

2020

Annual Report



Business
Development

Community & Economic
Development

Transportation

EXECUTIVE MESSAGE

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

Due to the COVID-19 pandemic, the NEPA staff worked efficiently and diligently remotely from home, assisting numerous clients, members and businesses that were affected. The NEPA staff has accomplished all of the goals set by our funding partners, and we continue to serve our region with quality business, community, economic development and government services.

The following pages of our Annual Report chronicle the success of our programs for the Fiscal Year ending June 30, 2020.

- NEPA assisted with \$1,804,192 million in ARC grants.
- NEPA Business Development Programs assisted our clients in creating/retaining 1,161 jobs in our region.
- NEPA's Business Finance Center closed 88 loans for \$9,533,104 leveraging another \$14,286,083 creating/retaining 182 jobs for business expansion in the region.
- NEPA's International Business Development Program completed the year at 108% of the goal established by the Commonwealth Office of International Business Development (OIBD) and reported sales of \$42,950,917 and created/retained 388 jobs.
- NEPA's government contracting program (PTAC) supported 591 jobs from \$295,442,849 in government contracts awarded in our region.
- The NEPA Metropolitan Planning Organization (MPO) serving Carbon, Monroe, Pike and Schuylkill counties with transportation planning completed the TIP (Transportation Improvement Program) for 2021-2024 in the amount of \$610 million.
- NEPA manages the NEPA PREP Partnership (Partnerships for Regional Economic Performance), which is a collaboration of twelve (12) economic development agencies within our region. NEPA leveraged \$483,755 in state funding to support the initiative.
- The Nonprofit & Community Assistance Center (NCAC) provided training or assistance to 1,058 nonprofit professionals within our region.
- NEPA's Defense Transition Partnership initiative produced 6 Market Diversification Plans and provided \$63,317 in vouchers for plan implementation.
- NEPA leveraged a \$341,140 state grant to continue Engage!, a business retention and expansion program. NEPA and partners interviewed over 220 companies.

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



*Philip Condron
Board Chairperson
2018 - 2020*



*Joseph Sebelin
Board Chairperson
2020 - 2022*



*Jeffrey Box
President & CEO*





OFFICERS

Philip Condron, *Board Chairperson*
Joseph Sebelin, *1st Vice-Board Chairperson*
Stephen Barrouk, *2nd Vice-Board Chairperson*
Mark Graziadio, *Treasurer*

Commissioner George Halcovage, *Secretary*
William Kerstetter, *Assistant Treasurer*
Mary Frances Postupack, *Assistant Secretary*
Bud Quandel, *Past Board Chairperson*

DIVISIONS

Executive Leadership

Jeffrey Box - *President & CEO*

Administrative Services

Wendi Holena - *Vice President/CFO*
Kevin Kwiatek - *Accounting Manager*
Judy Doblix - *Senior Accounting Manager*

Business Development Services

Stephen Ursich - *Vice President*
David Nat - *Business Finance Manager*
Kenneth Doolittle - *Business Finance Specialist*
Donovan Klem - *Business Finance Specialist*
Frank Migneco - *Senior Government Procurement Manager*
Paula Terpak - *Business Dev. & Govt. Procurement Spc.*
Kara Smith - *Government Procurement Specialist*
Deborah Langan - *Senior International Business Manager*

Community & Economic Development Services

Kurt Bauman - *Vice President*
Steven Zaricki - *Research and Information Manager*
Athena Aardweg - *Community Services Manager*

Communications & Operations

Donna Hritz - *Manager*
Michael Skowronski - *Information Technology Manager*

Transportation Planning Services

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

CARBON COUNTY

Kathy Henderson
Marlyn Kissner
Commissioner Wayne Nothstein
Harold Pudliner
Joseph Sebelin

LACKAWANNA COUNTY

Ida Castro
Philip Condron
Thomas Donohue
John McNulty
Commissioner Jerry Notarianni
(Brenda Sacco alt.)
Alex Stark

LUZERNE COUNTY

Stephen Barrouk
Mary Malone
County Council Tim McGinley
Michelle Mikitish
Kevin O'Donnell
Theodore Wampole

MONROE COUNTY

Christopher Barrett
Charles Leonard
Commissioner John Christy
Mary Frances Postupack
Vacant

PIKE COUNTY

Derek Bellinger
Cynthia DeFebo
William Kerstetter
Commissioner Matthew Osterberg
Peter Wulfhorst

SCHUYLKILL COUNTY

Robert Carl
Micah Gursky
Commissioner George Halcovage
Michael McCord
Bud Quandel

WAYNE COUNTY

Commissioner Joseph Adams
Mark Graziadio
David Hoff
Craig Rickard
Mary Beth Wood

AT-LARGE

Carl Beardsley
Matthew Connell
Ricky Durst
Vincent Galko
Larry Malski
Alana Roberts
Vacant
Vacant

EX-OFFICIO

Charles Barber, NCAC Board Chair
Jeffrey Box, NEPA President & CEO
Michelle Bisbing, PNE
(John Augustine alt.)

EMERITUS

David Donlin
Paul Maher
Ernest Preate



The NEPA Business Finance Center includes nine (9) loan products, as well as the NEPA Alliance Business Finance Corporation (NEPA-BFC). The NEPA loan products provide low-cost, fixed-rate financing generally up to 50% of the total financing requirements with a maximum loan amount of \$5,500,000. Job retention/creation criteria apply.

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

LOAN PROGRAM RESULTS:

- Counseled 560 entrepreneurs and small businesses
- Closed 88 loans for a total of \$9,533,104
- Leveraged \$14,286,083 in private/public financing
- Retained/created 182 jobs



Artists in Motion To Go, LLC

Artists In Motion To Go, LLC received a loan through the NEPA Alliance Tri-District EDA loan fund for the purchase of land and building to expand their business. Other project funds consisted of loan funds from Miners Bank and an equity injection from the owners.

With the outbreak of COVID-19 nationally and within our region, our loan team was called upon to assist local businesses navigate the uncertainty of the crisis. The NEPA Alliance loan team quickly mobilized and reached out to existing clients and offered them payment relief through payment deferments and access to various resources. Our loan team then worked diligently to be sure that over 80 companies received nearly \$6.2 million in Commonwealth of Pennsylvania COVID Working Capital Assistance Funds in March and April. Additionally, with our familiarity of the Small Business Administration (SBA) processes, our team members fielded hundreds of calls from businesses and partners to help them better understand the SBA relief programs. As the pandemic lingers, the team continues to assist small businesses in accessing short-term and long-term COVID-19 recovery plans with access to low cost loan dollars.

PARTNERSHIPS FOR REGIONAL ECONOMIC PERFORMANCE (PREP)



In 2019-2020, the Northeastern Pennsylvania Regional PREP collaborative continued to provide integrated assistance to many businesses throughout the seven-county Northeastern Pennsylvania region.

Additional Impacts:

- PREP Partners sponsored 89 training workshops that were attended by 6,009 individuals;
- 1,229 new clients were assisted by PREP Partners and 1,668 clients received counseling;
- 158 loans were closed;
- 64 business plans were developed; and
- 111 location leads were provided.

PREP Regional Partners are:

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



In 2019-2020, the NEPA Alliance Procurement Technical Assistance Center received funding in the amount of \$401,731 from the Defense Logistics Agency with matching funds from the Appalachian Regional Commission and the Pennsylvania Department of Community and Economic Development for a total funding award of \$669,551.



Maintaining an average annual active client base of 178 businesses, for the period of July 1, 2019 through June 30, 2020, the PTAC achieved the following performance metrics results:

• Introductory Counseling Sessions:	53
• Follow-up Counseling Sessions:	3,138
• Prime/Subcontract Awards:	\$295,385,125
• State/Local Government Awards:	\$57,724
• Total of all Client Awards:	\$295,442,849
• Jobs Supported:	591

PA LIVE! WBRE TV PTAC VETERAN SEGMENT

In its continuing effort to support Veteran businesses, the PTAC participated in the October 30th PA Live! WBRE TV taping featuring the support we provide to Veteran-owned small businesses in the government contracting arena. Bryan Scofield was the station host, and accompanying Frank Migneco, PTAC Staff, were two PTAC Veteran clients, William Evans, President of WESP Communications LLC and Robert Zinnen, Jr., President of Finch Manufacturing & Technology, to discuss the support we provide to Veteran small businesses.



PA Live Taping

INTERNATIONAL BUSINESS DEVELOPMENT

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

BRINGING THE WORLD TO NORTHEASTERN PENNSYLVANIA

In conjunction with the Pennsylvania Department of Community and Economic Development, Office of International Business Development, NEPA hosted the annual "Bringing the World to Northeastern Pennsylvania" event on Tuesday, September 10, 2019 at the Hilton Scranton & Conference Center, Scranton, PA. This is the International Program's premier annual event, during which NEPA hosts Pennsylvania's 15 Authorized Trade Representatives (ATRs) for one-on-one meetings with companies. In 2019 thirty businesses and two universities participated, generating more than 150 one-on-one meetings with the ATRs.



2019-2020 Outcomes (Performance Metrics)

Companies Assisted	63
New Companies Assisted	14
International Projects	73
Export Clients Reporting Sales	15
Export Sales Reported	\$42,950,917
Export Actions	202
Percentage of Goals Achieved	108%
Jobs Created / Retained	388
Global Access Program Grants Awarded	8
Global Access Program Grants Amount	\$30,309

WEBINARS AND ONLINE TRAININGS

NEPA offered six webinars during the fiscal year - Incoterms 2020, Classification Under the Harmonized System, Export Documentation and Procedures, International Logistics, Import Operations, and the USMCA. More than one hundred and thirty individuals participated in these webinars.



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

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

HIGHWAY PERFORMANCE MONITORING SYSTEM (HPMS)

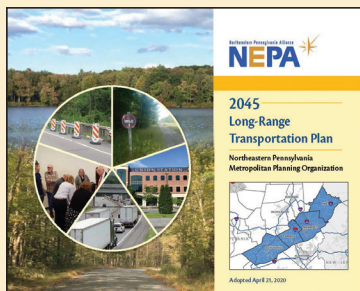
Beginning this year, NEPA is responsible for the collection of data for the Highway Performance Monitoring System (HPMS). The HPMS is a national level highway information system that includes data on the extent, condition, performance, use and operating characteristics of the nation's highways. MPOs are required to update and confirm data included in the HPMS on an annual basis. The collection involves field work at over 90 locations within the NEPA MPO region.

GEOGRAPHIC INFORMATION SYSTEM (GIS)

GIS is a computer application used to store, view and analyze geographic information through a number of formats, including computer generated maps. GIS helps spot trends, highlight customer bases, and manage projects, along with numerous other applications. During the 2019-2020 year, NEPA has completed several GIS projects including:

- Federal functional classification of roadways;
- County bridge locators;
- Local Technical Assistance Program class locations and attendance;
- New Markets Tax Credit Program; and
- COVID-19 and CARES Act Information.

NEPA MPO 2045 LONG RANGE TRANSPORTATION PLAN



This year, the NEPA MPO developed and approved the 2045 Long Range Transportation Project (LRTP) for the four-county MPO. The LRTP identifies the major transportation projects, programs and policies needed for the next twenty-five years. The LRTP also establishes the

vision and goals that guide future decisions affecting transportation facilities, infrastructure and services in the region.

JIM THORPE PARKING ANALYSIS AND COMPLETE STREETS STUDY

The Jim Thorpe Parking Analysis and Complete Streets Study was completed this year. As a year-round destination for tourism and visitor activities, Jim Thorpe has been experiencing a growing problem of accommodating adequate parking in the downtown area. The Parking Analysis and Complete Streets Study identifies short and mid-range proposals to minimize conflicts between modes, maximize parking facilities, and accommodate efficient movement of pedestrians, vehicles and bicyclists, safely and efficiently.

LOCAL TECHNICAL ASSISTANCE PROGRAM (LTAP)



NEPA coordinates the PennDOT Local Technical Assistance Program (LTAP) throughout our seven-county LDD

region serving our local governments with road maintenance and safety training sessions. These services are available to all municipal and county road staff and are provided at no cost to attendees.



In-person LTAP training sessions were suspended in March 2020 due to COVID-19 meeting restrictions. Virtual LTAP classes were held for the remainder of the year.

2019-2020 LTAP Training

LTAP Courses Held	12
Individuals Trained In Person	166
Individuals Trained Virtually	111

TRANSPORTATION IMPROVEMENT PROGRAM (TIP)

In June 2020, the NEPA MPO committees in collaboration with PennDOT, FHWA and the region's transit partners, approved the 2021-2024 TIP totaling \$610 million dollars. The 2021-2024 TIP includes:

- 95 bridge and highway projects, totaling \$209.3 million;
- 9 transit projects, totaling \$16.8 million; and
- 10 interstate projects, totaling \$384.1 million.



APPALACHIAN REGIONAL COMMISSION

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



FUNDED PROJECTS FY 2019-2020

Organization	Project	ARC Grant Amount	Funding Leveraged
NCAC	Monroe County Community Foundation Initiative	\$60,000	\$60,000
Luzerne County	Hanover Industrial Estates Multimodal Improvements	\$260,000	\$260,000
Pike County	Blooming Grove Complex Sewage Expansion Design	\$42,500	\$42,500
AllOne Charities / NEPA Community Health Center	Service Before Self: Expanding Access to Care through the Andrew C. Mazza Memorial Health Center Program Technology Expansion	\$50,000	\$50,000
NEPA Alliance	PREP	\$400,000	\$400,000
Coaldale Borough	Coaldale Rural Hospital Pedestrian Facilities & Klines Hill Road Project	\$423,442	\$50,000
WEDCO	Wayne County Broadband Expansion Project	\$148,750	\$148,750
Delaware & Lehigh National Heritage Corridor	Healthy Trails, Healthy Towns - D&L Trail Programs	\$80,000	\$80,000
University of Scranton SBDC	StartUP	\$59,500	\$59,500
Lackawanna College	Licensed Practical Nursing (LPN) Program at Lackawanna College	\$60,000	\$60,000
Misericordia University	Simulation in Diagnostic Medical Sonography Education	\$70,000	\$70,000
tecBRIDGE	Strengthening the Entrepreneurial Ecosystem in Northeast Pennsylvania	\$50,000	
Wilkes-Barre Chamber of Business & Industry	Designing the Future Workforce for Luzerne Cty.	\$100,000	\$100,000
Total		\$1,804,192	\$1,380,750

NEPA GRANTMAKERS INITIATIVE

The NEPA Grantmakers Initiative brings grantmaking organizations and agencies together to more efficiently and effectively address the grant making needs of the communities in Northeastern Pennsylvania.



NEPA Gives

NCAC served as one of five hosts of the inaugural NEPA Gives event, which was developed by the Scranton Area Community Foundation. On Friday, June 5th, \$534,698 was raised within 24 hours in our region for 167 nonprofit organizations from 2,715 donors. NEPA Gives was proudly hosted by the Scranton Area Community Foundation, The Luzerne Foundation, the Wayne County Community Foundation, the Greater Pike Community Foundation, and the Nonprofit & Community Assistance Center.

NONPROFIT & COMMUNITY ASSISTANCE CENTER (NCAC)

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



NCAC PROGRAM TOTALS 2019-2020

Program	Totals
Nonprofit Counseling Sessions	95
Resource Center Visits	104
Workshop Attendees	720
Customized Funding Searches	68
Grant Proposal Reviews	20
Nonprofit Start-Up Assistance	16
Demographic & Statistic Assistance	35
Total Assistance Provided	1,058

BLUE RIBBON TASK FORCE

NEPA manages the Blue Ribbon Task Force (BRTF), which provides regional community support for the preservation and protection of Tobyhanna Army Depot. NEPA calculates the economic impact of Tobyhanna to be \$2.8 billion annually.



NEPA COMMUNITY IMPACT FUND

NEPA's new affiliate organization, the NEPA Community Impact Fund, was formally certified as a Community Development Entity (CDE) and is actively seeking an allocation of New Markets Tax Credits from the U.S. Department of the Treasury.

N.E. PA DEFENSE TRANSITION PARTNERSHIP

The Northeastern Pennsylvania Defense Transition Partnership initiative was designed in collaboration with the PA DCED and N.E. PA PREP partners. The initiative provided support to Department of Defense (DoD) contractors and supply chain vendors to diversify their products and services in the wake of decreased DoD spending and sequestration. Each of the clients listed below received Market Diversification Plans and Implementation Vouchers to strengthen their business model.

Client	County	Voucher Amount	Service Provided
Finch Manufacturing & Technology, LLC	Luzerne	\$10,000	ISO 9001:2015 Certification
Wyman Gordon	Luzerne	\$5,000	Corrective Action and Leadership Consulting
Production Systems Automation (PSA)	Luzerne	\$7,500	ISO Implementation Plan Development and Project Mgmt.
Cocciardi & Associates	Lackawanna	\$15,000	E-Commerce & Virtual Training
Crew Systems	Lackawanna	\$10,817	Cyber Security/Ecommerce/Calibration
Nobel Biomaterials	Lackawanna	\$15,000	Branding/Marketing
Total Vouchers		\$63,317	

OUR 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.

NEPA ALLIANCE REGIONAL LEADERSHIP AWARD

The NEPA Alliance Regional Leadership Award is presented annually to an agency, group or individual demonstrating a significant contribution to regional growth, development or cooperation within the seven-county NEPA region. This year's award recipient was PPL Electric Utilities for their impact on the regional economy and involvement in the regional community of Northeastern Pennsylvania.

From left, Jeffrey Box, President & CEO, NEPA Alliance; Philip Condron, NEPA Alliance Board Chairperson; Ryan McGowan, M&T Bank; and Alana Roberts, PPL Electric Utilities.



FUNDING PARTNERS



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DEPARTMENT OF COMMUNITY
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www.northeastprep.net



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NEPA ALLIANCE AFFILIATES



www.nepabfc.org



www.nepa-alliance.org/ncac



www.paldd.org



ptac.nepa-alliance.org



www.nepagrantmakers.org



www.supporttobyhanna.org

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