Greetings! The following pages of our Annual Report chronicle the success of NEPA Alliance for the Fiscal Year ending June 30, 2018.

The NEPA staff has accomplished all of the goals set by our funding partners, and we continue to serve our region with quality business, community, economic development and government services.

- NEPA assisted in leveraging over $1,323,207 in ARC grants.
- NEPA’s Business Development Programs successfully created/retained 619 jobs in our region.
- NEPA’s Business Finance Center loaned $4,127,081 leveraging another $7,009,326 for business expansion in the region.
- NEPA’s International Business Development Program completed the year at 103% of the goal established by the Commonwealth Office of International Business Development (OIBD), reported sales of $31,178,621 and created/retained 244 jobs.
- NEPA’s government contracting program (PTAC) supported 159 jobs from $188,001,401 in government contracts awarded in our region.
- The NEPA Alliance Business Finance Corporation (NEPA-BFC), our affiliate Small Business Administration (SBA) Certified Development Corporation, closed 3 loans in a total SBA combined amount of $632,650.
- The NEPA Metropolitan Planning Organization (MPO) serving Carbon, Monroe, Pike and Schuylkill counties with transportation planning completed the TIP (Transportation Improvement Program) for 2019-2022 in the amount of $692 million.
- NEPA manages the N.E.PA PREP Partnership (Partnerships for Regional Economic Performance), which is a collaboration of twelve (12) economic development agencies within our region and helped leverage $710,028 in state funding.
- The Nonprofit & Community Assistance Center (NCAC) provided training or assistance to 472 non-profit professionals within our region.
- NEPA’s Defense Transition Partnership initiative produced 11 Market Diversification Plans and provided $72,000 in vouchers for plan implementation.

NEPA continues to provide quality services to our businesses, communities and governments in Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne counties.

We thank all of our volunteer Board Members and Committee Members for their service and dedication to making Northeastern Pennsylvania a great place to live, work and play.
NEPA ALLIANCE BOARD OF DIRECTORS FYE 2017-18

OFFICERS
Bud Quandel, Board Chairperson
Phil Condon, 1st Vice-Board Chairperson
Dave Farrington, 2nd Vice-Board Chairperson
Joe Sebelin, Treasurer

Steve Barrouk, Secretary
John Casella, Assistant Treasurer
Mark Graziaio, Assistant Secretary
Mary Beth Wood, Past Board Chairperson

DIVISIONS
Executive Leadership
Jeffrey Box - President & CEO

Administrative Services
Wendi Holena - Vice President & Chief Financial Officer
Judy Doblix - Senior Accounting Manager
Kevin Kwiatek - Accounting Manager

Community & Economic Development Services
Kurt Bauman - Vice President, Executive Director, NCAC
Steven Zaricki - Research & Information Manager
Athena Aardweg - Community Services Specialist

Business Development Services
Stephen Ursich - Vice President
Michael Horvath - Senior International Business Manager
Karen Ostroskie - Senior Government Procurement Manager
David Nat - Business Finance Manager
Kenneth Doolittle - Business Finance Specialist
Deborah Langan - Government Procurement Manager
Paula Terpak - Business Development & Government Procurement Specialist

Transportation Planning Services
Alan Baranski - Vice President
Kate McMahon - Senior Transportation Services Manager
Daniel Yelito - Transportation Services Manager
Annette Ginocchetti - Transportation GIS Specialist

Communications & Operations
Donna Hritz - Manager
Michael Skowronski - Information Technology Manager

CARBON COUNTY
Kathy Henderson
Jerry McAward
Commissioner Wayne Nothstein
Harold Pudliner
Joseph Sebelin

LACKAWANNA COUNTY
Lou Abitabilo
Philip Condon
Tom Donohue
John McNulty
Commissioner Patrick O'Malley
(John Kelly alt.)
Alex Stark

LUZERNE COUNTY
Stephen Barrouk
Ron Carter
Mary Malone
County Council Tim McGinley
(Eugene Kelleher alt.)
Michelle Mikitish
Kevin O'Donnell

SCHUYLKILL COUNTY
Robert Carl
Micah Gursky
Michael McCord
Bud Quandel
Commissioner George Halcovage

WAYNE COUNTY
Commissioner Joseph Adams
Mark Graziaio
Dave Hoff
Craig Rickard
Mary Beth Wood

AT-LARGE
Matt Connell
Ricky Durst
Larry Malski
Josh Olerud
Donald Pleau
Alana Roberts
Brian Sipe

EX-OFFICIO
Charles Barber, NCAC Board Chair
Jeffrey Box, NEPA President & CEO
Joe Lettieri, PNE (John Augustine alt.)

EMERITUS
Phyllis Brandwene
David Donlin
Mahmoud Fahmy
Paul Maher
Ernest Prete
The NEPA Business Finance Center includes eight (8) loan products, as well as the NEPA Alliance Business Finance Corporation (NEPA-BFC). The NEPA loan products provide low cost, fixed-rate financing generally up to 50% of the total financing requirements with a maximum loan amount of $5,500,000. Job retention/creation criteria apply.

The NEPA Alliance Business Finance Corporation is a SBA 504 lender. There are numerous advantages associated with the program including subordinate lien position; fixed interest rates that are market based; longer repayment terms with a maximum 25 year loan maturity. The loan structure of a 504 loan preserves working capital as the borrower’s cash equity can be as low as 10%. Many business sectors can qualify for this program.

**Loan Program Results:**
- Counseled 301 entrepreneurs and small businesses
- Approved 21 loans for a total of $5,154,081
- Closed 17 loans for a total of $4,127,081
- Leveraged $7,009,326 in private/public financing
- Retained/created 216 jobs

**Loan Projects Funded:**
- Chiropractor
- Two Brew Pubs
- Brewery
- Hair Salon/Hair Care
- Restaurant
- Three Manufacturers
- Retail Shop
- Bagel Shop
- Construction
- Convenience Store
- Dance Studio

Castillo’s Granite and Marble, LLC received $60,000 in loans through two USDA Rural Development programs administered by NEPA. The loans allowed the company to purchase equipment and advanced design software that helped the company keep up with their increase in business.

Kariz Cutz received a $147,926 SBA 504 loan, through the NEPA Alliance Business Finance Corporation, for the purchase of land and a building in Monroe County. This loan assisted Kariz Cutz in creating three jobs.

Susquehanna Brewing Company received $200,000 in loans through two USDA Rural Development programs. The loans were used to purchase equipment that will allow them to increase their brewing capacity. The impact of the proposed new equipment would be an increase of brewing capacity of 11,000 barrels annually.
NEPA Alliance PTAC received its Defense Logistics Agency funding in the amount of $268,000 with matching funds of $268,000 from the Appalachian Regional Commission and the Pennsylvania Department of Community and Economic Development, for a total program award of $536,000.

The PTAC uses a set of professional performance measurement criteria to determine client and mission value and success. For the period of July 1, 2017 through June 30, 2018, the PTAC achieved the following results:

- Initial Counseling: 90
- Follow-up Counseling: 693
- Prime Contract Awards: $186,608,134
- Subcontract Awards: $1,393,267
- Total Awards: $188,001,401

NEPA Government Contracting Showcase 2018

VALUEABLE CONTRACTING RESOURCES FOR SMALL BUSINESSES

NEPA held the annual Procurement Technical Assistance Center (PTAC) 2018 Government Contracting Showcase on June 7, 2018 at Kalahari Resorts & Conventions, Pocono Manor. The day event was well attended with 21 exhibitors including representatives from economic development, government agencies and private businesses. The Showcase attracted over 100 attendees and was deemed to be a great resource and beneficial to those in attendance.

NEPA Alliance 2018 PTAC Client of the Year

The NEPA Alliance PTAC presented its “PTAC Client of the Year Award” to Northeast Infrastructure, LLC at the Government Contracting Showcase (GCS) 2018 event held at Kalahari Resorts & Conventions.

Each year, this award is given to a client of the Procurement Technical Assistance Center whose business practices and professional conduct is beneficial to federal, state and local governments; conducts business in a professional and ethical manner; reinvests in the local economy and its people; and helps to promote Northeastern Pennsylvania as a vibrant place in which to do business.

Northeast Infrastructure, LLC (NEI) is a small service-disabled veteran-owned business located in Honesdale, Pennsylvania. The company provides construction project management and engineering services to both the government and commercial marketplace. NEI has been a client of the NEPA Alliance PTAC since 2010 and has reported over $10 million in government contract awards to date. The PTAC assisted Robert Suhosky, President of NEI, with his veteran certification as a start-up business.

The company has grown significantly due to the provision of government contracting services offered by the NEPA Alliance PTAC.
In 2017-2018, the Northeastern Pennsylvania Regional PREP collaborative continued to provide integrated assistance to many businesses throughout the seven-county Northeastern Pennsylvania region.

**PREP services and programs implement its following core strategies:**
1. Economic Development Marketing
2. Business Expansion & Retention Program/Services
3. Entrepreneurial Development
4. Manufacturing Sector Innovation, Growth & Job Creation/Retention
5. Skilled Workforce Attraction, Retention & Training
6. Real Estate Development
7. Community Development

**Regional PREP Initiatives:**
- **N.E. PA Defense Transition Partnership** – The initiative is designed to provide 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.

**Additional Impacts:**
- PREP Partners sponsored 64 training workshops that were attended by 1,287 individuals;
- 764 new clients were assisted by PREP Partners and 857 clients received counseling;
- 53 loans were closed;
- 92 business plans were developed; and
- 93 location leads were provided.

**PREP Regional Partners are:**
- Berwick Industrial Development Association
- CAN DO, Inc.
- Carbon Chamber & Economic Development
- Greater Wilkes-Barre Chamber of Business & Industry
- Northeastern Pennsylvania Alliance
- Northeastern Pennsylvania Industrial Resource Center
- Pike County Economic Development Authority
- Pocono Mountains Economic Development Corporation
- Scranton Lackawanna Industrial Building Company
- Schuylkill Economic Development Corporation
- The University of Scranton Small Business Development Center
- Wayne Economic Development Corporation
- Wilkes University Small Business Development Center

**Kitty Hawk Success Stories**

Kitty Hawk Technologies, a certified veteran owned small business, received its ISO 9001:2015 Certification through the N.E. Pennsylvania Transition Partnership (DTP). Completion of the certification allows Kitty Hawk Technologies access to new clients that cannot be currently approached without this certification. This certification will also aid in its market outreach efforts with both the Department of Defense (DoD) and aerospace industry.

This project was funded by the Department of Defense’s Office of Economic Adjustment. It was managed by the Pennsylvania Department of Community and Economic Development (DCED) and implemented locally by NEPA Alliance and key partners, Northeastern Pennsylvania Industrial Resource Center, Small Business Development Centers and Wayne Economic Development Corporation.

Mr. David Suhosky, President of Kitty Hawk Technologies, presented awards to his staff for their assistance and dedication during the certification process.

Jeffrey Box, President & CEO of NEPA Alliance, acknowledged, “The DTP initiative is designed to provide support to DoD contractors and supply chain vendors that have been affected by decreased DoD spending.” He also noted that the NEPA DTP has secured over $3 million for the region to support this initiative. Mr. Box further stated the initiative has provided over $510,000 in vouchers to DoD contractors throughout the region, which leveraged $230,000 in private investments.

Dale Parmenteri, Vice President, Consulting Operations for the Northeastern Pennsylvania Industrial Resource Center (NEPIRC), provided an overview of the ISO Certification process and its requirements. State Senator Lisa Baker acknowledged the fine work NEPA Alliance is doing with bringing the economic development partners together for job creation. State Representative Jonathan Fritz commented on a job well done for Wayne County.
The International Program held the 20th Annual “Bringing The World to Northeastern Pennsylvania” event on September 21, 2017 at Kalahari Resorts & Conventions in Pocono Manor, PA. Pennsylvania’s International Trade Program is one of the largest and most comprehensive state-sponsored export and investment development programs in the U.S. The program has 15 Authorized Trade Representatives in strategic markets around the globe that cover 52 countries. The 15 Authorized Trade Advisors came to Northeastern Pennsylvania to meet with businesses interested in receiving advice and assistance that can help them successfully enter and grow sales in the international market. Twenty-six businesses from Northeastern Pennsylvania attended the event which generated over 100 one-on-one meetings.

Senator Mario Scavello was the keynote luncheon speaker at the 2017 “Bringing The World To Northeastern Pennsylvania”. Senator Scavello praised the Commonwealth’s International Trade Program for its success and the help it provides Pennsylvania businesses to develop markets and generate international sales. These international sales improve the strength of businesses and keep Pennsylvania citizens employed.

NEPA’s International Business Development Program completed the year at 103% of the goal established by the Commonwealth Office of International Business Development (OIBD), reported sales of $31,178,621 and created/retained 244 jobs.
NEPA METROPOLITAN PLANNING ORGANIZATION (MPO)

NEPA operates the Northeastern Pennsylvania Metropolitan Planning Organization (NEPA MPO), providing transportation planning and programming services for Carbon, Monroe, Pike, and Schuylkill counties. As part of the planning process for the MPO, two MPO committees are convened: the NEPA MPO Technical Planning Committee and NEPA MPO Policy Board. The committees:

- Assist and advise NEPA with assessing the transportation needs of the MPO counties;
- Review and approve the four-county regional Transportation Improvement Program (TIP) Update which funds highway and bridge projects, transit system improvements and other transportation programs over four years; and
- Rank and recommend projects for grant programs including the Transportation Alternatives Set-Aside Program and Green Light-Go Program.

TRANSPORTATION IMPROVEMENT PROGRAM (TIP)

During the 2017-2018 program year, the NEPA MPO committees in collaboration with PennDOT, FHWA and the region’s transit partners completed the development of the 2019-2022 TIP consisting of 124 bridge and highway projects, 9 interstate projects and 38 transit projects totaling $692.8 million dollars.

PENNDOT CONNECTS

At the direction of Secretary Leslie Richards, PennDOT has implemented a new policy called PennDOT Connects. The PennDOT Connects policy makes changes to the project development process to enhance transportation planning. It allows communities to have meaningful opportunities for engagement in the initial stages of the planning process with PennDOT and the regional planning partners including NEPA.

As part of the PennDOT Connects process, NEPA staff participated in more than 30 meetings with PennDOT staff, municipal officials and stakeholders on capital projects, maintenance projects and Transportation Alternatives Set-Aside projects.

LOCAL ASSET INVENTORY

NEPA has been engaged by PennDOT to perform an inventory of local bridges less than 20 feet and roadways within five counties of our region including Carbon, Monroe, Pike, Schuylkill and Wayne. NEPA staff has completed the local bridge collection information in all five counties and the data collection effort on local roadways is ongoing.

Local Asset Data Collection 2017-2018 Project Total
- Road Segments Collected 5,949 12,973

JIM THORPE PARKING ANALYSIS AND COMPLETE STREETS STUDY

NEPA secured supplemental PennDOT funding for the completion of a Parking Analysis and Complete Streets Study for downtown Jim Thorpe. As a year-round destination for tourism and visitor activities, the borough has been experiencing a growing problem of accommodating adequate parking in the downtown area. 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. A consultant firm was selected in November 2017. The study is currently underway and completion is expected in early 2019.

TRANSPORTATION ALTERNATIVES SET-ASIDE PROGRAM

Transportation Alternatives Set-Aside is a federal program that offers funding opportunities to build pedestrian and bicycle facilities, improve access to public transportation, create safe routes to school, preserve historic transportation structures, provide environmental mitigation, and create trails projects that serve a transportation purpose while promoting safety and mobility. The NEPA MPO Technical Committee reviewed and scored six Transportation Alternatives Set-Aside applications in November 2017. Two Transportation Alternatives Set-Aside projects in the NEPA MPO region were awarded funding in June 2018:

- 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 along Route 940 and create a 1.7 mile trail.
**FOCUS 81 COMMITTEE**

The Focus 81 Committee was formed by NEPA and consists of a broad coalition of business, community and government leaders who have joined together to develop and enact measures which will enhance safety and reduce congestion on Interstate 81. This fiscal year, the group:

- Extended the Focus 81 Corridor to include all of Lackawanna, Luzerne and Schuylkill counties and expanded committee membership;
- Continued to work with PennDOT to utilize project funding to improve the I-81 corridor;
- Updated the www.Focus81.com website to provide commuters and travelers with the most current information about the I-81 corridor in Northeastern Pennsylvania;
- Conducted a media campaign to increase awareness about Focus 81 and direct the traveling public to the Focus 81 website;
- Promoted the use of the PA Turnpike as an alternate to I-81 and supported efforts to improve connections between the two roadways; and
- Collaborated with the I-81 Multi-State Coalition and attended the I-81 Multi-State Coalition Annual Meeting in Shippensburg, PA.

**LOCAL GOVERNMENT ASSISTANCE**

NEPA provides a number of specialized services designed to assist local governments including: project funding searches, grant writing, meeting facilitation/administration, project consultation, etc. The following highlight assistance provided by NEPA during this past fiscal year.

- **Back Mountain Community Partnership (BMCP):** NEPA continued in its role as the administrator of this group consisting of the following communities in Luzerne County: Dallas Borough, Dallas Township, Franklin Township, Harveys Lake Borough, Jackson Township, Kingston Township and Lehman Township. This group works to jointly address issues affecting their communities through this multi-municipal cooperative group.

  **This year:**
  - NEPA coordinated two Local Share Account grant projects for a Stormwater Management MS-4 equipment and mapping project and the second phase of the Back Mountain Regional Emergency Services Building.
  - NEPA prepared a Local Share Account grant application for shared police equipment. The grant was awarded at $390,001 in March 2018.
  - NEPA coordinated an event to dedicate the new shared equipment storage garage at Lehman Township in September 2017.

**LOCAL TECHNICAL ASSISTANCE PROGRAM (LTAP)**

NEPA coordinates the PennDOT Local Technical Assistance Program (LTAP) throughout our seven-county LDD region serving our local governments with road maintenance and safety training sessions. These services are available to all municipal and county road staff and are provided at no cost to attendees. Services available through LTAP include:

- Workshop training;
- On-site technical assistance;
- Updates on latest technologies and innovations;
- Field demonstrations; and
- Informational materials and newsletters.

**GEOGRAPHIC INFORMATION SYSTEM (GIS)**

GIS is a computer application used to store, view and analyze geographic information through a number of formats, including computer generated maps. GIS helps spot trends, highlight customer bases, and manage projects, along with numerous other applications. During the 2017-2018 year, NEPA has completed a number of transportation mapping projects including:

- Federal functional classification of roadways;
- County bridge locators;
- Local Technical Assistance Program class locations and attendance; and
- Expanded Focus 81 Corridor.

NEPA GIS staff conducted several education activities in the region as GeoMentors and participated in the SHINE afterschool program in Luzerne County.

**TRANSPORTATION PLANNING SERVICES | 7**
COMMUNITY & ECONOMIC DEVELOPMENT SERVICES DIVISION

The Community & Economic Development Services Division highlights NEPA’s emphasis on community development, nonprofit assistance, research, telecommunications and energy conservation and efficiency initiatives. The Division includes the operation of the Nonprofit & Community Assistance Center and the Research & Information Center that provide valuable services to nonprofits, local governments and businesses.

NONPROFIT & COMMUNITY ASSISTANCE CENTER (NCAC)

The Northeastern Pennsylvania Nonprofit & Community Assistance Center (NCAC) is a nonprofit, 501(c)(3) affiliate agency of NEPA providing assistance to nonprofit organizations and communities. NCAC’s mission is to strengthen and support Northeastern Pennsylvania’s nonprofit organizations and grantmakers in their service to our region. NCAC develops and offers resources, facilitates partnerships and collaborations and assists in the identification and implementation of governance and management best practices to improve the efficiency and effectiveness of organizations and the services and programs they offer.

NEPA GRANTMAKERS INITIATIVE

In collaboration with the Harry & Jeannette Weinberg Foundation, the McGowan Charitable Trust, The Luzerne Foundation, the Scranton Area Foundation and the Margaret Briggs Foundation, NCAC launched the NEPA Grantmakers Initiative. The NEPA Grantmakers Initiative brings grantmaking organizations and agencies together to more efficiently and effectively address the grant making needs of the communities in Northeastern Pennsylvania.

- Community Foundation Initiative
  NCAC received an ARC Area Development grant for $110,000 to provide program support and technical assistance to two new foundations: the Carbon County Community Foundation and the Greater Pike Community Foundation. The funding provided the capacity and staffing to help grow their endowments and endowment funds.

  **Greater Pike Community Foundation**  
  **Project**           **Amount**
  Endowment Growth  $2,479,069
  # Endowment Funds  3

  **Carbon County Community Foundation**  
  **Project**           **Amount**
  Endowment Growth  $206,424
  # Endowment Funds  1

NCAC PROGRAM TOTALS 2017-2018

<table>
<thead>
<tr>
<th>Program</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonprofit Counseling Sessions</td>
<td>51</td>
</tr>
<tr>
<td>Resource Center Visits</td>
<td>63</td>
</tr>
<tr>
<td>Workshop Attendees</td>
<td>472</td>
</tr>
<tr>
<td>Customized Funding Searches</td>
<td>50</td>
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<tr>
<td>Grant Proposal Reviews</td>
<td>19</td>
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<tr>
<td>Nonprofit Start-Up Assistance</td>
<td>36</td>
</tr>
<tr>
<td>Demographic &amp; Statistic Assistance</td>
<td>26</td>
</tr>
<tr>
<td><strong>Total Assistance Provided</strong></td>
<td>717</td>
</tr>
</tbody>
</table>

APPALACHIAN REGIONAL COMMISSION

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

FUNDED PROJECTS FY 2017-2018

<table>
<thead>
<tr>
<th>Organization</th>
<th>Project</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>WEDCO</td>
<td>Wayne County Community Investment Model</td>
<td>$50,000</td>
</tr>
<tr>
<td>Lackawanna College</td>
<td>Equipment for Allied Medical Programs</td>
<td>$60,000</td>
</tr>
<tr>
<td>Lackawanna County</td>
<td>Lackawanna County Wireless Broadband Project</td>
<td>$51,758</td>
</tr>
<tr>
<td>Misericordia University</td>
<td>Preparing Students to Succeed in the Workplace</td>
<td>$40,000</td>
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<tr>
<td>Northampton Community College</td>
<td>Expanding the Regional Health Care Workforce</td>
<td>$75,000</td>
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<tr>
<td>The Wright Center</td>
<td>Expanding Access to Primary Care for the Underserved</td>
<td>$100,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>$376,758</td>
</tr>
</tbody>
</table>

8 | COMMUNITY & ECONOMIC DEVELOPMENT SERVICES
ECONOMIC IMPACT MODELING

NEPA utilizes an economic impact model, IMPLAN®, or Impact Analysis for Planning. The model estimates the economic impact of projects, which are based on the construction of buildings, a temporary impact, and the ongoing impacts that result from the operation of facilities and, where applicable, tourism. During FY 2017-2018, NEPA conducted four economic impact analyses for clients within the region.

PROJECT HIGHLIGHT – TOBYHANNA ARMY DEPOT

- NEPA prepared an economic impact analysis of Tobyhanna Army Depot. In FY16, the total impact within an eleven (11) county region was an estimated:
  - $2.9 billion in economic impact
  - 11,875 jobs, which include 3,362 employees at the Depot who reside within the region
  - $757.9 million in labor income
- In 2014, Tobyhanna Army Depot launched a facility enhancement initiative which leveraged over $100 million in federal funds. In support of our warfighters throughout the world, the funds are used to ensure that the Depot will remain a world-class facility for electronics innovation. During 2016, the economic impact in Pennsylvania from this initiative was $55.6 million.

RESEARCH & INFORMATION CENTER

NEPA's Research & Information Center provides research and economic impact modeling services to businesses, nonprofits and government agencies. Whether it's the population of a municipality, the unemployment rate of a county or the number of businesses for a particular industry in the region, NEPA provides the most current statistical and demographic information that meets the needs of the client.

Number of Data Requests - FY 2017-2018

BLUE RIBBON TASK FORCE

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

NEPA is utilizing several grants from the Pennsylvania Military Community Protection Commission to complete an Army Installation Market Analysis & Strategic Action Plan. The plan will consist of two components:

1) Market Analysis: Conduct the Strengths, Weaknesses, Opportunities and Threats (SWOT) Analysis of the Tobyhanna Army Depot as compared to other depots. The analysis should take into account the actions used in previous BRAC rounds and include a high-level analysis of the community groups, which serve other installations. The result of the analysis should be formatted for use in educating legislators and serve as an adoptive plan.

2) BRTF Action Plan: Develop an action plan for both the BRTF and the Tobyhanna Army Depot to assist in developing new clients, services and preparation for a BRAC round.

N.E. PA DEFENSE TRANSITION PARTNERSHIP

The N.E. PA Defense Transition Partnership is an initiative designed in collaboration with the Commonwealth of Pennsylvania's Department of Community & Economic Development (DCED) and the NEPA Partnerships for Regional Economic Performance (PREP) team members.

The initiative is designed to provide 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 partnership provided direct support for the development of market diversification plans to create new opportunities and jobs for local businesses that have experienced decreased DoD contracts. Furthermore, the initiative provided support for displaced workers who have been furloughed by Tobyhanna Army Depot and other DoD contractors. The initiative is being funded by a $2.9 million grant through the DoD Office of Economic Adjustment (OEA).

The initiative produced 11 Market Diversification Plans and provided 9 vouchers totaling $72,981.25 for plan implementation.

<table>
<thead>
<tr>
<th>Client</th>
<th>County</th>
<th>Voucher Amount</th>
<th>Service Provided</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kitty Hawk Technologies, LLC</td>
<td>Wayne</td>
<td>$16,675.00</td>
<td>ISO 9001:2015 Certification</td>
</tr>
<tr>
<td>Space Age Plastics, Inc.</td>
<td>Lackawanna</td>
<td>$5,000.00</td>
<td>E-Commerce Plan &amp; Consulting</td>
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<tr>
<td>InnaVenture, LLC</td>
<td>Luzerne</td>
<td>$7,500.00</td>
<td>Professional consulting services for strategy, operations and finance</td>
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<tr>
<td>SCHOTT North America, Inc.</td>
<td>Luzerne</td>
<td>$20,500.00</td>
<td>Lean Enterprise and Six Sigma Training</td>
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<tr>
<td>Valley Distributing &amp; Storage Company</td>
<td>Luzerne</td>
<td>$9,806.25</td>
<td>Process improvement to diversify into more non-DoD businesses</td>
</tr>
<tr>
<td>Steinmetz, Inc.</td>
<td>Lackawanna</td>
<td>$3,500.00</td>
<td>E-Commerce Plan &amp; Consulting</td>
</tr>
<tr>
<td>Elecast, Inc.</td>
<td>Lackawanna</td>
<td>$5,000.00</td>
<td>Market Diversification &amp; Supply Chain Analysis</td>
</tr>
<tr>
<td>MetalKraft Industries, Inc.</td>
<td>Tioga</td>
<td>$5,000.00</td>
<td>Supply Chain Strategy Training</td>
</tr>
</tbody>
</table>

Total Vouchers $72,981.25
Our Mission

The Northeastern Pennsylvania Alliance 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 of the area.

NEPA Alliance Regional Leadership Award

The NEPA Alliance Regional Leadership Award is presented annually to an agency, group or individual demonstrating a significant contribution to regional growth, development or cooperation within the seven-county NEPA region. This year’s award recipients were the Scranton/Wilkes-Barre RailRiders and the Wilkes-Barre/Scranton Penguins for their impact on the regional economy and involvement in the regional community of Northeastern Pennsylvania.

From left, Bud Quandel, NEPA Board Chairperson; Ryan McGowan, M&T Bank; Josh Olerud, Scranton/Wilkes-Barre RailRiders; Jon Stephenson, Wilkes-Barre/Scranton Penguins; and Jeffrey Box, President & CEO, NEPA Alliance.

Funding Partners


NEPA Alliance Affiliates


1151 Oak Street Pittston, PA 18640 • Tel: 570-655-5581 or 866-758-1929
www.nepa-alliance.org