

NEPA's Board of Directors 2020-2021

HEIAS Board of Birchols 2020-2021		
CARBON COUNTY Kathy Henderson Marlyn Kissner Wayne Nothstein (County Commissioner) Harold Pudliner Joseph Sebelin (Executive Committee-Board Chairperson)	610-379-5000 570-421-4433 570-325-3611 570 427-8640 570-657-8205	khenderson@carboncountychamber.org marlyn@lehighvalleychamber.org waynenothstein@carboncounty.net weatherlyboro@gmail.com jsebelin@ptd.net
LACKAWANNA COUNTY Ida Castro Philip Condron (Executive Committee-Past Board Chairperson) Tom Donohue John McNulty Jerry Notarianni (County Commissioner) (Brenda Sacco - Alternate) Alex Stark (Executive Committee-Assistant Secretary)	570-504-9647 570-344-6888 570-347-2056 570-963-4605 570-963-6800 570-963-6830 570-558-5112	icastro@som.geisinger.edu phil.condron@condronandcompany.com tdonohue@lamar.com jomcnulty@pa.gov notariannij@lackawannacounty.org saccob@lackawannacounty.org astark@kaneisable.com
LUZERNE COUNTY Stephen Barrouk (Executive Committee-2nd Vice-Board Chairperson) Mary Malone Tim McGinley (County Council) Michelle Mikitish Theodore Wampole Vacant	570-814-9114 570-455-1509 570-825-1500 570-655-1424 888-905-2872	stevebarrouk@gmail.com mmalone@hazletonchamber.org tim.mcginley@luzernecounty.org mmikitish@pittstonchamber.org theodore.wampole@luzernecounty.org
MONROE COUNTY Christopher Barrett Charles Leonard John Christy (County Commissioner) Mary Frances Postupack (Executive Committee-Assistant Treasurer) Marynell Strunk	570-421-5791 570-839-1992 570-517-3102 570-422-7920 570-476-3629	cbarrett@poconos.org cleonard@pmedc.com jchristy@monroecountypa.gov mpostupack@esu.edu marynell.strunk@lvhn.org
PIKE COUNTY Cynthia DeFebo William Kerstetter (Executive Committee-Secretary) 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 Micah Gursky George Halcovage (County Commissioner) (Executive Committee-Treasurer) Michael McCord Bud Quandel	570-622-1942 570-645-8118 570-628-1202 570-490-8369 570-544-4775	rcarl@schuylkillchamber.com micah.gursky@sluhn.org ghalcovage@co.schuylkill.pa.us adz095@ptd.net bquandel@quandel.com
WAYNE COUNTY Joseph Adams (County Commissioner) David Hoff Craig Rickard Mary Beth Wood Vacant	570-253-5970 570-253-8274 570-253-5970 570-253-2537	jwadams@waynecountypa.gov hoff@wmh.org crickard@waynecountypa.gov mbw@wedcorp.org
AT-LARGE Carl Beardsley Anthony Carlucci Matthew Connell Ricky Durst Vincent Galko Larry Malski Alana Roberts Vacant	570-602-2000 570-831-2149 570-369-1938 570-646-2300 570-751-3798 570-963-6676 570-348-1622	cbeardsley@flyavp.com acarlucci@mohegansunpocono.com mconnell@northampton.edu rdurst@poconoraceway.com vgalko@mercuryllc.com lmalski@pnrra.org aroberts@pplweb.com
EX-OFFICIO Michelle Bisbing (PNE Board Chair) (John Augustine - Alternate) Jeffrey Box Maria Montoro Edwards (NCAC Board Chair)	570-839-1992 570-883-0504 570-655-5581 570-826-1777	mbisbing@pmedc.com jaugustine@pennsnortheast.com jbox@nepa-alliance.org mmedwards@mfhs.org
EMERITUS David Donlin Ernest Preate	570-624-1796 570-558-5970	dadmatd515p@comcast.net epreate@comcast.net

BOARD OF DIRECTORS REPORT MARCH 3, 2021



AGENDA

* Treasurer's Report - <i>Wendi Holena, VP & CFO</i> * Resolution 2021-1 - Adopting the Comprehensive Economic Development Strat (CEDS) Annual Performance Report for the Years 2019-2020 - <i>Jeff & Kurt</i> * Resolution 2021-2 - NEPA's Hotel Fauchere RACP Application - <i>Kurt</i>	Hand (
* Resolution 2021-1 - Adopting the Comprehensive Economic Development Strat (CEDS) Annual Performance Report for the Years 2019-2020 - <i>Jeff & Kurt</i> * Resolution 2021-2 - NEPA's Hotel Fauchere RACP Application - <i>Kurt</i>	
(CEDS) Annual Performance Report for the Years 2019-2020 - <i>Jeff & Kurt</i> * Resolution 2021-2 – NEPA's Hotel Fauchere RACP Application - <i>Kurt</i>	egv
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AND	
* Resolution 2021-3 – NEPA's Little Leaf Farms RACP Application - <i>Kurt</i>	
* Resolution 2021-4 – NEPA's Downtown Shenandoah Inc. RACP Application -	Kurt
* Appoint Chuck Leonard to the MPO Technical Planning Committee as the NEP Board designee representing Monroe County – <i>Jeff & Alan</i>	A
* Appoint Alana Roberts and Marynell Strunk as NEPA Board representatives to NCAC Board of Directors - <i>Jeff & Kurt</i>	the
* Affiliate/Committee/Division Reports - Business Development Services - Steve Ursich - Communications & Membership - Alex Stark/Donna Hritz - Community & Economic Development Services - Kurt Bauman - Transportation Services - Alan Baranski	12-



Wednesday, January 6, 2021

Conference Call/Zoom Meeting

OFFICERS

Joseph Sebelin, Board Chairperson
Mark Graziadio, 1st Vice-Board Chairperson
Stephen Barrouk, 2nd Vice-Board Chairperson
Mary Frances Postupack, Assistant Treasurer
Alex Stark, Assistant Secretary
Philip Condron, Past Board Chairperson

CARBON

Kathy Henderson Marlyn Kissner Comm. Wayne Nothstein LACKAWANNA

Ida Castro Jack McNulty Brenda Sacco **LUZERNE**

County Chair Tim McGinley Michelle Mikitish Theodore Wampole

MONROE

Chris Barrett Charles Leonard Marynell Strunk <u>PIKE</u>

Cynthia DeFebo Juliette McKerrell Pete Wulfhorst **SCHUYLKILL**

Robert Carl Micah Gursky

WAYNE

David Hoff Mary Beth Wood **AT-LARGE**

Carl Beardsley Anthony Carlucci Matt Connell Ricky Durst Vincent Galko Alana Roberts **EX-OFFICIO**

John Augustine Maria Montero Edwards

Jeffrey Box

STAFF

Alan Baranski Kurt Bauman Wendi Holena Donna Hritz Michael Skowronski

Steve Ursich

GUESTS

Cassandra Coleman Steve D'Ettorre Neil Fowler Tim Watcher Bri Farrand



Wednesday, January 6, 2021 Conference Call/Zoom Meeting

The NEPA Alliance held a Board of Directors Meeting on Wednesday, January 6, 2021, via Conference Call/Zoom Meeting. Board Chairperson Joe Sebelin called the meeting to order at 1:00pm.

Board Chairperson Joe Sebelin welcome everyone and noted that today's meeting is being recorded.

Board Chairperson Joe Sebelin asked the Board of Directors to join him in reciting the Pledge of Allegiance.

Board Chairperson Joe Sebelin welcomed and introduced Steve D'Ettorre, Deputy Secretary for Technology and Innovation at PA DCED and Neil Fowler, Executive Director, PA DCED Office of Technology & Innovation Ctr. for Strategic Partnerships who will be presenting later in today's meeting.

Board Chairperson Joe Sebelin asked Board members to introduced themselves when making a motion and/or a second.

ACTION ITEMS

<u>Minutes</u> - A motion was made by Mark Graziadio and seconded by Chris Barrett to accept the minutes from the Board of Directors Meeting of November 4, 2020. **Motion carried**

<u>Treasurers Report</u> – Wendi noted that on the Statement of Activities as of November 30, 2020, NEPA has total revenues and total expenses are approximately \$1.4 million. She further noted that there is a small increase in net assets of \$1,343. Wendi reported that NEPA received good news from Department of Community & Economic Development (DCED) last month regarding the PREP contract being restored to level funding. She further reported that the Fiscal Year 2020 Audit is being finalized and will be presented to the Budget & Finance Committee and Board of Directors at the March meeting. Wendi stated that on the Statement of Financial Position, NEPA has a healthy Cash Balance of approximately \$900,000 and accounts receivable are also approximately \$900,000.

A motion was made by Chuck Leonard and seconded by Matt Connell to accept the Treasurer Report as presented. **Motion carried**

Approval of an MOU between BRTF, NEPA & NCAC - Jeff reported that the MOU is between the Blue Ribbon Task Force (BRTF), NEPA Alliance and the Nonprofit Community Assistance Center (NCAC), which is an informal agreement between the three entities regarding receipt of fundraising dollars that NEPA will be using in the future to support the Tobyhanna Army Depot. He noted that the initiative started many months ago when NEPA secured grant funds from the PA Military Community Enhancement Commission (PMCEC) to startup a fundraising campaign to support activities regarding the Depot. Jeff noted that for many years NEPA has managed approximately \$150,000 - \$155,000 of funds from previous fundraising efforts that is in the bank under the American Federation of Government Employees Union at the Depot. He stated that the new fundraising endevour, which NEPA will be undertaking is being spearheaded by consultants Edwards and Strunk. Jeff noted that they will be managing the fundraising campaign. Jeff further noted that NEPA plans to establish a second funding account to support the Depot. He noted that NEPA believes this is a better option for those dollars if they are coming in as fundraising because under NCAC because as a (501C3) charitable organization donors



Wednesday, January 6, 2021 Conference Call/Zoom Meeting

can receive a tax deduction. Jeff noted that NEPA is waiting for feedback from the Depot's legal staff. He stated that NEPA's auditors have approved the proposed MOU.

A motion was made by Phil Condron and seconded by Mark Graziadio to approved the proposed MOU between BRTF, NEPA and NCAC as presented contingent upon review by the Depot's legal staff. **Motion carried**.

Committee/Affiliate Reports

Appalachian Regional Commission (ARC) Project Update – Kurt reported that each year NEPA submits pre-applications to DCED and in the fall DCED invites full applications to be submitted in January. He noted that this year's list is NEPA's longest list in the past ten years that have been approved for full applications. Kurt stated that he and Athena are working with clients to develop full applications for eight projects and there are a few additional projects that might also filter in. He noted that there is good representation throughout the region. Kurt further noted that he is hopeful some of these projects will be awarded some time in March. He stated that on April 1st NEPA will open a new round of solications for ARC projects. Kurt noted that he is hopefull another round of ARC POWER will open again in the Spring.

Business Development Services - Steve Ursich stated that the Business Development Services staff has had an outstanding year in review considering the pandemic and staff changes. He noted that Frank Migneco took over as Senior Government Procurement Manager, Paula Terpak took on additional workload and responsibilities and PTAC added two new employees Kara Smith and Tyler Day. Steve noted Debbie Langan, Senior International Business Development Manager returned from maternity leave. He reported that the Business Finance team Dave Nat, Ken Doolittle and Donovan Klem saw an 40% increase in loan volume.

Communications & Membership – Alex reported as of December 31, 2020, NEPA had 406 members for a total of \$273,855 (6 members and \$3,929 less than the previous year). He noted that the previous year's campaign ended with 412 members for a total of \$277,784. Alex noted that NEPA's goal for 2021 is 450 members.

Donna reported that as NEPA continues to work remotely staff has been very busy on social media. She noted that Face Book for the month of December NEPA had 1,057 followers with 874 page likes, which is down due to holidays. Donna further noted that NEPA had 918 posts and 1217 followers on Instagram and on Twitter NEPA had 1,583 followers. She reported that since May, 2014 NEPA tweeted 5,751 times. Donna stated that since the November 4th meeting there were 1,558 people that visited NEPA's website, of which 87.6% were new visitors and 12.4% were returning visitors.

Community & Economic Development Services - Kurt thanked Brenda Sacco and the Lackawanna County Commissioners for allowing NEPA to assist twenty-five businesses in Lackawanna County with the Get Connected Program. He noted that NEPA spoke with approximately seventy-five to hundred potential clients and enrolled twenty-five businesses in Lackawanna County to receive free Ecommerce platforms to be able to sell their products and services online. He noted that the project was funded through Lackwanna County by the CARES Act. Kurt reported that NEPA's second application for an allocation regarding the New Markets Tax Credit program was submitted on November 16th. He noted that the total request is for \$52million from the U.S. Department of Treasury. Kurt thanked DCED and ARC for their



Wednesday, January 6, 2021 Conference Call/Zoom Meeting

support in funding the application and especially Neil Fowler for his assistance in both allocation requests. He reported that he and Steve Ursich have been busy meeting with potential clients investing in the Angel Fund. Kurt noted that NEPA will be soliciting the Board for their assistance in identifying potential investors. He further noted that because of the work on the NMTC initiative NEPA was successful working with RCAP grants. Kurt stated numerous clients working on NMTC also wanted to apply for RCAP grants.

Transportation Services – Alan reported that PennDOT is currently facing an imminent project funding shortfall. He stated that the reductions in road traffic due to the COVID-19 pandemic will cost the department \$500 million to \$600 million in lost fuel tax revenue this year. Alan stated that Governor Wolf has agreed to shift money to continue funding projects in the short-term until a long-term solution can be agreed to in the new year. He reported that PennDOT is currently requesting feedback on its Pathways Program, an extensive initiative to examine possible near and long-term funding solutions and how they could potentially work in Pennsylvania. Alan stated that PennDOT is accepting feedback on transportation funding options through December 17th. He noted that staff continues to meet it's benchmarks with other programs within the Transportation Division. Alan stated that staff will be launching new program activities in the next quarter.

<u>Presentation</u> — Steve D'Ettorre, Deputy Secretary for Technology and Innovation at PA DCED thanked everyone for the warm welcome. He noted that today is their first opportunity to put faces with names and have an open dialogue with the NEPA Board and DCED. He stated that it's productive to have the opportunity to share any thoughts. Steve thanked Jeff and the NEPA staff and the other LDD Directors for doing a great job and not missing a beat during the pandemic. Steve noted that the Commonwealth was fortunate to have level funding the Fiscal Year 2019-2020. He thanked Jeff and the other LDD Directors for their patience and cooperation level with DCED during the uncertainties regarding the budget prior to it being passed. He stated that DCED is hoping for level funding in the upcoming budget. Steve noted that it is his understanding that there won't be any budget increase requests from DCED that he is aware of.

Neil Fowler, Executive Director, PA DCED Office of Technology & Innovation Center for Strategic Partnerships noted that his office overseas some of the programs that have already been reported on. He stated that the PREP program funds not only NEPA, but also the Economic Development Corporations and the Small Business Development Centers. Neil reported it is important for many of the partners that level funding was secured. He noted that he wants to acknowledge the advocacy of many of the partner groups help to get there. Neil also noted that the ENGAGE! Program funding through DCED, which is a proactive business calling program and showed it's importance over the past year. He noted that DCED shared the information with the Department of Labor and the Governor's Office. Neil noted that Kurt does a great job getting a lot of potential projects to them for the ARC program. Neil further noted that DCED will continue to work from home through June, 2021. Steve D'Ettorre reported that Dennis Davin, Secretary DCED will be joining the LDD Directors monthly call next week. Jeff thanked Steve D'Ettorre and Neil Fowler for their professionalism within DCED.

<u>Presentation</u> — Cassandra Coleman, Executive Director, America250Pa provided a power point regarding the Act28-2018, the Commission, Advisory & County Members, Commonwealth Partners, Co-Chairs, the Launch, #PaProud Pennsylvania and #ServiceMembershipSpotlight, Memorial Flag Donations, Bells Across PA, How to get Involved, Non-profit Affiliates, American250PA Semiquincentennial Founders, American250PA Supporters and #BecomeAPartofHistory. Cassandra noted that the video is available on America250Pa website. A copy of Cassandra's power point is available upon request.



Wednesday, January 6, 2021 Conference Call/Zoom Meeting

<u>President & CEO Report</u> – Jeff thanked all the presenters for their presentations. He noted that all things are well in hand at NEPA. He noted that staff is meeting all of their program objectives and funder requirements while continuing to work remotely. Jeff stated that if anyone has any questions to please feel free to reach out to him.

Board Chairperson Joe Sebelin thanked Jeff, Michael and Donna for their continued assistance.

There being no further business Board Chairman Joe Sebelin adjourned the meeting at 2:08pm.

Respectfully submitted: Donna Hritz Communications & Operations Manager January 21, 2021

Statement of Activities

January 31, 2021

	Januar	y 31, 2021		
	Prior YTD	Current YTD	Budget	Percentage of Budget
Revenues:				
Grants/Projects	\$ 1,632,914	\$ 1,745,123	\$ 3,177,212	55%
Membership Fees	132,412	131,250	225,000	58%
Rental Income	16,409	16,871	28,921	58%
RLF Admin. Fees	24,950	4,405	15,000	29%
Match from Other Sources	62,398	1,893	6,000	32%
Other Receipts	10,237	7,126	14,300	50%
Contributed Services	19,805	7,056	29,000	24%
Total Revenues	1,899,125	1,913,724	3,495,433	55%
Expenses:				
Personnel	921,322	960,517	1,690,639	57%
Benefits	359,381	397,399	710,068	56%
Contractual	296,667	332,312	447,071	74%
Professional Fees	15,103	27,502	29,000	95%
Travel and Per Diem	23,889	546	32,681	2%
Meetings and Seminars	53,413	4,275	51,145	8%
Postage	4,203	965	4,950	19%
Supplies	27,236	14,715	81,537	18%
Publications and Memberships	21,196	25,205	57,586	44%
Printing	3,686	2,463	4,300	57%
Advertising	4,840	5,407	17,000	32%
Occupancy	26,720	20,219	67,200	30%
Equipment Rental & Maintenance	8,622	3,499	14,464	24%
Depreciation	41,143	38,405	66,903	57%
Telephone/Internet	12,025	12,719	23,420	54%
Insurance	5,884	6,305	32,236	20%
Interest	26,010	25,111	41,027	61%
Other Costs	26,279	28,111	92,172	30%
Contributed Services	19,805	7,056	29,000	24%
Total Expenses	1,897,424	1,912,731	3,492,399	55%
Increase (Decrease) in Net Assets	\$ 1,701	\$ 993	\$ 3,034	

Net Assets	
Beginning Balance Increase (Decrease)	\$ 1,389,535 993
Current Balance	\$ 1,390,528

Statement of Financial Position

January 31, 2021

Assets	Prior Year	Current Year	Liabilities	Prior Year	Current Year
Unrestricted Cash Invested	\$ 387,815	\$ 959,689	Accounts Payable	\$ 158,776	58,385
Restricted Funds Invested	46,893	100,472	Deferred Project Funds	46,893	100,472
Membership Fees Receivable	26,650	43,200	Employee Benefits Payable	137,940	161,999
Advances/Deposits/Prepaids	40,138	34,626	Payroll Withholdings	4,175	4,069
Accounts Receivable-Projects	1,097,090	533,018	Deferred Membership Fees	114,597	83,405
Loan Receivable - NEPABFC	81,321	-	Capital Lease Payable	603,965	582,340
Depreciable Assets (Net)	776,711	710,193	Total Liabilities	1,066,346	990,670
			Net Assets *	1,390,272	1,390,528
Total Assets	\$ 2,456,618	\$ 2,381,198	Total Liabilities & Net Assets	\$ 2,456,618	\$ 2,381,198

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



Resolution to Adopt the 2019 - 2020 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.

NOW, THEREFORE, BE IT RESOLVED, that

- 1. The CEDS Annual Performance Report for the period July 1, 2019 June 30, 2020 is hereby adopted.
- 2. 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.

This resolution is hereby adopted by the Northeastern Pennsylvania Alliance Board of Directors on the 3rd Day of March 2021.

ATTEST:	
Jeffrey K. Box, President & CEO	Joseph J. Sebelin, Board Chairperson



Resolution to Approve Submitting a Redevelopment Assistance Capital Program Grant Application to the Commonwealth of Pennsylvania Office of the Budget and for NEPA to serve as a fiscal sponsor on behalf of Hotel Fauchere

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, the Commonwealth of Pennsylvania Office of the Budget recently opened a funding round for this program; 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 \$500,000 to NEPA for the Hotel Fauchere Expansion project in Pike County; and

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

WHEREAS, the Pennsylvania Local Development Districts 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 Hotel Fauchere for a project in the amount of \$500,000. 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.

This Resolution is hereby approved by the Executive Committee of the Northeastern Pennsylvania Alliance on the 3rd Day of March 2021.

ATTEST:	
Jeffrey K. Box, President & CEO	Joseph Sebelin, Chairperson, Board of Directors



Resolution to Approve Submitting a Redevelopment Assistance Capital Program Grant Application to the Commonwealth of Pennsylvania Office of the Budget and for NEPA to serve as a fiscal sponsor on behalf of Little Leaf Farms

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, the Commonwealth of Pennsylvania Office of the Budget recently opened a funding round for this program; 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 \$2,000,000 to NEPA for the Little Leaf Farms McAdoo Industrial Park project in Carbon County; and

WHEREAS, NEPA has agreed to serve as a fiscal sponsor for Little Leaf Farms; and

WHEREAS, the Pennsylvania Local Development Districts 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 Little Leaf Farms for a project in the amount of \$\$2,000,000. 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.

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	n is hereby appro of March 2021.	oved by the Exec	eutive Comr	mittee of the Nor	theastern Penns	sylvania Allia
ATTEST:						
Jeffrey K. Box	, President & CI	EO	Joseph	h Sebelin, Chair	person, Board o	of Directors
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Resolution to Approve Submitting a Redevelopment Assistance Capital Program Grant Application to the Commonwealth of Pennsylvania Office of the Budget and for NEPA to serve as a fiscal sponsor on behalf of Downtown Shenandoah Inc.

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, the Commonwealth of Pennsylvania Office of the Budget recently opened a funding round for this program; 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 \$1,500,000 to NEPA for the Downtown Shenandoah project in Schuylkill County; and

WHEREAS, NEPA has agreed to serve as a fiscal sponsor for Downtown Shenandoah Inc.; and

WHEREAS, the Pennsylvania Local Development Districts 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 Downtown Shenandoah Inc. for a project in the amount of \$1,500,000. 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.

This Resolution is hereby approved by the Executive Committee of the Northeastern Pennsylvania Alliance on the 3rd Day of March 2021.

ATTEST:	
Jeffrey K. Box, President & CEO	Joseph Sebelin, Chairperson, Board of Directors



Dear Board Members,

I hope everyone is doing well and staying safe during the pandemic. As we approach the first anniversary of the COVID-19 crisis, I assure you that the NEPA staff is working hard administering our programs and some new initiatives to assist our business community through the pandemic.

Appalachian Regional Commission

The ARC will get a new leader at some point in the coming months with the change in administrations. The ARC Federal Co-Chair is a presidential appointee confirmed by the U.S. Senate. There are always changes in ARC priorities when a new Co-Chair is appointed.

We are fortunate that through the efforts of Congressman Cartwright and the Pennsylvania Congressional Delegation, Pennsylvania will receive an additional \$1.5 million in ARC funding this year for projects in the Commonwealth.

CHIRP Program

The Commonwealth has authorized approximately \$150 million in funding for grants for the hospitality industry. These are grant dollars allocated to each county. The counties must then utilize a CDFI or CEDO for administration of the funds to eligible businesses. We will have more details at the Board Meeting and NEPA will be assisting Pike and Schuylkill counties with this program.

MPO Urbanized Area

The federal Office of Management and Budget is proposing new guidelines that would increase the population threshold of an Metropolitan Planning Organization (MPO) from 50,000 to 100,000. We are unsure what, if any the impacts on our four (4) county MPO (Carbon, Monroe, Pike and Schuylkill) might be. We are working toward a conference call with the other eight (8) affected MPO's in Pennsylvania and PennDOT.

Nominating Committee

The Nominating Committee has begun work on the Board Officer and Member recommendations for the upcoming fiscal year on July 1st. Thank you to all of you who wish to continue to serve!

There are numerous other program activities that we will discuss at the upcoming virtual Board Meeting.

Thank you all for serving on the NEPA Alliance Board!

Respectfully, Jeff



Procurement Technical Assistance Center

Counseling Activity (12-01-2020 to 01-31-20	021)
New Active Clients for the Period	25
Active Clients for the Period	204
Initial Introductory Counseling Sessions for the Period	14
Follow-up Counseling Sessions for the Period	702

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.

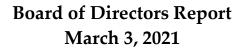
Contract Awards Activity (12-01-2020 to 01-31-2021)					
Award Type	Number of Awards	Number of Clients	Total Value		
Federal Prime	82	8	\$6,667,335		
State & Local Prime	0	0	\$0		
Sub-Contractor	0	0	\$0		

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.

International Business Development Program

The International Business Development staff recorded twenty-six (26) Export Actions and generated fourteen (14) International Projects to Pennsylvania's Authorized Trade Representatives from January 1, 2021 through February 18, 2021. Staff also processed two (2) Global Access Program (GAP) applications and one (1) GAP reimbursement during this time frame. 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.

The International Business Development Program partnered with The Greater Scranton Chamber of Commerce and Pennsylvania OIBD to host a webinar on the GAP on January 22, 2021. Fourteen (14) individuals registered for the webinar. Staff also held a webinar on Certificates of Origin webinar on January 27, 2021. Forty-three (43) individuals participated in this webinar.





Performance Measurement	Goal	YTD Totals
Active Clients	50	41
Export Actions	105	66
Exporting Companies	13	3
Export Sales	\$22,609,296.90	\$2,940242.25
Projects	101	33
ATR Attributed Sales	\$9,269,811.73	\$24,09.09
New Clients	7	8
otal (weighted and capped measure)		34.61%

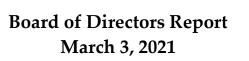
Business Finance Center

The Business Finance Center has been able to close twenty-one (24) loans totaling \$4,525,750. Through these loan closings, the small businesses are expected to create 43 jobs and retain 95 jobs within the 7 county region that NEPA Alliance serves. Loans closed since that last meeting include the following business sectors:

- Breweries
- Hotels
- Medical Offices
- Veterinary Offices

NEPA BFC continues to work with their internal loan clients on current deferments for borrowers as the COVID-19 pandemic. For the SBA 504 loan portfolio, there continues to be ongoing servicing actions to restructure debts on the hardest hit industries within the portfolio. Continued aid and relief efforts are being routinely announced at the state and federal level to allow NEPA BFC to assist existing clients and new clients looking for assistance.

SBA 504					
	Number	Balance			
Approved Loans	8	\$ 2,947,250.00			
Closed Since Last Meeting	5	\$ 3,680,750.00			
Outstanding Loans	18	\$ 17,101,028.44			
Total	31	\$ 23,729,028.44			
	PIDA				
	Number	Balance			
Approved Loans	2	\$ 1,825,000.00			
Closed Since Last Meeting	0	\$ 0.00			





Outstanding Loans	91	\$ 9,233,545.00					
Total	1825000	\$ 11,058,545.00					
Internal Funds							
	Number Balance						
Approved Loans	3	\$ 325,000.00					
Closed Since Last Meeting	0	\$ 0.00					
Outstanding Loans	87	\$ 5,085,942.00					
Total	90	\$ 5,410,942.00					
EDA COVID-19 Working Capital Relief Loan Program							
	Number	Balance					
Loans Closed	19	\$ 845,00.00					

LDD CUSTOMER SATISFACTION SURVEY FORMS

Twenty-two (22) out of thirty (30) 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 1st quarter of 2020-2021 which represented an 73% response rate. Twenty-two (22) 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 1st quarter of 2020-2021.

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	7	7	7
Procurement	12	12	12
International	4	4	4



COMMUNITY & ECONOMIC DEVELOPMENT SERVICES DIVISION

EDA

NEPA has assisted SEDCO with EDA grant full application for a \$35,000 technical assistance for the water line expansion feasibility study for the Hegins exit off I-81. NEPA is also assisting, Downtown Shenandoah Inc., the City of Hazleton, Wyoming Valley Chamber of Commerce, and Pike County with EDA requests. Pike County is awaiting design approval prior to applying for constructive funds for the Blooming Grove Sewer Expansion project.

NEPA has been approved to receive its annual \$70,000 planning grant from EDA. The "2019 - 2020 Comprehensive Economic Development Strategy Annual Performance Report for Northeastern Pennsylvania" will be submitted later this month.

FEDERAL GRANT ASSISTANCE

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. The following projects have been invited to submit full applications:

Organization	Project	CO	ARC Grant Request Amount	Funding Leveraged
City of Scranton	OECD Strategic Plan	LA	\$25,000	\$25,000
Orwigsburg Borough	Orwigsburg Industrial Park – (Industrial Drive and Long Avenue)	SC	\$891,441,22	\$167,240
	, , , , , , , , , , , , , , , , , , ,	1		
Johnson College East Stroudsburg	Mobile Training Laboratory Entrepreneurial Launchpad: Developing a Regional Ecosystem of Student	LA	\$75.000	\$75.000
University	Entrepreneurs	MO	\$70.000	\$70,000
Northampton Community College	Expanding the Regional Sustainable Energy Workforce	МО	\$87.700	\$87,700
tecBRIDGE	Launch NEPA	RE	\$300,000	\$300.000
Schuylkill County	Feasibility Study for Schuylkill County Water Service Extension	SC	\$35,000	\$100,000
City of	Torch Property Revitalization	50	Ψ33,000	\$100,000
Carbondale	Project Study	LA	\$25,000	\$25,000
Earth	Solar Feasibility Study for		#21 000	021.000
Conservancy	Earth Conservancy Lands	LU	\$21,000	\$21,000

ENGAGE!

On behalf of the Northeast Pennsylvania Partnerships for Regional Economic Performance (PREP) partners, NEPA applied to launch the *Engage!* initiative within its seven-county region. *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 in a community and to help them grow and expand by building solid relationships with business owners or key decision makers and economic development partners and their representatives. DCED awarded a contract to NEPA with a total value of \$341,140 for FY 19-20. Funding in the amount of \$75,000 has been approved for the first five months of FY 20-21 and \$105,900 in funding for the remaining seven months has been approved.

Due 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 new sales and clients during the pandemic. Currently, there are 22 businesses receiving assistance from the program. NEPA is also coordinating a similar program to businesses in Lackawanna County. This program was made available by CARES Act funding that was provided by the Lackawanna County Department of Planning & Economic Development. There are 25 firms receiving assistance from this program.

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 submitted a request for \$52M in NMTC in November 2020. NEPA is soliciting projects from the Commonwealth of PA with capital costs ranging from \$5M-\$50M that are in need of NTMC subsidies to make the project viable.

StartUp NEPA

NEPA has raised \$250,000 in support of our Angel Fund initiative. We continue to meet with potential investors and expect to be at \$300,000 by the Board meeting.

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.

		NMTC	RACP	
Client	Location	Request	Request	Status
Downtown Shenandoah,				
Inc.	Shenandoah, PA	\$12,000,000	\$3,000,000	Awarded \$1.5M RACP
	TBD, Luzerne			
Keystone Human Services	County	NA	\$2,700,000	Pending
Da Vinci Science Center	Allentown, PA	\$30,000,000	NA	Pending
Hotel Fauchere – Milford*	Milford, PA	NA	\$2,000,000	Awarded \$500k RACP
Hyatt Place - Wilkes-Barre	Wilkes-Barre, PA	\$7,000,000	NA	Pending



Client	Location	NMTC Request	RACP Request	Status
Little Leaf Farms, LLC*	McAdoo, PA	NA	\$3,000,000	Awarded \$2M RACP
	Jenkins Township,			
Ball Manufacturing*	PA	NA	\$4,000,000	Awarded \$2M RACP

^{*}NEPA is serving as the applicant.

NORTHEASTERN PENNSYLVANIA NONPROFIT & COMMUNITY ASSISTANCE CENTER

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 assisted in the development of COVID Response Funds and helped to promote the funds.

NCAC will be holding a NEPA Grantmakers Forum in March 2021.

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 applied for grant funding from the Pennsylvania Military Community Enhancement Commission in support of its Keep the Best Campaign.

NEPA annually prepares an Economic Impact Analysis of the Depot. In the last update, it was established that the total impact of the Depot is an estimated \$2.9 billion in economic activity, an estimated 10,172 jobs, and an estimated \$727.3 million in labor income within an eleven (11) county region in Northeast Pennsylvania.

Edwards+Strunk, Inc., a consulting firm based in Madison Township, Lackawanna County, has been selected to develop a fundraising plan for the Depot.

RESEARCH & INFORMATION CENTER

NEPA provided several economic impact modeling reports, some of which were used in New Markets Tax Credit applications. The table below provides a summary of these reports during this fiscal year.

#	Client	Contact	Project	County	Month -	Studies
					Year	
	Production Systems					
1	Automation, LLC	Michael McHale	G-PSA	LA	Jan-21	О
	Downtown Shenandoah,					
2	Inc.	Karen Kenderdine		SC	Jun-20	O/C/V
	Keystone Human					
3	Services	Charles Hooker		LU	Aug-20	O/C/V



#	Client	Contact	Project	County	Month -	Studies
					Year	
4	Pocono YMCA	Scot Peckins		MO	Dec-20	O/C/V
5	Allied Health Services	Jim Brogna		LU	Dec-20	O/C/V
6	Da Vinci Center			LE	Nov-20	O/C/V
7	Hyatt Place			LU	Nov-20	O/C
8	Lackawanna College		200 Adams Avenue	LA	Nov-20	O/C
9	Irem Temple			LU	Nov-20	V
			Regional Export			
10	Northern Tier RP&DC		Network - Annually			
11	Northern Tier RP&DC		Quarterly			
			Regional Export			
12	North Central RP&DC		Network - Annually			
13	North Central RP&DC		Quarterly			
			Regional Export			
14	Northwest RP&PC		Network - Annually			
15	Northwest RP&PC		Quarterly			
			Economic Impact			
			Analysis for FY			
16	Tobyhanna Army Depot		2019	МО	Oct-20	O/C/V

Note: In the Studies Column, O is for Operations, C is for Construction and V is for Visitation

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 Alliance service area.

Not Seasonally Adjusted Unemployment Rates

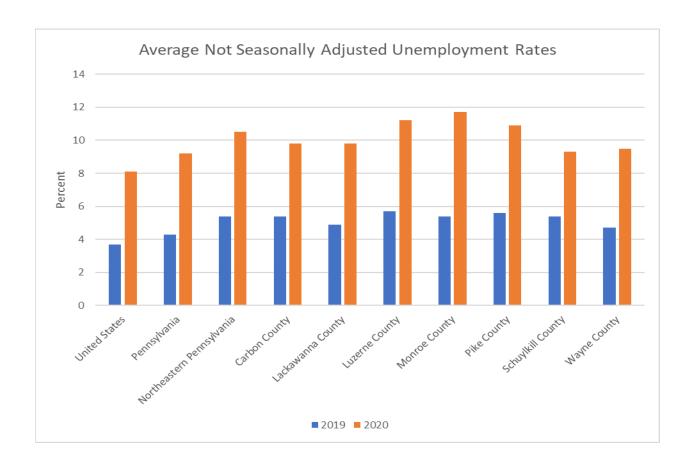
According to the first chart, the not seasonally adjusted unemployment rates, as provided by the PA WorkStats Program of the Center for Workforce Information & Analysis at the PA Department of Labor & Industry, indicate that the average regional unemployment rate was 5.4 percent from January 2019 to December 2019 and 10.5 percent from January 2020 to December 2020. The average national unemployment rate from January 2019 to December 2019 was 3.7 percent and it increased to 8.1 percent from January 2020 to December 2020. The average state unemployment rate from January 2019 to December 2019 was 4.3 percent and it increased to 9.2 percent from January 2020 to December 2020.

According to the second chart, the difference in the monthly not seasonally adjusted unemployment rates between the region and nation was 1.1 percentage points in January 2019 before fluctuating to its maximum of 4.3 percentage points in June 2020. It then decreased to its minimum of 1.0 percentage points in November and December 2020. During the 24-month period, the average not seasonally adjusted unemployment rate was 5.8 percent in the nation and 7.9 percent in the region.

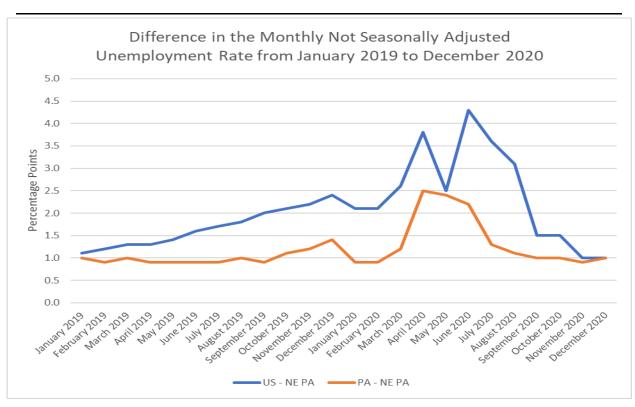
In January 2019, the difference in the monthly not seasonally adjusted unemployment rates between the region and state was 1.0 percentage points before fluctuating to its minimum of 0.9 percentage points in



February 2019, April 2019, May 2019, June 2019, July 2019, September 2019, January 2020, February 2020, and November 2020. The difference was at its maximum of 2.5 percentage points in April 2020. During the 24-month period, the average not seasonally adjusted unemployment rate in Pennsylvania was 6.7 percent.









TRANSPORTATION PLANNING SERVICES DIVISION

State Transportation Funding Issues

- PennDOT is currently facing an imminent project funding shortfall. Reductions in road traffic due to the COVID-19 pandemic have significantly reduced gasoline tax revenue this year. Fortunately, PennDOT's received \$407 million in federal COVID relief funds. These funds will allow the state to fund transportation projects for the remainder of the fiscal year.
- PennDOT is currently developing its Pathways Program, an extensive initiative to examine possible near- and long-term funding solutions and how they could potentially work in Pennsylvania. To learn more, visit www.penndot.gov/funding.
- On February 18th, PennDOT announced a P3 initiative that will help accelerate the reconstruction and rehabilitation of major bridges in partnership with the private sector. Through this program, the Pennsylvania Department of Transportation will be able to accelerate critical work on major bridges across the state through private investment and tolling. PennDOT has identified 9 such bridges, all on interstate highways. One project, the I-80 over the Lehigh River Bridges, is located in the NEPA MPO region. The tolls would be between \$1-2.

OMB Potential Revisions to Metropolitan Statistical Areas

- On January 19, 2021, the U.S. Office of Management and Budget published a Federal Register Notice seeking public comment on recommendations for updating the Metropolitan and Micropolitan Statistical Areas program. The proposed changes would increase the minimum urban area population to qualify as a Metropolitan Statistical Area from 50,000 to 100,000.
- In Pennsylvania, there are 9 areas that are currently designated as Metropolitan Statistical Areas but are under the 100,000 population threshold. The East Stroudsburg Metropolitan Statistical Area in Monroe County is one of these areas. If the threshold for the designation of Metropolitan Statistical Areas is increased to 100,000 and current MSAs are not grandfathered in, these areas could lose eligibility for federal programs and funding.
- The Federal Highway Administration uses the designation of Metropolitan Statistical Areas to establish Metropolitan Planning Organizations (MPOs) for transportation planning purposes. While the proposed change does not automatically mean that MPOs with less than 100,000 in population will be eliminated, we have serious concerns that this is the first step in that process and our designation as the NEPA MPO could be impacted.
- Staff is currently working with the other affected MPOs in Pennsylvania, as well as PennDOT, to develop formal comments in response to the Federal Register Notice. Comments are due by March 19th.

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 adjoining Lehigh Valley and Scranton/Wilkes-Barre MPOs, staff has been in discussions with neighboring Planning Partners about developing a collaborative regional freight plan.



• Five MPOs are currently in discussion about the joint plan proposal – NEPA MPO, Lehigh Valley MPO, Lackawanna-Luzerne MPO, Reading MPO and Lebanon MPO. The group is developing a framework and scope of services, and intends to seek supplemental planning funds for the initiative.

PennDOT/FHWA Planning Process Review of NEPA MPO

- PennDOT and FHWA Pennsylvania Division are jointly conducting planning process reviews of Pennsylvania's medium- and small-sized Metropolitan and Rural Planning Organizations (MPOs/RPOs) to identify noteworthy practices and offer technical assistance and training. The NEPA MPO has been identified for the planning process review this spring.
- Staff will submit requested plans and documents for a desk review by the review team by March 1st. Following the desk review, a collaborative Planning Discussion with the NEPA staff, PennDOT and FHWA will be held. Following the discussion, the review team will prepare and share a Planning Process Review summary report with recommendations. The process will wrap up this summer.

Meeting with New Schuylkill County State Representatives

• Staff is holding a virtual meeting with new Schuylkill County State Representatives Joe Kerwin and Tim Twardzik on Friday, February 26th. The meeting is intended to provide an opportunity for the Schuylkill County State elected delegation, including incumbents Senator Argall and Representative Knowles, to discuss current and immerging transportation topics with key agency staff. Representative Heffley will also be joining the meeting. Short presentations from NEPA staff and PennDOT, as well as an opportunity for questions will be provided.

Functional Classification Review

• The functional classification review is complete and was submitted to Central Office in early February. The submission package included 84 changes, with the required mapping and spreadsheets. Concurrence letters from the PennDOT districts and neighboring planning partners were also submitted to Central Office. Once PennDOT's review and concurrence is completed, the requested changes will be submitted to FHWA- for final approval.

Schuylkill County Airport Business Park Feasibility Study

• Staff participated in a meeting for the feasibility study for the development of a business park at the Schuylkill County Airport on February 1st. The study will determine the feasibility of a business park on the airport property and guide future development decisions. Staff is exploring possibilities of federal grant funding and conducting an economic impact analysis for the project.

Milford Borough Traffic Study

• Milford Borough Traffic Study was kicked off in January 2020. The steering committee requested that the study be delayed due to COVID-19 travel restrictions and its profound impact upon normal travel patterns. The steering committee has recently indicated that they would like to move ahead with the study this year. Staff has re-engaged Michael Baker International, the consultant on the study to discuss next steps.

Rt. 61 Reconstruction Project INFRA Grant Application

• PennDOT is seeking funding for the Rt. 61 Reconstruction Project through the U.S. DOT's Infrastructure For Rebuilding America (INFRA) program. PennDOT submitted an application in



2020 but it was not awarded funding. A review committee for the 2021 application has been established to coordinate information and support for the application. Meetings of the committee were held on January 21st, January 27th and February 17th. The application is due March 19th.

Geographic Information Systems (GIS)

- GIS staff is continuing to complete mapping activities for the transportation program. Staff has created a HUB site for transportation programshttps://nepa-gis-nepa-alliance.hub.arcgis.com/pages/transportation
- GIS staff created several online resources for the COVID-19 Response Effort and Resources. https://nepa-coronavirus-response-nepa-alliance.hub.arcgis.com
 https://arcg.is/1KfSOe

Regional Meetings

Staff attended the following regional meetings-

- Pike County Road Task Force- January 21st
- Schuylkill County Chamber Transportation Committee- January 14th and February 11th
- Lackawanna-Luzerne MPO Meeting- February 3rd
- PennDOT Planning Partners Call- January 20th

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. LTAP continues to hold courses only in an online format. LTAP is also conducting informal hour-long virtual sessions once a month.

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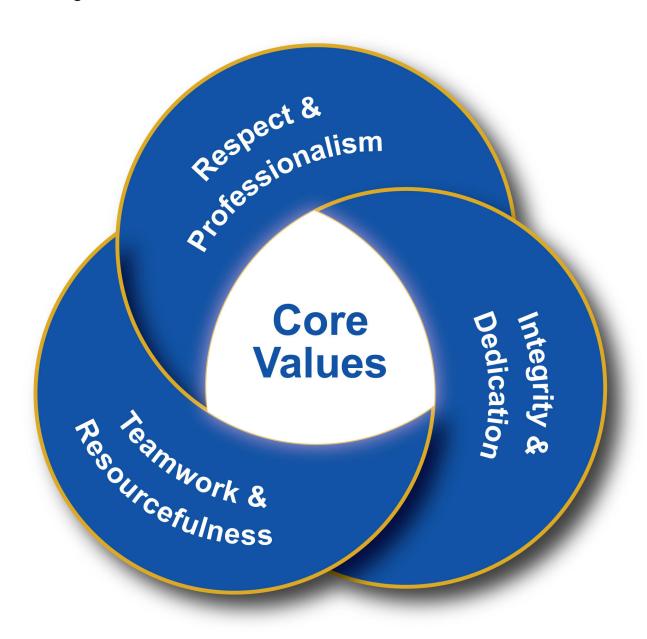
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NEPA's Mission

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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