

Northeastern Pennsylvania Alliance

NEPA



2021 Annual Report

Proudly Serving



WAYNE COUNTY, PA
NORTHERN POCONO MOUNTAINS

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 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 transportation services.

The following pages of our Annual Report chronicle the success of our programs for the Fiscal Year ending June 30, 2021.

- NEPA leveraged \$4,363,125 in ARC grants for regional and local organizations.
- NEPA Business Development Programs assisted our clients in creating or retaining 1,292 jobs in our region.
- NEPA's Business Finance Center loaned \$2,767,000, leveraging \$7,302,799 for businesses. The NEPA Alliance Business Finance Corporation, our affiliate Small Business Administration (SBA) Certified Development Corporation, closed 5 loans providing \$3,977,000 in financing to businesses in the region, leveraging another \$10,332,548.
- NEPA's International Business Development Program completed the year at 116% of the goal established by the Commonwealth Office of International Business Development (OIBD) and reported sales of \$58,527,996, creating or retaining approximately 500 jobs.
- NEPA's government contracting program (PTAC) supported hundreds of jobs through \$153,323,027 in government contracts awarded in our region.
- The NEPA Metropolitan Planning Organization (MPO) serving Carbon, Monroe, Pike and Schuylkill counties with transportation planning continues to maintain 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 \$518,772 in state funding to support the initiative.
- NEPA assisted business and nonprofit clients leveraging \$6 million in PA Redevelopment Assistance Capital Program (RACP) grants.
- The Nonprofit & Community Assistance Center (NCAC) provided customized grant/capital/fundraising development strategy sessions to over 93 organizations.
- Through the Get Connected E-Commerce program, NEPA used \$150,000 in grant funding to provide e-commerce platforms including websites and social media support to over 50 businesses.
- NEPA leveraged a \$180,900 PA DCED grant to continue Engage!, a business retention and expansion program. NEPA and partners interviewed over 276 companies in the region to assist with growth and expansion strategies.

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



Joseph Sebelin
Board Chairperson
2020 - 2022



Jeffrey Box
President & CEO

Northeastern Pennsylvania Alliance
NEPA



OFFICERS

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

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

DIVISIONS

Executive Leadership

Jeffrey Box - *President & CEO*

Administrative Services

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

Business Development Services

Stephen Ursich - *Vice President*
David Nat - *Business Finance Manager*
Donovan Klem - *Business Finance Manager*
James Urso - *Business Finance Specialist*
Joseph Ward - *Business Finance Specialist*
Frank Migneco - *Senior Government Procurement Manager*
Paula Terpak - *Business Dev. & Govt. Procurement Spc.*
Kara Smith - *Government Procurement Specialist*
Tyler Day - *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
Theodore Wampole

MONROE COUNTY

Christopher Barrett
Charles Leonard
Commissioner John Christy
Mary Frances Postupack
Marynell Strunk

PIKE COUNTY

Cynthia DeFebo
William Kerstetter
Juliette McKerrell
Commissioner Matthew Osterberg
Peter Wulforth

SCHUYLKILL COUNTY

Robert Carl
Micah Gursky
Commissioner George Halcovage
Michael McCord
Bud Quandt

WAYNE COUNTY

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David Hoff
Craig Rickard
Mary Beth Wood

AT-LARGE

Carl Beardsley
Anthony Carlucci
Matt Connell
Ricky Durst
Vincent Galko
Larry Malski
Alana Roberts

EX-OFFICIO

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

EMERITUS

David Donlin
Ernest Preate

APPALACHIAN REGIONAL COMMISSION



**Appalachian
Regional
Commission**

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

FUNDED PROJECTS FY 2020-2021

Organization	Project	ARC Grant Amount	Funding Leveraged
NEPA Alliance	PREP	\$400,000	\$400,000
NEPA Alliance	New Markets Tax Credit Phase II	\$75,000	\$75,000
Earth Conservancy	Solar Feasibility Study for Earth Conservancy Lands	\$21,000	\$21,000
Johnson College	Mobile Training Lab	\$75,000	\$75,000
Lackawanna County	Stauffer Road Construction Phase III	\$742,450	\$200,000
NEPIRC	Accelerating Manufacture COVID-19 Recovery, Response & Preparedness Program	\$140,234	\$140,234
Orwigsburg Borough	Orwigsburg Industrial Access Road Project	\$819,441	\$167,240
City of Scranton	City of Scranton Community & Economic Development Strategic Plan	\$50,000	\$50,000
tecBRIDGE, LLC	Launch NEPA	\$300,000	\$300,000
WEDCO/Wayne County*	Wayne County Recovery-to-Work Facility	\$1,500,000	\$1,500,000
The Wright Center for Community Health	Regional Recovery-To-Work Ecosystem	\$270,000	\$270,000
Total		\$4,393,125	\$3,198,474

*ARC POWER Grant

ENGAGE! AND GET CONNECTED PROGRAMS

NEPA serves as the Northeast Regional Coordinator for the Engage! Program, which is funded by the Pennsylvania Department of Community & Economic Development (PA DCED). The Engage! Program is a statewide business retention and expansion program designed to interact with targeted companies. Get Connected is a PA DCED-funded program that provides businesses with either the development of a new website or the enhancement of an existing one. During Fiscal Year 2020-2021, there were:

- 272 Engage! surveys completed;
- 10 Engage! focus groups convened with 72 businesses participating; and
- 22 businesses received assistance from the Get Connected Program.

NONPROFIT & COMMUNITY ASSISTANCE CENTER (NCAC)

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



NCAC PROGRAM TOTALS 2020-2021

Program	Totals
Nonprofit Counseling Sessions	311
Customized Funding Searches	93
Grant Proposal Reviews	35
Nonprofit Start-Up Assistance	17
Demographic & Statistic Assistance	49
Total Assistance Provided	505

BLUE RIBBON TASK FORCE

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 BRAC (Base Realignment and Closure). During the year, NEPA utilized several grants from the Pennsylvania Military Community Protection Commission for the development of a fundraising plan for the BRTF and to calculate the economic impact of Tobyhanna Army Depot, which is \$2.9 billion annually.



NEPA COMMUNITY IMPACT FUND

NEPA's new affiliate organization, the NEPA Community Impact Fund, a certified Community Development Entity (CDE), had applied for a \$52 million allocation of New Markets Tax Credits (NMTC) from the U.S. Department of the Treasury. NEPA is also assisting 5 clients within the region with securing NMTCs from other CDEs.



NEPA GRANTMAKERS INITIATIVE

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



NEPA Gives

NCAC served as one of seven hosts of the inaugural NEPA Gives Program, which was developed and led by the Scranton Area Community Foundation. On Friday, June 5, 2021, \$1.24 million was raised within 24 hours in our region for 218 nonprofit organizations from 5,766 donors.



The NEPA Business Finance Center includes ten (10) loan products, as well as the NEPA Alliance Business Finance Corporation (NEPA BFC). The NEPA loan products provide low-cost, fixed-rate financing generally up to 50% of the total financing requirements with a maximum loan amount of \$5,500,000. Job retention/creation criteria apply.

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

LOAN PROGRAM RESULTS:

- Counseled 170 entrepreneurs and small businesses
- Closed 53 loans for a total of \$6,744,000
- Leveraged \$17,635,347 in private/public financing
- Retained/created 408 jobs

As COVID-19 continued to wreck devastation on our business community, our loan team assisted businesses in a variety of ways. NEPA deployed nearly \$2 million in EDA COVID Relief dollars in just under eight months to help small businesses weather the storm and begin to look toward recovery. Working closely with our existing clients, NEPA offered loan payment deferments and modifications to help them manage their cash flow during these uncertain economic times. In addition, we assisted with the deployment of COVID Hospitality Industry Recovery Program (CHIRP) funds within our region, disbursing much needed funds to hotels and restaurants. All the while, our team experienced the best year ever helping businesses start, grow, and prosper. We had record years in our Pennsylvania Industrial Development Authority (PIDA) Loan Program, as well as our SBA 504 Loan Program. We continue to see strong demand for economic development dollars throughout our region and look forward to enhanced loan growth as businesses emerge from the uncertainty of the past 18 months.

PARTNERSHIPS FOR REGIONAL ECONOMIC PERFORMANCE (PREP)



In 2020-2021, 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 159 training workshops that were attended by 2,281 individuals;
- 1,151 new clients were assisted by PREP Partners and 1,874 clients received counseling;
- 193 loans were closed;
- 40 business plans were developed; and
- 100 location leads were provided.

PREP Regional Partners are:

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

PROCUREMENT TECHNICAL ASSISTANCE CENTER

For program year 2020-2021, the NEPA Alliance Procurement Technical Assistance Center (PTAC) received funding in the amount of \$389,939 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 \$649,899. The PTAC is fully staffed by four team members excelling in providing real-time information to their clients regarding matters in the government contracting space.



Maintaining an average annual active client base of 223 businesses (an increase of 25% from last year) for the period July 1, 2020 to June 30, 2021, the PTAC achieved the following performance metrics results:

• Introductory Counseling Sessions	68
• Follow-up Counseling Sessions	3,914
• One-on-One Counseling Hours	1,465
• Prime Contract Awards	\$152,641,943
• State/Local Government Awards	\$681,083
• Total of all Client Awards	\$153,323,026
• Jobs Supported	400



On May 24, 2021, the NEPA Alliance PTAC participated in the “Artemis Supplier and Northeastern Pennsylvania Small Business Industry Day” brought to Northeastern Pennsylvania through Congressman Cartwright’s efforts. The event had approximately 550 attendees. With Artemis missions, NASA will land the first woman and first person of color on the Moon, using innovative technologies to explore more of the lunar surface than ever before.

INTERNATIONAL BUSINESS DEVELOPMENT

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

EVENTS

As the REN, NEPA promoted the Commonwealth’s “Bringing the World to Pennsylvania” event series. For the first time, “Bringing the World to Pennsylvania” was hosted virtually as a series of webinars featuring Pennsylvania’s Authorized Trade Representatives highlighting international markets, trends, and industry sectors.

NEPA also offered five educational webinars during the fiscal year and partnered with three local Chambers of Commerce and OIBD to host events promoting the Pennsylvania Global Access Program, the Commonwealth’s export promotion grant. Combined, these events resulted in more than 150 participants.

2020-2021 Outcomes

Companies Assisted	66
New Companies Assisted	17
International Projects	75
Export Clients Reporting Sales	19
Export Sales Reported	\$58,527,996
Export Actions	162
Percentage of Goals Achieved	116%
Jobs Created / Retained	500
Global Access Program Grants Approved	17
Global Access Program Dollars Approved	\$127,230.80

NEPA METROPOLITAN PLANNING ORGANIZATION (MPO)

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

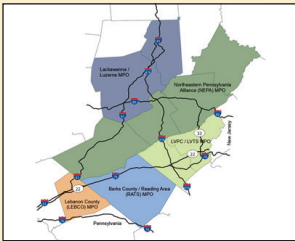
- Assist and advise NEPA with assessing the transportation needs of the MPO counties;
- Approve and manage the four-county regional Transportation Improvement Program (TIP) which funds highway and bridge projects, transit system improvements and other transportation programs over four years; and
- Review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

TRANSPORTATION IMPROVEMENT PROGRAM (TIP)

The NEPA MPO 2021-2024 TIP totaling \$610 million dollars was effective October 1, 2020. The TIP was developed by the MPO committees in collaboration with PennDOT, FHWA and the region's transit partners. The 2021-2024 TIP includes:

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

EASTERN PENNSYLVANIA FREIGHT PLAN



NEPA, in coordination with four other planning areas, has secured \$280,000 in supplemental planning funds for the development of the Eastern Pennsylvania Freight Plan. The regional freight plan will assist in coordinating all modes of freight travel for a 10-county region and development recommendations for

accommodating our growing freight industry. The plan will kick off this fall and is expected to be complete by June 2023.

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.

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. Due to COVID-19 meeting restrictions, LTAP classes were offered in a virtual format this year.

2020-2021 LTAP Training

Individuals Trained Virtually

139

GEOGRAPHIC INFORMATION SYSTEM (GIS)

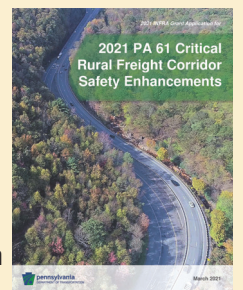
GIS is a computer application used to store, view and analyze geographic information through a number of formats, including computer generated maps. GIS helps spot trends, highlight customer bases, and manage projects, along with numerous other applications. During the 2020-2021 year, NEPA has completed several GIS projects including:



- NEPA MPO Transportation HUB page
- Federal functional classification of roadways
- New Markets Tax Credit Program
- COVID-19 and CARES Act Information
- NEPA Alliance Services and Membership

ROUTE 61 RECONSTRUCTION PROJECT

The Route 61 Reconstruction Project involves the reconstruction of more than four miles of State Route 61 between the boroughs of St. Clair and Frackville in Schuylkill County. The project will address roadway deterioration, widen shoulders, improve sight lines and address unsafe curves. Construction of the project is estimated at \$60 million. NEPA provided assistance and support to PennDOT in applying for federal funding for the project. In June 2021, the Route 61 Reconstruction Project was awarded \$21 million in federal funding through the Infrastructure for Rebuilding America (INFRA) grant program.



MILFORD BOROUGH TRAFFIC STUDY AND PARKING ANALYSIS

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

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.

IN MEMORY



Mark Graziadio

On behalf of the Board of Directors and Staff,
we honor the memory of our colleagues and
friends, Mark Graziadio and Paul Maher. Their
invaluable contributions to the NEPA region
have left a lasting impression.



Paul Maher

NEPA ALLIANCE AFFILIATES



www.nepabfc.org



www.nepa-alliance.org/ncac



www.paldd.org



ptac.nepa-alliance.org



www.nepagrantmakers.org



www.supporttobyhanna.org

FUNDING PARTNERS



www.arc.gov



dced.pa.gov



www.northeastprep.net



www.penndot.gov



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