 8:00 AM to 12:00 PM</td>
<td>Stroud Township Building</td>
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<tr>
<td></td>
<td></td>
<td>Monroe Co.</td>
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<tr>
<td>Managing Utility Cuts</td>
<td>October 9, 2019 8:00 AM to 12:00 PM</td>
<td>Jim Thorpe Memorial Hall</td>
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<td>Carbon Co.</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 10, 2019 8:00 AM to 3:00 PM</td>
<td>Pike Co. Training Center</td>
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<td>Pike Co.</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 15, 2019 8:00 AM to 3:00 PM</td>
<td>Lackawanna Co. Ctr. For Public Safety</td>
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<td>Lackawanna Co.</td>
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<tr>
<td>Salt and Snow Management</td>
<td>October 16, 2019 8:00 AM to 3:00 PM</td>
<td>Washington Township Building</td>
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<td>Schuylkill Co.</td>
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<tr>
<td>Work Zone Traffic Control</td>
<td>November 7, 2019 8:00 AM to 12:00 PM</td>
<td>Wayne Township Building</td>
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<td></td>
<td>Schuylkill Co.</td>
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</tbody>
</table>
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

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

Donovan Klem  
Business Finance Specialist  
Ext. 238  dklem@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

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

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
NEPA’s Mission

The Northeastern Pennsylvania Alliance (NEPA) is a regional multi-county economic development agency providing leadership, planning, expertise and services to regional and local governments, businesses, institutions, and individuals through innovative and beneficial collaborations and partnerships to enhance the economic development and quality of life in the area.