

# FISCAL YEAR ANNUAL REPORT

A LOOK AT ACCOMPLISHMENTS  
DURING FISCAL YEAR 2016

# 2016

- Governance Committee
- Marketing Committee
- Community Relations Committee
- Finance Committee
- Property Committee

- CAN BE Committee
- Economic Development Committee
- Regional Partnerships
- Board of Directors





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## REPORT FROM THE CHAIRMAN

John Madden Ph.D.



CAN DO has come a long way since Edgar L. Dessen's "... vision for a new Hazleton, a Phoenix rising from the ashes. ..." A drive through the industrial parks and Corporate Center, combined with the fact that thousands of employees are working there, provides convincing evidence of success and of the attainment of the dreams of Dr. Dessen and the many community

members and organizations that came together to make CAN DO a reality. I would like to take this occasion to note several changes that have occurred, some recently and some over time, that may have escaped popular notice.

CAN DO began as an organization of volunteers and still depends on its volunteer board for strategic direction and on its Executive Committee for major policy decisions. But it now also depends on a 14-member professional staff that carries out the strategic vision within the terms of policies set by the Executive Committee.

Although volunteers still perform many important functions for the organization, the primary role of most committees is now to review the performance of this staff and to make recommendations concerning policy to the Executive Committee. This oversight is essential, but it is now typically the professional staff who are the experts on subject matter and the committees who assist and review their performance.

There are notable exceptions. The Community Relations Committee designs and, on a volunteer basis, plans and carries out activities that are important to the organization, and of which the organization can be proud. The CAN BE Committee members provide some of the expertise needed to support startups, and there are a few other exceptions, but the role of volunteers has changed significantly since CAN DO's inception. It is partly in recognition of this gradual and long-term change that the Governance Committee has recommended changes in CAN DO committee charters.

I will wager that most people in Hazleton think of CAN DO as a land development company that acquires and develops land, selling it to developers or corporate entities. While the potential of land sales to achieve CAN DO's mission remains very important, the organization has for the past several years been a utility and a leasing agency. CAN DO got out of the railroad business in a manner that already is benefiting employers in the parks, but as a utility, it provides water and handles wastewater. That and leasing have been

the primary sources of revenue for some years now. In recognition of this shift, CAN DO has also recently acquired additional properties to add to our leasing inventory and is looking for more. Acquisition of these properties will be important to attaining the goal of operating in the black, independent from land sales. We are fortunate that 100% of our properties available for lease are now occupied.

We are in the third year of a community-based strategic plan that states that our mission is "to improve the quality of life in the Greater Hazleton area through the creation and retention of a full range of employment opportunities." The shift to "a full range of employment opportunities" is reflected in attempts to recruit employers in the food processing industries, in continuing to seek high-wage employers, in continuing to develop the Corporate Center and in support of startups at CAN BE. Support of firms expanding their operations in the parks also serves this goal, although it may not show up in CAN DO's bottom line.

This plan speaks in broad terms about building an environment that supports entrepreneurial endeavors in our area. CAN BE has been working on that goal since its inception. In addition, CAN DO has also long sought and obtained external financial support for its projects, and, with financing partners, has found support for a variety of other business ventures in Greater Hazleton. As a Certified Economic Developer, CAN DO now arranges PIDA funding (for a fee) throughout Luzerne County, incidentally improving our position in regional collaboration, and we seek other ways to support entrepreneurship.

The plan also commits to working with partners to improve our downtown on the well-established theory that vibrant downtowns are necessary for vibrant communities. The Remember When building, the Renaissance Center and the former Security Savings building are testaments to our commitment, and CAN DO employees continue to devote hours of their time to the Downtown Hazleton Alliance for Progress. An indication of the success of the strategic plan in guiding staff activity is that staff have requested and proposed updates to the plan to keep it contemporary. It is actually being used for guidance and direction.

Finally, as noted by our immediate past board chairman, the Governance Committee had been hard at work revising committee charters and our bylaws to accommodate environmental and organizational shifts and to make the organization more transparent. It has also overseen updating of the strategic plan. While respecting its traditions, CAN DO has evolved and is evolving to meet the needs of Greater Hazleton. We have had our share of



successes and a few disappointments. It is difficult not to relate a few of them here, but I will leave those to reports from our vice chairs.

Although the parks are impressive, it is people that have propelled CAN DO and that lead us into the future. I wish to extend my thanks to the entire staff of CAN DO. They make the wheels turn and work diligently and intelligently to help us to perform our mission.

As you surely know, Kevin O'Donnell has been out in front of the organization, representing us effectively throughout the region and state while possessing an incredibly detailed knowledge of the organization's history and nature. We have been fortunate to have such a president. I also thank Nancy Stasko for her personal support of our board, our committees and myself.

I thank Vice Chairs Lisa Finkelstein, Bill Magnotta and Dave McCarthy as well as Secretary Dan Jorgensen and Treasurer Pat Ward for their guidance and support. My personal thanks to each of our committee chairs, who will be mentioned in subsequent reports.

Like all of our board and committee members, they have helped to make this an effective organization. CAN DO relies on its volunteer board for direction, for critical oversight and to represent CAN DO to the community its members represent. I note with sadness the recent passing of former Chairman and CAN DO pioneer, Robert Gicking, and Honorary Board Member Robert Miorelli. May their spirits live on.

CAN DO depends on its many partners in the region. Some of these include the Greater Hazleton Chamber of Commerce, the Downtown Hazleton Alliance for Progress, Cranberry Creek Gateway Park, PPL Corporation, Northeast PA Manufacturers and Employers Association, Northeastern PA Industrial Resource Center, Ben Franklin Technology Partners of Northeastern PA, the Northeastern

PA Alliance, the CAN DO Community Foundation, Partners in Education, the PA CareerLink, Tec Bridge, the Luzerne/Schuylkill Workforce Investment Board, Metro Action, Penn's Northeast, Luzerne, Carbon and Schuylkill counties, the Small Business Development Center, Penn State Hazleton, Wilkes University and CORE PA Global.

At this moment for reflection, I thank all who have provided support for our mission and who will help to carry us into the future.

### **Governance Committee**

The Governance Committee was established over three years ago "to assist the Executive Committee in strategic planning, policy oversight and the development of CAN DO's leadership." I thank Chairman Lew Dryfoos for leading this committee, much of which arose from his own thinking. I also thank Nancy Stasko, Director of Administration, for her support.

The committee has fulfilled its responsibility to the Board in making the required nominations. I encourage all board members to help by suggesting future nominees. CAN DO depends on developing its future leadership. The committee has also worked assiduously to modify committee charters to prepare CAN DO for future years and has made corresponding changes to the bylaws.

It is the hope of the committee that these changes will make some committees more functional, will improve corporate transparency, will provide more modern governance and will improve oversight of ethical conduct. Review of strategic planning and work on an update has also been completed.

Under the new charter, the responsibilities of the Governance Committee have expanded. The committee will have a very full plate in the coming year.



### **Honored for 15 years of service**

Each year, CAN DO honors employees that reach milestones in their service to our organization. Melissa Frederick, marketing specialist, was honored in 2015 for her 15th anniversary.



## REPORT FROM VICE CHAIRMAN DAVID M. MCCARTHY

Committees: Marketing and Community Relations

I would like to thank everyone in the Marketing Committee and Community Relations Committee for their hard work. I especially want to thank Marketing Committee Chair Tracy Karchner and Community Relations Committee Chair Elaine Judd.

I would also like to thank Joseph Lettiere, vice president; Nancy Stasko, director of administration; Melissa Frederick, marketing specialist; and Marta Jacober, office assistant.

### Marketing Committee

Under the leadership of Chair Tracy Karchner, the Marketing Committee continued to support all of CAN DO's marketing initiatives, including the implementation of the strategic plan which targets the food processing industry.

While providing the support and direction to help the marketing department meet the objectives outlined within the strategic plan, the Marketing Committee also accomplished the following throughout the year:

- Reviewed prospect and contact activity reports that compiled information to show open and active prospects and contacts, a breakdown of industry types and the source of the lead for the project. The reports also outlined project specifications to help determine acreage and square footage requirements.



**Governor Tom Wolf is led on the tour by Jeff Kimmel, Vice President for Customer Service at web.com.**

- Discussed the activity and analytics on both the CAN DO website and the We CAN DO Food blog. The committee discussed the number of visits and visitors to the sites, the time spent on each page and the top content in order to understand the areas of the websites with the most traffic.
- Supported the organization's recommendation to rezone Humboldt Industrial Park East Site 106 from general commercial back to industrial, which was completed. Marketing materials have been updated to reflect this change.
- Completed land investigations/land marketability of remaining CAN DO sites. The committee reviewed and discussed various potential real estate investment opportunities and the impact the development can have in the community. The committee also reviewed and discussed the marketing department's draft land marketability report for the remaining sites in CAN DO's portfolio.
- Reviewed and approved the marketing charter and task lists.

### Job Creation

CAN DO played an instrumental part in creating more than 225 local jobs over the last fiscal year. CAN DO officials helped web.com reshore 74 jobs from the Philippines to its location in the CAN DO Corporate Center.

American Eagle Outfitters continued its expansion efforts by hiring an additional 125 employees. Citterio added 25 new hires and constructed an additional 95,500-square-foot facility.

Women's Distribution Services outgrew their facility and



**Gov. Tom Wolf visited web.com to help announce the decision to reshore 74 jobs from the Philippines to the facility in the CAN DO Corporate Center.**

relocated to a larger building, expanding an additional 22,000 square feet and creating another five jobs.

Forrester Environmental, a professional services company, purchased Site 5 in McAdoo Industrial Park and retained 25 jobs. The company has potential for additional hires as they continue to grow.

## Leases

CAN DO signed two new leases and renewed four leases to maintain 100 percent occupancy within the leasing portfolio.

### New Leases:

- Premier Ink signed a new lease which doubled their space to 9,600 square feet at MT 7B.
- Bellemarque signed a new lease for an additional 19,200 square feet of flex space in MT 7C.

### Renewed Leases:

- Strongstown B&K renewed their lease for a piece of land in Humboldt East to store concrete barriers.
- Alliance Wholesale renewed their lease for 64,500 square feet at MT 4.
- First National Bank renewed their office lease in the Renaissance Center.
- Equipment Distribution Corporation renewed their lease for 40,000 square feet in MT 6.

## Land sales

Forrester Environmental purchased the 8.18-acre Site 5 in the McAdoo Industrial Park for their expansion. The company plans to construct an 8,000 square foot facility.

## Real Estate Investments

Under the direction of the marketing committee, CAN DO took another step toward the goal of operating without land sales with the purchase of a building occupied by Pretium Packaging in Humboldt Industrial Park.

The purchase of the 123,000-square-foot building on Forest Road will also help to ensure that Pretium Packaging remains in Hazleton and continues to provide jobs for its approximately 150 employees.

As CAN DO continues into the next phase of its strategic plan, the organization is focused on transitioning to a self-sustaining operation outside of land sales. Investments like this will have a huge impact on this endeavor and will provide a financial benefit to CAN DO for years to come.

### Humboldt Northwest Site 1

The marketing department reviewed the preliminary land development plan for Humboldt Northwest Site 1 with Hazle Township. As a result of that meeting, the department is proceeding with the next phase of the approval process. An engineering firm was hired to help obtain a Highway Occupancy Permit to increase traffic volume at Scotch Pine Drive and extend Chestnut Hill Drive as a secondary access point, both of which will be required in order to obtain land development approvals.

### Humboldt traffic

The marketing department interfaced with municipal and PennDOT officials regarding the State Route 424 extension. With the extension set to intersect at White Birch Road and Commerce Drive, PennDOT indicated that this route will require the completion of internal traffic improvements within Humboldt Industrial Park. The marketing department

is working with an engineering firm to complete the required environmental clearances for the White Birch Road extension and other intersection improvements at White Birch Road/Maplewood Drive and Forest Road/Maplewood Drive.

### Humboldt Station

The contract with Hinerfeld Commercial Real Estate was renewed for the remaining Humboldt Station sites as well as

the listing at Humboldt East Lot 107. Hinerfeld is a regional leader in commercial and industrial brokerage.

## Marketing efforts

The We CAN DO Food blog has been an instrumental promotional piece for the marketing department in recruiting prospective companies within the food processing, packaging and logistics industries. In the past year, the blog has placed an emphasis on Greater Hazleton's strategic location, pad-ready sites and the available workforce in the area. In addition to highlighting local companies and the success they have in Greater Hazleton, the blog has featured area educational and training opportunities that are pertinent to employers and employees in the food processing cluster.

The SiteLines e-newsletter was published twice in the last year with issues in October and April that were sent to nearly 1,500 brokers, developers and site consultants. The stories were posted to CAN DO's website and social media accounts. Stories included Reading Blue Mountain & Northern Railroad's personalized service in Humboldt Industrial Park, CAN DO's purchase of the Pretium





Packaging building, the rezoning of Site 106, Greater Hazleton's network of education and training partners, the area's skilled workforce, how PA CareerLink assists local job seekers and the WorkKeys skills assessment program.

The department updated several critical marketing pieces which aid in the recruitment of business to Greater Hazleton. Updates were made to the Area Flyer, which shows Hazleton's location to the interstate highway system

and identifies our service territory. The Workforce Brochure was redesigned with new data and statistics, industry testimonials and information on higher education opportunities in the area. The piece will be provided to prospects and contacts and is accessible on CAN DO's website. Additionally, CAN DO, once again,

collaborated with the Greater Hazleton Chamber of Commerce to update the Community Profile. The four-page document features area population information, proximity to major markets, a quality of life summary, labor market history, area employment information by occupation and industry, wage estimates, educational attainment and college enrollment data, tax information for the Commonwealth of Pennsylvania and major employers in the area.

The role of social media continues to expand within our efforts. The marketing department consistently uses CAN DO's Facebook, Twitter and LinkedIn social media accounts. A variety of marketing materials were created, designed and updated in-house, including maps, building and site flyers and brochures. All data and information within CAN DO's website was revised as well, including an updated real estate properties section. The website now features pages announcing land and buildings that are available in the parks. Each listing provides site or building specifications, a downloadable flyer and park map and links to the Google Maps page for that location and the appropriate park's information page.

### Marketing activities

This past fall, CAN DO coordinated a networking event with the Greater Wilkes-Barre Chamber of Business and Industry and the Scranton Plan in King of Prussia. CAN

DO staff members met with brokers and developers we work with who are familiar with our area and region. The marketing department also assisted Penn's Northeast with a broker event that included all of the economic development partners within the region. This event is similar to the networking event that the department has traditionally hosted. Joe Lettiere participated once again in the networking event at the annual Society of Industrial and Office Realtors conference in Hershey and also attended the annual Site Selectors Guild Forum in Philadelphia. The Site Selectors Guild is the only association of the world's foremost professional site selection consultants. Guild members provide location strategy to corporations across the globe and for every industry, sector and function.

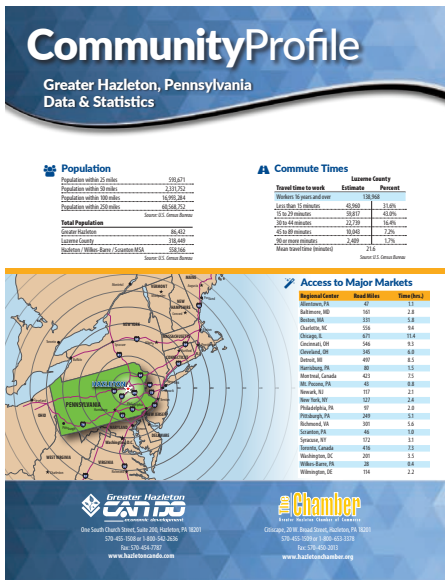
### Regional marketing

CAN DO remains actively involved with Penn's Northeast, a nonprofit economic development organization. Joe Lettiere served as Finance Committee chair for this year, and Kevin O'Donnell served as the Human Resources Committee chair. Both Kevin and Joe were involved in appointing John Augustine as the new President/CEO of Penn's Northeast. Joe and Kevin will remain an integral part of the planning process for the future of Penn's Northeast.

PREP (Partnerships for Regional Economic Performance) is a network of regional partners designed to work together to assist businesses in Northeastern Pennsylvania. CAN DO has been an active member within this network, participating in several initiatives including the Jobs 1st program. The program facilitates increased investment and job creation by coordinating workforce recruitment, training programs and economic development throughout the PREP regions.

A broader effort CAN DO is taking part in is Core PA Global, which was funded through a

Make it in America Challenge grant. Core PA Global is the centerpiece of a Pennsylvania government initiative established to increase the visibility of a 53-county footprint of Pennsylvania to international and domestic investors and reshoring prospects.



penn's northeast

PA PREP  
NORTHEAST  
Partnerships for Regional Economic Performance

CORE PA

## Community Relations Committee

The Community Relations Committee helps promote and build support for CAN DO's efforts throughout Greater Hazleton.

The committee works to foster a better understanding of CAN DO's mission and operations and creates positive relations throughout the community.

Various CAN DO events and projects were planned, coordinated and attended by the Community Relations Committee throughout the fiscal year.

Working toward fulfilling CAN DO's strategic goals, the Community Relations Committee partnered with industries in the Humboldt Industrial Park to revive the Humboldt Park Association which brings industries together to discuss common concerns and to provide support to help them thrive.

The Humboldt Park Association, which now meets on a regular basis, provides a forum for the companies to discuss common issues such as workforce needs, road work updates and training programs.

Numerous speakers from different agencies have made presentations to the park association members providing information about the services they offer which may be of use to the industries. Some of these presentations have included the Greater Hazleton Chamber of Commerce, the PA CareerLink, the Northeastern Pennsylvania Industrial Resource Center, the Manufacturers and Employers Association, State Rep. Tarah Toohill and PPL to name a few.

CAN DO officials attend every meeting to update the members about upgrades to the park including rail service, road updates, restoration of the water tank, special events and much more.

The meetings take place in various locations including a meeting at the massive American Eagle Outfitters

distribution center that included a tour of the modern facility.



## HUMBOLDT PARK ASSOCIATION

Election of officers took place and those elected include Brian Poveromo, American Eagle Outfitters, president; Chuck Cresap, Simmons, vice president; Tracy Karchner, Karchner Logistics, treasurer; and Nancy Stasko, CAN DO, secretary.

On September 30th and October 2nd and 30th, industry representatives from the Humboldt Park Association, as well as industries

in Valmont, McAdoo and the CAN DO Corporate Center, were guests at the Mohegan Sun Arena. Attendees were

treated to club seats at center ice. More than 200 people representing

various companies were able to attend the Wilkes-Barre/Scranton Penguins hockey games. CAN DO expressed gratitude to Mohegan Sun Arena for sponsoring the events and to Nancy Stasko for coordinating them.

CAN DO held its successful Curb Appeal Awards judging for the eighth time last summer. The program, co-chaired by Lonnie Polli and Gary Danish in FY2016, recognizes and rewards companies in CAN DO's three industrial parks (Humboldt, McAdoo and Valmont) and the CAN DO Corporate Center business park that have proactively

maintained or improved the appearance of their properties.

CAN DO believes well-maintained properties help provide increased value for industries and their neighbors, as well as a quality work environment and improved morale for employees. With that in mind, our organization wanted to reward the efforts of the many companies that keep their facilities looking beautiful. The Curb Appeal Committee visits the properties of all companies within CAN DO parks and selects the winners. Curb Appeal Award winners were honored at an industry mixer held in September at the Residence



**State Rep. Tarah Toohill speaks to the Humboldt Park Association**



**Humboldt Park Association Secretary Nancy Stasko reports to the members about updates to the Curb Appeal awards.**



Inn by Marriott in Humboldt Station. The Curb Appeal Award plaques were presented in the categories of companies with 1-75 employees in their local facility; companies with more than 75 employees; Commercial Service; and Commercial – Hotels, Restaurants, Retail.

Recipients in the 1-75 employee category were Coveris, Humboldt Industrial Park; Atlantic Packaging, Valmont Industrial Park; JPC Equestrian, CAN DO Corporate Center; and High Mountain Hardware, McAdoo Industrial Park. Recipients in the more-than-75 employee category were Quad Graphics, Humboldt Industrial Park; Michaels Distribution Center, Humboldt Industrial Park West; U.S. Cold Storage, Humboldt Industrial Park North; and Silgan, Valmont Industrial Park. The Commercial Service Award recipient was the Corporate Center's IUPAT District Council 21 Painters Union and the winner in the Commercial – Hotels, Restaurants, Retail category was Burger King in Humboldt Station. Quad Graphics was named the overall winner, receiving the top award in the program. Planning is already underway for the ninth annual Curb Appeal Awards, which will be presented in the fall of 2016. CAN DO extends thanks to the mixer planning committee of Dorothy Anderson, Charlie Burkhardt, Elaine Judd, Catherine Sachs and Nancy Stasko.

### Student Action Committee

CAN DO's Student Action Committee was busy with several events throughout the past year. The committee is made up of local high school students who plan and assist with special community projects.

This year's Student Action Committee included Morgan O'Hara, Monica Abdelmalek, Natalie Alcantara, Lauren Pataki and Jerry Gasser, Hazleton Area High School; Dominic Yannuzzi, Hazleton Area Academy of Sciences; Pemely Guzman and Anthony Kimsal, Immanuel Christian School; Dominic



**CAN DO presented its eighth annual Curb Appeal Awards to its industrial park and corporate center tenants. Pictured are, first row, from left: Nancy Stasko, CAN DO director of administration; Susan Weigan, JPC Equestrian; Jennifer Ochoa, Burger King; Colleen Burt, Atlantic Packaging; Nancy Trovitch, Silgan; Cynthia Schultz, U.S. Cold Storage; and Lonnie Polli, Curb Appeal Committee co-chair. Second row: Gary Danish, Curb Appeal Committee co-chair; Kevin O'Donnell, CAN DO president and CEO; Mark Andrews, Quad Graphics; Randy Bell, Quad Graphics; Bob Derlunas, Quad Graphics; Gary Gilbert, Silgan; and Corey Peterson, Michaels Distribution Center. Missing from photo: representatives from Coveris, High Mountain Hardware and IUPAT District 21 Painters Union.**



**CAN DO thanked its Curb Appeal Awards sponsors during the eighth annual celebration at Residence Inn by Marriott in Humboldt Station.**



**CAN DO's Student Action Committee received a record number of items and monetary donations from throughout Greater Hazleton as part of the 11th annual drive to distribute care packages to military members with ties to Greater Hazleton that were stationed abroad for the holidays.**



Mussoline and Jenna O'Donnell, Marian High School; Brendan Drusda, Kayla Leonard and Joshua Narrow, MMI Preparatory School; and Trent Dempsey and Samantha DeSpirito, Weatherly Area High School.

"Operation: CAN DO" co-chairs for 2015 were Jenna O'Donnell and Anthony Kimsal. CAN DO Community Christmas co-chairs were Monica Abdelmalek and Dominic Mussoline. CAN DO board member Charles Burkhardt and CAN DO Director of Administration Nancy Stasko are the Student Action Committee advisers.

Each year, the committee organizes "Operation: CAN DO," a drive to collect food, hygiene and entertainment items for local servicemen and -women stationed overseas. The drive marked its eleventh anniversary last fall. The items that are collected are placed into care packages and mailed each fall in partnership with the Freeland American Legion so the packages will be received in time for the holidays. The drive, which is always well received by the community, garnered publicity through newspaper articles and television coverage.

Student Action Committee members also coordinated the 23rd annual CAN DO Community Christmas, which was held in December and aired on WYLN TV. Hundreds of children and adults enjoyed the festive musical performances at Christ Lutheran Church on Green Street in Hazleton. CAN DO Chairman of

the Board John Madden, Ph.D.; Greater Hazleton Chamber of Commerce President Mary Malone and student advisers

Charles Burkhardt and Nancy Stasko all spoke during the festivities. Charles Burkhardt served as master of ceremonies for the evening, which featured a visit from Santa Claus. The large crowd in attendance enjoyed performances by the Hazleton Area High School jazz ensemble, directed by Joseph Stefanko; the Hazleton Area High School chamber singers, directed by Kim Sharonoff; the Heights-Terrace third-grade chorus, directed by Rachel Brimmer; the MMI chamber ensemble,

directed by Christine Lizbinski; and the Heights-Terrace Elementary/Middle School jazz ensemble, directed by Jennifer Gerhard. Each student performer received a T-shirt designed by the Student Action Committee. Members also helped children in attendance write letters to Santa and served refreshments.



**United States Air Force member Michael Dellavella, pictured at right in the front row, presented a flag that was flown over the Middle East during a mission to the "Operation: CAN DO" co-chairs and CAN DO representatives.**



**CAN DO Director of Administration Nancy Stasko, left, poses with members of the Student Action Committee at the 23rd annual CAN DO Community Christmas.**



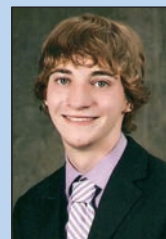
**The Heights-Terrace third-grade chorus entertained the crowd during CAN DO Community Christmas at Christ Lutheran Church in Hazleton.**



## STUDENT ACTION COMMITTEE

Graduating members talk about their experience

"Being a part of this organization helped me to not only give back to the community but to learn and experience things I never would have on my own. I feel that "Operation: CAN DO" encourages the students to do more things in the community, such as food drives or simply visiting children in the hospital. Little things can go a long way and I feel like it helps the students to have a greater appreciation for their lives and learn to help the less fortunate." — **Monica Abdelmalek**



"I developed my ability as a leader, specifically in conducting organized activities. "Operation: CAN DO" forced me out of my comfort zone in going to my school and local businesses to ask for them to participate.

Taking part in the bimonthly meetings gave me useful insight as to how a business runs." — **Brendan Drusda**



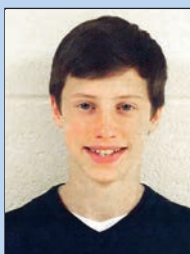
"Being a part of the Student Action Committee as a student Board of Directors member has expanded my knowledge in business. CAN DO has been doing an excellent job of helping the community for years and I am glad to have been given the opportunity to be a part of it."

— **Natalie Alcantara**

"I really enjoyed the CAN DO Community Christmas event because it was a fun opportunity for everyone in the community to gather in one place and get into the Christmas spirit. During my experience, I learned to always be timely when arriving for meetings or replying to emails, be respectful and courteous to those around you and not be afraid to ask questions." — **Anthony Kimsal**

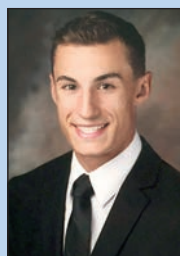


"As a member of the CAN DO Student Action Committee, I learned how to network and how to be successful. The most important thing I learned from CAN DO is to help your community in every and any way possible. I think that "Operation: CAN DO" and CAN DO Community Christmas are two amazing events. I am extremely happy that I had the opportunity to participate in them." — **Trent Dempsey**



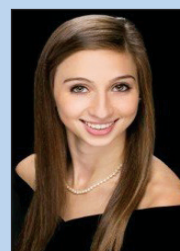
"I learned a lot of positive things about Hazleton. Being a part of "Operation: CAN DO" and the CAN DO Community Christmas made me feel great to see that the little things we were doing were helping people and putting a smile on their faces."

— **Dominic Mussoline**



"This experience helped me connect with my community, understand its benefits and contribute in small ways to improving our area. CAN DO is an organization that helps the community grow, develop and come together to work toward common goals."

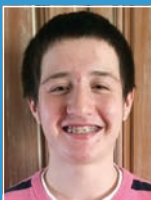
— **Morgan O'Hara**



### Junior year members of the CAN DO Student Action Committee



**Samantha DeSpirito**



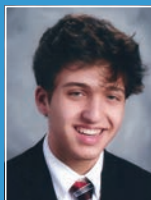
**Jerry Gasser**



**Pemely Guzman**



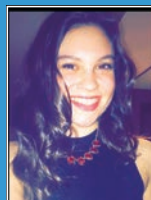
**Kayla Leonard**



**Joshua Narrow**



**Jenna O'Donnell**



**Lauren Pataki**



**Dominic Yannuzzi**





## REPORT FROM VICE CHAIRMAN WILLIAM MAGNOTTA

### Committees: Finance and Property

I would like to recognize the efforts of those who work with the Finance and Property Committees. I would like to thank Finance Committee Chairman Joseph Baran and finance department staff members Patricia Gendler, CPA, chief financial officer; Tiffany Teter, staff accountant; and Kathy Kline, accounting specialist.

I would also like to thank Property Committee Chairman Adam Hoover and property staff members Greg Kurtz, director of operations; Dan Sweeney, facilities manager; Brian Demshock, utility supervisor; Joseph DelBalso, lead water operator, and Stewart Smith, lead waste water operator.

#### Finance Committee

CAN DO had another remarkable year as operations were tied closely to the 2016 fiscal budget.

Continuing the aggressive investment practice started in recent years, CAN DO acquired another investment property in the fall of 2015 located at 512 Forest Road in Humboldt Industrial Park. This 125,000-square-foot manufacturing facility produced revenue from the start, as it was fully occupied. The 512 Forest Road acquisition, coupled with the Lions Drive property in Valmont Industrial Park and the Green Mountain Road property in Humboldt West that were both purchased at the end of the prior fiscal year, produced a welcome increase in leasing net income compared to the actual net income for the leasing division in Fiscal Year 2015. In line with our strategic plan, CAN DO continues to seek out opportunities to invest in property that can provide additional sustainable income for CAN DO and move us closer to our goal of sustainability without land sales.

As part of the strategic plan and CAN DO's mission to improve the quality of life in Greater Hazleton, CAN DO made a loan to our partner, the Downtown Hazleton Alliance for Progress (DHAP), in November of 2014 to purchase the former Security Savings bank building. During Fiscal Year 2016, the CAN DO Board of Directors approved the forgiveness of the loan over a period of two years beginning with the 2016 Fiscal Year. CAN DO is committed to being an integral part of the revitalization of downtown Hazleton.

During the past year, CAN DO received an operational grant from the Northeast Pennsylvania Partnership for Regional Economic Performance (PREP) for \$18,503.

The utility division continues to operate above the budget.

Revenues were primarily as planned but many expenses, including electricity, purchased sewer, purchased water, repairs and maintenance and waste removal, are on target to be less than the budget as we strive for better efficiencies.

The Finance Committee continues to monitor the \$2 million that was invested with FNB Trust in October of 2014. The market has been very unstable and the value of the account is subject to that volatility. The last quarter saw a welcome change as the market rose higher on a strong economy.

During the years 2009-2011, CAN DO invested \$50,000 in an economic development initiative run by the Mid-Atlantic Angel Group II, LP (MAAG II). During 2015, CAN DO began to see the fruits of the investment as the internal rate of return for the investment changed from (5.92)% to 11.22%, and the share of earnings recognized by CAN DO exceeded CAN DO's initial investment with additional return yet to be realized.

CAN DO is in the process of reviewing insurance coverage for the organization and has solicited proposals for the period of July 1, 2016 to June 30, 2019. An insurance consultant is working with CAN DO. The properties and request for proposal (RFP) books were reviewed. The responses from insurance companies are in the process of being reviewed to help ensure that the proposals submitted agree to the specifications in the RFP books.

As the fiscal year comes to a close, CAN DO is in the process of completing several real estate sale opportunities that were in progress and has secured \$375,000 of grant income related to the D2PA grant program.

Overall, CAN DO has operated closely to the budgeted plan for the year.

#### Property Committee

##### Land Development

##### Creek Crossing

CAN DO is currently in the National Pollutant Discharge Elimination System (NPDES) permitting stage to install a box culvert in Humboldt Industrial Park Northwest which will provide access to sites. This creek crossing approval is an extensive process that was previously approved but construction was delayed due to inactivity in this area. The increased activity has now warranted us to proceed with this project. We expect to complete this phase by the end of 2016.



### Future Pad-Ready Sites

CAN DO is filing for permits to allow for fill to be placed on some of our sites in Humboldt Industrial Park for future use. The fill may come from industries in the park or from our own projects. This will allow for more attractive sites and better prepare the sites for sale.

### White Birch Road Extension Progress

The extension of White Birch Road is still currently in the planning stage. Environmental evaluations are now underway, with design to follow later. This process will continue and construction is expected to start sometime in 2017. This work includes a new means of ingress and egress that will allow traffic in Humboldt Industrial Park to have easy access to the future State Route 424 extension currently in design with PennDOT and Alfred Benesch & Associates. Many traffic and safety issues that currently limit growth in Humboldt will be resolved when this PennDOT project is complete. Completion is currently estimated to be in 2018 or 2019.

### Wetlands

CAN DO is constructing 5.6 acres of wetlands in Humboldt Industrial Park to replace previously constructed wetlands that had failed. The project was delayed slightly due to the need for an additional fill site. This permit has been approved and the project is expected to be completed by the end of the 2016 fiscal year.

### Lots J and K

The operations and marketing departments are continuing to work together on a project that had been proposed for for lots J and K in Humboldt Station. If the negotiations prove to be successful, the construction would be expected to be completed sometime in 2017.

### Facilities Management

As part of our involvement in the downtown revitalization project, CAN DO purchased the property at 21-23 West Broad Street, most recently occupied by the Remember When antique store and dealer. An engineering firm was hired to determine the overall condition of the building. The report came back satisfactory to proceed. This project is currently in the initial design phase with the same architect that the Downtown Hazleton Alliance for Progress (DHAP) is utilizing for the downtown revitalization design plans. The use for this building is currently unknown and the interior work will be limited until a qualified tenant is found.



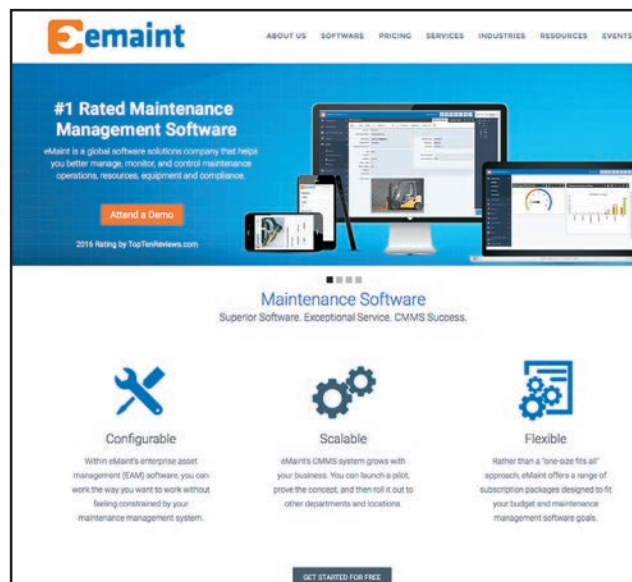
**CAN DO replaced the roof on Multi-Tenant Building #6, a 40,000-square-foot industrial building in Hazleton Heights.**

### Computerized Maintenance Management System (CMMS)

A new computerized maintenance management system (eMaint software) is in use and will develop into a very valuable tool to utilize maintenance data. This data will help manage and track necessary tasks and ultimately improve the operations and maintenance of our utilities as well as our facilities and properties.

### Energy Savings Efforts

Efforts are continuing to reduce CAN DO's energy costs. Some of the projects completed last year were HVAC system changes in CAN DO's Renaissance Center building and HVAC upgrades and programming to the web.com facility in the CAN DO Corporate Center. Electricity and



natural gas contracts are bid out. In addition to reducing operating costs, the initiative will also reduce our carbon footprint and conserve our natural resources.

### Roof Replacements

Roof replacements can be one of the most expensive investments in our commercial/industrial buildings. This year, CAN DO replaced the roof on our Multi-Tenant Building #6, a 40,000-square-foot industrial building in Hazleton Heights. This roof reached the end of its useful life and required a full replacement. The same tenants have leased this building for several years and recently renewed

their lease. Other roofs are scheduled for repairs and replacement in upcoming years as required.

### **Facility Inspections**

Formal annual building inspections are now being introduced to ensure the longevity, safety and financial security of our assets. These inspections will allow us to gather valuable information that will be entered into the CMMS for later use in maintenance scheduling and future planning. A five year look into the future is in the process of being developed.

### **GIS Mapping**

GIS (Global Informational System) mapping is underway at CAN DO. We have many miles of utility pipes, valves, hydrants and underground infrastructure distributing potable water and collecting waste water. To better serve our clients and save on labor and utility expenses, we are undergoing a two-to-three-year project to digitally map all the systems, making it possible to use a computer to click and reveal pertinent information related to the size of a pipe, type of valve, year of installation and other pertinent information. In the field, an operator can use a handheld GPS device to locate equipment in seconds rather than hours, thus saving significant cost by enabling faster response times. This system will also be used frequently as the PA One-Call system requires our technicians to locate our utilities every time someone needs to dig around our infrastructure.

### **Access Control**

Building access control was added to a few of the CAN DO buildings to increase security after normal business hours. This system will automatically lock the exterior doors and keep them locked through the nights and weekends, allowing entrance only by authorized key fob holders. This will eliminate a building being left unlocked inadvertently after hours by a tenant.

### **Utilities Division**

#### **Sewer**

CAN DO completed the installation of an ultraviolet disinfection system that eliminates the need to utilize chemical disinfection as we had in the past. This project was a success and was completed on budget. This upgrade will eliminate the use of sodium hypochlorite as a disinfectant and the sodium bisulfate used to remove chlorine that we had previously discharged into the waterways, making our process more environmentally friendly.

### **Water**

CAN DO provides potable water service to two separate industrial parks, a business park and the Sand Springs golf community. This year, we completed the refinishing of our 1-million-gallon standpipe located near the Office Depot facility on Green Mountain Road in Humboldt Industrial Park. In the upcoming year, we have plans to wash out and evaluate two more standpipes to assess necessary repairs. This maintenance will then be scheduled as required.

### **CAN DO Corporate Center Improvements**

The CAN DO water systems that support the potable water needs of the CAN DO Corporate Center in Drums are comprised of one groundwater well, one 500,000-gallon



***CAN DO made several updates to its Office Building 1 in the CAN DO Corporate Center, including installing LED lights, making sidewalk replacements and creating a Roof Top Heating/Cooling System Energy Efficiency Program.***

water tank, miles of underground piping and fire hydrants. CAN DO recently completed several large meter calibrations as part of our ongoing maintenance program. Aqua Pennsylvania, Inc. recently signed a five-year contract to purchase water from our Corporate Center water system. This water is used to supplement their supply for Sand Springs Golf Community as well as other areas where Aqua may need water for their customers. When needed, they transport the water in tanker trucks.

### **Humboldt Water System Improvements**

The water system at Humboldt Industrial Park consists of five wells, four water storage tanks and a distribution system, delivering nearly 600,000 gallons of water daily to all areas of Humboldt Industrial Park. In the past year, CAN DO rehabilitated two wells in Humboldt. This maintenance is part of an ongoing maintenance program developed to retain the wells at their maximum capacity. This program assists in avoiding any disruption of clean potable water to our customers.





## REPORT FROM VICE CHAIRMAN LISA FINKELSTEIN

Committees: CAN BE and Economic Development

I would like to recognize the efforts of those on the CAN BE Committee and on the Economic Development Committee.

I would like to thank CAN BE Committee Chairman Ken Okrepkie and Economic Development Committee Chairman Joseph Zeller.

I would also like to thank CAN DO Director of Economic Development and Entrepreneurship Jim Kelshaw and the other staff and volunteers who assist those committees.

### CAN BE Committee

The Community Association for New Business Entrepreneurship (CAN BE), our business incubator program that offers services to all early-stage companies seeking assistance, has experienced several highlights in the past year.

The Greater Hazleton Business Innovation Center, CAN BE's 14,400-square-foot facility located in our Valmont Industrial Park, is the new home of four different companies. Anchor tenants Brennan Legal Services and Al Papada Financial Services operate in the building. Fred Blaise, CPA also located his practice here, rounding out

professional services located within the property and available to assist our newer tenants.

Perhaps the greatest success story for a client of CAN BE during this fiscal year is a company called Performance Biomedical, LLC. Ron Carter, owner of Performance

Biomedical, expanded his business into CAN BE in October of 2015. This company is a provider of durable medical equipment. Assisted by CAN BE, the Performance Technical Assistance Center in Pittston and the Small Business Development Center at Wilkes University (strategic partners of CAN BE), Performance Biomedical was successful at being awarded a five-year government contract worth approximately \$15 million dollars to provide durable medical equipment to veterans throughout Northeast Pennsylvania.

The CAN BE Committee has also established a mentorship and internship program for the Greater Hazleton area, concentrating preliminarily in our facility at 103 Rotary Drive in West Hazleton and downtown Hazleton. A subcommittee combining the efforts of CAN BE, Pennsylvania CareerLink, Downtown Hazleton



**Ron Carter, owner of Performance Biomedical LLC, expanded his business to include warehousing space in CAN BE's innovation center.**



**CAN DO and partners of the "Partnership for Regional Economic Performance" (PREP), including Northeastern Pennsylvania Alliance (NEPA) and the Wilkes University Small Business Development Center (SBDC), welcomed Performance Biomedical LLC to the Greater Hazleton Innovation Center.**



Alliance for Progress, Penn State Hazleton and Wilkes University turned this opportunity to provide assistance to area businesses into a reality.

CAN BE is proud to be of service to our clients and the community. We are determined to assist our present and future neighbors with the tools and leadership they need to achieve their goals.

### Economic Development Committee

The Economic Development Committee continues to assist local industries with their business needs and to advance the mission statement of CAN DO, which is "To improve the quality of life in the Greater Hazleton area through the creation and retention of a full range of employment opportunities."

In fiscal year 2014, CAN DO was successful at achieving slightly more than \$1.2 million in grant funding for a project to extend White Birch Road in our Humboldt Industrial Park. This project is necessary to meet Pennsylvania's planned extension of State Route 424 into the Humboldt park, yielding a second access to Interstate 81 for our industries and their employees. The project was estimated at \$1.8 million and additional funding was necessary to close the gap. Our economic development department was successful in the past fiscal year in being awarded an additional \$469,000 grant from the Appalachian Region Commission towards this project. CAN DO continues to address additional recommendations from PennDOT necessary to complete this much needed infrastructure improvement.

### Loans

A \$4.8 million loan was procured from Mid Penn Bank during the past year to enable the acquisition of a 125,000-square-foot building in Humboldt Industrial Park, adding to our leased properties portfolio.

In August of 2014, as the applicant and administrator, CAN DO received a \$750,000 Discovered and Developed in PA (D2PA) grant, creating a revolving loan fund for site readiness of land for future development. This fund can be used by the five certified Industrial Development Corporations within our Northeastern Pennsylvania Partnership for Regional Economic Performance (PREP).

CAN DO received a \$100,000 loan to assist with engineering and permitting costs for Site 1 in Humboldt Industrial Park Northwest. Once permitted, this will be an approximately 91-acre parcel available for sale.

CAN DO had significant activity in providing loans as a Certified Economic Development Organization for Pennsylvania and as a resource to Luzerne County businesses in obtaining other financing. The economic development department, through Pennsylvania Industrial Development Authority (PIDA) financing, helped to provide in excess of \$800,000 to area businesses.

Through our relationship with financing partners such as MetroAction, NEPA Alliance, area financial institutions and the U.S. Small Business Administration, CAN DO assisted with over \$3 million of financing packages.

CAN DO partnered with the Downtown Hazleton Alliance for Progress and the Greater Hazleton Chamber of Commerce to co-host seminars for area businesses with topics ranging from business plan development, succession



***CAN DO procured a \$4.8 million loan from Mid Penn Bank to add a 125,000-square-foot building in Humboldt Industrial Park, occupied by Pretium Packaging, to its leasing properties portfolio.***

planning, how to handle issues specific to family-owned and closely-held businesses and financing.

Furthering the access of capital to small businesses, Jim Kelshaw serves as a director for the NEPA Alliance Business Finance Corporation, an SBA-certified community development corporation based in Pittston, and MetroAction, a small business lender located in Scranton and housed in the Scranton Chamber of Commerce. To add to CAN DO's role in community development and a strategic focus on the revitalization of downtown Hazleton, Mr. Kelshaw also serves as the vice president of the Downtown Hazleton Alliance for Progress (DHAP) and co-chair of its Economic Vitality Committee and is a member of its Fundraising and Organizational committees.



## CAN DO PARTNERS

Thank you, partners!



Ben Franklin  
Technology PARTners  
Northeastern Pennsylvania



Cranberry  
Creek  
GATEWAY SITE

Hazle Township, Luzerne County, Pennsylvania



Luzerne County  
Office of Community  
Development





## BOARD OF DIRECTORS

Fiscal Year 2016

### Officers

Chairman of the Board	John Madden, Ph.D.
Vice Chairman	Lisa Finkelstein
Vice Chairman	William Magnotta
Vice Chairman	David M. McCarthy
President & CEO	W. Kevin O'Donnell
Secretary	Daniel C. Jorgensen
Treasurer	Patrick J. Ward
*Vice President	Joseph F. Lettiere
*Assistant Secretary	Nancy R. Stasko
*Assistant Secretary	Patricia A. Gendler, CPA

### Directors

Greater Hazleton Chamber of Commerce	Donna Barna Anthony Cusatis George R. Hludzik, Esq. William Spear Carla Thaller
Greater Hazleton Clearing House Association	Paul Baynum Luci Kulish
Hazleton Kiwanis Club	Betty Corcoran Eleanor O. Matz Rich Saullo
Hazleton Lions Club	Tyler Hall
Hazleton Rotary Club	Toni Kelpsh Gary Lawler, Ph.D.
Hazleton Volunteer Firemen's Relief Association	Robert L. Hoegg
NEPA Building & Construction Trades Council	Donald J. Dunne
UNICO	Mark Imbriaco Nicholas Pane
West Hazleton Lions Club	Michael Christina Rev. Joseph Hager Sherri Homanko, PharmD. Norbert Kotzer Leonard J. Nork, D.C.

### Directors at Large

Dorothy Anderson	Lisa Finkelstein	William Magnotta	Dr. Rodney Ridley
George Andrews	John Fletcher	Paul Malone	John E. Schwear Jr.
Anthony Badamo	Tim Genetti	Bryan Mason	Robert Sensky, Esq.
Joseph Baran	William E. Genetti	David M. McCarthy	Alexander Slood
Charles Burkhardt	Adam Hoover	Rick Morelli	Eugenio Sosa
Neal DeAngelo III	Daniel C. Jorgensen	Ken Okrepkie	Patrick J. Ward
Anthony J. Dixon, Esq.	Elaine Judd	Maryanne Petrilla	Joseph Zeller
Lani Drobnock	Tracy Karchner	Lonnie Polli	
Peter J. Fagan, Esq.	John Madden, Ph.D.	Jim Reinmiller	



## Past Presidents/Chairmen

Edgar L. Dessen, M.D.** (Chairman Emeritus)	John H. Wright Jr. Herbert D. Nash**	Joseph M. DeBias Robert J. Moisey
Arthur A. Krause**	Donald M. Pachence	E. Thomas Sandrock
Hugh Campbell**	Eugene M. Dougherty	John J. Spevak
Robert Gicking**	Gary F. Lamont	Llewellyn F. Dryfoos III
Paul Cerula**	Terrance M. Eyerly, D.C.	

**CAN DO President & CEO**..... W. Kevin O'Donnell

## Honorary Directors\*

Martin D. Cohn, Esq.	George J. Hayden	John Sacco
William Flood	Robert J. Miorelli**	Arthur D. Sweeney, AIA
Eugene F. Gallagher	Jan Pasdon	

## County and Municipal Representatives\*

David Pedri, Esq. (Luzerne Co. Manager)	Fallon Fermin (City of Hazleton)
Stephen A. Urban (Luzerne Co. Council)	Robert Gabardi (East Union Township)
James Babula (Hazle Township)	Frank C. Polidora, MD (Butler Township)
Joseph Clark (Banks Township)	Mark Yeager (Borough of West Hazleton)

## Industry Representatives\*

Humboldt Park Association.....	Rich Roselle
Valmont Park Association.....	Jeff Mason Jr.

## Education\*

Matthew Adams (McCann's)	Robert Mehalick (Hazleton Area S.B.)
Debra Conway (Penn State Hazleton)	Kim McNulty (MMI Preparatory School)
Joseph Gasper (LCCC)	Chris Robbins (MAEA)
Michael J. Martine (Keystone Job Corps)	Ross Valenti (Partners In Education)

## Honorary Student Board Members\*

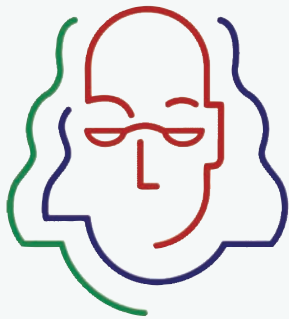
Monica Abdelmalek (HAHS)	Jerry Gasser (HAHS)	Joshua Narrow (MMI)
Natalie Alcantara (HAHS)	Pemely Guzman (ICS)	Jenna O'Donnell (MHS)
Trent Dempsey (WAHS)	Anthony Kimsal (ICS)	Morgan O'Hara (HAHS)
Samantha DeSpirito (WAHS)	Kayla Leonard (MMI)	Lauren Pataki (HAHS)
Brendan Drusda (MMI)	Dominic Mussoline (MHS)	Dominic Yannuzzi (HAAS)

\* Non-voting members  
\*\* Deceased



**2016 CAN DO**

Partner Award



**Ben Franklin**

**Technology PARTners**

*Northeastern Pennsylvania*

**Ben Franklin  
Technology Partners**



**2016 CAN DO**

Chairman's Award



*Elaine Judd*



## CAN DO PAST PRESIDENTS AND CHAIRMEN



**Dr. Edgar L. Dessen\*\***  
Founder



**Joe Yenchko\*\***  
Executive Director  
1963-1984



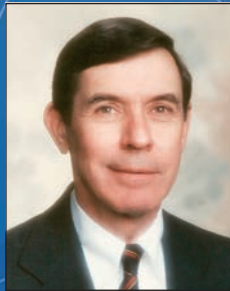
**Kevin O'Donnell**  
President & CEO  
1984-Present



**Arthur A. Krause\*\***  
1971-1973



**Hugh L. Campbell, III\*\***  
1973-1976



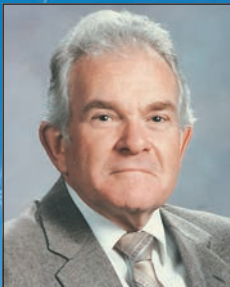
**Robert K. Gicking\*\***  
1976-1979



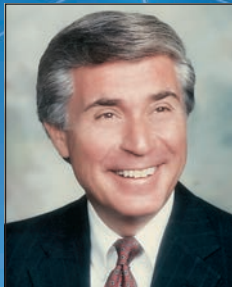
**Paul Cerula\*\***  
1979-1982



**John H. Wright, Jr.**  
1982-1985



**Herbert D. Nash\*\***  
1985-1988  
1993-1994



**Donald M. Pachence**  
1988-1991



**Eugene M. Dougherty**  
1991-1993



**Gary F. Lamont**  
1994-1997



**Dr. Terrance M. Eyerly**  
1997-2000



**Joseph M. DeBias**  
2000-2003



**Robert J. Moisey**  
2003-2006



**E. Thomas Sandrock**  
2006-2009



**John J. Spevak**  
2009-2012



**Llewellynn F. Dryfoos III**  
2012-2015

*\*\* Deceased*



## OUR MISSION...

To improve the quality of life in the Greater Hazleton Area through the creation and retention of a full range of employment opportunities.

