

Northeastern Pennsylvania Alliance

NEPA

Business Development



Community & Economic Development



Nonprofit & Community Assistance Center



Transportation



Annual Report 2022

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

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 transportation services.

The following pages of our Annual Report chronicle the success of our programs for the Fiscal Year ending June 30, 2022.

- NEPA leveraged \$1,622,477 in ARC grants for regional and local organizations.
- NEPA Business Development Programs assisted our clients in creating or retaining 1,842 jobs in our region.
- NEPA's Business Finance Center loaned \$4,258,200 leveraging \$15,112,480 for businesses. The NEPA Alliance Business Finance Corporation, our affiliate Small Business Administration (SBA) Certified Development Corporation, closed 13 loans providing \$8,136,450 in financing to businesses in the region, leveraging another \$9,154,650.
- NEPA's International Business Development Program completed the year at 110.54% of the goal established by the Commonwealth Office of International Business Development (OIBD) and reported sales of \$113,007,920 for 1,017 jobs direct, indirect, and induced.
- NEPA's government contracting program (PTAC) supported hundreds of jobs through \$303,980,291 in government contracts awarded in our region and assisted 263 businesses.
- The NEPA Metropolitan Planning Organization (MPO) serving Carbon, Monroe, Pike and Schuylkill counties with transportation planning completed the TIP (Transportation Improvement Program) for 2023-2026 in the amount of \$677 million.
- NEPA manages the NEPA PREP Partnership (Partnerships for Regional Economic Performance), which is a collaboration of twelve (12) economic development agencies within our region. NEPA leveraged \$519,094 in state funding to support the initiative.
- NEPA assisted business and nonprofit clients leveraging \$3,454,500 in PA Redevelopment Assistance Capital Program (RACP) grants.
- The Nonprofit & Community Assistance Center (NCAC) provided customized grant/capital/fundraising development strategy sessions to over 79 organizations.
- Through the Get Connected E-Commerce program, NEPA used \$141,000 in grant funding to provide e-commerce platforms including websites and social media support to over 62 businesses.
- NEPA leveraged a \$180,900 PA DCED grant to continue Engage!, a business retention and expansion program. NEPA and partners interviewed over 273 companies in the region to assist with growth and expansion strategies.

We thank all of our volunteer Board and Committee Members for their service and dedication to making Northeastern Pennsylvania a great place to live, work and play. We also thank our legislative delegation at the federal, state and county levels for their continued support!



Mary Beth Wood
Board Chairperson
2022 - 2024



Joseph Sebelin
Past Board Chairperson
2020 - 2022



Jeffrey Box
President & CEO



2021 - 2022

NEPA ALLIANCE STAFF, OFFICERS & BOARD OF DIRECTORS FYE 2021-2022



OFFICERS

Joseph Sebelin, Board Chairperson
Mary Beth Wood, 1st Vice-Board Chairperson
Stephen Barrouk, 2nd Vice-Board Chairperson
Commissioner George Halcovage, Treasurer

William Kerstetter, Secretary
Mary Frances Postupack, Assistant Treasurer
Alex Stark, Assistant Secretary
Philip Condron, Past Board Chairperson

DIVISIONS

Executive Leadership

Jeffrey Box - President & CEO

Administrative Services

Wendi Holena - Vice President/CFO
Judith Doblix - Senior Accounting Manager
Jeffrey Loftus - Accountant

Business Development Services

Stephen Ursich - Vice President
David Nat - Business Finance Manager
Donovan Klem - Business Finance Manager
James Urso - Business Finance Specialist
Frank Migneco - Senior Government Procurement Manager
Paula Terpak - Business Dev. & Govt. Procurement Specialist
Kara Smith - Government Procurement Specialist
Tyler Day - Government Procurement Specialist
Deborah Langan - Senior International Business Development Manager
Cassandra Kizis - Community & Economic Development Services Specialist

Community & Economic Development Services

Kurt Bauman - Vice President
Steven Zaricki - Research & Information Manager
Betsy Ardizoni - Community & Economic Development Services Manager
Shanice Edwards - Community & Economic Development Services Specialist

Communications & Operations

Donna Hritz - Manager
Michael Skowronski - Information Technology Manager

Transportation Planning Services

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

CARBON COUNTY

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Garry Wentz (2023)

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Katie Leonard (2023)
John McNulty (2022)
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Alex Stark (2022) **

LUZERNE COUNTY

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Michelle Mikitish (2022)
Kerry Miscavage (2023)

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Charles Leonard (2023)
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Marynell Strunk (2022)

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William Kerstetter (2022)**
Juliette McKerrill (2023)
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Peter Wulfhorst (2022)

SCHUYLKILL COUNTY

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Micah Gursky (2023)
Commissioner George Halcovage**
Michael McCord (2022)
Bud Quandel (2023)

WAYNE COUNTY

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James Hockenbury (2023)
Craig Rickard (2022)
Mike Rollison (2023)
Mary Beth Wood (2022)**

AT-LARGE

Carl Beardsley***
Chris Doherty***
Ricky Durst ***
Vincent Galko***
Larry Malski ***
Alana Roberts ***
VACANT***
VACANT***

EX-OFFICIO

Jeffrey Box, NEPA President & CEO
Maria Montoro Edwards, NCAC Board Chair
Andy Reilly, PNE (John Augustine alt.)

EMERITUS

David Donlin
Ernest Preate

**Officer

*** Chairman's Appointments
() terms expire June 30th



The NEPA Business Finance Center includes ten (10) 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; and 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 84 entrepreneurs and small businesses**
- **Closed 53 loans for a total of \$12,394,650**
- **Leveraged \$24,267,130 in private/public financing**
- **Retained/created 374 jobs**



City Line receives loan to purchase furniture, fixtures and equipment for their dollar store location.



Dunmore Hospitality Group, Inc. received a SBA 504 loan for the refinance of commercial real estate and furniture, fixtures and equipment.

PARTNERSHIPS FOR REGIONAL ECONOMIC PERFORMANCE (PREP)



In 2021-2022, the Northeastern Pennsylvania Regional PREP collaborative continued to provide integrated assistance to many businesses throughout the seven-

county Northeastern Pennsylvania region.

Additional Impacts:

- PREP Partners sponsored 114 training workshops that were attended by 1,655 individuals;
- 1,390 new clients were assisted by PREP Partners and 2,266 clients received counseling;
- 81 loans were closed;
- 62 business plans were developed; and
- 88 location leads were provided.

PREP Regional Partners are:

- Berwick Industrial Development Association
- CAN DO, Inc.
- Carbon Chamber & Economic Development
- Greater Wyoming Valley Chamber of Commerce
- Northeastern Pennsylvania Alliance
- 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

For program year 2021-2022, the NEPA Alliance Procurement Technical Assistance Center (PTAC) received funding in the amount of \$451,751 from the Defense Logistics Agency with matching funds from the Appalachian Regional Commission and the Pennsylvania Department of Community and Economic Development for a total funding award of \$544,278.



During this period, the full PTAC Team became Certified CVE Counselors to support Veteran Entrepreneurs obtain their Service-Disabled/Veteran-Owned Small Business federal certification.

Maintaining an average annual active client base of 263 businesses (an increase of 18% from last year), for the period of July 1, 2021 through June 30, 2022, the PTAC achieved the following performance metrics results:

• Introductory Counseling Sessions:	78
• Follow-up Counseling Sessions:	3,516
• One-on-One Counseling Hours:	1,630
• Prime Contract Awards:	\$301,378,902
• State/Local Government Awards:	\$2,601,389
• Total of all Client Awards:	\$303,980,291
• Events:	38
• Jobs Supported:	452

The PTAC Team had a tremendous program year supporting regional businesses in the government contracting space. The following is a snapshot of the Team's Key Performance Indicators:

- 70 - System for Award Management Registrations
- 14 - Service-Disabled/Veteran-Owned Small Business Certifications
- 54 - Woman-Owned Small Business Certifications
- 27 - Pennsylvania Vendor Portals



PA State Treasurer Stacy Garrity visited Ronco Machine to learn about the needs of area machine shops.



ARC Federal Co-Chair, Gayle Manchin and Congressman Cartwright visits Belrick Corp.

INTERNATIONAL BUSINESS DEVELOPMENT

NEPA provides international trade assistance to businesses in Northeastern Pennsylvania with the goal of helping to generate international sales and increase regional employment. As the Regional Export Network (REN) coordinator for the Pennsylvania Department of Community and Economic Development, Office of International Business Development's (OIBD) Export Assistance Program, NEPA serves as the first point of contact for international trade in the region.

As the REN, NEPA promoted the Commonwealth's "Bringing the World to Pennsylvania" event series. "Bringing the World to Pennsylvania" was hosted virtually as a series of webinars featuring Pennsylvania's Authorized Trade Representatives highlighting international markets, trends, and industry sectors. NEPA also offered educational webinars during the fiscal year and partnered with other economic development agencies on events promoting the International Business Development Program.

2021-2022 Outcomes

Companies Assisted	54
New Companies Assisted	8
International Projects	66
Export Clients Reporting Sales	25
Export Sales Reported	\$113,007,920
Export Actions	171
Percentage of Goals Achieved	110.54%
Jobs Created / Retained	1,017
Global Access Program Grants Approved	11
Global Access Program Dollars Approved	\$87,846.12

APPALACHIAN REGIONAL COMMISSION



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 2021-2022

Organization	Project	ARC Grant Amount	Funding Leveraged
NEPA Alliance	PREP	\$400,000	\$400,000
NEPA Alliance	Community Capacity Initiative	\$200,000	\$0
Northampton Community College	Expanding the Regional Sustainable Energy Workforce	\$87,000	\$93,664
East Stroudsburg University	Entrepreneurship Launchpad: Developing a Regional Ecosystem of Student Entrepreneurs	\$70,000	\$70,000
City of Carbondale	Torch Property Revitalization Study	\$25,000	\$25,000
SEDCO	Study to Determine the Best Option to Deliver Municipal Water Service	\$35,000	\$70,000
Outreach Center for Community Resources	Workforce Ready through Recovery and Career Services	\$705,477	\$705,477
City of Scranton	Community & Economic Development Study	\$50,000	\$50,000
Carbon County	Carbon County Rural Broadband Coverage & Feasibility Study	\$50,000	\$50,000
Total		\$1,622,477	\$1,464,141

ENGAGE! AND GET CONNECTED PROGRAMS

NEPA serves as the Northeast Regional Coordinator for the Engage! Program, which is funded by the Pennsylvania Department of Community & Economic Development (PA DCED). This statewide business retention and expansion program is designed to interact with targeted companies. Get Connected is a program that has been funded by PA DCED, through its Engage! and Partnerships for Regional Economic Performance (PREP) Programs, and U.S. Economic Development Administration Coronavirus Aid, Relief, and Economic Security (CARES) Act and American Rescue Plan Act (ARPA) Programs. Get Connected provided businesses with either the development of a new website or the enhancement of an existing one. During Fiscal Year 2021-2022, there were:

- 237 Engage! surveys completed;
- 3 Engage! focus groups with 36 businesses participating; and
- 16 businesses receiving assistance from the Get Connected Program.

NONPROFIT & COMMUNITY ASSISTANCE CENTER (NCAC)

The Northeastern Pennsylvania Nonprofit & Community Assistance Center (NCAC) is a nonprofit, 501(c)(3) affiliate agency of NEPA that assists nonprofit organizations and communities.



NCAC PROGRAM TOTALS 2021-2022

Program	Totals
Nonprofit Counseling Sessions	294
Customized Funding Searches	79
Grant Proposal Reviews	24
Nonprofit Start-Up Assistance	14
Demographic & Statistic Assistance	51
Total Assistance Provided	462

BLUE RIBBON TASK FORCE

NEPA manages the Blue Ribbon Task Force (BRTF), which was organized in 1992 to provide support for the preservation and protection of Tobyhanna Army Depot from the Base Realignment and Closure (BRAC) process. During the year, NEPA utilized grants from the Pennsylvania Military Community Enhancement Commission the development of a fundraising plan for the BRTF and calculating the annual economic impact of the Depot, which is \$3.3 billion.



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.



Activities of this initiative included:

- Led in the formation of the Community Foundation of Monroe County;
- NEPA Grantmakers Forums: NCAC held one grantmaker forum to gain perspective from nonprofits during the COVID-19 Pandemic; and
- GuideStar Software Bulk Purchase: NCAC coordinates an annual bulk purchase of GuideStar products for ten foundations saving over \$2,500 in subscriptions.

The Northeastern Pennsylvania Alliance 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;
- Approve and manage the four-county regional Transportation Improvement Program (TIP) which funds highway and bridge projects, transit system improvements and other transportation programs over four years; and
- Review and recommend projects for grant programs including the Transportation Alternatives Set Aside Program, Multimodal Transportation Fund Program and Green Light-Go Program.

TRANSPORTATION IMPROVEMENT PROGRAM (TIP)

The NEPA MPO 2023-2026 TIP totaling \$677 million dollars was approved in June 2022. The TIP was developed by the MPO committees in collaboration with PennDOT, FHWA and the region's transit partners. The 2023-2026 TIP includes:

- 96 bridge and highway projects, totaling \$250.7 million;
- 22 transit projects, totaling \$11.3 million; and
- 11 interstate projects, totaling \$415.5 million.

EASTERN PENNSYLVANIA FREIGHT PLAN

NEPA, in coordination with four other MPO planning areas, has secured \$280,000 in supplemental planning funds for the development of the Eastern Pennsylvania Freight Plan. The regional freight plan will assist in coordinating all modes of freight travel for a 10-county region and identify development recommendations for accommodating our growing freight industry. The plan will kick off this fall and is expected to be complete by June 2023.

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. This year, LTAP resumed in-person classes and continued to offer virtual classes and workshops.

2021-2022 LTAP Training

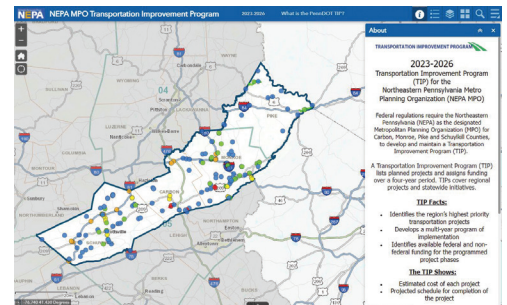
Individuals Trained: 218



Participants at a LTAP chainsaw safety class.

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

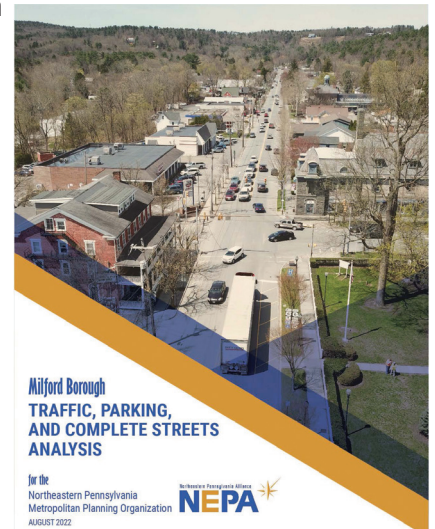


customer bases, and manage projects, along with numerous other applications. During the 2021-2022 year, NEPA has completed several GIS projects including:

- NEPA MPO Transportation HUB page
- 2023-2026 Transportation Improvement Program Project Map
- NEPA MPO Environmental Justice Analysis Mapping
- NEPA Alliance Services and Membership

MILFORD BOROUGH TRAFFIC STUDY AND PARKING ANALYSIS

NEPA secured supplemental PennDOT funding for the completion of a traffic study and parking analysis of downtown Milford Borough. Milford has been experiencing high traffic volumes, congestion and parking issues in the downtown area. As a year-round, four-season destination, Milford has also been experiencing a growing problem of conflicts between pedestrians and vehicles. The study addresses traffic circulation and congestion issues, traffic signals and signage, turning movements, pedestrian safety and parking shortages. The development of the study was delayed by COVID-19 restrictions but resumed in 2021. The study was completed in summer 2022.



IN MEMORY

*Dr. Matt Connell*

On behalf of the Board of Directors and Staff, we honor the memory of our colleague and friend, Dr. Matt Connell. His invaluable contributions to the NEPA region have left a lasting impression.

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 recipient was Pocono Mountains Visitors Bureau for their impact on the regional economy and involvement in the regional community of Northeastern Pennsylvania.



From left: Jeffrey Box, NEPA Alliance President & CEO; Chris Barrett, Pocono Mountains Visitors Bureau President & CEO; and Joe Sebelin, NEPA Alliance Board Chairperson.

NEPA ALLIANCE AFFILIATES



www.nepabfc.org



www.nepa-alliance.org/ncac



www.paldd.org



ptac.nepa-alliance.org



www.nepagrantmakers.org



www.supporttobyhanna.org

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