



2019 Annual Report

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.

The following pages of our Annual Report chronicle the success of our programs for the Fiscal Year ending June 30, 2019.

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.

- NEPA assisted with over \$1,098,523 million in ARC grants.
- NEPA Business Development Programs assisted our clients in creating or retaining 820 jobs in our region.
- NEPA's Business Finance Center loaned \$1,193,500 leveraging another \$4,258,726 for business expansion in the region.
- NEPA's International Business Development Program completed the year at 122% of the goal established by the Commonwealth Office of International Business Development (OIBD) and reported sales of \$53,417,846 and created/retained 521 jobs.
- NEPA's government contracting program (PTAC) supported 486 jobs from \$202,823,584 in government contracts awarded in our region.
- The NEPA Alliance Business Finance Corporation, our affiliate Small Business Administration (SBA) Certified Development Corporation, closed 6 loans providing \$12,888,000 in financing to businesses in the region.
- The NEPA Metropolitan Planning Organization (MPO) serving Carbon, Monroe, Pike and Schuylkill counties with transportation planning completed the TIP (Transportation Improvement Program) for 2019-2022 in the amount of \$692 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 \$712,684 in state funding to support the initiative.
- The Nonprofit & Community Assistance Center (NCAC) provided training or assistance to 689 nonprofit professionals within our region.
- NEPA's Defense Transition Partnership initiative produced 4 Market Diversification Plans and provided \$21,700 in vouchers for plan implementation.
- NEPA leveraged a \$337,500 state grant to launch Engage!, a business retention and expansion program. NEPA and partners interviewed over 230 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!



*Phil Condron
Board Chairperson
2018 - 2020*



*Jeffrey Box
President & CEO*



NEPA ALLIANCE STAFF & BOARD OF DIRECTORS FYE 2018-19



OFFICERS

Phil Condron, Board Chairperson

Joe Sebelin, 1st Vice-Board Chairperson

Steve Barrouk, 2nd Vice-Board Chairperson

Mark Graziadio, Treasurer

Commissioner George Halcovage, Secretary

Bill 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

Karen Ostroskie - Senior Government Procurement Manager

Frank Migneco - Government Procurement Manager

Paula Terpak - Business Development & 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

Jerry McAward

Commissioner Wayne Nothstein

Harold Pudliner

Joseph Sebelin

LACKAWANNA COUNTY

Philip Condron

Tom Donohue

John McNulty

Commissioner Patrick O'Malley

(George Kelly alt.)

Alex Stark

LUZERNE COUNTY

Stephen Barrouk

Ron Carter

Mary Malone

County Council Tim McGinley

(Eugene Kelleher alt.)

Michelle Mikitish

Kevin O'Donnell

MONROE COUNTY

Chris Barrett

Chuck Leonard

Commissioner John Moyer

(Charles Garriss alt.)

Mary Frances Postupack

PIKE COUNTY

Derek Bellinger

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

Dave Hoff

Craig Rickard

Mary Beth Wood

AT-LARGE

Matt Connell

Ricky Durst

Larry Malski

Josh Olerud

Alana Roberts

EX-OFFICIO

Charles Barber, NCAC Board Chair

Jeffrey Box, NEPA President & CEO

Michelle Bisbing, PNE

(John Augustine alt.)

EMERITUS

Phyllis Brandwene

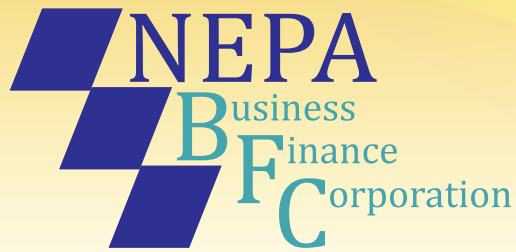
David Donlin

Mahmoud Fahmy

Paul Maher

Ernest Preate

BUSINESS FINANCE CENTER



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 303 entrepreneurs and small businesses
- Approved 27 loans for a total of \$6,113,500
- Closed 19 loans for a total of \$14,431,500
- Leveraged \$28,486,726 in private/public financing
- Retained/created 383 jobs

LOAN PROJECTS FUNDED

- | | |
|----------------------------|------------------------------|
| • Hotels | • Plastic Sheet Manufacturer |
| • Golf Cart Distributor | • Marketing Firm |
| • Self-Storage Facility | • Metal Fabricator |
| • Eyecare Facility | • Chiropractic |
| • Event Center | • Supermarket |
| • Party Rental Company | • Barber Shop |
| • Screen Printing Business | • Machining Shop |



McGregor Industries, Inc.

McGregor Industries, Inc. received a \$200,000 loan through the NEPA Alliance Appalachian Regional Commission (ARC) loan fund as part of a total project costing \$750,000 for the purchase of machinery & equipment. Other project funds consisted of \$200,000 from the Northeastern Pennsylvania Industrial Resource Center (NEPIRC), \$275,000 bank financing from People's Security Bank, and a \$75,000 equity injection from the borrower. These loan funds allowed McGregor to purchase new equipment necessary to keep up with their demand.



Stoker's Brewing LLC

Stoker's Brewing LLC received a \$50,000 loan through the NEPA Alliance Tri-District loan fund, which includes funds from the Economic Development Administration (EDA) as part of a total project costing \$140,000. The total project included the purchase of land, building and equipment. NEPA's loan helped the company purchase new equipment necessary to begin their operations. Other project funds consisted of \$50,000 from Mauch Chunk Trust Company and a \$40,000 equity injection from the borrower.

Stoker's was formed in July 2017 and is a self-distributing small microbrewery with a tasting room located in the heart of downtown Tamaqua. The company fills a niche in the Schuylkill County beer market by producing its own beer on-site in small batches using only the highest quality ingredients and abiding by world class brewing standards. Stoker's is the area's only microbrewery, giving the business a distinct competitive advantage as it offers an alternative to other tavern concepts.



PROCUREMENT TECHNICAL ASSISTANCE CENTER

For program year 2018-2019, the NEPA Alliance Procurement Technical Assistance Center (PTAC) received funding in the amount of \$268,000 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 \$536,000.



In its continuing effort to support Tobyhanna Army Depot business development engagement activities, the PTAC participated in the April 9th Industry Day event which had over 300 small business representatives in attendance.



Tobyhanna Army Depot Industry Day Event April 9, 2019

Maintaining an average annual active client base of 210 businesses, for the period of July 1, 2018 through June 30, 2019, the PTAC achieved the following performance metrics results:

- | | |
|------------------------------------|---------------|
| • Introductory Counseling Sessions | 94 |
| • Follow-up Counseling Sessions | 1747 |
| • Prime Contract Awards | \$197,087,216 |
| • Subcontract Awards | \$5,736,368 |
| • Total of all Client Awards | \$202,823,584 |

NEPA ALLIANCE 2019 PTAC CLIENT OF THE YEAR

The “PTAC Client of the Year Award” was presented to Finch Manufacturing & Technology, LLC at the 2019 Government Contracting Showcase. Finch, a service-disabled veteran owned small business, is in West Pittston, Pennsylvania.

Finch designs and fabricates large equipment, components and systems with expertise in the rotary processing equipment sector, such as large industrial kilns and dryer utilities in the cement, lime, silica, and recycling industries. Finch can fabricate parts ranging from inches to feet and pounds to tons.

Finch is the lead subcontractor on a three-year contract worth \$1.5 million at Picatinny Arsenal. The project is the construction of a fragmentation chamber (four feet of concrete covering interlocking steel rebar).

Finch also received funding from the NEPA Alliance, through the Office of Economic Adjustment, Northeastern Pennsylvania Defense Transition Partnership Program, to obtain its ISO 9001:2015 Certification.



Finch Manufacturing & Technology representatives receiving the PTAC Client of the Year Award.

GOVERNMENT CONTRACTING SHOWCASE 2019

NEPA Alliance held the annual PTAC 2019 Government Contracting Showcase (GCS) on May 30, 2019 at the Genetti Hotel and Conference Center, Wilkes-Barre, Pennsylvania.

The event was well-attended with registrations and walk-ins totaling over 125 individuals and 22 exhibits inclusive of representatives from economic development, government agencies, and private businesses. GCS was deemed to be a great resource and beneficial by those in attendance. The Welcome Keynote Speaker was State Representative Eddie Day Pashinski, and the luncheon Keynote Speaker was Congressman Matt Cartwright.



Attendees and Exhibitors at GCS



Federal Contracting Roundtable

PARTNERSHIPS FOR REGIONAL ECONOMIC PERFORMANCE (PREP)



In 2018-2019, the Northeastern Pennsylvania Regional PREP collaborative continued to provide integrated assistance to many

businesses throughout the seven-county Northeastern Pennsylvania region.

PREP services and programs implement its following core strategies:

1. Economic Development Marketing
2. Business Expansion & Retention Program/Services
3. Entrepreneurial Development
4. Manufacturing Sector Innovation, Growth & Job Creation/Retention
5. Skilled Workforce Attraction, Retention & Training
6. Real Estate Development
7. Community Development

Regional PREP Initiatives:

- **N.E. PA Defense Transition Partnership** – The initiative is designed to provide 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.

Additional Impacts:

- PREP Partners sponsored 60 training workshops that were attended by 835 individuals;
- 340 new clients were assisted by PREP Partners and 997 clients received counseling;
- 47 loans were closed;
- 89 business plans were developed; and
- 105 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

PREP SUCCESS STORIES

Creek Road Rental, LLC

Creek Road Rental, LLC is a small, family-owned party and equipment rental business located in Starrucca, Wayne County. The company contacted WEDCO in 2017 to talk about expansion plans and possible purchase of property nearby them to construct a new building. During the counseling session, it was determined that multiple services were needed, including the need to further develop their business plan and understand financial reports and statements. Referrals were made to the University of Scranton SBDC for business development and the Wayne Pike Workforce Alliance to learn about training opportunities relating to running a business.

University of Scranton SBDC helped the business evaluate their expansion plans and prepared them for commercial borrowing. They also provided training with Human Resources/Managing Employees.

Creek Road Rentals was approved for a low-interest loan by NEPA Alliance, which will be used to construct a pole-type building to serve both as a storage space for inventory and office/store-front. The new space provides the opportunity to shift from a delivery-only seasonal business offering party and equipment rental to a year-round pick-up and delivery rental facility. They will also expand their equipment selection, adding larger items. Participating funds were approved and lent by Metro Action. WEDCO was able to provide a grant to cover loan fees through their Wayne County Economic Growth Fund. The business expects to create one full-time job, as well as seasonal part-time jobs.



Ron's Service Station

Ron's Service Station received a \$90,000 loan through the NEPA Alliance Tri-District loan fund as part of a total project costing \$200,000 for the purchase of land and building. Other project funds consisted of a \$90,000 loan from First Keystone Community Bank and a \$20,000 equity injection from the borrower. This project was brought to NEPA Alliance through our partnership with the Wilkes University Small Business Development Center - Wilkes SBDC and the PREP network.

Ron's Service Station is owned by Ron May, Jr. and his wife, Brenda. With the help of NEPA's funds, Ron Jr. and Brenda were able to purchase the business from Ron's father, Ron May, Sr., who had run the business as "Ronnie's Service Station" since 1968. The business is a full-service auto and truck repair facility that offers complete car care in one location.



INTERNATIONAL BUSINESS DEVELOPMENT

NEPA Alliance 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 Pennsylvania's Export Assistance Program, NEPA Alliance acts as the first point of contact for international trade in the region. NEPA Alliance provides:

- Customized assistance for new-to-export companies and experienced exporters;
- Market development research, assessment and identification assistance;
- Customized international partner searches and company background checks;
- Access to trade events and qualified trade leads; and
- Educational seminars.

BRINGING THE WORLD TO NORTHEASTERN PENNSYLVANIA

In conjunction with PA Department of Community and Economic Development's Office of International Business Development, NEPA Alliance hosted the 21st Annual "Bringing the World to Northeastern Pennsylvania" on Friday, September 21, 2018 at The Woodlands Inn, Wilkes-Barre, PA. Twenty businesses met with Pennsylvania's 15 Authorized Trade Representatives, resulting in over 100 one-on-one meetings. State Representative Eddie Day Pashinski, 121st Legislative District, Luzerne County, served as the Keynote Speaker.



Pennsylvania's Authorized Trade Representatives, Office of International Business Development staff and NEPA Alliance staff at "Bringing the World to Northeastern Pennsylvania."



Businesses meet with Pennsylvania's Authorized Trade Representatives at "Bringing the World to Northeastern Pennsylvania."



Michael Horvath, NEPA Alliance; Jen Black, PA OIBD; Representative Eddie Day Pashinski; Larry West, Senator John Blake's Office; and Jeffrey K. Box, NEPA Alliance.



NEPA Alliance hosts Export Controls seminar.

THANK YOU, MICHAEL HORVATH

After nearly 30 years of service to our region, Michael Horvath retired on November 30, 2018. His knowledge and commitment to promoting international trade and advancing the regional business community was exceptional. NEPA Alliance thanks him for his service and dedication to the program, our organization and the region.

2018-2019 Outcomes (Performance Metrics)

Companies Assisted	65
New Companies Assisted	14
International Projects	136
Export Clients Reporting Sales	15
Export Sales Reported	\$53,417,846
Export Actions	149
Percentage of Goals Achieved	122%
Jobs Created / Retained	521
Global Access Program Grants Awarded	7
Global Access Program Grants Amount	\$25,548

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;
- Review and approve the four-county regional Transportation Improvement Program (TIP) Update 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)

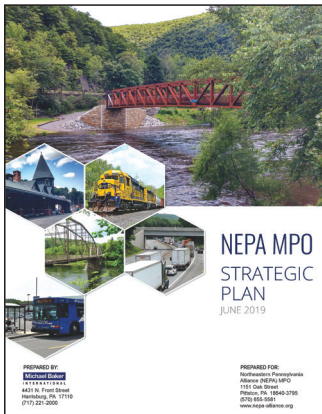
During the 2018-2019 program year, the NEPA MPO committees in collaboration with PennDOT, FHWA and the region's transit partners, approved and monitored the implementation of the 2019-2022 TIP consisting of 124 bridge and highway projects, 9 interstate projects and 38 transit projects totaling \$692.8 million dollars.

PENNDOT CONNECTS

At the direction of Secretary Leslie Richards, PennDOT has implemented a new policy called PennDOT Connects. The PennDOT Connects policy employs changes to the project development process by providing communities with meaningful opportunities for engagement in the initial stages of the planning process with PennDOT and the regional planning partners including NEPA.

As part of the PennDOT Connects process, NEPA staff participated in nearly 20 meetings with PennDOT staff, municipal officials and stakeholders on capital projects, maintenance projects and Multimodal Transportation Fund projects.

NEPA MPO STRATEGIC PLAN



The development of the strategic plan was identified as a priority task for NEPA MPO. With the assistance of a consultant, NEPA conducted a strategic planning process over several months to engage the NEPA MPO board members and identify goals and strategies for the NEPA MPO Unified Planning Work Program and Long Range Transportation Plan.

FUNCTIONAL CLASSIFICATION REVIEW

NEPA is conducting a review of the functional classification of roadways in the four-county NEPA MPO region. The functional classification of roadways defines the role each roadway plays in serving the travel needs of the public including long-distance travel, freight movements, neighborhood and residential travel



NEPA staff meet with PennDOT District 4-0, Pike County and Federal Highway Administration staff to discuss functional classification changes for roadways in Pike County.

and trips to work, school and recreation. Staff is conducting a review of the current classification of roads and determining if the current uses of the roadway match the classification or if changes are necessary. Staff is conducting the review in consultation with county and PennDOT staff. The review has been completed in Carbon,

Monroe and Pike counties and is underway in Schuylkill County. The project is expected to be completed by the end of 2019.

NEPA MPO LONG RANGE TRANSPORTATION PLAN UPDATE

The Long Range Transportation Project (LRTP) for the four-county MPO identifies the major transportation projects, programs and policies needed for the next twenty-five years. The LRTP establishes the vision and goals that guides future decisions affecting transportation facilities, infrastructure and services in the region. The first NEPA MPO LRTP was adopted in March 2016. An update to the LRTP is required every four years. NEPA has initiated the update of the LRTP and completion of the plan is expected in March 2020.

JIM THORPE PARKING ANALYSIS AND COMPLETE STREETS STUDY

NEPA secured supplemental PennDOT funding for the completion of a Parking Analysis and Complete Streets Study for downtown Jim Thorpe. As a year-round destination for tourism and visitor activities, the borough has been experiencing a growing problem of accommodating adequate parking in the downtown area. The Parking Analysis and Complete Streets Study will identify short and mid-range recommendations to minimize conflicts between modes, maximize parking facilities, and accommodate efficient movement of pedestrians, vehicles and bicyclists, safely and efficiently. A consultant firm was selected in November 2017. Study findings and recommendations are under review, and completion is expected in fall 2019.

LOCAL ASSET INVENTORY

NEPA has been engaged by PennDOT to perform an inventory of local bridges less than 20 feet and roadways within five counties of our region including Carbon, Monroe, Pike, Schuylkill and Wayne counties. NEPA staff has completed the local bridge and roadway collection information in all five counties.

Local Asset Data Collection	2018-2019	Project Total
• Road Segments Collected	4,244	17,217

FOCUS 81 COMMITTEE



The Focus 81 Committee was formed by NEPA and consists of a broad coalition of business, community and government leaders who have joined together to develop and enact measures which will enhance safety and reduce congestion on Interstate 81. This fiscal year, the group:

- Established the Freight Subcommittee to address the increased freight traffic on Interstate 81;
- Held a Truck Parking Roundtable to discuss the truck parking shortage and identify strategies to address the issue;
- Conducted a media event to highlight the Click It or Ticket and Operation Safe Holiday to promote seatbelt use and discourage drunk driving during the holiday season;
- Continued to work with PennDOT to utilize project funding to improve the I-81 corridor;
- Updated the www.Focus81.com website to provide commuters and travelers with the most current information about the I-81 corridor in Northeastern Pennsylvania; and
- Promoted the use of the PA Turnpike as an alternate to I-81 and supported efforts to improve connections between the two roadways.



Participants at the Focus 81 Truck Parking Roundtable in June 2019.

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. Services available through LTAP include:

- Workshop training;
- On-site technical assistance;
- Updates on latest technologies and innovations;
- Field demonstrations; and
- Informational materials and newsletters.



Participants at an LTAP Speed Limits class held at the Back Mountain Emergency Services Building in May 2019.

2018-2019 LTAP Training

LTAP Courses Held	12
Individuals Trained	211

LOCAL GOVERNMENT ASSISTANCE

NEPA provides a number of specialized services designed to assist local governments including: project funding searches, grant writing, meeting facilitation/administration, project consultation, etc. The following highlights assistance provided by NEPA during this past fiscal year.

- **Back Mountain Community Partnership (BMCP):** NEPA continued in its role as the administrator of this group consisting of the following communities in Luzerne County: Dallas Borough, Dallas Township, Franklin Township, Harveys Lake Borough, Jackson Township, Kingston Township and Lehman Township. This group works to jointly address issues affecting their communities through this multi-municipal cooperative group.

This year:

- NEPA provided mapping services funded by a Local Share Account grant for Stormwater Management and MS-4 compliance;
- NEPA coordinated two Local Share Account grants for the second phase of the Back Mountain Regional Emergency Services Building and shared police equipment; and
- NEPA prepared a Local Share Account grant application for shared infrastructure improvements.

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 2018-2019 year, NEPA completed several transportation mapping projects including:

- Federal functional classification of roadways
- County bridge locators
- Local Technical Assistance Program class locations and attendance
- New Markets Tax Credit 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. Similar to Jim Thorpe, 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 study will kick off in the coming weeks and completion is expected by the end of 2020.



Map of the Milford Borough Traffic Study and Parking Analysis Study Area.

COMMUNITY & ECONOMIC DEVELOPMENT SERVICES DIVISION

The Community & Economic Development Services Division highlights NEPA's emphasis on community and economic development, nonprofit assistance, research, and broadband initiatives. The Division includes the operation of the Nonprofit & Community Assistance Center and the Research & Information Center that provide valuable services to nonprofits, local governments and businesses.

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's mission is to strengthen and support Northeastern Pennsylvania's nonprofit organizations and grantmakers in their service to our region. NCAC develops and offers resources, facilitates partnerships and collaborations and assists in the identification and implementation of governance and management best practices to improve the efficiency and effectiveness of organizations and the services and programs they offer.



NEPA GRANTMAKERS INITIATIVE

In collaboration with the Harry & Jeannette Weinberg Foundation, the McGowan Charitable Trust, The Luzerne Foundation, the Scranton Area Foundation and the Margaret Briggs Foundation, NCAC launched the 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. Forums were held on March 1, 2018, January 23, 2019 and May 2, 2019 with four leadership meetings happening in between to provide programming and content clarity.



- Community Foundation Initiative**

NCAC continues to support the founders committee for the Community Foundation of Monroe County. NCAC was awarded a \$60,000 ARC grant to support the start-up of the foundation.

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 organizations seeking ARC grant assistance.

FUNDED PROJECTS FY 2018-2019

Organization	Project	Amount
NEPA Alliance	New Market Tax Credit Launch	\$80,000
Carbondale Technology Transfer Center	Electronic Makerspace, Kitchen Incubator and Light Industry Expansion and Upgrade	\$55,000
NeighborWorks Northeastern Pennsylvania	NeighborWorks Home Ownership & Financial Literacy Learning Center	\$27,690
Johnson College	Johnson College Training Technology Expansion	\$76,975
Lackawanna County	Lackawanna County Stauffer Road Paving Project Phase I	\$784,883
Northampton Community College – Monroe Campus	Expanding the Regional CDL Workforce	\$73,975

Total **\$1,098,523**

NCAC PROGRAM TOTALS 2018-2019

Program	Totals
Nonprofit Counseling Sessions	63
Resource Center Visits	44
Workshop Attendees	561
Customized Funding Searches	65
Grant Proposal Reviews	18
Nonprofit Start-Up Assistance	22
Demographic & Statistic Assistance	20
Total Assistance Provided	793



Johnson College ARC Check Presentation.



ECONOMIC IMPACT MODELING

NEPA utilizes an economic impact model, **IMPLAN®**, or Impact Analysis for Planning. The model estimates the economic impact of projects, which are based on the construction of buildings, a temporary impact, and the ongoing impacts that result from the operation of facilities and, where applicable, tourism. During FY 2018-2019, NEPA conducted five economic impact analyses for clients within the region.

PROJECT HIGHLIGHT – CAN DO, INC.

NEPA prepared an economic impact analysis of the businesses located in CAN DO, Inc. owned and managed properties. CAN DO, Inc. is formally known as the Greater Hazleton Community Area New Development Organization, Inc. In a region that consists of Carbon, Luzerne and Schuylkill counties, the total impact was an estimated:

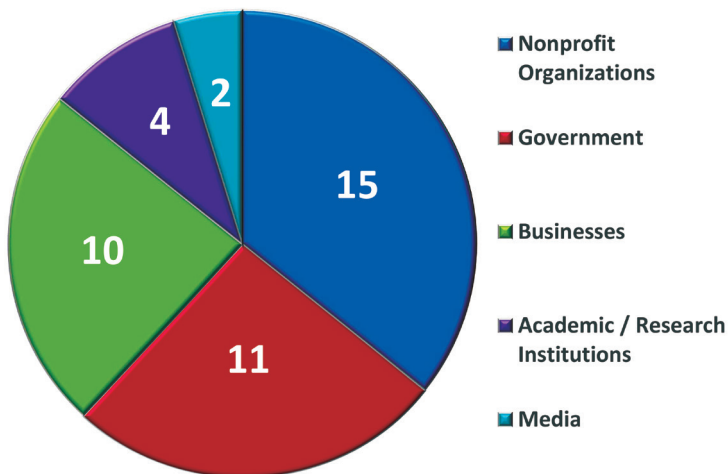
- \$6.3 billion in economic activity
- 26,345 jobs
- \$1.3 billion in labor income



RESEARCH & INFORMATION CENTER

NEPA's Research & Information Center provides research and economic impact modeling services to businesses, nonprofits and government agencies. Whether it's the population of a municipality, the unemployment rate of a county or the number of businesses for an industry in the region, NEPA provides the most current statistical and demographic information that meets the needs of the client.

Number of Data Requests - FY 2018-2019



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 2018-2019, NEPA utilized several grants from the Pennsylvania Military Community Protection Commission to complete an Army Installation Market Analysis & Strategic Action Plan and an economic impact analysis of Tobyhanna Army Depot.

N.E. PA DEFENSE TRANSITION PARTNERSHIP

The N.E. PA Defense Transition Partnership is a new initiative designed in collaboration with the Pennsylvania's Department of Community & Economic Development (DCED) and the N.E. PREP team members. The initiative provides 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. The partners develop market diversification plans to create new opportunities and jobs for local businesses that have experienced decreased DoD contracts. The initiative is in its third phase and is being funded by a \$200,000 grant through the PA DCED and DoD Office of Economic Adjustment (OEA).

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 Management
Total Vouchers		\$22,500	

ENGAGE!

Engage! is a statewide business retention and expansion (BRE) program designed to regularly and proactively interact with targeted companies. The program, which started on February 1, 2018, had the following activities through June 30, 2019;

- 487 Companies Engaged
- 230 Engage! Surveys Completed
- 49 Referrals to Partners
- 15 Focus Groups / Business Walks Conducted with 110 Businesses Participating
- 201 Action Plans Developed
- 96 Action Plans Accepted for Implementation
- \$74,240 Awarded in Vouchers to 25 Companies / Organizations

Our Mission

The Northeastern Pennsylvania Alliance is a regional multi-county economic development agency providing leadership, planning, expertise and services to regional and local governments, businesses, institutions and individuals through innovative and beneficial collaborations and partnerships to enhance the economic development and quality of life of the area.

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 Lamar Advertising for their impact on the regional economy and involvement in the regional community of Northeastern Pennsylvania.

From left, Philip Condron, NEPA Board Chairperson; Tom Donohue, Lamar Advertising; Ryan McGowan, M&T Bank; and Jeffrey Box, President & CEO, NEPA Alliance.



Funding Partners



www.arc.gov



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

dced.pa.gov



www.northeastprep.net



pennsylvania
DEPARTMENT OF TRANSPORTATION

www.penndot.gov



www.eda.gov

NEPA Alliance Affiliates



www.nepabfc.org



www.focus81.com



www.nepa-alliance.org/ncac



www.paldd.org



ptac.nepa-alliance.org



www.nepagrantmakers.org



www.supporttobyhanna.org

1151 Oak Street Pittston, PA 18640 • Tel: 570-655-5581 or 866-758-1929
www.nepa-alliance.org