Northeastern Pennsylvania Alliance

EPA









NEPA's Board of Directors 2022-2023

CARBON COUNTY		
Kathy Henderson Wayne Nothstein (County Commissioner) Harold Pudliner Joseph Sebelin (Executive Committee-Past Board Chairperson) Garry Wentz	610-379-5000 570-325-3611 570 427-8640 570-657-8205 570-325-2462	khenderson@carboncountychamber.org waynenothstein@carboncounty.net weatherlyboro@gmail.com jsebelin@ptd.net gawentz@ptd.net
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Philip Condron Tom Donohue Dr. Katie Leonard John McNulty Jerry Notarianni (County Commissioner) (Brenda Sacco - Alternate) Alex Stark (Executive Committee-Assistant Secretary)	570-344-6888 570-347-2056 570-702-8903 570-561-6961 570-963-6800 570-963-6830 570-558-5113	phil.condron@condronandcompany.com tdonohue@lamar.com kleonard@johnson.edu jackie6741@gmail.com notariannij@lackawannacounty.org saccob@lackawannacounty.org astark@id-logistics.com
LUZERNE COUNTY Stephen Barrouk (Executive Committee-1st Vice-Board Chairperson) Joseph Lettiere Mary Malone Tim McGinley (County Council) Michelle Mikitish Kerry Miscavage	570-814-9114 570-455-1508 570-455-1509 570-825-1500 570-655-1424 570-704-3953	stevebarrouk@gmail.com jlettiere@hazletoncando.com mmalone@hazletonchamber.org tim.mcginley@luzernecounty.org mmikitish@pittstonchamber.org kmiscavage@timesleader.com
MONROE COUNTY Christopher Barrett John Christy (County Commissioner) Charles Leonard Mary Frances Postupack (Executive Committee-Secretary) Marynell Strunk	570-421-5791 570-517-3102 570-839-1992 570-422-7920 570-460-4772	cbarrett@poconos.org jchristy@monroecountypa.gov cleonard@pmedc.com mpostupack@esu.edu read4fun@ptd.net
PIKE COUNTY Cynthia DeFebo William Kerstetter (Executive Committee-Treasurer) Juliette McKerrell Matthew Osterberg (County Commissioner) Peter Wulfhorst	570-296-2909 570-832-1578 570-832-4260 570-296-7613 570-296-3405	cdefebo@pikepa.org cobk@ptd.net jmckerrell@thedimebank.com mosterberg@pikepa.org ptw3@psu.edu
SCHUYLKILL COUNTY Robert Carl Courtney Fasnacht Micah Gursky George Halcovage (County Commissioner) (Executive Committee-2nd Vice-Board Chairperson) Bud Quandel	570-622-1942 570-622-0992 570-645-8118 570-628-1202 570-544-4775	rcarl@schuylkillchamber.com cfasnacht@nepamaec.com micah.gursky@sluhn.org ghalcovage@co.schuylkill.pa.us bquandel@quandel.com
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AT-LARGE Carl Beardsley Christopher Doherty Ricky Durst Vincent Galko Larry Malski Kit Pappas Alana Roberts Vacant	570-602-2000 570-815-4918 570-646-2300 570-751-3798 570-963-6676 570-629-1665 570-348-1622	cbeardsley@flyavp.com chrisdoherty250@gmail.com rdurst@poconoraceway.com vgalko@mercuryllc.com lmalski@pnrra.org kpappas@kslresorts.com aroberts@pplweb.com
EX-OFFICIO Jeffrey Box Maria Montoro Edwards (NCAC Board Chair) Andy Reilly (PNE Board Chair) (John Augustine - Alternate)	570-655-5581 570-826-1777 570-824-7214 570-883-0504	jbox@nepa-alliance.org mmedwards@mfhs.org andy.reilly@luzernecounty.org jaugustine@pennsnortheast.com
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BOARD OF DIRECTORS REPORT JANUARY 4, 2023



AGENDA

I.	<u>Call to Order</u> – <i>Mary Beth Wood, Board Chairperson</i> - Audio and Video check	
II.	Pledge of Allegiance - Mary Beth Wood, Board Chairperson	
III.	Roll Call – Donna Hritz	
IV.	Board Discussion & Action Items * November 2, 2022 Meeting Minutes - Mary Beth Wood, Board Chairperson	1-4
	* Approval of the Financial Report - Wendi Holena, VP & CFO	5-6
	* Resolution 2023-1 – Approving a request to ARC for ARC Loan Fund Defederalization – <i>Jeff Box & Steve Ursich</i>	7
	* Resolution 2023-2 – Authorizing the formation of the NEPA Alliance Community Finan Corporation as a subsidiary of NEPA Alliance – <i>Jeff Box & Steve Ursich</i>	ice 8
	* Resolution 2023-3 – Approving the application for NEPA Alliance Community Finance Corporation to become a Community Development Financial Institution (CDFI) – <i>Jeff Box & Steve Ursich</i>	9
	* Resolution 2023-4 – Approval of Fiscal Sponsorship of an RACP Grant award for the WVIA Modernization project – <i>Jeff Box & Kurt Bauman</i>	10
	* Affiliate/Committee/Division Reports - Business Development Services - Steve Ursich - Community & Economic Development Services - Kurt Bauman - Communications & Membership - Donna Hritz - Transportation Services - Alan Baranski	11-25
V.	President & CEO Report – Jeff Box	
VI.	<u>Presentation</u> - ARC Fellowship Recipients (Holly Pilcavage & Todd Pousley)	
VII.	Open Discussion - Mary Beth Wood, Board Chairperson	



Wednesday, November 2, 2022 In Person/Video Meeting

OFFICERS

Mary Beth Wood, Board Chairperson Stephen Barrouk, 1st Vice-Board Chairperson William Kerstetter, Treasurer Mary Frances Postupack, Secretary Alex Stark, Assistant Treasurer Comm. Wayne Nothstein, Assistant Secretary Joseph Sebelin, Past Board Chairperson

CARBON

Harold Pudliner Garry Wentz **LACKAWANNA**

Thomas Donohue Dr. Katie Leonard Jack McNulty Brenda Sacco **LUZERNE**

Michelle Mikitish Kerry Miscavage

MONROE

Marynell Strunk

PIKE

Cynthia DeFebo Peter Wulfhorst **SCHUYLKILL**

Robert Carl Courtney Fasnacht Micah Gursky

WAYNE

James Hockenbury Craig Rickard AT-LARGE

Carl Beardsley Christopher Doherty Ricky Durst

Ricky Durst Vince Galko **EX-OFFICIO**

Rachel Antosh Hawk Jeffrey Box Maria Montoro Edwards

STAFF

Alan Baranski Kurt Bauman Wendi Holena Donna Hritz Michael Skowronski Steve Ursich



Wednesday, November 2, 2022 In Person/Video Meeting

The NEPA Alliance held a Board of Directors Meeting on Wednesday, November 2, 2022, in-person and via video meeting. Board Chairperson Mary Beth Wood called the meeting to order at 1:00pm.

Board Chairperson Mary Beth Wood asked the Board of Directors to join her in reciting the Pledge of Allegiance.

A roll call was given by Donna Hritz acknowledging those participating in today's meeting in-person and/or via video call.

ACTION ITEMS

<u>Minutes</u> - A motion was made by Jack McNulty and seconded by Steve Barrouk to accept the minutes from the Board of Directors Meeting of October 6, 2022, as presented. **Motion carried**

<u>Financial Report</u> – Wendi reported as of September 30th NEPA has total revenue and total expenses of approximately \$1.1 million. She further reported that NEPA is showing a small increase in net assets of \$1,448. Wendi reported that NEPA's Statement of Financial Position shows NEPA has unrestricted cash balance of approximately \$714,140. She noted that NEPA has total net assets of \$1.7 million. Wendi reported that the auditors should be finalizing their work shortly. She further reported that NEPA ended last fiscal year with an increase of \$130,000, which may change slightly. Wendi noted that the loan fees are what contributed to the increase.

A motion was made by Bill Kerstetter and seconded by Michelle Mikitish to accept the Financial Report as presented. **Motion Carried**

Business Development Services – Steve Ursich reported that the Bring the World to Pennsylvania was held on September 23, 2022, at the Radisson in Scranton. He also reported that the PTAC staff participated in an event with NASA and Congressman Matt Cartwright's office at the University of Scranton regarding engaging NEPA's clients with the NASA's supply chain. Steve noted that both events were well attended. He reported that NEPA was awarded \$4 million in April through the Community Development Block Grant (CDBG) Block Grant program. He noted that NEPA received an additional \$1 million last week. Steve stated that the additional funds will supplement the \$4 million received because there were 192 eligible businesses for \$6.5 million in the program. Steve also reported that NEPA was awarded \$5 million through the Pennsylvania State Small Business Credit Initiative (PA-SSBCI) revolving loan program. He noted that SBA's fiscal year closed on September 30th, NEPA had total approval of approximately \$30 million for last year. Steve stated that the total project amount was approximately \$70 million. He noted that two PIDA loans were approved today and two more will be in December.

Community & Economic Development Services – Kurt reported that EDA is considering funding for Downtown Shenandoah Inc. for \$2 million for the Shenandoah Innovation Center and the City of Wilkes-Barre for a \$3 million for a parking garage. Kurt noted that the projects listed on page 14 are full ARC applications that were submitted this summer and on page 15 are the projects that have been invited for full applications. He noted that ARC is still looking for additional projects. Jeff welcomed Board members to advise him and/or Kurt if they know of any potential ARC projects. He noted that NEPA continues to get funding from the state for the ENGAGE program and then share it with NEPA's



Wednesday, November 2, 2022 In Person/Video Meeting

partners from around the region. Kurt reported that NEPA received \$195,000 for the program for fiscal year 2022-2023 and has subcontracted with thirteen partners to complete the project deliverables. He reported that NEPA has raised \$700,000 in support of the Angel Fund initiative. Kurt noted several businesses have pitched, and one investment commitment has been made. He reported that Discover NEPA will be featuring the initiative on its website. Kurt reported that the following RACP projects are under state review: Riverfront Sports Complex, Hyatt Place and NexUS-1*. He further reported that the following RACP projects have been awarded: Keystone Human Services (\$1.25 million) and Little Leaf Farms LLC (\$1.4 million). Kurt noted that Downtown Shenandoah, Inc. was awarded \$1.5 million in 2021. He noted that the Monroe County Community Foundation is close to getting a logo, tag line and launch in 2023. Kurt noted that NEPA continues to work on the Blue Ribbon Task Force fundraising initiatives to build assets for additional workloads at the Depot. Jeff asked the Board for volunteers to serve on the Blue Ribbon Task Force Management Group.

Communications & Membership - Donna reported as of October 31, 2022, NEPA has 451 members for a total of \$282,823. She noted that last year's campaign ended on December 31, 2021, with 450 members for a total of \$286,200. Donna noted that NEPA has exceeded its goal of 450 by one and memberships continue to come in daily.

Donna further reported that the NEPA's Networking Reception breakdown is as follows: 350 - was the count given to the Radisson; 339 - registered attendees; 7 -cancellations; 22 - employees; 49 (5 no attendees) - total sponsors; 80 - members/organizations in attendance and 2 - elected officials in attendance. She further reported that NEPA made approximately \$6,000 on the event. Donna thanked everyone who attended and for their sponsorship.

She also noted that NEPA will be scheduling media events in December and January. Donna noted that the staff continues to work with the web designer to finalize the last three remaining sites.

Transportation Services - Alan reported that the NEPA MPO 2023 Transportation Improvement Program development is complete. The NEPA MPO Committees approved the 2023 TIP and related documents in June and approved by the State Transportation Commission in August. He noted that the four-year TIP total is \$667.5 million. Alan noted that the NEPA MPO kicked off the update for the Long-Range Transportation Plan in April. He noted that Michael Baker International has been selected as the consultant and has developed a Scope of Services for the plan. Alan reported that five MPOs have agreed to conduct a joint freight plan as the Eastern Pennsylvania Freight Alliance - NEPA MPO, Lehigh Valley MPO, Lackawanna-Luzerne MPO, Reading MPO and Lebanon MPO. He noted that the group has developed a framework and submitted an application to Central Office for supplemental planning funds for the initiative and was awarded \$280,000 in supplemental planning funds to be leveraged by a \$70,000 match provided by the participating MPOs. Alan reported that the National Electric Vehicle Infrastructure (NEVI) Formula Program was created by the Bipartisan Infrastructure Law. He noted that in order to receive funding through the NEVI program, each state must draft and submit a state plan for EV infrastructure. Alan reported that Pennsylvania's NEVI Plan has been approved and outlines Pennsylvania's approach to the strategic deployment of a convenient, reliable, affordable, and equitable EV charging network to support range confidence for Pennsylvanians and visitors over the course of the NEVI Formula Program.



Wednesday, November 2, 2022 In Person/Video Meeting

<u>President & CEO Report and Presentation</u> – Jeff thanked everyone for attending and participating in today's meeting. He further thanked the staff for their hard work.

Presentation – Steve Ursich provided a power point presentation on the Pennsylvania State Small Business Credit Initiative (PA-SSBCI). He noted that the funds were received by the Commonwealth through the American Rescue Plan Act of 2021, which provided \$10 billion to states, District of Columbia, territories and Tribal governments to assist small businesses in accessing much needed capital during these post pandemic times. He noted that qualifying small businesses can apply for a loan up to \$150,000 for real estate, equipment and/or working capital. Steve stated that the loan program looks to target the capital needs of socially and economically disadvantaged individuals and businesses. A copy of Steve's power point is available upon request.

There being no further business Board Chairperson Mary Beth Wood adjourned the meeting at 1:58pm.

Respectfully submitted:

Donna Hritz, Vice President of Communications & Operations November 7, 2022

Statement of Activities

November 30, 2022

	Prior	Current		Percentage of
	YTD	YTD	Budget	Budget
Revenues:				
Grants/Projects	\$ 1,103,886	\$ 1,768,388	\$ 8,204,244	22%
Membership Fees	93,273	98,417	236,200	42%
Rental Income	14,396	12,051	28,921	42%
RLF Admin. Fees	4,804	10,350	15,000	69%
Match from Other Sources	37,344	66,004	42,000	157%
Other Receipts	3,528	5,719	3,500	163%
Contributed Services	8,723	6,751	20,000	34%
Total Revenues	1,265,954	1,967,680	8,549,865	23%
Expenses:				
Personnel	716,215	836,509	2,004,762	42%
Benefits	300,633	323,220	882,095	37%
Contractual	77,483	563,068	5,067,330	11%
Professional Fees	12,950	12,049	24,900	48%
Travel and Per Diem	1,744	24,904	35,414	70%
Meetings and Seminars	32,543	63,884	86,725	74%
Postage	2,132	1,967	3,300	60%
Supplies	6,293	8,540	76,300	11%
Publications and Memberships	14,082	17,541	52,320	34%
Printing	2,709	3,019	4,800	63%
Advertising	7,473	3,833	10,500	37%
Occupancy	18,594	28,057	65,300	43%
Equipment Rental & Maintenance	5,642	6,019	12,164	49%
Depreciation	24,007	23,674	59,816	40%
Telephone/Internet	9,739	10,811	28,780	38%
Insurance	-	-	32,042	0%
Interest	17,306	16,568	39,217	42%
Other Costs	6,545	15,967	42,741	37%
Contributed Services	8,723	6,751	20,000	34%
Total Expenses	1,264,813	1,966,381	8,548,506	23%
Increase (Decrease) in Net Assets	\$ 1,141	\$ 1,299	\$ 1,359	

Net Assets	
Beginning Balance Increase (Decrease)	\$ 1,685,860 1,299
Current Balance	\$ 1,687,159

Statement of Financial Position

November 30, 2022

Assets	Prior Year	Current Year	Liabilities	Prior Year	Current Year
Unrestricted Cash Invested	\$ 1,046,508	\$ 887,124	Accounts Payable	101,833	196,834
Restricted Funds Invested	149,577	368,908	Deferred Project Funds	149,577	368,908
Membership Fees Receivable	-	33,100	Employee Benefits Payable	184,475	196,043
Advances/Deposits/Prepaids	42,206	44,837	Payroll Withholdings	4,706	4,926
Accounts Receivable-Projects	753,894	1,143,470	Deferred Membership Fees	90,377	87,133
Depreciable Assets (Net)	659,214	601,931	Capital Lease Payable	563,078	538,367
			Total Liabilities	1,094,046	1,392,211
			Net Assets *	1,557,353	1,687,159
Total Assets	\$ 2,651,399	\$ 3,079,370	Total Liabilities & Net Assets	\$ 2,651,399	\$ 3,079,370

^{*}Net Assets represents NEPA's equity. It is the surplus of Total Assets less Total Liabilities. Net Assets is not equivalent to cash.

OF THE

BOARD OF DIRECTORS OF THE NORTHEASTERN PENNYSLVANIA ALLIANCE (NEPA) AUTHORIZING THE SUBMISSION OF A REQUEST TO CLOSEOUT ARC GRANT(S) TO DEFEDERALIZE APPALACHIAN REGIONAL COMMISSION LOAN FUNDS

WHEREAS, the Board of Directors of NEPA Alliance is requesting closeout of ARC grant number(s) PA-8291, PA-8291-A-C1, PA-8888 (R-1 + R-2) and PA7752-D-C1 and subsequent amendments including the grant amount and program income for a total of \$1,618,801, to defederalize these funds; and

WHEREAS, a revised ARC Revolving Loan Fund (RLF) Plan is recommended by the President & CEO and loan staff that will follow the Access to Capital Projects Application and Operating Guidelines updated on October 5, 2021; and

WHEREAS, the RLF Plan shall provide guidance for the new RLF and is directed to assist local businesses and to strengthen the area's investment capital, improve economic development, and further, that the RLF Plan outlines the purpose of the RLF, new ARC reporting requirements, and flexibilities permitted by ARC during the life of the RLF; and

NOW THEREFORE, BE IT RESOLVED, that the NEPA Alliance Board of Directors approves the request to closeout the ARC grant(s) and defederalize these funds, and authorizes the President and CEO to execute all documents necessary to conclude this process.

ADOPTED THIS 4TH DAY of January 2023

ATTEST:

Jeffrey K. Box
President & CEO
NEPA Alliance
NEPA Alliance
NEPA Alliance
NEPA Alliance
NEPA Alliance
NEPA Alliance

OF THE

BOARD OF DIRECTORS OF THE NORTHEASTERN PENNSYLVANIA ALLIANCE (NEPA) AUTHORIZING THE FORMATION OF A NEW NON-PROFIT SUBSIDIARY TO SERVE AS OUR COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION (CDFI) FOR THE PURPOSES OF PROVIDING LOW-INCOME COMMUNITIES WITH FINANCIAL SERVICES

WHEREAS, the Northeast Pennsylvania Alliance (NEPA) is seeking to form a new non-profit subsidiary, which will be known as NEPA Alliance Community Finance Corporation and include a service area that encompasses the entire Commonwealth of Pennsylvania; and

WHEREAS, NEPA Alliance Community Finance Corporation will be a wholly owned subsidiary of NEPA Alliance; and

WHEREAS, the newly formed Community Development Financial Institution (CDFI) will seek to leverage the programs offered through the CDFI Fund to access affordable financial products and services to economically underserved communities within the NEPA Alliance region and throughout the Commonwealth of Pennsylvania; and

WHEREAS, the NEPA Alliance Board of Directors acknowledges the need for an active Community Development Financial Institution in our region; and

NOW THEREFORE, BE IT RESOLVED, that the NEPA Alliance Board of Directors supports the Community Development Financial Institution application though NEPA Alliance Community Finance Corporation and authorizes all assistance necessary from NEPA Alliance to complete the application process with the United States Department of the Treasury.

ADOPTED THIS 4th DAY of January 2023

ATTEST:	
Jeffrey K. Box	Mary Beth Wood
President & CEO	Board Chairperson
NEPA Alliance	NEPA Alliance Board of Directors

OF THE

BOARD OF DIRECTORS OF THE NORTHEASTERN PENNSYLVANIA ALLIANCE (NEPA) APPROVING SUBMISSION OF AN APPLICATION FOR THE NEPA COMMUNITY FINANCE CORPORATION TO BECOME A COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION (CDFI) FOR THE PURPOSES OF PROVIDING LOW-INCOME COMMUNITIES WITH FINANCIAL SERVICES

WHEREAS, the CDFI fund is accepting applications from eligible entities for approval to become a Community Development Financial Institution; and

WHEREAS, a condition of being considered to become a Community Development Financial Institution is the submission of an application to the CDFI Fund; and

WHEREAS, NEPA Alliance Community Finance Corporation is authorized to submit an application for designation as a Community Development Financial Institution (CDFI); and

WHEREAS, NEPA Alliance Community Finance Corporation recognizes a need for an active Community Development Financial Institution in our region; and

NOW THEREFORE, BE IT RESOLVED, that the NEPA Alliance Board of Directors supports the Community Development Financial Institution application though NEPA Alliance Community Finance Corporation and authorizes all assistance necessary from NEPA Alliance to complete the application process with the United States Department of the Treasury.

ADOPTED THIS 4th DAY of January 2023

ATTEST:	
Jeffrey K. Box	Mary Beth Wood
President & CEO	Board Chairperson
NEPA Alliance	NEPA Alliance Board of Directors

OF THE

BOARD OF DIRECTORS OF THE NORTHEASTERN PENNSYLVANIA ALLIANCE (NEPA) AUTHORIZING THE SUBMITTAL OF A REDEVELOPMENT ASSISTANCE CAPITAL PROGRAM GRANT (RACP) APPLICATION TO THE COMMONWEALTH OF PENNSYLVANIA OFFICE OF THE BUDGET AND FOR NEPA TO SERVE AS A FISCAL SPONSOR ON BEHALF OF WVIA

WHEREAS, the Pennsylvania Capital Facilities Debt Enabling Act authorizes funding for eligible economic development capital projects through the Redevelopment Assistance Capital Program (RACP); and

WHEREAS, a condition of receiving RACP funding is the submission of a Post-award Grant Application to the Pennsylvania Office of the Budget; and

WHEREAS, based on the Pre-Award RCAP Grant Application, Governor Wolf authorized the release of \$2,225,000 to NEPA for the WVIA project in Luzerne County; and

WHEREAS, NEPA has agreed to serve as a fiscal sponsor for WVIA; and

WHEREAS, the Pennsylvania Local Development Districts (LDD's) are authorized to submit applications for RACP funding; and

WHEREAS, NEPA Alliance supports community and economic development in our seven-county service area of Northeastern Pennsylvania; and

NOW THEREFORE, BE IT RESOLVED, that NEPA is authorized to file the required Post-award RACP Grant Application on behalf of WVIA for a facility modernization and capital improvement project in the amount of \$2,250,000. The Northeastern Pennsylvania Alliance, by and through it's President and CEO, is further authorized to execute all necessary documents as required by the Commonwealth of Pennsylvania.

ADOPTED THIS 4th DAY OF January 2023

ATTEST:	
Jeffrey K. Box	Mary Beth Wood
President & CEO	Board Chairperson
NEPA Alliance	NEPA Alliance Board of Directors



Greetings Board Members and Happy Holidays to each of you and your families!!

The staff remains very busy with numerous programs as we approach the end of the calendar year. We have had a successful calendar year 2022.

Development District Association of Appalachia

As the current chairperson of this board, I will be hosting the DDAA Board Meeting in July of 2023. I just returned from a DDAA Board Meeting in Gainesville, Georgia. The summer meeting will be held somewhere here in Northeast Pennsylvania. The NEPA staff will work with DDAA staff to organize.

This event will bring 25-30 people from across Appalachia to Northeast Pennsylvania. I am looking forward to demonstrating all the great amenities we have in Northeast Pennsylvania!

ARC Projects

The staff has been working diligently with clients to bring as many ARC projects to our region as possible. The application process has become a rolling application process. If you have any projects or referrals of projects, we will work with the applicants to do our best to bring more project funds to the region.

New Legislators

We have several new state legislators who have taken office in our region. We will be meeting with all the new legislators as soon as practicable in the new year. If you are aware of any legislators who have a strong economic development interest, please advise so we can meet with them first.

Space Industry Supply Chain

We are continuing our efforts to support local companies who want to do business with NASA and private space related companies. We have not been successful in receiving grant funds to support this initiative, however, we continue to seek funding and will pursue this through our PTAC program also.

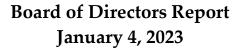
Nominating Committee

The Nominating Committee will begin work in the new year on a new slate of Board Members for Fiscal year 2023-2024.

Happy Holidays and Happy New year to all! See you all on January 4th.

Thank you all for your continued support of all of us here at NEPA!

Respectfully, Jeff





Procurement Technical Assistance Center

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30	
260	
18	
420	
3	
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The Procurement Technical Assistance Center (PTAC) worked with new client registrations in the PA Supplier Portal to do business with the Commonwealth and System for Award Management to be able to sell to the Federal Government. Follow-up sessions support client registration updates, and new certification applications such as but not limited to: HUBZone, 8(a), SDVOSB/VOSB, and WOSB.

Contract Awards Activity (10-01-2022 to 11-30-2022)			
Award Type	Number of Awards	Number of Clients	Total Value
Federal Prime	4,486	20	\$67,182,066
State & Local Prime	1	1	\$301,944

During this period, Active PTAC clients received contract awards primarily from Federal Agencies acting as a prime contractor. Contract award reporting follows Defense Logistics Agency terms.

The PTAC worked with clients during this period on either SBA or CVE certifications for their business.

Certification Activity (10-01-2022 to 11-30-2022)				
Certification Type	Applications Submitted	Certifications Approved		
SD/VOSB	0	0		
WOSB	1	0		
HUBZone	0	0		



Business Finance Center

The Business Finance Center has been able to close 3 loans totaling \$1,279,000.00. Through these loan closings, the small businesses are expected to create 16 jobs and retain 3 jobs in the next 3 years within the service area of NEPA Alliance and NEPA Alliance BFC. Loans closed since that last meeting include the following business sectors:

- Meadery
- Daycare Facility
- Equine Hospital

NEPA BFC continues to offer a menu of loan programs while also evaluating alternative loan programs that are available to offer. Strategies have shifted to informing bank lenders and the small business community of the benefits of the extended term and lower down payment in the increasing rate environment. The portfolio continues to perform as anticipated with one SBA 504 default that is wrapping up.

SBA 504					
	Number		Balance		
Approved Loans	16	\$	21,483,000.00		
Closed Since Last Meeting	3	\$	1,279,000.00		
Outstanding Loans	37	\$	29,976,983.13		
Total	56	\$	52,738,983.13		
	PIDA				
	Number		Balance		
Approved Loans	5	\$	3,796,000.00		
Closed Since Last Meeting	0	\$	0.00		
Outstanding Loans	86	\$	10,662,536.00		
Total	91	\$	14,458,536.00		
Into	ernal Funds				
	Number		Balance		
Approved Loans	4	\$	550,000.00		
Closed Since Last Meeting	0	\$	0.00		
Outstanding Loans	136	\$	7,096,339.77		
Total	140	\$	7,646,339.77		

Other Items:

- Community Advantage Application
- Community Development Financial Institution
- Community Development Block Grant Update



International Business Development Program

The International Business Development staff recorded twenty-six (26) Export Actions and generated thirteen (13) International Projects to Pennsylvania's Authorized Trade Representatives from November 1, 2022, through December 13, 2022. Staff processed three (3) Global Access Program (GAP) applications and three (3) reimbursement packets during this timeframe. GAP is an export promotion grant administered by the Pennsylvania Office of International Business Development (OIBD) under a State Trade Expansion Program (STEP) award from the U.S. Small Business Administration.

PA Office of International Business Development Performance Measurements FY 2022 -2023					
Performance Measurement	Goal	YTD Totals			
Active Clients	50	34			
Export Actions	105	77			
Exporting Companies	13	0			
Export Sales	\$22,609,296.90	\$0			
Projects	101	31			
ATR Attributed Sales	\$9,269,811.73	\$0			
New Clients	7	8			
Total (weighted and capped measure) Calculated 10/21/22		32.54%			

LDD CUSTOMER SATISFACTION SURVEY FORMS

As of December 19th, sixteen (16) out of thirty-one (31) LDD Customer Satisfaction Survey forms were completed by NEPA clients who received assistance through NEPA's Business Financing, Procurement Technical Assistance Center and International Business Programs for assistance received during the 2nd quarter of 2022-2023 which represented an 52% response rate. Sixteen (16) 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 2nd quarter of 2022-2023.**

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

	*Timeliness of Assistance	*Quality of Assistance	*Value of Assistance
Loans	2	2	2
PTAC	13	13	13
International	2	2	2



COMMUNITY & ECONOMIC DEVELOPMENT SERVICES DIVISION

EDA

Development District (LDD) for the Economic Development Administration (EDA), NEPA provides technical assistance to those organizations seeking EDA grant assistance.

Organization	Project	СО	EDA Grant Request Amount	Funding Leveraged	Status
Downtown Shenandoah, Inc.	Shenandoah Innovation Center	SC	\$2M	\$6M	Decliend
City of Wilkes-Barre	Parking Garage	LU	\$3M	\$3M	In Progress

Appalachian Regional Commission

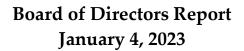
As the designated Local Development District (LDD) for the Appalachian Regional Commission (ARC) and the Pennsylvania Department of Community & Economic Development (DCED), NEPA provides technical assistance to those organizations seeking ARC grant assistance.

2022 - Current Projects

Organization	Project	CO	ARC Grant	Funding	Amount
			Request	Leveraged	Approved
			Amount		
NEPA Alliance	New Market Tax Credit Launch Phase III	RE	\$86,000	\$86,000	TBD
Scranton-Lackawanna Human Development Agency (SLHDA)	Scranton Pre-K Center and Workforce Counseling Headquarters	RE	\$58,448	\$61,003	TBD
Keystone College	LEEP Project	LA	\$100,000	\$140,000	TBD
Oregon Township	Beardsley Road Widening and Safety Improvements	WA	\$300,000	\$500,000	TBD

2022-2023 Investment Package

Organization	Project	CO	ARC Grant Request Amount	Funding Leveraged	Status
NEPA Alliance	PREP	RE	\$400,000	\$400,000	Invited for Full Application





Johnson College	Flying High to New Careers in Aviation Technology	LA	\$126,186	\$126,186	Invited for Full Application
Lackawanna College	Montage Mountain Economic Development Plan	LA	\$100,000	\$100,000	Invited for Full Application
Maternal and Family Health Services	Circle of Care Maternity Medical Home	LA	\$200,000	\$200,000	Invited for Full Application
Scranton Cultural Center at the Masonic Temple	Sound Enhancements for the Weinberg Theater	LA	\$125,000	\$125,000	Invited for Full Application
Wayne County	Wayne County Food Locker Pilot Program	WA	\$239,223	\$239,223	Invited for Full Application
Downtown Shenandoah, Inc.	Shenandoah Innovation Center	SC	\$136,000	\$136,000	Invited for Full Application

ENGAGE!

On behalf of the Northeast Pennsylvania Partnerships for Regional Economic Performance (PREP) partners, NEPA annually applies for the *Engage!* initiative. *Engage!* is a Pennsylvania statewide business retention and expansion (BRE) program designed to interact with targeted companies regularly and proactively. The overall goal of *Engage!* is to retain existing businesses and to help them grow and expand by building solid relationships with business owners or key decision makers and economic development partners. NEPA received \$195,000 for *Engage!* for FY 22-23 and has subcontracted with 13 partners to complete the project deliverables.

In response to the COVID-19 Pandemic, NEPA is offering, through the "Get Connected" initiative, ecommerce technical assistance to businesses. NEPA has contracted with three web development/tech firms to assist the launch of this initiative, which offers a free suite of services to develop an online sales platform that will assist in stabilizing the business and generate sales and clients during the pandemic. Thus far, NEPA has assisted over 70 businesses. Phase 5 business recipients are listed below. Clients in Phase 5 received \$3,500 in consulting support and training services from the University of Scranton SBDC and the Wilkes University SBDC for their business and e-commerce platform. Funding in the amount of \$141,500 was received from the Lackawanna County Department of Planning and Economic Development for Phase 5. This funding will allow us to assist 32 firms in Lackawanna County through the Get Connected program. Funding in the amount of \$72,334 for Phase 6 has just been approved by the Pennsylvania Department of Community & Economic Development. This funding will allow us to assist additional forms throughout the seven-county region. NEPA received an Impact Award from the National Association of Development Organizations (NADO) for its Get Connected program. This award was under its Technology category.



Phase 5 Clients (Lackawanna County Businesses Are Eligible)

Business	Contact	Consultant Assigned	County
LMJ Shed Sales	Jenna Urban	Coal Creative	Lackawanna
Stately Pet Supply	Rebecca Martino	Coal Creative	Lackawanna
Electric City Solar Co.	William Notarianni	BlackOut Design	Lackawanna
Eastern Penn Supply Company	Rick Timchack, Sr.	Design Done Right	Lackawanna
Bloomin' Idiots Floral and Garden Center	Donna Jezorwski	Design Done Right	Lackawanna
Damon's Getaways	Damon Spady	Coal Creative	Lackawanna
TNT Professional Cleaning Services	Edward Ferraro	Design Done Right	Lackawanna
Blackwatch Café	Patrick Hinton	BlackOut Design	Lackawanna
National Bakery	William Fox	Coal Creative	Lackawanna
Northbranch Tackle and Fishing Guide Service	Ryan Alunni	Coal Creative	Lackawanna
S & S Pools & Spas, Inc.	Anthony Shamnoski	Design Done Right	Lackawanna
Lawn and Order Landscaping, LLC	Bob Urban	Coal Creative	Lackawanna
S & S Snow & Ice Division	Anthony Shamnoski	Design Done Right	Lackawanna
Nina's Pizza	Maria Mclaine	Design Done Right	Lackawanna
Vecina, LLC	Jamie Durkin	Design Done Right	Lackawanna
Ryan Leckey Media	Ryan Leckey	Apertus Interactive Consulting, LLC	Lackawanna

StartUp NEPA

NEPA has raised \$700,000 in support of our Angel Fund initiative. Official launch meeting was held in January 2022, and member meetings have been held monthly since April. To date, several businesses have pitched, and two investment commitments have been made. Discover NEPA featured the initiative in an article in November, and there are 4 different investors interested in joining the fund. Meetings will continue monthly while the fund continues to grow.

NEPA Community Impact Fund

NEPA's new affiliate organization, the NEPA Community Impact Fund, was formally certified a Community Development Entity (CDE) and is actively seeking an allocation of New Markets Tax Credits (NMTC) from the U.S. Department of the Treasury. NEPA is actively seeking tax credits on behalf of three clients. We were unsuccessful in securing a NMTC allocation from the 2020 and 2021 rounds. NEPA is soliciting projects from the Commonwealth of PA with capital costs ranging from \$5M-\$60M that need NTMC subsidies to make the project viable. We will submit our next application for the 2023 round in January of 2023.

Capital Financing Services – Pennsylvania Redevelopment Assistance Capital Program (RACP)

NEPA has partnered with CBO Financial, our NMTC consultant, to offer RACP grant writing assistance and Financial Request Package support for the clients in the table below.



Client	Location	NMTC Request	RACP Request	Status			
2022 (Application August 19. 2022)							
Riverfront Sports Complex*	Scranton, PA	NA	\$2,000,000	Under State Review			
WVIA*	Jenkins Twp	NA	\$2,250,000	Funded			
Hyatt Place*	Scranton, PA	NA	\$3,000,000	Under State Review			
NexUS-1*	Hazleton, PA	NA	\$3,000,000	Under State Review			
Interstate Building & Supply*	Pittston, PA	NA	\$750,000	Funded			
	2022 (Applie	cation March 13	. 2021)				
Keystone Human Services*	TBD, Luzerne County	NA	\$2,700,000	Awarded \$1.25M			
Little Leaf Farms, LLC*	McAdoo, PA	NA	\$2,000,000	Awarded \$1.4M			
	2021 (Application August 13. 2020)						
Downtown Shenandoah, Inc.*	Shenandoah, PA	\$8,000,000	\$3,000,000	Awarded \$1.5M RACP			

^{*}NEPA is serving as the applicant.

NORTHEASTERN PENNSYLVANIA NONPROFIT & COMMUNITY ASSISTANCE CENTER

NCAC Membership: NCAC currently has over 100 active members. Membership renewal notices are being sent prior to the end of the month, and most all members that receive renewal notices do continue their membership.

NCAC hosted a Finding the Funding and Grantwriting Basics workshop in Monroe County on December 1st with over 30 attendees. Another workshop is planned for March of 2023.

NEPA Grantmakers Forum: In collaboration with the Harry & Jeannette Weinberg Foundation, the McGowan Charitable Trust, The Luzerne Foundation, the Scranton Area Community Foundation, and the Margaret Briggs Foundation, NCAC launched the NEPA Grantmakers initiative. NCAC will hold a Grantmakers leadership meeting in January 2023.

Monroe County Community Foundation: Community Foundation board meetings have been held monthly since May. Condron Media, the marketing firm chosen through a competitive process, worked with board members to develop a logo, mission, values, and vision statement, and is preparing the website as well as marketing materials to be available in January. NCAC will continue its support of the Foundation through the end of April 2023.

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 received several grants from the Pennsylvania Military Community Enhancement Commission to support the Depot. NEPA is currently collaborating with a consultant, Edwards+Strunk, Inc., a consulting firm based in region, to develop and implement a fundraising plan. The newest grant received was for \$49,750 and announced in January 2022. NEPA applied for \$109,500 in additional funds for FY 2022-2023.

NEPA annually prepares an Economic Impact Analysis of the Depot. In the last update, which is for FY 2021, it was established that the total impact of the Depot is an estimated \$3.3 billion in economic activity, an estimated 8,744 jobs, and an estimated \$715.5 million in labor income within an eleven (11) county region in Northeast Pennsylvania.

RESEARCH & INFORMATION CENTER

NEPA provided several economic impact modeling reports summarized in the table below. Note: In the Studies Column, O is for Operations, C is for Construction and V is for Visitation.

	Fiscal Year 2022 – 2023							
#	Client	Project Title	Purpose	СО	Month - Year	Studies		
1	Lehigh Valley Underground, LLC	The Economic Impact of a Warehouse and Distribution Facility in Coolbaugh Township	Presented before decision makers	МО	August 2022	O/C/V		
2	Northern Tier RP&DC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		Aug-22			
3	North Central RP&DC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		Aug-22			
4	Northwest RP&PC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		Aug-22			
5	Northern Tier RP&DC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		Jul-22			
6	North Central RP&DC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		Jul and Sep-22			
7	Northwest RP&PC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		Jul and Sep-22			

Featured Article: This month's article presents the not seasonally adjusted unemployment rates for the nation, state, region, and each of the seven counties within the NEPA service area.

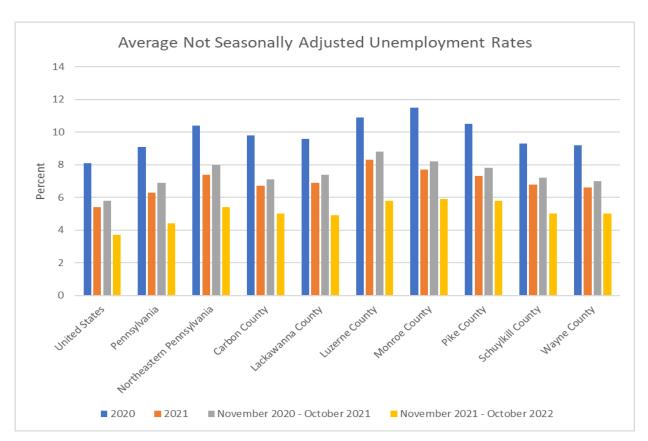


Not Seasonally Adjusted Unemployment Rates

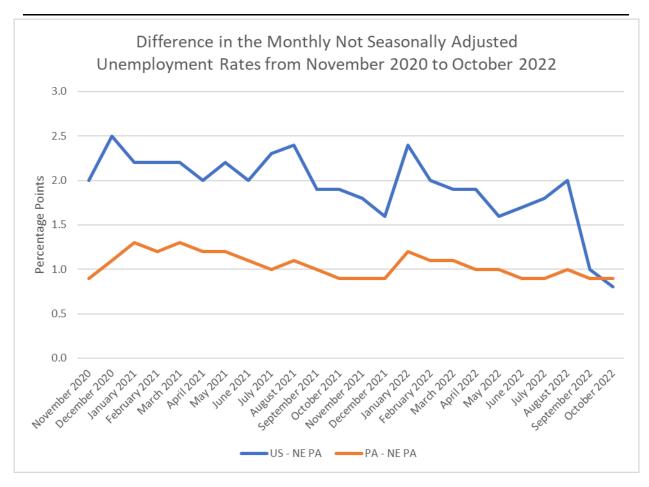
According to the first chart, the not seasonally adjusted unemployment rates, as provided by the PA WorkStats Program of the Center for Workforce Information & Analysis at the PA Department of Labor & Industry, indicate that the average regional unemployment rate was 8.0 percent from November 2020 to October 2021 and 5.4 percent from November 2021 to October 2022. The average national unemployment rate from November 2020 to October 2021 was 5.8 percent and it was 3.7 percent from November 2021 to October 2021 to October 2020 to October 2021 was 6.9 percent and it was 4.4 percent from November 2021 to October 2022.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 2.0 percentage points in November 2020 before increasing to its maximum of 2.5 percentage points in December 2020. It then fluctuated to its minimum of 0.8 percentage points in October 2022. During the 24-month period, the average not seasonally adjusted unemployment rate was 4.8 percent in the nation and 6.7 percent in the region.

In November 2020, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was at its minimum of 0.9 percentage points before fluctuating to its maximum of 1.3 percentage points in January and March 2021. The minimum of 0.9 percentage points also occurred in October, November and December 2021, and June, July, September and October 2022. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 5.7 percent.









Social Media

November 1, 2022 - November 30, 2022

facebook

1.1K Page Likes

4.1K Reach/Views

Instagram

1,426 Followers

490 Reach/Views

Linked in

1,469 Followers

4.2K Impressions/ Views

twitter

1,788 Followers

2K Impressions/ Views



TRANSPORTATION PLANNING SERVICES DIVISION

Transportation Improvement Program (TIP) Development

- The <u>NEPA MPO 2023 Transportation Improvement Program</u> development is complete. The Statewide Transportation Improvement Program was then submitted to the federal agencies for approval which was received from USDOT by letter dated 9/29/2022. The 2023 TIP went into effect on October 1, 2022.
- The NEPA 2023 TIP totals \$677.5 million and includes:
 - ❖ 96 Bridge and Highway projects, totaling \$250.7 million.
 - ❖ 22 Transit projects, totaling \$11.3 million.
 - ❖ 11 Interstate projects, totaling \$415.5 million.
- The development of the 2025-2028 Transportation Improvement Program will kick off later in January with the Financial Guidance Work Group convening to begin determining the funding available for the next TIP update. The State Transportation Commission will begin its outreach for the Twelve Year Program in the coming months.

Long Range Transportation Plan Update

- The NEPA MPO kicked off the update of the Long Range Transportation Plan in April. Due to our Air Quality Conformity status, our LRTP is required to be updated every four years. The LRTP consultant, Michael Baker International, has developed a Scope of Services for the plan. It was shared at the September 20th Technical Committee meeting. A work order has been executed with Michael Baker International and work on the LRTP is underway. Michael Baker International is currently developing a summary of existing conditions and is beginning interviews with key transportation stakeholders. An update on the status of the LRTP will be shared at the January 17^t Technical Committee meeting.
- In order to fund the LRTP development, the NEPA MPO applied for and received \$100,000 in Supplemental Planning funds from Central Office. This amount will be matched by \$25,000 in local funds. The Supplemental Planning Funds will also be used for updates to other NEPA MPO plans including the Public Involvement Plan, Title VI Plan, Limited English Proficiency Plan and Coordinated Transit Plan. We anticipate discussions about the update of those plans will occur during the 2nd year of our current work program.

Eastern PA Regional Freight Study

- The development of a regional freight study has been identified as a task in the current UPWP. Given the regional nature of freight movements, particularly due to the warehousing and distribution growth in the NEPA MPO and the greater region, staff has been in discussions with neighboring Planning Partners about developing a collaborative regional freight plan.
- Five MPOs have agreed to conduct a joint freight plan as the Eastern Pennsylvania Freight Alliance NEPA MPO, Lehigh Valley MPO, Lackawanna-Luzerne MPO, Reading MPO and Lebanon MPO. The group has developed a framework and submitted an application to Central Office for supplemental planning funds for the initiative and was awarded \$280,000 in supplemental planning funds to be leveraged by a \$70,000 match provided by the participating MPOs.



• WSP USA, Inc. was selected as the consultant for the plan. WSP is currently gathering GIS data on freight conditions including existing freight generators and planned warehousing developments.

Transportation Funding Opportunities

- The IIJA Bipartisan Infrastructure Legislation (BIL) created several new discretionary grant programs. Staff has regularly shared information about the grant opportunities with the NEPA MPO committee members and through NEPA's newsletters. The Department of Transportation (US DOT) has recently launched the DOT Navigator website as a resource for programs funded through the IIJA/BIL. In addition, US DOT has developed a Competitive Grant Funding Matrix which includes information about the funding programs including program descriptions, eligible applicants and notices of funding opportunities (NOFOs). Click here to learn more.
- PennDOT is currently accepting applications for funding through its Green Light-Go Program. The application period runs from January 3, 2023 to January 31, 2023. Applicants were required to complete a project scoping form by December 23, 2022 to ensure that the project scope is consistent with the program goals and requirements. Green Light-Go funding can be used for a range of operational improvements including LED replacement; traffic signal retiming; study and removal of existing traffic-control signals; monitoring; and innovative technologies. Any county, city, borough, incorporated town, township or home rule municipality or any metropolitan planning organization or rural planning organization may apply. A 20% match is required.

National Electric Vehicle Infrastructure State Plan

- The National Electric Vehicle Infrastructure (NEVI) Formula Program was created by the Bipartisan Infrastructure Law. In order to receive funding through the NEVI program, each state is required to submit a state plan for EV infrastructure. Pennsylvania's NEVI Plan has been approved and outlines Pennsylvania's approach to the strategic deployment of a convenient, reliable, affordable, and equitable EV charging network to support range confidence for Pennsylvanians and visitors over the course of the NEVI Formula Program.
- PennDOT continues to roll out information about engaging the public and businesses and how the discretionary funds will be allocated in the coming weeks. A stakeholder information session was held on October 25th at the Lackawanna County Center for Public Safety. A PennDOT webinar on electric vehicle infrastructure was held on November 1st. The recording from the webinar can be found here. An initial competitive funding round is expected to be announced in early 2023.

Geographic Information Systems (GIS)

- GIS staff is continuing to complete mapping activities for the transportation program. Staff
 recently developed a map of the bridge and highway projects on the 2023 TIPhttps://arcg.is/4WHz50
- Staff has created a HUB site for the transportation program and the 2023 TIP and Environmental Justice-

https://nepa-gis-nepa-alliance.hub.arcgis.com/pages/transportation https://nepa-gis-nepa-alliance.hub.arcgis.com/pages/tip-ej



 Staff developed a NEPA Membership Hub with statistics about NEPA Members and the benefits of membership. https://arcg.is/lvHW5z

Regional Meetings

Staff attended the following regional meetings and conferences-

- Schuylkill Chamber Infrastructure Committee Meeting- November 10th
- Pike County Road Task Force Meetings- November 17th, December 15th
- PennDOT Planning Partners Call- November 16th

Highway Performance Monitoring System (HPMS)

- 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 entailing observations and measurements at over 90 locations within the NEPA MPO region identified by PennDOT Central Office.
- Staff attended an online HPMS workshop conducted by Central Office on July 26-27. Data collection efforts for this year are complete and the data was submitted to PennDOT in November.

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. In fiscal year 2021-2022, 15 LTAP classes were held, with 218 attendees. Six classes were held in Fall 2022. https://www.nepa-alliance.org/additional-plans-and-programs/. Scheduling for Winter/Spring 2023 is underway. LTAP will also continue to offer courses in an online format.

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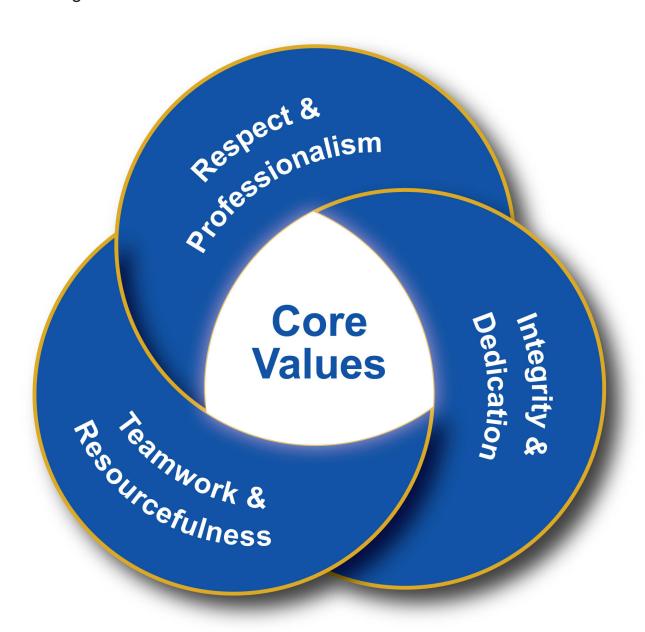
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NEPA's Mission

The Northeastern Pennsylvania Alliance (NEPA) is a regional, multi-county, community and economic development agency providing leadership, planning, and services to businesses, communities, entrepreneurs and institutions lacking adequate access to capital and financial resources that enhance and revitalize distressed communities within the region.





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