Northeastern Pennsylvania Alliance









NEPA's Board of Directors 2022-2023

CARBON COUNTY		
Kathy Henderson Wayne Nothstein (County Commissioner) Harold Pudliner Joseph Sebelin (Executive Committee-Past Board Chairperson)	610-379-5000 570-325-3611 570 427-8640 570-657-8205	khenderson@carboncountychamber.org waynenothstein@carboncounty.net weatherlyboro@gmail.com jsebelin@ptd.net
Garry Wentz	570-325-2462	gawentz@ptd.net
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
WAYNE COUNTY Jocelyn Cramer (County Commissioner) James Hockenbury Craig Rickard Michael Rollison Mary Beth Wood (Executive Committee-Board Chairperson)	570-253-5970 570-251-6680 570-253-5970 570-253-8571 570-253-2537	jcramer@waynecountypa.gov hockenbury@wmh.org crickard@waynecountypa.gov mike.rollison@waynebank.com mbw@wedcorp.org
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
EMERITUS David Donlin Ernest Preate	570-624-1796 570-558-5970	dadmatd515p@comcast.net epreate@comcast.net

BOARD OF DIRECTORS REPORT MARCH 1, 2023



AGENDA

1.	- Audio and Video check	
II.	Pledge of Allegiance - Mary Beth Wood, Board Chairperson	
III.	Roll Call – Donna Hritz	
IV.	Board Discussion & Action Items * January 4, 2023 Meeting Minutes - Mary Beth Wood, Board Chairperson	1-5
	* Approval of the Fiscal Year 2022 Audit- Phil Keaney, JH Williams & Wendi Holena	Handou
	* Approval of the Financial Report - Wendi Holena, VP & CFO	6-7
	* Resolution 2023-5 - Approving the Annual Comprehensive Economic Development (CEDs)Performance Plan - <i>Jeff Box & Kurt Bauman</i>	8
	* Affiliate/Committee/Division Reports - Business Development Services - Steve Ursich - Community & Economic Development Services - Kurt Bauman - Communications & Membership - Donna Hritz - Transportation Services - Alan Baranski	9-25
V.	President & CEO Report – Jeff Box	
VI.	Presentation - Ben May & Ricky Durst, Pocono Raceway	
VII.	Open Discussion - Mary Beth Wood, Board Chairperson	

Board of Directors Report Minutes of



Wednesday, January 4, 2023 In Person/Video Meeting

OFFICERS

Mary Beth Wood, Board Chairperson Stephen Barrouk, 1st Vice-Board Chairperson Comm. George Halcovage, 2nd Vice Board Chairperson William Kerstetter, Treasurer Mary Frances Postupack, Secretary Alex Stark, Assistant Treasurer Joseph Sebelin, Past Board Chairperson

CARBON

Kathy Henderson

LACKAWANNA

Philip Condron Thomas Donohue Jack McNulty Brenda Sacco **LUZERNE**

Mary Malone Michelle Mikitish

MONROE

Chuck Leonard

PIKE

Cynthia DeFebo

SCHUYLKILL

Micah Gursky Courtney Fasnacht

WAYNE

James Hockenbury Michael Rollison **AT-LARGE**

Ricky Durst Alana Roberts **EX-OFFICIO**

John Augustine Jeffrey Box

Maria Montoro Edwards

STAFF

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

Board of Directors Report Minutes of Wednesday, January 4, 2023



In Person/Video Meeting

The NEPA Alliance held a Board of Directors Meeting on Wednesday, January 4, 2023, 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 Michelle Mikitish and seconded by Jack McNulty to accept the minutes from the Board of Directors Meeting of November 2, 2022, as presented. **Motion carried.**

<u>Financial Report</u> — Wendi reported as of November 30, 2022, NEPA has total revenue and total expenses of approximately \$2 million. She further reported that NEPA is showing an increase in net assets of \$1,299. Wendi stated that NEPA's revenues (grants/projects) are behind schedule as well as contractual expenses primarily due to the CDBG program. She noted that NEPA is approximately \$1.6 million behind in dispersing the funds, which will correct itself in the next few months. Wendi reported that NEPA's Statement of Financial Position has an unrestricted cash balance of \$887,124 and net assets of approximately \$1.7 million. She stated that the audit will be presented at the March meeting. Wendi further stated that she expects to have a clean unqualified opinion and does not anticipate any problems with the audit.

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

Resolution 2023-1 – Approving a request to ARC for ARC Loan Fund Defederalization - Jeff reported that within the last few years Congress passed legislation that would allow NEPA to defederalize its Economic Development Administration loan fund. He stated that action, and the action of defederalizing ARC loan fund have taken years of effort by NADO, DDAA and working with Congress. Jeff reported that this is the second piece of the puzzle to defederalizing loan funds that NEPA has maintained for decades. He noted that the dollars have cycled around numerous times over the years. Jeff stated that this is NEPA's formal action to consummate what was intended by Congress. He noted that NEPA will continue to follow ARC rules, but this will alleviate some of the administrative reporting. Steve Ursich noted that there is approximately \$1.7 million in the fund and a majority of it is on the street.

A motion was by Commissioner George Halcovage and seconded by Michelle Mikitish to approve the ARC Loan Fund Defederalization as presented. **Motion carried.**

Resolution 2023-2 – Authorizing the formation of the NEPA Alliance Community Finance Corporation as a subsidiary of NEPA – Jeff stated that NEPA has been on a multi-year mission to becoming a CDFI. He noted that the CDFI program would bring additional programming that would be effective in the region and that the next two (2) resolutions will make it happen. He stated that Resolution 2023-2 is for NEPA to create another subsidiary non-profit (ie. Business Finance Corporation) with a separate entity. Jeff stated that Resolution 2023-3 authorizes NEPA to do all things

Board of Directors Report Minutes of Wednesday, January 4, 2023

In Person/Video Meeting



necessary after the creation of the entity to submit the application to become a CDFI. Steve Ursich stated that NEPA submitted an application in 2019, but it was declined. He noted that he was advised that the best course of action would be to create another entity and move some defederalize funds over to the new entity and specifically target CDFI business clients. Steve stated that the CDFI program will give NEPA additional access to RFL funds for businesses and low-cost housing in underserved communities.

A motion was by Phil Condron and seconded by Cynthia DeFebo to approve the formation of the NEPA Alliance Community Finance Corporation as a subsidiary of NEPA as presented. **Motion carried.**

Resolution 2023-3 – Approving the application for NEPA Alliance Community Finance Corporation to become a Community Development Financial Institution (CDFI) – Board Chairperson Mary Beth Wood noted that the Resolution 2023-3 was explained in detail under Resolution 2022-2.

A motion was by Bill Kerstetter and seconded by Mary Malone as presented. Motion carried.

Resolution 2023-4 – Approval of Fiscal Sponsorship of an RACP Grant award for the WVIA Modernization project – Jeff stated that NEPA has been offering its assistance to clients in the region regarding the RCAP program because the LDD's are able to be an applicant for RACP grant dollars. He reported that RACP program assists NEPA's sustainability by generating fees. Kurt reported that NEPA has \$10 million in RACP grants and is serving as fiscal sponsors. He stated that the purpose of the resolution is for NEPA to apply for the second half of the post award application for WVIA. Kurt noted that WVIA is looking to reinvest in their facility. He further noted that they are looking at a \$10 million capital stack and have raised \$3–4 million. Kurt noted that a consultant is writing the application and NEPA is serving as the fiscal sponsor.

A motion was by Steve Barrouk and seconded by Michelle Mikitish to approve the fiscal sponsorship of an RACP grant award for the WVIA Modernization project as presented. **Motion carried.**

Business Development Services – Steve Ursich reported that NEPA's PTAC program, which has been overseen by the Defense Logistics Agency (DLA) for many years has been transferred to the Office of Secretary of Defense and has been rebranded. He noted that the new name will be the APEX Accelerator at NEPA Alliance. Steve stated that all services will remain the same.

Steve noted that loan volume continues to be very brisk. He reported that the loan portfolio total is approximately \$50 million. Steve reported that the Community Advantage application was submitted to SBA in December and is now under review in Washington, DC and expects to hear back shortly. He reported that the CDBG invoices are going to the state and should see funds being dispersed soon.

Community & Economic Development Services – Kurt reported that the Downtown Shenandoah Inc. project was declined by EDA. However, NEPA was able to assist with funds from other sources. He noted that the project is going to be an incubator in northern Schuylkill County.

Kurt noted that NEPA is adding a few additional projects to the ARC list. He further noted that NEPA is accepting off cycle applications and reviewing before and forwarding them onto DCED as they are received.

Board of Directors Report Minutes of Wednesday, January 4, 2023



In Person/Video Meeting

Kurt noted that staff continues to work with partners to interview businesses around the region regarding the ENGAGE program.

Kurt stated that StartUp NEPA has raised \$750,000 in support of the Angel Fund initiative. He noted that the program has made its first two investments, with Studio B (Luzerne County) and Conservation Labs (out of the region). In addition, there are two (2) new investors: Matt Sordoni (Sordoni Family) and Bill desRosiers (Coterra, formally Cabot Oil & Gas Company). Kurt also thanked Alana Roberts for PPL Electric Utilities annual support of \$10,000 to NCAC.

Kurt noted the list of the RACP clients are listed on pages 17-18.

Communications & Membership – Donna reported as of November 30, 2022, NEPA had 458 members for a total of \$284,748. She further reported that NEPA's 2023 Membership Campaign began on January 1st. She noted that currently, NEPA's goal is 450 members.

Donna reported that NEPA is scheduled for media events with Constantino's Catering (Lackawanna County) on January 26th and Arrow Studio & Events (Schuylkill County) on February 16th.

Donna noted that she and Michael have been working with the web designer to finalize the last 3 remaining sites.

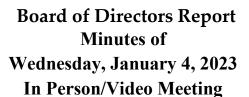
She briefly highlighted on the NEPA's Networking Reception breakdown as follows: 350 - was the count given to the Radisson; 339 - registered attendees; 7 - cancellations; 22 - employees; 49 (5 no attendees) - total sponsors; 80 - members/organizations in attendance and 2 - elected officials in attendance.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

Transportation Services – Alan reported that the Statewide Transportation Improvement Program was submitted to the federal agencies for approval. He noted that the 2023 TIP went into effect on October 1, 2022. Alan stated that the development of the 2025-2028 Transportation Improvement Program will kick off later in January with the Financial Guidance Work Group. He noted that the State Transportation Commission will begin its outreach for the Twelve-Year Program in the coming months.

Alan reported that the Long Range Transportation Plan is in full swing. The LRTP consultant, Michael Baker International, has developed a Scope of Services for the plan. Michael Baker International is currently developing a summary of existing conditions and is beginning interviews with key transportation stakeholders. He reported that an update on the status of the LRTP will be shared at the January 17th Technical Committee meeting.

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 is required to submit a state plan for EV infrastructure. He noted that the Pennsylvania's NEVI Plan has been approved.

President & CEO Report and Presentation – Jeff reported NEPA is looking forward to a prosperous 2023, and that all indications are that NEPA's metrics are going to be strong. Jeff noted that the Nominating Committee will be preparing the slate for new officers in the coming weeks. He stated that he and the staff will be meeting with the new legislators in the region. Jeff stated that NEPA had a reboot meeting with the Blue Ribbon Task Force Management Group and looking at significant changes with the Task Force. Jeff stated that he chairs the Development District Association of Appalachia (DDAA) and that the July DDAA Board Meeting will be held in Northeast Pennsylvania.

Presentation – Holly Pilcavage and Todd Pousley presented a power point on the ARC Leadership Institute (ALI). The power point highlighted on the following: ALI Program Overview, Orientation, Building Appalachian Businesses and Takeaways. A copy of the power point is available upon request. There being no further business Board Chairperson Mary Beth Wood adjourned the meeting at 2:10pm.

Respectfully submitted:

Donna Hritz, Vice President of Communications & Operations January 18, 2023

Statement of Activities

January 31, 2023

	Prior	Current		Percentage of
	YTD	YTD	Budget	Budget
Revenues:				-
Grants/Projects	\$ 1,588,244	\$ 3,988,433	\$ 8,204,244	49%
Membership Fees	130,582	137,333	236,200	58%
Rental Income	20,155	16,871	28,921	58%
RLF Admin. Fees	6,054	22,621	15,000	151%
Match from Other Sources	42,849	67,069	42,000	160%
Other Receipts	3,847	9,785	3,500	280%
Contributed Services	9,702	8,939	20,000	45%
Total Revenues	1,801,433	4,251,051	8,549,865	50%
Expenses:				
Personnel	1,016,999	1,176,787	2,004,762	59%
Benefits	439,532	468,679	882,095	53%
Contractual	116,652	2,239,596	5,067,330	44%
Professional Fees	13,125	20,264	24,900	81%
Travel and Per Diem	2,091	29,948	35,414	85%
Meetings and Seminars	33,990	71,298	86,725	82%
Postage	2,197	2,467	3,300	75%
Supplies	8,441	19,369	76,300	25%
Publications and Memberships	23,193	34,411	52,320	66%
Printing	3,022	3,019	4,800	63%
Advertising	8,273	4,333	10,500	41%
Occupancy	33,351	42,096	65,300	64%
Equipment Rental & Maintenance	6,534	8,426	12,164	69%
Depreciation	33,610	33,143	59,816	55%
Telephone/Internet	14,575	15,026	28,780	52%
Insurance	60	-	32,042	0%
Interest	24,145	23,105	39,217	59%
Other Costs	11,172	18,487	42,741	43%
Contributed Services	9,702	8,939	20,000	45%
Total Expenses	1,800,664	4,219,393	8,548,506	49%
Increase (Decrease) in Net Assets	\$ 769	\$ 31,658	\$ 1,359	

Net Assets	
Beginning Balance Increase (Decrease)	\$ 1,685,860 31,658
Current Balance	\$ 1,717,518

Statement of Financial Position

January 31, 2023

Assets	Prio Year		Current Year	Liabilities	Prior Year	Current Year
Unrestricted Cash Invested	\$ 999,	075	\$ 1,001,577	Accounts Payable	51,589	1,855,132
Restricted Funds Invested	41,	364	273,215	Deferred Project Funds	41,364	273,215
Membership Fees Receivable	36,	825	18,975	Employee Benefits Payable	184,475	196,043
Advances/Deposits/Prepaids	37,	991	47,374	Payroll Withholdings	4,404	4,816
Accounts Receivable-Projects	774,	962	2,731,024	Deferred Membership Fees	141,933	83,832
Depreciable Assets (Net)	649,	612	592,461	Capital Lease Payable	559,083	534,070
				Total Liabilities	982,848	2,947,108
Ā				Net Assets *	1,556,981	1,717,518
Total Assets	\$ 2,539,	829	\$ 4,664,626	Total Liabilities & Net Assets	\$ 2,539,829	\$ 4,664,626

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

RESOLUTION 2023-5

OF THE

BOARD OF DIRECTORS OF THE NORTHEASTERN PENNSYLVANIA ALLIANCE (NEPA) TO ADOPT THE 2022 COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS) ANNUAL PERFORMANCE REPORT FOR NORTHEASTERN PENNSYLVANIA

WHEREAS, the Northeastern Pennsylvania Alliance (NEPA), as the Economic Development District for the seven-county region of Northeastern Pennsylvania, is required to submit an Annual Performance Report on its Comprehensive Economic Development Strategy (CEDS) to the United States Department of Commerce, Economic Development Administration; and

WHEREAS, the CEDS Annual Performance Report documents the progress achieved on economic development activities, adjusts the 2019 - 2024 CEDS Five-Year Plan and reports on the changing economic conditions in the region; and

NOW THEREFORE, BE IT RESOLVED, that the CEDS Annual Performance Report for the period January 1, 2022 – December 31, 2022, is hereby adopted. The President & CEO of the Northeastern Pennsylvania Alliance is authorized to transmit the report to the Philadelphia Regional Office of the United States Department of Commerce, Economic Development Administration, and share the report with Economic and Community Development organizations within the region.

Jeffrey K. Box
President & CEO
NEPA Alliance

Mary Beth Wood
Board Chairperson
NEPA Alliance Board of Directors

ADOPTED THIS 1st DAY of March 2023



Dear Board Members,

Greetings and welcome to March! The year is flying by. I hope everyone has been enjoying the mild winter!

The NEPA Staff have been fully engaged in programmatic activities since the new year. Here is a brief update on some key activities.

Development District Association of Appalachia (DDAA)

The Annual DDAA Conference will be held in Arlington, VA, March 12-15. The news this year is that I chair the 13 state, 15-member board of DDAA. I will have several moderator and speaker roles at the conference. Mary Beth will be attending with us as the NEPA Board Chairperson, and I am thankful for her taking the time. There will not be a DDAA Chairperson from Pennsylvania for years into the future.

We have several legislative meetings arranged at the U.S. Capitol for that week as well. We will be meeting with key legislative staff because congress is on recess that week.

The DDAA Summer board Meeting will be in Northeastern Pennsylvania. We will be hosting the event and inviting ARC Federal Co-Chair Gayle Manchin to join us. We will see if her schedule allows her to attend.

State Legislative Visits

We have also commenced meetings with our state legislative delegation. We have several new members, so we are out telling the NEPA story throughout the region.

Nominating Committee

We have begun the process of asking those of you who wish to continue serving on the NEPA Board of Directors to advise us as such. Thank you all for responding and for your continued desire to serve NEPA Alliance!

Media Events

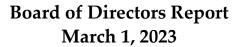
We are organizing a series of media events across the region showcasing our success stories. Many of these events across the 7 counties are in partnership with many of you on the Board of Directors. We are very appreciative of the partnerships!

Pocono Raceway Presentation

The Pocono Raceway leadership will present on the economic impact that their facility has on our region. This presentation will be at the Board Meeting.

Thank you all for your support!

Respectfully, Jeff





Procurement Technical Assistance Center

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260	
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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 (12-01-2022 to 01-31-2023)				
Award Type	Number of Awards	Number of Clients	Total Value	
Federal Prime	1,901	14	\$126,997,929	
State & Local Prime	1	1	\$287,415	

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 (12-01-2022 to 01-31-2023)				
Certification Type	Applications Submitted	Certifications Approved		
SD/VOSB	1	1		
WOSB	1	0		
HUBZone	1	0		



International Business Development Program

The International Business Development staff recorded twelve (12) Export Actions and generated twenty-five (25) International Projects to Pennsylvania's Authorized Trade Representatives from December 14, 2022, through February 16, 2023. Staff processed five (5) Global Access Program (GAP) applications and one (1) reimbursement packet 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.

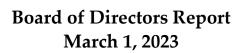
PA Office of International Business Development Performance Measurements FY 2022 -2023			
Performance Measurement	Goal	YTD Totals	
Active Clients	50	41	
Export Actions	105	121	
Exporting Companies	13	2	
Export Sales	\$22,609,296.90	\$6,141,752.00	
Projects	101	56	
ATR Attributed Sales	\$9,269,811.73	\$0	
New Clients	7	11	
Total (weighted and capped measure) Calculated 2/16/23		58.31%	

Business Finance Center

The Business Finance Center has been able to close 10 loans totaling \$3,537,000. Through these loan closings, the small businesses are expected to create 29 jobs and retain 7 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:

- Event Center
- Professional Office
- Convenience Store

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	17	\$ 22,220,000.00
Closed Since Last Meeting	5	\$ 2,459,000.00
Outstanding Loans	39	\$ 30,194,526.47
Total	56	\$ 54,873,526.47
	PIDA	
	Number	Balance
Approved Loans	6	\$ 4,011,000.00
Closed Since Last Meeting	2	\$ 628,000.00
Outstanding Loans	82	\$ 9,384,146.00
Total	92	\$ 14,023,146.00
I	nternal Funds	
	Number	Balance
Approved Loans	6	\$ 713,000.00
Closed Since Last Meeting	3	\$ 450,000.00
Outstanding Loans	135	\$ 6,323,561.31
Total	144	\$ 7,486,561.31

Other Items:

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

LDD CUSTOMER SATISFACTION SURVEY FORMS

Staff is currently in the process of gathering 3rd qtr. Survey forms.

As of February 15th, seven (7) out of forty-eight (48) 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 3rd quarter of 2022-2023 which represented an 15% response rate. Seven (7) 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 3rd 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	1	1	1
PTAC	5	5	5
International	1	1	1



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	Declined
City of Wilkes-Barre	Parking Garage	LU	\$3M	\$3M	In Progress
Lackawanna College	Center for Technology Innovation	LA	\$2M	\$9M	Waiting on final design

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.

2023 Current Projects



Organization	Project	CO	ARC Grant Request Amount	Funding Leveraged	Status
NEPA Alliance PREP		RE	\$400,000	\$400,000	Full application in progress
Johnson College	Flying High to New Careers in Aviation Technology	LA	\$126,186	\$126,186	In review at DCED
Lackawanna County	Montage Mountain Economic Development Plan	LA	\$100,000	\$100,000	In review at DCED
Maternal and Family Health Services Circle of Care Maternity Medical Home		LA	\$200,000	\$200,000	In review at DCED
Scranton Cultural Center at the Masonic Temple	Sound Enhancements for the Weinberg Theater	LA	\$125,000	\$125,000	In review at ARC
Wayne County Wayne County Food Locker Pilot Program		WA	\$239,223	\$239,223	Full application in progress
Downtown Shenandoah, Inc.	Shenandoah Innovation Center	SC	\$136,000	\$136,000	In review at DCED
Oregon Township	Beardsley Road Widening and Safety Improvements	WA	\$300,000	\$500,000	Full application in progress
Commonwealth Dental Commonwealth School of Dentistry Care Initiative Feasibility Study		LA	\$77,000	\$77,000	In review at DCED
Lackawanna County	Stauffer Road Paving Project Phase 3	LA	\$630,294	\$282, 574	In review at DCED
NEPA Alliance BFC	Community Advantage Loan Program	LA	\$200,000	\$200,000	Full application in progress

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, e-commerce 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 firms 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. A firm in Phase 6 is listed below.

Completed 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
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

Completed Phase 6 Clients (Businesses in All Seven Counties Are Eligible)

Business	Contact	Consultant Assigned	County
GR Translating Services	Geysa Rodriguez	Coal Creative	Luzerne

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 2 additional investors have joined the fund since December. Ongoing



conversations take place to recruit new investors as well as new business pitches.

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 2024 round in December 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 (Applio	cation March 13	3. 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 (Applic	cation August 13	3. 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

<u>NCAC Membership:</u> 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 30th, with already 30 participants registered.

NCAC is now providing custom subject area searches (beginning at \$250) to interested nonprofit organizations in the area. These in-depth searches provide local, state, and federal funding opportunities on the specific topic.

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 the coming months.. 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).

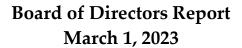
The Blue Ribbon Task Force will soon undergo a name change to the Tobyhanna Defense Technology Partnership. This name was agreed upon by the committee and will help aid the upcoming fundraising campaign in support of this initiative.

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 it was 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	Client Project Title Purpose		СО	Month - Year	Studies		
1	Wayne Economic Development Corporation	Wayne County Advanced Manufacturing Facility	LSA/RACP Funding Application	WA	November 2022	O/C		
2	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		
3	Northern Tier RP&DC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		August 2022			
4	North Central RP&DC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		August 2022			
5	Northwest RP&PC	Regional Export Network - Annually	Annual Report of Export Program to PA Office of Int'l Bus. Dev.		August 2022			
6	Northern Tier RP&DC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		July 2022			
7	North Central RP&DC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		July and September 2022			
8	Northwest RP&PC	Quarterly Report	Quarterly Report of Jobs Created and Retained for ARC Reporting		July and September 2022			

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

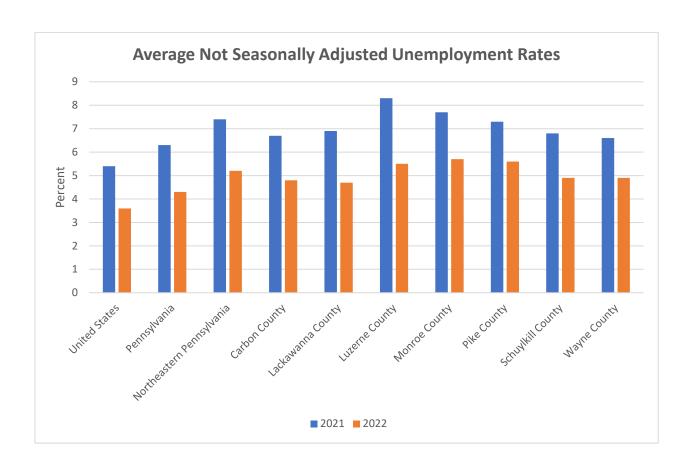
According to the first chart, the not seasonally adjusted unemployment rates, as provided by the PA WorkStats Program of the Center for Workforce Information & Analysis at the PA Department of Labor & Industry, indicate that the average regional unemployment rate was 7.4 percent from January 2021 to December 2021 and 5.2 percent from January 2022 to December 2022. The average national unemployment rate from January 2021 to December 2021 was 5.4 percent and it was 3.6 percent from January 2022 to December 2022. The average state unemployment rate from January 2021 to December 2021 was 6.3 percent and it was 4.3 percent from January 2022 to December 2022.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 2.2 percentage points in January, February and March 2021 before

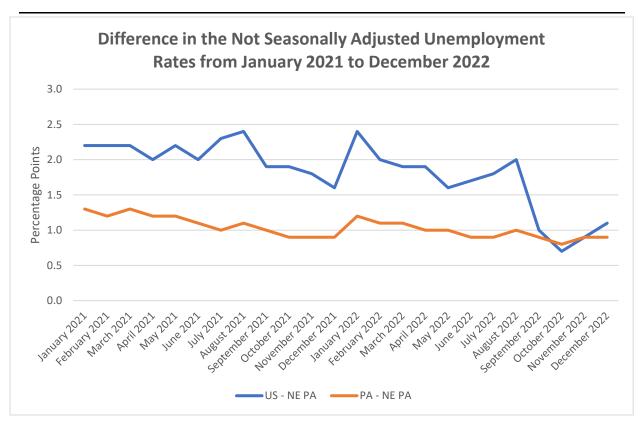


fluctuating to its maximum of 2.4 percentage points in August 2021 and January 2022. It then fluctuated to its minimum of 0.7 percentage points in October 2022 before increasing to 1.1 percentage points in December 2022. During the 24-month period, the average not seasonally adjusted unemployment rate was 4.5 percent in the nation and 6.3 percent in the region.

In January and March 2021, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was at its maximum of 1.3 percentage points before fluctuating to its minimum of 0.8 percentage points in October 2022. It then increased to 0.9 percentage points in November and December 2022. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 5.3 percent.









Social Media

January 1, 2023 - January 31, 2023

facebook

1,358K Followers

1,266K Reach/Views

Instagram

1,468 Followers

512 Reach/Views

Linked in

1,566 Followers

3,220K Impressions/ Views

twitter

1,798 Followers

2.5K Impressions/ Views



TRANSPORTATION PLANNING SERVICES DIVISION

2020 Census Urban Area Status

- As a result of the 2010 U.S. Census, the East Stroudsburg Urbanized Area (UZA) was designated. Under federal law, a metropolitan planning organization (MPO) must be established for the purpose of transportation planning in urbanized areas with a population over 50,000. In March 2013, the NEPA MPO was established as a result.
- In 2021, the U.S. Census Bureau proposed to drastically change the criteria determining how urban areas are defined. The NEPA MPO strongly opposed the changes, however, they were implemented with the 2020 Census results which dropped the East Stroudsburg Urban Area population to 47,891. Previously, in the 2010 Census, the East Stroudsburg Urbanized Area population was 54,067.
- With the urban area population falling under 50,000, there are significant impacts on transportation planning and funding for the NEPA MPO region, as well as other federal programs. Fortunately, the Federal Highway Administration (FHWA) will continue to recognize all the designated MPOs that slipped below the 50,000 population threshold in the 2020 Census. Federal P.L. funds will also remain intact, which we depend upon for our program operations and MPO administration.
- Statutory apportionments to "urban" areas over 50,000 in population are another matter and we do not expect any of the previous USDOT or new IIJA MPO "urban" funds to continue. However, most of these programs are set up in Pennsylvania to have a "rural" funding portion set-aside that we'll receive or be able to apply to. In addition, the Federal Transit Administration (FTA) has stated that they will not provide urban funds to transit agencies in urban areas whose populations slipped under 50,000 population. This affects Monroe County Transit Authority (MCTA); however, they believe that their allocation of rural funds will keep them running without any adverse operational or service impacts.

Transportation Improvement Program (TIP) Development

- The NEPA MPO 2023 Transportation Improvement Program 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 is underway. The Financial Guidance Work Group has convened to determine the funding available for the next TIP update. The General and Procedural Work Group is also engaged in determining the process for the TIP development. 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 last 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 and a work order has been executed. A meeting of the LRTP Steering Committee was held on January 17th. The Steering Committee reviewed the timeline for the development of the plan and the steps in the plan development. Stakeholder interviews are underway and additional outreach will occur this spring.

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 developed a framework, 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. A meeting with the Freight Plan Steering Committee is scheduled for March 2nd.

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.
- US DOT is currently accepting applications for the Rebuilding American Infrastructure with Sustainability and Equity (RAISE) discretionary grant program. Applications are due by February 28, 2023. The RAISE Program provides investments in surface transportation that will have a significant local or regional impact and projects that improve equity and environmental justice by addressing transportation-related disparities and climate change related consequences. Selected projects will improve safety, environmental sustainability, quality of life, mobility and community connectivity, economic competitiveness and opportunity, state of good repair, partnership and collaboration, and innovation.

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. The program was slated to begin
receiving applications in late February, however, PennDOT postponed the funding round until
FHWA issues final guidance on the NEVI implementation.

Intercity Passenger Rail Service

• The Pennsylvania Northeast Regional Railroad Authority (PNRRA) in cooperation with PennDOT is preparing a funding proposal to the Federal Railroad Authority (FRA) for an extension of passenger rail service from Scranton to New York City within the Northeast Corridor. Said funding is available through Amtrak under the IIJA Transportation Reauthorization Bill. Applications for Northeast Corridor passenger rail service are due March 27, 2023. NEPA staff will continue to monitor and provide support for the reestablishment of this important mode of transportation in the region.

PennDOT Connects Municipal Outreach Sessions

 PennDOT is continuing to provide outreach to municipalities to address local impacts of transportation projects through PennDOT Connects. Similar to the outreach conducted last spring, PennDOT will hold municipal outreach sessions in each PennDOT District. They will be conducted in-person at the district offices and virtually.

District 4-0 PennDOT Connects Session

Tuesday, March 28, 2023 9:00am to 11:00am PennDOT District 4-0 55 Keystone Industrial Park Dunmore, PA 18512

District 5-0 PennDOT Connects Session

Tuesday, May 16, 2023 1:00pm to 3:00pm PennDOT District 5-0 1002 Hamilton St. Allentown, PA 18101

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- January 12th, February 9th
- Pike County Road Task Force Meetings- January 19th, February 16th
- Lackawanna-Luzerne MPO Meeting- January 25th
- PennDOT Planning Partners Call- January 18th

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.

NEPA's Staff Directory

Executive Leadership

Jeffrey Box

President & CEO 570-891-4647 • jbox@nepa-alliance.org

Business Development Services

Stephen Ursich

Vice President 570-891-4649 • sursich@nepa-alliance.org

David Nat

Business Finance Manager 570-891-4651 • dnat@nepa-alliance.org

Donovan Klem

Business Finance Manager 570-891-4668 • dklem@nepa-alliance.org

Kenneth Doolittle

Business Finance Manager 570-891-4654 • kdoolittle@nepa-alliance.org

James Urso

Business Finance Specialist 570-299-2627 • jurso@nepa-alliance.org

Frank Migneco

Senior Government Procurement Manager 570-891-4655 • fmigneco@nepa-alliance.org

Paula Terpak

Business Development & Government Procurement Specialist 570-891-4648 • pterpak@nepa-alliance.org

Kara Smith

Government Procurement Specialist 570-891-4672 • ksmith@nepa-alliance.org

Tyler Day

Government Procurement Specialist 570-891-4656 • tday@nepa-alliance.org

Deborah Langan

Senior International Business Manager 570-891-4645 • dlangan@nepa-alliance.org

Cassandra Kizis

Community & Economic Dev. Services Specialist 570-299-2628 • ckizis@nepa-alliance.org

Communications & Operations

Donna Hritz

Vice President 570-891-4666 • dhritz@nepa-alliance.org

Michael Skowronski

Information Technology Manager 570-891-4650 • mskowronski@nepa-alliance.org

Administrative Services

Wendi Holena

Vice President/CFO 570-891-4663 • wholena@nepa-alliance.org

Judy Doblix

Senior Accounting Manager 570-891-4661 • jdoblix@nepa-alliance.org

Jeffrey Loftus

Accountant 570-891-4659 • iloftus@nepa-alliance.org

Community & Economic Development Services

Kurt Bauman

Vice President 570-891-4665 • kbauman@nepa-alliance.org

Steven Zaricki

Research and Information Manager 570-891-4671 • szaricki@nepa-alliance.org

Elizabeth Ardizoni

Community Services Manager 570-891-4477 • eardizoni@nepa-alliance.org

Shanice Edwards

Community & Economic Dev. Services Specialist 570-891-4662 • sedwards@nepa-alliance.org

Transportation Planning Services

Alan Baranski

Vice President 570-891-4657 • abaranski@nepa-alliance.org

Kate McMahon

Transportation Services Manager 570-891-4670 • kmcmahon@nepa-alliance.org

Daniel Yelito

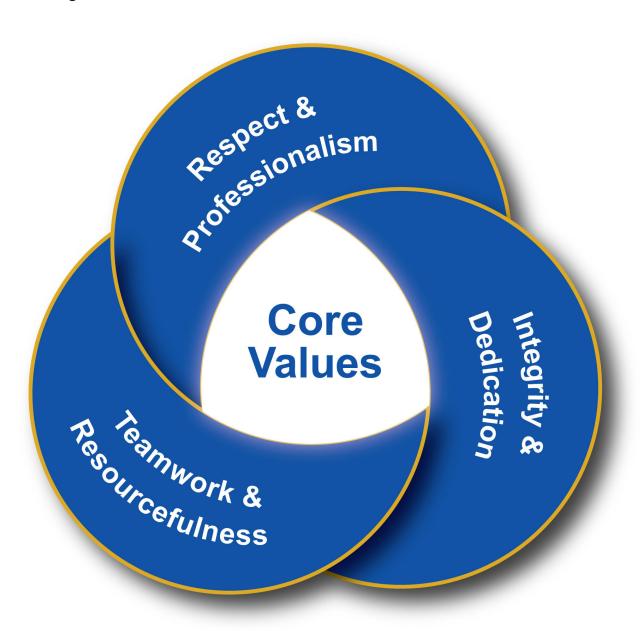
Transportation Services Manager 570-891-4652 • dyelito@nepa-alliance.org

Annette Ginocchetti

Transportation GIS Manager 570-891-4664 • aginocchetti@nepa-alliance.org

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.





1151 Oak Street • Pittston, Pennsylvania • 18640-3726
Phone: 570-655-5581 • 866-758-1929 • Fax: 570-654-5137 • Email: info@nepa-alliance.org
www.nepa-alliance.org