

2020 ANNUAL Report



Kevin O'Donnell
retiring after
47 years of
dedicated
service

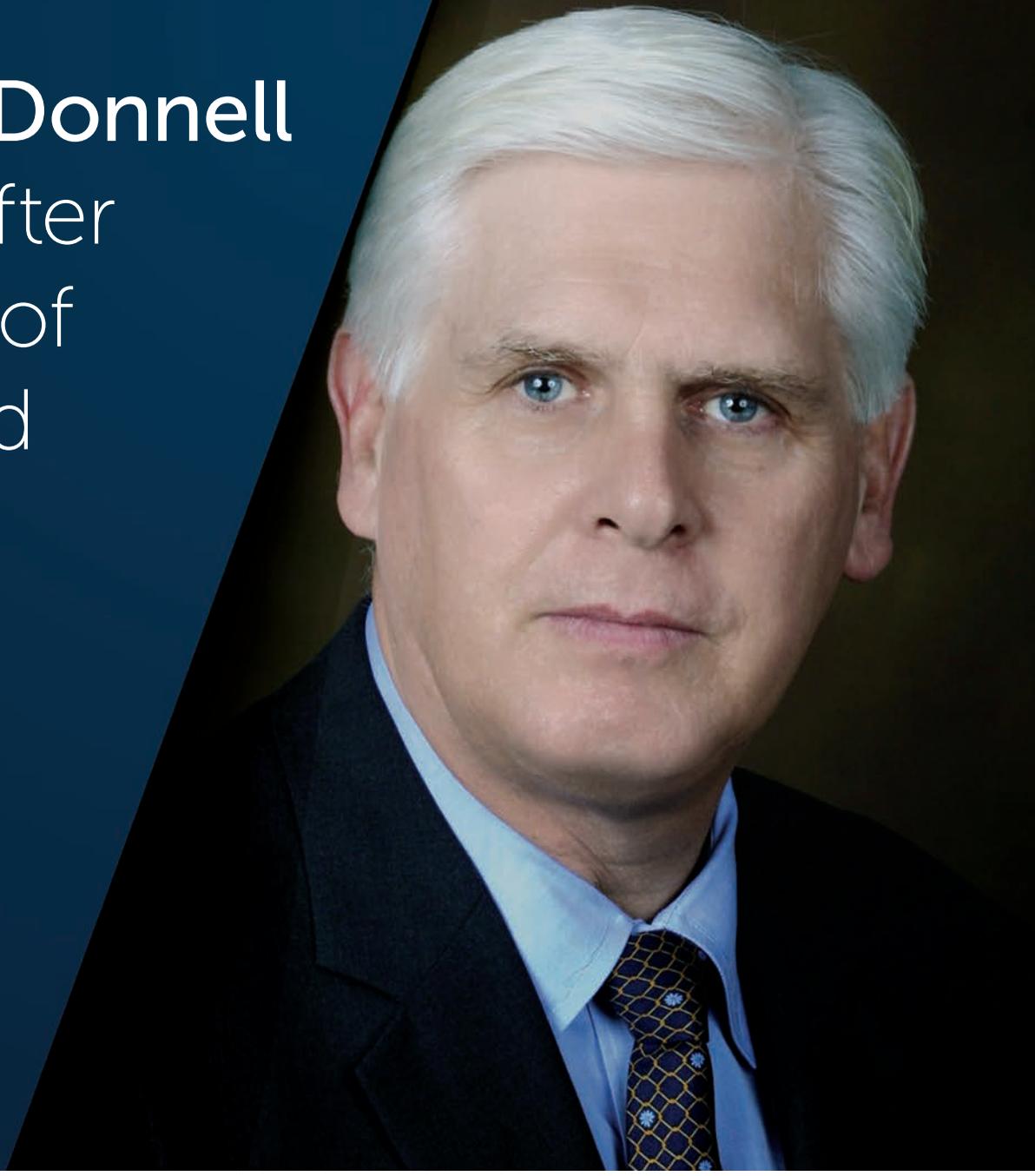




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REPORT FROM THE CHAIRMAN

Bill Magnotta



I would like to thank Vice Chairs Charles Burkhardt, Ken Okrepkie and Maryanne Petrilla as well as Secretary John E. Schwear, Jr. and Treasurer Joseph M. Baran for their guidance and support during the past year. And, of course, I'd especially like to thank our President and CEO Kevin O'Donnell. I'd also like to acknowledge the support of each of our committee chairs, who are

mentioned in subsequent reports. Like all of our board and committee members, they are a very important part of our continued success.

Despite the challenges that were brought about due to the coronavirus pandemic, CAN DO had a very successful fiscal year across all of our committees and we have much to be grateful for. CAN DO's impact could be seen throughout Greater Hazleton – both in our parks and in the community at large.

Once again, the downtown was a large part of CAN DO's community development efforts as we teamed with the CAN DO Community Foundation and the Downtown Hazleton Alliance for Progress, Greater Hazleton Chamber of Commerce and others to improve the heart of our community. While participating in all aspects of downtown improvement, CAN DO focused its attention mainly on completing the rehabilitation of 23 West Broad for use as a tavern and entertainment facility and the planning and funding of CAN DO Community Park, where work on Phase 1 has begun. CAN DO/CAN BE also continued its participation with Penn State, DHAP, the Hispanic Business Professionals and others in The Hazleton Innovation Collaborative (THinC) and the opening of the Hazleton LaunchBox providing shared work space and consultation for the start-up of new businesses.

Over the past fiscal year, the Marketing Committee continued to place great emphasis in securing land development approvals for some of the key available properties as industries and private developers alike are showing strong interest in investing in CAN DO's industrial parks, especially Humboldt. Additionally, CAN DO's leasing

portfolio is now 100 percent occupied and we saw several companies in our parks expand or sign new leases over this fiscal year.

For the Finance Committee, CAN DO had one of the best years in history.

As mentioned previously, CAN DO operations continued in the face of restrictions and closures due to the pandemic. Even with these recent challenges, CAN DO operated as planned and finished ahead of budget for the fiscal year primarily due to the land sales completed during this year.

Although the Property Committee experienced delays in projects due to the pandemic, progress is being made on the very important White Birch Road Extension and the Humboldt North "BAMR" (mine reclamation) Fill Project. While the BAMR project awaits final approvals, the local portion of the White Birch Road extension project work has

resumed and completion is scheduled for October of this year.

In addition to helping its clients at the CAN BE Innovation Center, the CAN BE Committee once again played an instrumental role in assisting aspiring entrepreneurs and small business owners throughout Greater Hazleton. Some of the highlights over the past fiscal year include the CAN BE Innovation Center

nearing full occupancy, CAN BE staff assisting more than 20 virtual clients, and participating in programs that helped young entrepreneurs receive awards for their hard work.

The Economic Development Committee remained focused on its initiative to facilitate financing for industries and small businesses that are vital to Greater Hazleton's future economic growth. Most importantly, as a result of the COVID-19 pandemic, the Committee was thrust into a different role as CAN DO staff actively assisted businesses in Greater Hazleton as they navigated through the economic uncertainty caused by the virus. Within just a two-week period, as emergency loans became available through the Federal and State government, staff provided assistance to over 100 businesses who needed help navigating the various disaster assistance programs and closed on PIDA Working Capital Access Program loans with five local businesses totaling more than \$500,000.

The Community Relations Committee had another fantastic year with its signature events. The 15th annual Operation:



CAN DO Chairman Bill Magnotta speaks during the annual CAN DO Community Christmas celebration.

CAN DO brought in another tremendous collection of items and monetary donations for the drive to send packages to service men and women serving overseas. CAN DO's 27th annual Community Christmas welcomed student performers from additional schools and had a record crowd on hand. The 12th annual Curb Appeal Awards mixer was held in September at the Residence Inn by Marriott. As an indicator of the success of this event both Cargill Meat Solutions and Vito's Lawn Care celebrated their Curb Appeal Awards wins by featuring it on their billboard advertisements.

As always, I'd like to acknowledge the support of each of our committee chairs for their work in keeping their respective areas focused and moving forward throughout the year.

While board members can relate to some of the moving parts to this organization, it is the combination of knowledgeable and energetic staff, officers, and committees that make it all work.

Congratulations and thank you to each and every CAN DO team member for continuing our mission all year and especially during the trying times of the COVID-19 pandemic. While many were working remotely, others were still in the trenches working to make sure utilities and other important items continued to run to support the companies and industries.

I would like to thank John Patton for chairing our Audit Committee and Dr. John Madden for chairing our Governance Committee.

I also want to thank Nancy Stasko for her continued support of our board and myself on a day-to-day basis. Also, I appreciate and recognize all of the work that the CAN DO staff and the board members that serve on our various committees do to advance our cause.

And, finally, I'm certain that everyone on the board, past and present, would join me in congratulating Kevin on his announced retirement and wish him the best of luck in the future. Kevin has been a pillar of successful economic development and will be missed.

Governance Report

It has been a busy year internally as the Governance Committee worked its way through a number of very important and timely issues concerning the future of the organization. With the announcement of Kevin's retirement, the committee worked toward the selection of a successor and the establishment of a plan for a smooth transition. Other work included a review of the organization by-laws, employee compensation and a complete review of the employee handbook with the assistance of an outside consultant.



Nancy Stasko, Director of Administration, was honored this year for her 25th anniversary with CAN DO.



Joseph Lettiere, Executive Vice President, was honored this year for his 20th anniversary with CAN DO.



Dan Sweeney, Facilities Manager, was honored this year for his 20th anniversary with CAN DO.



Brian Demshock, Utilities Supervisor, was honored this year for his 15th anniversary with CAN DO.



CONTINUING OUR COMMITMENT TO OUR DOWNTOWN



Work has begun on the first phase of the CAN DO Community Park at Broad and Laurel streets.

CAN DO remains committed to supporting Downtown Hazleton revitalization projects as we complete this fiscal year and look ahead to the FY 2021.

Throughout this past fiscal year, progress continued on the new Art Center, the CAN DO Community Park and the Hazleton LaunchBox. We look forward to many of these projects either reopening their doors or launching for the first time this fall.

The Hazleton LaunchBox is currently closed due to COVID-19. Penn State Hazleton plans to reopen the LaunchBox in the fall but with limited hours and restrictions.

Phase 1 construction on CAN DO Community Park officially started in early June and will continue through the summer with completion expected by the end of October. Now that Phase 1 is underway, applications will

be submitted for additional grants to fund future phases of the project.

Construction on the Art Center is wrapping up. The Hazleton Art League has assumed the lease for the building. They have moved in to the facility and are in the process of unpacking and setting up. Classes have not yet resumed due to COVID-19 and Art League officials are in discussion as to how to proceed with operations.

Work is continuing to get the Art Center inspected and licensed and Art League officials are developing plans for operating an incubator in partnership with the LaunchBox. The formal donor reception/ribbon cutting for the Art Center has been rescheduled for September.

CAN DO has played a role in each of these downtown projects.

KEVIN O'DONNELL REMINISCES ABOUT HIS NEAR

Kevin O'Donnell has seen a great deal in his nearly 47 years working with CAN DO – from starting out working at a desk by the coat closet in a shared office with the Greater Hazleton Chamber of Commerce and calculating water and sewer bills by hand for the industries, to overseeing the expansion and/or creation of three industrial parks and the CAN DO Corporate Center, and winning several prestigious economic development awards along the way.

Now, with only six months left until he retires, Kevin reflects on his start with CAN DO and some of the events over the years that have shaped the growth of Greater Hazleton.

After graduating college in 1973, Kevin returned to the Hazleton area and applied for several jobs, including one at PP&L, where he was interviewed by PP&L's John Chaplinsky, who was also CAN DO's volunteer Vice President. Although there wasn't an open position at PP&L, Chaplinsky thought Kevin would be perfect for the Assistant Director position they were looking to fill at CAN DO.

Kevin met with Joe Yenchko, CAN DO's director and first paid employee, and was asked to come back in for a second interview for the Assistant Director position. In the meantime, he interviewed at Continental Can – White Cap Division in the Valmont Industrial Park and decided

to accept a position there as a production supervisor. But the experience with working 12-hour shifts there and a chance encounter with Chaplinsky led Kevin to reconsider and he began working for



Kevin received a gift from Joe Yenchko, left, and Dr. Edgar L. Dessen

CAN DO in September of 1973. Those early years on the job were quite an interesting time at CAN DO.

Kevin said, "It was a little interesting because we shared the office with the Chamber. So Joe Yenchko had an office but all the other desks were for Chamber employees and they didn't really have a place for me to sit. So there was a desk in the corner right by the coat closet that was occupied at night by another person, so I sat there during the day until Joe decided to bring me into his office where I worked from the other side of his desk. I learned so much from Joe during that time. In retrospect, it was great because

we really got to know each other and I got to get inside his head and learn what CAN DO was about."

Kevin's first project with CAN DO was working to help trucking company Friedman Express move its operations into a larger location at a piece of land the company bought just off the Dorrance Exit of Interstate 81. As the lead person on the project, Kevin put a financing package together for funding through the Pennsylvania Industrial Development Authority (PIDA) and some bank financing.

"Everything went smooth and the Friedmans were very happy with it. And I was just happy to get through my first project," he said.

In his early years, Kevin learned to be a jack-of-all-trades for CAN DO. "Joe Yenchko and I each had our own responsibilities. He was more into overseeing the development projects and I was more behind the scenes doing the bookwork and project analyses, trying to find the money, putting applications together," Kevin said. "And then we started a water and sewer system in Humboldt. And, as it was with just the two of us, I would go out to the industries, go into the plant, have a cup of coffee with the plant manager and read their water meter then come back to the office and calculate out on a piece of paper what their water and sewer bills would be.

"Then, about the time microcomputers came about, for Christmas one year I got a Commodore 64 from my wife and I thought it was the neatest thing. I played with it and taught myself basic coding language. I thought this might work with our water and sewer system. So, in basic language, I wrote a program that I could go out, read the meters, come into the office, input the new meter readings, it had already stored the meter readings from last time, do deductions for sewer and then I'd print out the bills. I remember printing the program I created on paper and it would stretch across the whole room, that's how long this program was. But that was the first time we ever used computers in the CAN DO office and that was for billing the water and sewer system."

Although those early years of having just two paid employees at CAN DO were challenging, Kevin quickly grew to love the work he was doing for the organization. So much so that it started to creep into his weekends and even his family vacation time.

"Working for CAN DO got into my blood really quickly. It's not hard to get caught up in the good work that CAN DO does. For me it was very meaningful in what we were doing for the community and especially meaningful for the people who were being provided jobs as we brought in one industry after another," Kevin said. "In the late 70s and early 80s, I started raising a family and one of our favorite past-times was on the weekends it became a family joke that I was going to take them out to the industrial park to

EARLY 47 YEARS WITH CAN DO

check out the projects that were going on and looking at additional land that could possibly be purchased. To this day I still have pictures behind my desk of my girls crawling in and out of the foundations of buildings that were going up.”

One of Kevin’s fondest memories was when CAN DO had to split up a 74,000 square-foot building in Valmont, the former home of Majestic Lamp, to accommodate a plumbing fixtures company that wanted to lease just 50,000 square feet of the space.

“When construction was starting, we wanted to save some money, so on the weekends I’d put my work clothes on and take my tools and would take out walls that needed to be removed,” Kevin said. “Because I liked to have my kids with me on weekends, I would take them to the building too. Now, you can imagine the thrill of having a 50,000 square-foot building for a couple of kids with roller skates. They loved it and would play there all day. We did that quite a bit and it became a running joke that even when we went on vacation we had to take side trips to see industrial parks. It became accepted because that’s what dad does.”

Another highlight of Kevin’s tenure with CAN DO was the creation of a coal gasification plant in the Humboldt Industrial Park. In 1974, the nation was in the grips of an energy crisis – to the point where gasoline was distributed on alternating days based on whether you had an even-numbered or odd-numbered license plate. Humboldt Industrial Park was in its beginning stages at the time and the lack of natural gas access made it difficult to find companies that would locate in the park. One day, Kevin, along with Joe Yenchko and several others, were looking

out at the coal banks from the 10th floor of the Markle Building and talking about

how much energy was there in the form of coal that the industries didn’t want to use.

But Hugh Campbell, who was president of the CAN DO Board of Directors at the time, had an idea for a way to burn the coal and turn it into a gas, so CAN DO applied for and received a \$20,000 grant from the Appalachian Regional Commission to see if they could use locally sourced, high energy, clean burning Anthracite coal. The study determined this could be done but the gas would have to be cooled, cleaned, compressed and sent underground through large lines, a project that would cost \$5 million.

Thinking it would be impossible to get that kind of money, CAN DO shelved the project until a year later when the Economic Development Administration was visiting towns and looking for energy projects to sponsor. With interest in the project from the EDA, the Appalachian Regional Commission and Luzerne County, CAN DO eventually accumulated the \$5 million that was necessary for building the coal gasification plant. Additionally, the Department of Energy underwrote the first two years of operations so it could put its instrumentation in place in the plant.

Kevin said, “We hired EBECO Associates and they worked with Hugh Campbell on the plans to construct the plant. The project went on for two years and we offered the gas, which was conveyed underground by 20-inch mains, for a 15 percent reduction rate if they went to the producer gas. Inland Container (now International Paper) and Cadbury



Many of CAN DO's past presidents were on hand for the organization's 50th anniversary celebration. They are, front row from left, Gene Dougherty, Herb Nash, Art Krause, Dr. Edgar L. Dessen, Jack Wright, Paul Cerulla and Joe Yenchko. At back are Kevin O'Donnell, Bob Moisey, Don Pachence, Tom Sandrock, Joe DeBias and Gary Lamont.

Schweppes (now The Hershey Company) hooked on right away. It gained notoriety and I did several interviews including an entire show with PCN TV so other places in the state could learn about it.”

However, when the energy crisis ended and the price of other fuels dropped, CAN DO was left with fixed costs that made it hard to operate the plant and it was eventually bought out by a family from Massachusetts, who turned it into a co-generation plant that used the producer gas to make electricity and steam. In turn, the family brought natural gas into Humboldt Industrial Park by tapping into the Transcontinental Pipeline near Mountaintop and bringing an eight-inch main right into the park to supply an additional fuel to the coal gasification plant.

Kevin said, “Having natural gas brought into the park was great because it allowed UGI to put a farm tap on the line and run gas throughout the park for future industries. The family operated for about 9-10 years until PP&L bought out their contract and the plant went idle again. But the plant was successful in the fact that we were, first, able to supply gas to the industries and then, most importantly, convert the park to natural gas, which then was an attraction, and that’s what really got the park rolling and company after company started locating in the park. I was very proud to be a part of that project.”

One of the most important things that put Northeast Pennsylvania on a national and international map in the economic development industry was the area’s regionalization, where local economic development leaders came together to work as counterparts rather than competitors in an effort to grow the region and bring more jobs to Northeast PA. In the mid-1980s, Luzerne County started the Luzerne County Economic Development Roundtable. CAN DO joined economic development officials from Wilkes-Barre, Berwick and Pittston and met on a monthly basis at the Office of Community Development.

Eventually, PP&L got involved and worked to get together officials from six counties through Northeast PA. The group met at the PP&L headquarters building in East Mountain Park and formed the Eastern Access Group, which is known today as Penn’s Northeast.



Kevin’s family joined him when he was inducted into the Northeast Pennsylvania Business Hall of Fame. From left are his daughter Courtney, wife, the late Maureen, Kevin, daughter Erin and son, Ryan.



Kevin poses with former Governor Edward Rendell who spoke at one of the annual dinners.

Kevin said, “With Penn’s Northeast, we started to pool our marketing dollars and market the region as a whole. Then there was a project that solidified us together. Saturn decided it wanted to locate a new manufacturing plant somewhere along the east coast. Roger Smith from GM

announced this and everyone on the east coast was scrambling to locate them. We in NEPA were pulled together by an official from First Eastern Bank in Wilkes-Barre. He said the only way we could do this is if we try to work together to find a site we could all get behind and work together to locate the Saturn project here. We had a few sites proposed but we narrowed it down to a site that was located just north of Humboldt North at the time and that’s the site we all marketed together. A delegation of people met with Roger Smith in Detroit and we thought we had a good shot at it but it eventually located in Spring Hill, Tennessee, and it’s now closed. But we got the first glimpse at what regionalism could do by us all working together and it was a very good thing.”

As the knowledge-based economy started coming into recognition, CAN DO joined with officials from Scranton and Wilkes-Barre to form the Great Valley Technology Alliance in an effort to attract companies working in that space. Although GVTA is gone, tecBRIDGE was formed out of the effort and still operates today to encourage the growth of technical and start-up businesses.

Another project that was a highlight of Kevin’s tenure was an award-winning effort to bring two companies to the Humboldt Industrial Park – a phonebook directory company called North American Directory Corporation and WoodTec, a division of Masco Corporation, which made synthetic paneling for construction projects. Both companies were interested in the same speculative shell building at the same time, so CAN DO listened to what both companies were really looking for and what they really wanted and devised a plan to keep them both in the area. As these two companies were vying for the one spec building, CAN DO had acquired the former Aloha Frock’s building along Route 924, which it referred to as MT 4. Eventually, a decision was made to place WoodTec in

the spec building and have North American Directory Corporation operate out of MT 4 while a new building – which was even larger and more suitable to their needs than the original spec building – was constructed for them on Site 1 in Humboldt. This helped CAN DO receive an award for one of the Top 10 Real Estate Deals in the United States in 1989 for economic development. Kevin said, “I think that’s pretty noteworthy for a small-town organization like CAN DO to achieve something like that. I’m very proud of it.”

Kevin’s many award-winning accomplishments include receiving the inaugural Developer of the Year Award in 1994 from the Pennsylvania Economic Development Association, the Distinguished Citizens Award from the Boy Scouts of America in 2019 and the Regional Partner Achievement Award from the Greater Wilkes-Barre Chamber of Commerce in 2019, as well as being inducted into the Northeast Pennsylvania Business Hall of Fame.

Kevin said, “When my name was announced (as the Developer of the Year), I was astonished. It made me very proud and I’m still very proud of that most prestigious award. The partnership award from the Wilkes-Barre Chamber of Commerce means a lot to me, too, because I had so much to do with getting regionalism going in Northeast Pennsylvania. In addition, I’m very proud to have been honored in such a fashion with induction into the Northeast Pennsylvania Business Hall of Fame.”

As he reflects on his 46 years with CAN DO, Kevin said it’s remarkable to see how the organization has grown to now have 17 employees and a growing budget that’s in the neighborhood of over \$14 million a year. “It’s not the small CAN DO that it used to be. It’s a major operation at this point. As I look toward retirement, I have faith and confidence that the staff that are there now are great people and they’re going to carry through with everything we’re doing,” Kevin said.

Among those great employees is Joe Lettiere, who will succeed Kevin and become just the third president of CAN DO.

Kevin said, “Joe Lettiere came to CAN DO with different ideas of how to do things. He is very professional and doesn’t like to cut corners. He’s a matter-of-fact type of guy that can get the job done.

“As I’m starting to look toward my retirement, I couldn’t be happier about the decisions that have been made in that regard. I feel secure in knowing that the organization is in good hands going forward and I know that Joe doesn’t know it all just yet, he’s still learning as time goes on, but he sure knows a lot more than I did when I started out and he’s got the capability of doing great things. I’m very proud that Joe is going to take over. I’m very proud that he has taken

on some of my traits, so to speak. I can see in him some of the things that I saw in me at the time that I started and I think that Joe is going to do a great job for this organization and this community.”

Although his love for CAN DO burns bright, Kevin said there comes a time in everyone’s life and career when they know it’s time to move on.

“I started with CAN DO in 1973. It’s been now 46 years that I’m working for CAN DO. I’ve seen a lot over the years. As a whole, I’m very happy about my career with CAN DO. I’m very proud of the growth and accomplishments that I’ve been able to see over the years with the organization. As I now approach retirement from CAN DO and we’re getting down to the last six months, it’s starting to sink in. I look back and I think of all the accomplishments but also

look ahead knowing that there comes a time when you know it’s time to quit. You know it’s time that somebody else takes over. You know that you’re not as young as you used to be, you’re not as quick as you used to be, you’re not as spry as you used to be with making decisions and perhaps it’s time that people that have a little bit more energy behind them start to take over. I’m looking forward to retirement. I’m not completely sure of everything that I’ll be doing but I know that I’ll be spending a lot more time with my children and my grandchildren. I’m certain I’m going to enjoy traveling a little bit more than I’ve ever been able to because I always had

that tie to CAN DO that I didn’t want to go away for that long at any one time. It’s been a ride. It’s been a lot of fun, a lot of memories. I have met so many people over the years that have inspired me and that are just wonderful people in their desire to do better for their community or the state or the nation. I’m going to miss that. I’m going to miss being with those people. I’m going to miss being with the staff. I love the staff. I think we have terrific people and I’m definitely going to miss the staff, especially Nancy Stasko, who’s been the closest to me over the years. I have such respect for the volunteers over the years – and I’ve seen a lot of volunteers over the years and I’ve seen a lot of chairmen, I’ve had more bosses than anybody I know over the years. Everyone brought something different and everyone brought something that I learned from and that was nice, too. Every time three years comes up and you have to change chairmen and you think ‘Oh, boy. Here we go again. We have to train somebody all over again.’ But then it turns out that they bring different things than the previous chairman and they bring ideas that are fresh. I think the system that we have with CAN DO is something that should be used by other organizations because it really works, it keeps you fresh, it keeps the organization moving forward and it’s a good operation to be in. I’m proud of what I’ve accomplished. I will miss it but it’s time to move on, so I will.”



Kevin and his assistant for 25 years, Nancy Stasko.



REPORT FROM VICE CHAIRMAN CHARLES BURKHARDT

Committees: Marketing and Community Relations

I would like to thank all of the volunteers on both the Marketing Committee and Community Relations Committee for their hard work and dedication. I especially want to thank Marketing Committee Chair Patrick Ward, and Community Relations Committee Chair Donna Palermo.

I would also like to recognize CAN DO's Executive Vice President Joseph Lettiere, Director of Administration Nancy Stasko, Director of Economic Development Jocelyn Sterenchock, Marketing Specialist Melissa Frederick and Administrative Assistant Dana DeLuca.

Marketing Committee

The 2019-20 fiscal year showed great promise for the future of Greater Hazleton's continued economic growth as private developers showed strong interest in investing within our industrial parks. Also, our staff members continue working diligently to obtain land development approvals for sites in Humboldt Industrial Park. Having these approvals in place will enable the attraction of companies looking to build quickly, while allowing CAN DO to secure the highest value for land in the process.

Land Development Approvals

As CAN DO transitions into a new year, work continues towards the finalization of subdivision for Humboldt North Site 25 that will divide the lot into two sites. With preliminary plans submitted and land development approvals anticipated in the fall of 2020, Site 25B will be a 25.44-acre site ready to accommodate a 310,000 square-foot facility. Site 25C, an 11.78-acre site, has plans to accommodate a 115,500 square-foot facility with approvals anticipated by late 2020.

Land development plans have also been submitted for Humboldt East Site 104, a 12.8-acre site with accommodations for a 105,000 square-foot facility. We anticipate obtaining land development approvals next year.

Additionally, staff continues to identify properties for investment and search for suitable buildings to add to our portfolio with the ultimate goal of creating jobs for the community.

Speculative Development

Our Marketing Department has been actively working with developers that already have a presence in Humboldt Industrial Park and with new developers that are interested in investing in our area.

Several sites in Humboldt are in various stages of the



Construction of a 470,000 square-foot speculative building at 101 Commerce Drive in Humboldt East by Bluewater Property Group is expected.

development process demonstrating the significant amount of development activity the park has seen throughout the past year.

Bluewater Property Group (BPG) is well underway with construction of a 470,000 square-foot, Class-A, speculative development distribution facility on a 50-acre parcel at 101 Commerce Drive in Humboldt East. BPG, in partnership with Pacific Coast Capital Partners, purchased the site last fall and broke ground in November. BPG expects the facility will be completed in 2020.

MRP Industrial is nearing the completion of land development approvals to construct a 1.2 million square-foot industrial speculative building on the 91.63-acre Site 1 in Humboldt Northwest. The site will be ideal for manufacturing or distribution/logistics.



Construction is progressing on Justice Grown's medical marijuana plant on the 10-acre Site 35A in Humboldt. The company is building a 55,000 square-foot building for use as a grow/process facility.

Mericle Commercial Real Estate, one of the first private developers to invest in Humboldt Industrial Park, owns three build-to-suit sites in the park and has obtained most of the required permits and approvals for new construction. These sites include properties at 40A-2 Cinnamon Oak Drive and 610 Oak Ridge Road. The proposed building at



ected to be completed later this year.



Construction of IRIS USA's 500,000 square-foot manufacturing plant on Site 103 in Humboldt East is taking shape and should be completed this year.

610 Oak Ridge Road will sit on 54.08 acres and will be able to accommodate a building ranging from 651,000 square feet expandable to 837,000 square feet. At the Cinnamon Oak Drive site, Mericle owns 25.43 acres and is planning a 148,000 square-foot building.

Equilibrium Equities has plans in place to construct a 180,000 square-foot multi-purpose industrial facility on North Park Drive in Humboldt North. The proposed design includes features expected in a Class-A industrial building.

We have recognized the need for speculative construction in our parks and have been working with these developers who have made investments in Humboldt Industrial Park to help facilitate new industry in our community. We are proud of the partnerships we have with these developers and value their assistance in our strategic initiative to bring more jobs to Greater Hazleton.

Continuing to Market Greater Hazleton to the Food Processing Industry

The strategic location of our parks, as well as the dedicated workforce and low operating costs in the region, has helped our parks to remain in favorable consideration from food processing companies. We updated the targeted industries page on our website pertaining to the food processing industry to provide detailed information, including fast facts about local industries as well as the favorable cost of doing business in Northeast PA. From the time we first implemented our strategic plan, we have remained committed to promoting Greater Hazleton as an attractive and cost-effective location for companies in the

food processing industry, especially within the Humboldt Industrial Park.

Working with our Marketing Partners

In following another initiative with the organization's strategic plan, we continued to place an emphasis on working with our many regional partners throughout the past fiscal year to market Northeast Pennsylvania as the best place for industries to do business.

We maintain a very valuable partnership with Penn's Northeast (PNE) and continue to receive significant prospect and contact activity through this relationship. Throughout the past fiscal year, we provided reciprocal assistance to Penn's Northeast on several projects and assisted on many events. We contributed approximately 20 in-kind hours of service and \$3,300 in sponsorships to Penn's Northeast. Our PNE support included sponsoring the annual NEPA Sporting Clay & Trap Shoot held at the Whitetail Preserve. We also participated in the annual Society of Industrial and Office Realtors (SIOR) Philadelphia Chapter's Industrial Property Summit Conference, which allowed us to connect with industrial and office brokers around the state.

In addition to sponsorship of PNE activities and the events we attended, we also received numerous benefits for being a member of PNE. This included having CAN DO news featured on the PNE website and in their Penn's Northeast Daily newsletter, as well as The Front Page News monthly email. Our available properties were also listed in the NEPA Property Spotlight monthly email and the online databases at www.pennsnortheast.com and www.pasitesearch.com.



Amazon trucks line up to load parcels for delivery at the company's distribution center in Humboldt North. Amazon leases the 70,000 square-foot facility from Tri-Mountain Realty and is planning an expansion to provide more parking for its trucks.

PA Department of Community and Economic Development (DCED) hosted the Industrial Asset Management Council (IAMC) forum, which CAN DO staff attended. The DCED and the Governor's Action Team hosted an exclusive networking event that connected 12 top-tier site selection professionals and real estate brokers from the New York metro area with leading Pennsylvania economic developers. This was an informal networking session where the economic development organizations spoke one-on-one with the participating site selector.

We remained an active member within the PREP (Partnerships for Regional Economic Performance) network. As a part of this, we completed yearly metrics goals that reflected the work elements undertaken by program partners designed to yield broader economic development impacts. These included calculating outputs such as the number of economic development projects, loans closed and new clients, as well as outputs such as increased sales, jobs created and jobs retained.

PLAN OF WORK

Job Creation Projects

Progressive Converting (Pro-Con) expanded its operations inside Humboldt Industrial Park for the third time when it completed a lease agreement with Endurance Real Estate Group on a 242,960 square-foot distribution center located along Route 924. This building is the former home of Quad Graphics. Pro-Con officials said it will continue to add jobs as the company settles into the facility.

Amazon began leasing the 70,000 square-foot facility that

Tri-Mountain Realty constructed on Humboldt North Site 16, as well as surrounding sites, for its Amazon Delivery Service division.

Corrugated Supplies Company signed a lease to occupy a brand new 440,504 square-foot multi-tenant industrial facility in Humboldt East. The company expects to hire more than 50 employees.

Best Cigar Prices brought 25 new jobs to Greater Hazleton when it opened Best Cigar Pub in a 3,000 square-foot addition to the company's existing facility in the CAN DO Corporate Center.

Leasing Portfolio

CAN DO signed one new lease and renewed two leases during the past fiscal year. CAN DO's portfolio remained 100% occupied.

New Leases:

BelleMarque expanded to the 24,000 square-foot space at MT 7B.

Renewed Leases:

Bimbo Bakeries renewed their lease at 360 Kiwanis Blvd. through July.

Gray Construction also renewed their lease for an additional six months on Humboldt East Site 104.

Sales:

Bluewater Property Group purchased 50.087 acres at 101 Commerce Drive in Humboldt East for \$5.1 million and immediately began construction on a 470,000 square-foot speculative industrial building. The price per acre for this

sale was the largest in the history of the organization and a direct result of implementing the strategic planning objective to obtain land development approvals for marketable sites within the park.

TRU Hilton developer Simaayu Hospitality, LLC purchased the two-acre Lot F in Humboldt Station last fall. The company plans to construct a three-story hotel with approximately 70 rooms on the site.

Tri-Mountain Realty purchased 6.91 acres in Humboldt North. This was to aid in the expansion for the Amazon project, as noted above.

Coordinated Health, part of Lehigh Valley Health Network, purchased an additional 3.71 acres adjacent to their site. They plan to construct a 25,500 square-foot medical office facility.

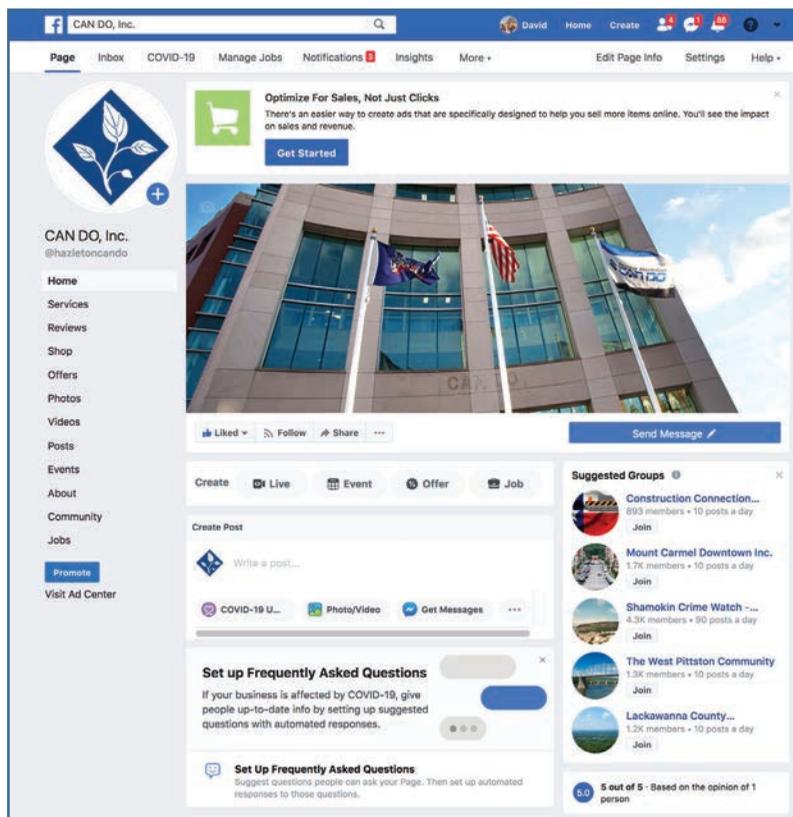
Marketing Efforts

We launched a redesigned website aimed at delivering the most comprehensive and up-to-date information about the Greater Hazleton area for the economic and industrial development community. The updates to the website included adding parallax scrolling and graphic tickers to make the site more modern and appealing. The tickers and statistic overlays featured on several pages throughout the site provide visitors with more information on CAN DO's parks and community, education and targeted industry data. The new look and design make it easy for users to quickly and efficiently navigate to the information they are seeking, including details on industrial and commercial real estate in Greater Hazleton together with our four parks. The website also provides valuable information to those interested in entrepreneurship, utilities, community and workforce data, and business financing options.

Our SiteLines e-newsletter was completed and distributed to nearly 1,500 brokers, developers and site consultants in the real estate community. The most recent edition contained stories about how Greater Hazleton's strong workforce, strategic location and low cost of doing business have led to interest in Humboldt Industrial Park from multiple real estate development companies; our ongoing work on obtaining land development approvals for available sites; Bluewater Property Group's site purchase; and the business financing assistance we provided to companies in Greater Hazleton during the coronavirus pandemic.

Social media continues to play a vital role in expanding our brand awareness and we continue to use our channels to bring greater awareness to our organization among those outside of Greater Hazleton. We continue to consistently update our Facebook, Twitter and LinkedIn profiles. In addition to highlighting news, we've used our social platforms to bring awareness to our many economic development, business financing and entrepreneurship services.

We created, designed and updated various marketing materials



Facebook is just one of the social media tools CAN DO uses for marketing.

in-house, including maps of CAN DO's four parks, site fliers on all available land and buildings in the parks, and brochures. All data and information within our website was revised as well, including demographics and workforce development statistics.

The Greater Hazleton Workforce brochure was completed. This marketing piece highlighted workforce, labor and educational statistics for Greater Hazleton, Luzerne County and the MSA. In an effort to promote workforce development to area high school and college students, the latest version of the brochure featured information on industrial degree programs that are available from the Hazleton Area Career Center and local colleges and universities, as well as information on our workforce and training partners.

Workforce Development

This year, our marketing committee changed its charter to allow the marketing department to position itself as a facilitator for workforce development allowing the organization to better focus on the challenges ahead.

Some of the workforce development initiatives we'll be working on include: implementing a Workforce Development Program of Work; developing a comprehensive workforce development strategy; working to create opportunities with our partners, local industries, schools and workforce development practitioners; and discussing gaps in building and maintaining a ready workforce.

Community Relations Committee

The Community Relations Committee had a very active year, as we celebrated tremendous success with our signature events, Operation: CAN DO, CAN DO Community Christmas and the Curb Appeal Awards and Mixer.

Additionally, we held the ribbon cutting for Best Cigar Pub in the CAN DO Corporate Center and the Humboldt Park Association and Valmont Park Association continue to meet.

In keeping with our mission to continuously monitor and improve CAN DO's image throughout Greater Hazleton, we helped facilitate the publishing of dozens of articles and press releases in local media outlets.

In addition to the normal functions of community and industry relations, CAN DO staff responded to the COVID pandemic by opening lines of communication among health, government, Chamber and CAN DO officials with the industries and provided them with all available information from the State, elected officials, Chamber and PA Department of Health websites.

Conference calls between the parties were held numerous times throughout March, April and May and were attended by more than 150 people on most calls.

Industry Events

As a way of welcoming tenants to our parks or celebrating their expansions, the Community Relations Committee organizes and conducts ribbon cutting and groundbreaking ceremonies. Last October, we held a ribbon cutting for Best Cigar Prices' Best Cigar Pub, a one-of-a-kind cigar lounge and retail store, at its facility in the CAN DO Corporate Center. Many local officials and dignitaries were on hand for the ribbon cutting, including Luzerne County Manager David Pedri, Best Cigar Prices board chairman Ronald Blatt, and Butler Township supervisors Charles Altmiller, Brian Kisenwether and Dr. Frank Polidora.

Best Cigar Pub has a patio, deck, lounge, bar, private dining



Humboldt Park Association President Brian Poveromo addresses attendees during a meeting last fall at American Eagle Outfitters.

room, putting green and cigar museum, as well as a state-of-the-art air handling system that exchanges 100% of the air inside the Pub with fresh outside air every three minutes. Among the specialty food and beverage selections at the bar is the company's own barrel of Best Cigar Pub Jack Daniels Whiskey that was made exclusively for the company in Nashville, Tennessee.

We also held a ribbon cutting for Coordinated Health's new state-of-the-art medical complex in Humboldt Station. Senator John Yudichak and Representative Tarah Toohil joined officials from Coordinated Health, CAN DO, the Greater Hazleton Chamber of Commerce and Hazle Township in providing remarks during the ceremony.

Park Association Meetings

The Humboldt and Valmont park association meetings continue to be a very beneficial way for CAN DO officials and company executives from the industries in the parks to come together. The meetings give CAN DO a direct connection with these industry leaders and allow CAN DO to continue to serve our many industries, provide support and address common concerns in the parks.



CAN DO hosted a ribbon cutting for Best Cigar Pub, a one-of-a-kind cigar lounge and retail store, at Best Cigar Prices' facility in the CAN DO Corporate Center.

During last September's Humboldt Park Association meeting, Susan Spry, vice president of applied technologies and workforce development at Luzerne County Community College, announced that CAN DO, LCCC and the Hazleton Area School District were partnering to conduct an Industrial Maintenance Specialized Diploma program.

The program is designed to provide hands-on training and experience in electrical

mechanical equipment and automated systems. Graduates are prepared as maintenance technicians to analyze, troubleshoot and repair equipment found in the industrial environment. The program is also included on the Eligible Trainer Provider List, so employers can apply for workforce training funds.

Humboldt Park Association officers are Brian Poveromo, American Eagle Outfitters, president; Tracy Karchner, Karchner Warehouse and Logistics Company, LLC, vice president; Tony Cortese, The Nature's Bounty, treasurer; and Nancy Stasko, CAN DO, secretary.

At the most recent Valmont Park Association meeting, members were updated on efforts that are underway to fix Valmont Industrial Park's Rotary Drive, Jaycee Drive bridge and Dessen Drive. Industries also provided letters of support to assist funding for these projects.

Curb Appeal Awards

Another way CAN DO maintains a connection with the many industries in all of its parks is through the annual Curb Appeal Awards. Last September, CAN DO held its 12th annual Curb Appeal Awards ceremony to recognize companies in its Humboldt, Valmont and McAdoo Industrial Parks, the CAN DO Corporate Center and Humboldt Station that create a vibrant and welcoming design to their facilities through their landscaping and grounds maintenance.

The awards were presented during a mixer held at Residence Inn by Marriott in Humboldt Station. The mixer was co-sponsored by Residence Inn and Coordinated Health.

The Curb Appeal Award plaques were presented in the categories of Companies with 1 to 100 employees, Companies with more than 100 employees, Commercial



CAN DO honored the winners of the 12th annual Curb Appeal Awards during a reception at the Residence Inn by Marriott in Humboldt Station.

Service and Commercial – Hotels, Restaurants, Retail.

Cargill Meat Solutions was named the overall Curb Appeal Awards winner for 2019. Vito's Landscaping did the work at the company's facility in the Humboldt Industrial Park.

Over the past several months, both Cargill and Vito's Landscaping mentioned their Curb Appeal Awards wins in local billboards promoting their companies. This provided CAN DO with an excellent opportunity to bring awareness to this event among the larger community.

Curb Appeal Awards recipients in the 1 to 100 employees category were: The H&K Group Hazleton Site Contractors, 69 Green Mountain Road, Johns Manville and High Mountain Hardware. In addition to Cargill Meat Solutions, recipients in the more than 100 employees category were: Hershey Company, Cargill Cocoa and Chocolate, and Fabri-Kal.

The Commercial Service award was presented to Hazleton Area Academy of Sciences and the Commercial – Hotels, Restaurants, Retail award was presented to Turkey Hill Mini Market.

Special thanks went out to Nancy Stasko for coordinating the awards and mixer each year and serving as a committee member, as well as Curb Appeal Awards committee co-chairs Barbara Cassise and Sherri Homanko

for serving as award judges and additional committee members Charles Burkhardt and Donna Palermo.

Award sponsors were: Eddie's Lawn Care, Gottstein Contracting, J & S Landscaping, NEPA Manufacturers and Employers Association, Nause Landscaping, T. Verrastro Beverage Co. and Larry Walko Landscaping.

Student Action Committee

CAN DO continues to nurture and develop the area's next generation of business and community leaders through its Student Action Committee.

Members of the CAN DO Student Action Committee and Freeland American Legion Post 473 joined forces last fall



The CAN DO Student Action Committee partnered with the Freeland American Legion to conduct the 15th annual Operation: CAN DO drive to collect items for care packages that were sent to troops serving abroad for the holidays.



The CAN DO Student Action Committee hosted the 27th annual CAN DO Community Christmas at Christ Lutheran Church in Hazleton. The event featured performances from musical groups and vocal ensembles from schools throughout Greater Hazleton.

to deliver dozens of boxes with items for military care packages to the Legion's facility as part of the 15th annual Operation: CAN DO drive.

The items were used to create care packages for military service members with ties to Greater Hazleton who were stationed abroad for the holidays.

CAN DO has partnered with the Freeland American Legion since the drive's inception. The American Legion manages the shipping of the items to the soldiers abroad. Members of the Student Action Committee once again expressed their gratitude to Commander Gerald Gaffney and other members of the Freeland American Legion in recognition of their continued assistance with the program and their dedication to the men and women of the United States military.

Operation: CAN DO is truly a community effort. Once again, many CAN DO park tenants and businesses, schools and individuals from throughout Greater Hazleton generously contributed items, made monetary donations and provided names of military members to make the drive a success.

Operation: CAN DO co-chairs were Julia Kreisl and Alexander Kubishin of Marian High School and the drive was coordinated by Nancy Stasko.

In December, the CAN DO Student Action Committee hosted the 27th annual CAN DO Community Christmas at Christ Lutheran Church in Hazleton. In addition to airing locally on WYLN, the event was broadcast across the Commonwealth of Pennsylvania on Pennsylvania Cable

Network (PCN) on Christmas Eve and Christmas Day.

The free event was open to the public and featured a night of musical entertainment by various instrumental and choral groups from schools throughout Greater Hazleton. Performers included the MMI Preparatory School Chamber Ensemble under the direction of Tina Lizbinski, the Hazleton Area High School Jazz Ensemble under the direction of Joseph Stefanko, the Hazleton Area High School Cougar Crooners under the direction of Kim Sharonoff, the Heights Terrace Jazz Ensemble under the direction of Jennifer Gerhard, the McAdoo-Kelayres Mustang Chorus under the direction of Sandra Hoppey, the Heights Terrace Elementary School Third Grade Chorus under the direction of Rachel Brimmer, and the Immanuel Christian School Chorus under the direction of Nate Spanos.

During the event, student board members assisted children in making their Christmas lists at the Letters to Santa table and talked with Santa Claus when he made a special appearance at the end of the evening. CAN DO Student Action Committee members were on hand to greet attendees and serve refreshments. CAN DO Community Christmas co-chairs were Marin Dremock (Hazleton Area Academy of Sciences), Daniella Guillen (Hazleton Area High School) and Macy Zenier (MMI Preparatory School). The event was coordinated by Nancy Stasko. Event sponsors included Gottstein Corporation, Humboldt Industrial Supply, Keystone Job Corps and WYLN.

Junior year members of the CAN DO Student Action Committee



Christian Badamo



Cleidy Castillo



Allison Gottstein



Noah Long



Alivia Platek



Isabelle Ritz



Kelly Royer



Maxwell Schwabe



STUDENT ACTION COMMITTEE

Graduating members talk about their experience



"My experience on the CAN DO student committee was outstanding. Having the opportunity to participate in the CAN DO Community Christmas program for the last two years was truly unforgettable. I gained many memorable experiences which have taught me about the importance of Operation: CAN DO in the community and its mission for Hazleton."

— **Jasmine Beiler**



"As a student member of the CAN DO Board of Directors, I learned independence and leadership skills. I also gained a better understanding of community involvement and how businesses work."

— **Rachael Caccese**



"The most important experience I gained as a student member of the CAN DO Board of Directors is what a professional setting looks like. Often in movies or books, professional settings seem dull and boring. However, due to my experience and participation with CAN DO I know how to act, speak, and dress in a professional setting."

— **Yokaira Concepcion**



"As a student member of the CAN DO Board of Directors, I learned a lot more about community happenings and business processes. I have gained a greater sense of community for the town and city I live in and my neighbors. In every one of those meetings I learned something new, and I am very grateful for that opportunity. Personally, Operation: CAN DO was one of my favorite events. Feeling that sense of patriotism and good will while collecting and packing goods that you and your friends have collected for overseas troops is a feeling like no other."

— **Marin Dremock**



"During my time with the CAN DO Student Action Committee, I gained a lot of knowledge. I learned a lot about how much CAN DO really contributes to our community! In fact, I think CAN DO should expand the CAN DO Christmas program to three days to give the opportunity for others to participate and really see how much CAN DO gives to the community."

— **Daniela Guillen**



"I have gained an insight of what CAN DO does for our community, while being able to work on my communication and leadership skills through being a co-chair of Operation: CAN DO. I am proud of what this group did for both Operation: CAN DO and CAN DO Community Christmas this year."

— **Julia Kreisl**



"I have learned the importance of being involved in the community for not only networking, but to help those around me who need it the most. As a chairperson of Operation: CAN DO, I am very proud of what we all accomplished for our military men and women. Many people speak about appreciating what they do for us, but not many people actually do something about it. Therefore, I could not be more happy to say that I was involved in such a beautiful operation."

— **Alexander Kubishin**



"I have gained a significant amount of knowledge as to what goes into making important decisions regarding the well-being of a community. I have also learned first hand the importance of what positive events in a community can provide for its people, along with what can be accomplished when you work as a team. I really enjoyed both Student Action Committee events and I hope that they continue in the coming years."

— **Macy Zenier**



REPORT FROM VICE CHAIRMAN MARYANNE PETRILLA

Committees: Finance and Property

I would like to recognize the efforts of those on the Finance Committee and on the Property Committee. I would like to thank Finance Committee Chair Barbara Cassise, and Property Committee Chair Brian Poveromo. I would also like to thank CAN DO's Chief Financial Officer Patricia Gendler, CPA, and Director of Operations Greg Kurtz.

Additionally, I'd like to recognize CAN DO staff members Accounting Specialist II Kathy Kline, Accounting Specialist Clay Roden, Assistant Director of Operations Raiana Nichols, Facilities Manager Dan Sweeney, Utility Supervisor Brian Demshock, Maintenance Specialist Nick Micene, Lead Waste Water Operator Les Harvey, and Utility Specialist Marc Evancho.

Finance Committee

CAN DO had one of the best years in history. Financial statement ratios were excellent. There were significant land sales. Debt service was being managed to further improve ratios and cash flow.

The pandemic did not stop CAN DO operations. Although many staff members worked remotely, it did not mean things were easy. The State and Federal Government rolled out loan and grant programs that required the assistance of the local economic development organizations. This added to the workload, and all administrative employees were involved in helping our community. CAN DO did not charge any fees to assist with this process.

Our workforce in our Utilities and Facilities divisions continued to work out in the field. However, there was a significant amount of retraining to ensure that CAN DO employees were safe and that social distancing and cleaning procedures were added to the procedures already followed.

Financially, CAN DO operated ahead of budget for the fiscal year primarily due to the land sales completed during the fiscal year.

With the closure of non-essential businesses in Pennsylvania, our Utilities Division will most likely have less usage than budgeted. However, construction has been deemed non-essential, so some of the major repair projects planned did not happen before the end of the fiscal year. The Utilities Division ended the fiscal year close to their budgeted net income.

The Leasing Division exceed its budget for the fiscal year. Similar to the Utilities Division, major repairs may not happen this fiscal year.

As required by the Financial Accounting Standards Board,

there was an impairment loss of \$518,000 recorded on a rental property in downtown Hazleton. This loss does not affect most financial statement ratios. It had no effect on CAN DO's cash position.

The CAN BE Innovation Center is operating as budgeted. Several of the tenants have applied for State and Federal assistance to help them stay afloat during the pandemic.

The Finance Committee continues to review our Sustainability Index on a monthly basis. The index measures recurring costs and revenues with the goal of not needing land sales to fund the operations of CAN DO. It is anticipated that the ratio may be below the current goal of 100% due to the uncertainty related to the pandemic.

The future brings some major changes to CAN DO, not all are due to the pandemic. CAN DO's President and CEO Kevin O'Donnell will retire during the year and Joseph Lettiere will take over the operations. This transition is not expected to change the mission or goals of the organization.

Property Committee

White Birch Road Extension Project

Construction on CAN DO's portion of the White Birch Road Extension Project began last fall. H&K Group came in as the lowest bidder and was awarded the contract.

Earlier this year, the contractors started cutting trees and removing fill. Some of the fill is planned to be used on the Humboldt North development site to support that ongoing project. Work is ongoing to reroute HCA waterlines.

The extension project was put on hold during the winter months and was again delayed due to COVID-19 restrictions, but it resumed on May 5 and the project is expected to be completed by October 31, 2020.

North Park Fill Development Site

Kruger Construction, based out of Scranton, was awarded the contract for the North Park Fill project earlier this year. Although the initial bids on the project came in over budget, CAN DO was able to rework some of the contingencies in the bid package and is now working with Kruger to revise the scope of work to match the \$2.7 million grant and still have a finished/available site.

Work is underway on obtaining the creek crossing permit as well as additional engineering work to identify any issues, concerns or additional work.

Early stages of the project began at the start of this year, which included some tree removal.



Excavation for the expansion of White Birch Road is progressing.

CAN DO Corporate Center Electronic Sign and Street Lights

Construction work on the CAN DO Corporate Center electronic sign at the Route 309 entrance to the CAN DO Corporate Center was completed earlier this year. The sign was installed to provide tenants of the park with marketing opportunities. CAN DO plans to rent space on the sign and post information from park tenants.

CAN DO also began arranging to have contractors remove PPL's street lights throughout the Corporate Center and install our own LED lights. We are still working with PPL to transfer lighting fixture ownership to CAN DO and get power to the lights.

Utilities

HIP Water Quality

In this past year, we located and resolved some chlorine by-product issues that we have been experiencing over the previous year or so. A flushing procedure was developed specifically for this issue and subsequently improved the situation considerably. We are now on a maintenance program to keep this from reoccurring.

Wells #1 and #7 were rehabilitated to maintain productivity and reduce downtime during upcoming high-volume months. A new chlorine contact tank has been ordered and is expected to be installed following DEP approvals. The existing tank is more than 20 years old. It was analyzed and tested, showing the need to plan a replacement before a failure results.

Water System Controls

A new system is soon to be presented for approval. These controls will provide the ability to operate with less labor, but more importantly, with 24-7 monitoring of pumping needs, critical chemical feed systems, well water levels, and DEP regulatory needs. These systems are currently monitored daily by a water operator visiting each site. This system will save on labor, chemical cost, and water loss, and increase consistent water quality in Humboldt Industrial Park. Upon successful implementation, it will be rolled out to the CDCC and McAdoo parks as well.

CDCC Well #2

CAN DO received approval to perform an aquifer test for what we are calling Well #2 in CDCC. We set up last fall to perform

this test, but the weather did not provide for the amount of rain-free weather we needed, which did not allow us to finish the test. Much labor and equipment went into this attempt but we will try again this fall, as that is the only approved time to perform this test in our region without a special exception. However, we have currently requested a special exception in case we see an opportunity in the upcoming months to perform this test.

Waste Water Treatment Plant

CAN DO is working on a project with Penn State Hazleton's senior class to provide research and development of a better system for mixing the influent in the anoxic tanks. Our current system fails on a regular basis, costing

thousands of dollars in repairs annually. Penn State worked with CAN DO and the operations department to determine the problem and provide a solution based on research and redesign of equipment that is more successfully used in the industry.

Additional Utility Notes

The 2019 annual report of CAN DO's water usage for DEP was submitted for the three water systems.

CAN DO incorporated our eMaint software for items and location of items using a number system. Using this software, staff can locate any item using a numeric inventory.

Facilities

Parking Lot Repaving Projects

We completed several large parking lot repaving projects at Web.com, MT-7B and 7C, MT-1 and at our Waste Water Treatment Plant.

CAN BE Renovations

Renovations in the CAN BE Innovation Center are moving forward. Deb Stone Interiors designed the project. The CAN DO Operations staff retained a contractor and the work began after the COVID restrictions were lifted. CAN BE has applied for a \$75,000 grant to purchase items for the project, including equipment and furniture. The project began in June and is expected to be completed later this year.

Construction Projects

Several construction projects are either currently underway or expected to begin shortly in the Humboldt Industrial Park and Humboldt Station.

IRIS USA is currently under construction on its 500,000 square-foot facility at Humboldt East Site 103. Additionally, construction is expected to get underway by the summer on the Tru by Hilton hotel project in Humboldt Station and Service Electric Cablevision's garage expansion.



REPORT FROM VICE CHAIRMAN KEN OKREPKIE

Committees: CAN BE and Economic Development

I would like to recognize the efforts of those on the CAN BE and Economic Development committees. Thank you to CAN BE Committee Chair Neal DeAngelo III and Economic Development Committee Chair Terry Malloy.

Additionally, I'd like to recognize CAN DO's Director of Economic Development Jocelyn Sterenchock and Business Development Specialist Mark Minnig.

CAN BE Committee

The CAN BE Committee witnessed another year of growth and expansion as CAN BE continued to support businesses and entrepreneurs throughout Greater Hazleton. In addition to helping its clients at the CAN BE Innovation Center, CAN BE once again played an instrumental role in assisting small business owners throughout Greater Hazleton with their needs and mentoring young entrepreneurs through its work with the Hazleton LaunchBox Supported by Pasco L. Schiavo, Esq.

Some of the highlights over the past fiscal year include the CAN BE Innovation Center nearing full occupancy, CAN BE staff assisting more than 20 virtual clients and participating in programs that helped award young entrepreneurs for their work.

Innovation Center

The CAN BE Innovation Center is currently at a 97 percent occupancy rate, an increase of nearly 10 percent compared to last fiscal year, and has 13 tenants. Seven of those businesses are incubator clients who occupy 77 percent of the facility's space.

Overall, the facility added three new incubator clients over the past fiscal year. As a result of these additions, revenue has increased by roughly 12 percent annually.

New Clients

The CAN BE Innovation Center welcomed three new clients throughout the past fiscal year.

Last July, CAN BE staff helped Spicytude, LLC, an online spice retailer, connect with local partners to help launch an e-commerce website that increased the company's sales by 65 percent.

In December, Floor Coverings International began leasing a space in the facility. The company specializes with in-home design floor coverings and sells a wide variety of flooring options, including carpet, hardwood, ceramic tile, vinyl and other specialty products.

IntelliGreen Services entered the facility this March and

provides products and services that are focused on offering technology that enables society to better maintain its well-being. Its signature product is the Intelli-Temp Facial Recognition Temperature Scanner.

Expansions

CAN BE helped with the expansion and evolution of four clients in the Innovation Center during the past fiscal year.

NSB Trainers, a once incubator client turned anchor tenant, increased its Innovation Center footprint by 19 percent.

American Eagle Solutions (AES) tripled the initial space first rented when moving into the facility in 2018 and has doubled its workforce. CAN BE staff worked with AES ownership to accommodate all of its spacing needs to ensure the start-up company could grow and maintain a long-term relationship in the Innovation Center.

Keystone Ballet Academy (KBA) is nearing its third anniversary and increased the number of students and classes offered. KBA plans to continue growing its classes to include three levels of beginner tap classes for any student ages five and up who also enrolled in a ballet class. The dance studio now has students ranging from children as young as three years old to adults in their 50s and has seen significant growth in teen/adult beginner ballet students over the past year.

Candelles marked its second anniversary as an Innovation



Keystone Ballet Academy increased the number of classes it offers and students it serves in the past fiscal year and is launching tap classes this fall.

Center client last November and saw a significant increase in its net profits this fiscal year. The firm also launched a rebranded design of its labels and began providing fulfillment services for other small businesses.

Virtual Clients

During the past fiscal year, CAN BE assisted more than 20 clients throughout Greater Hazleton who have their own independent small businesses, not located within the walls of the Innovation Center. This included helping Milkhouse Creamery complete an application in just two weeks that allowed the business to receive a \$318,000 grant, providing business services and consulting to Dr. Katie Solon that aided her as she opened her new acupuncture practice, providing consulting services to Halogen Hair Company as the salon marked its first anniversary last summer and assisting Powder & Ink Permanent Cosmetics with services to launch their business.

CAN BE Sponsors Awards

In addition to the many business services it offers each year, CAN BE supports the growth and development of entrepreneurs throughout Greater Hazleton through its sponsorship of two awards in partnership with the Greater Hazleton Chamber of Commerce, including a new one recognizing high school entrepreneurs that was created during the past fiscal year.

CAN BE now proudly sponsors the High School Entrepreneur of the Year Award, which is given out at the Chamber's annual High School Academic Award Ceremony each summer. Last year's inaugural recipients were Hazleton Area Academy of Sciences students Joey Halcisak, Brandon DaGrosa and Logan Buglio.



American Eagle Solutions co-founders Shane Acernese and Robert Bradley, pictured at center, tripled the initial space their company leased in the CAN BE Innovation Center during the past fiscal year. The company also received the Greater Hazleton Chamber of Commerce Green Business of the Year award.

CAN BE also continues to sponsor the Young Entrepreneur of the Year Award, which is given out every fall at the Chamber's Business and Community Awards luncheon. Halogen Hair Company owner Ashley Evert was last year's recipient of the award.

Additionally, CAN BE tenant American Eagle Solutions received the Chamber's Green Business of the Year Award.

Hazleton LaunchBox

After months of anticipation, CAN BE/CAN DO joined the Greater Hazleton Chamber of Commerce, the Downtown Hazleton Alliance for Progress – its partners in The Hazleton Innovation Collaborative (THInC) – and Penn State Hazleton officials last fall to finally cut the ribbon on the Hazleton LaunchBox Supported by Pasco L. Schiavo, Esq. in downtown Hazleton. Penn State University President Eric Barron was among the many dignitaries who attended the ribbon cutting.

CAN BE has played a significant role in the Hazleton LaunchBox programming throughout the facility's first several months in operation. Last summer and fall, CAN BE assisted with two sessions of the Youth Entrepreneurship Camp. More than 25 students attended the sessions and more than 60 percent of them were members of the Latino community.

During the program, which was open to students ages 14-18, participating teams and individuals had the opportunity to explore their interests while identifying problems in the community, discovering personal strengths and limitations, developing business ideas and learning how to articulate and act on their ideas. As part of the program, participants pitched their ideas and competed for \$1,500 in prizes. CAN BE coordinated the final "pitch day" for the participants and arranged for several mentors and speakers to visit with the students as part of the programming.

Brian Simon was the winner of the summer session's pitch



CAN BE virtual client Ashley Evert of Halogen Hair Company received the Chamber's Young Entrepreneur of the Year award, which CAN BE sponsors.

competition for his traveling cake box and Yaquira Morales and Yamile Nader captured first place in the fall pitch competition for their product Generay, a portable, solar-powered, battery-based generator for intermittent power outages.

CAN BE also assisted with the launch of the Idea Design Lab and Idea Test Lab programs during the past fiscal year.

English and Spanish language versions of the Idea Design Lab were conducted in February. Participants used a variety of techniques to identify and develop new business ideas. There were 28 participants who completed the three-week program.

The Hazleton Launchbox also launched the first Idea Test Lab, a four-week program which focuses on customer discovery and problem-solving. There were 17 participants in this program.

Last fall, CAN BE partnered with the Chamber, DHAP, Penn State and the Wilkes University Small Business Development Center as the LaunchBox hosted the annual Start or Grow Your Business Seminar. More than 20 participants attended the free program, which featured presentations on feasibility, structure, licensing and registration, preparing a business plan and financial projections, and cybersecurity for small businesses.

Although this year's Start Up Week was canceled, CAN BE did participate in last fall's Global Entrepreneurship Week.

In May, CAN BE joined other members of the Hazleton Innovation Collaborative (THInC) and the Wilkes University Small Business Development Center to sponsor the May Marketing Series designed to help small business owners and entrepreneurs navigate the waters of web and social media development and management.

The May Marketing Series was hosted by Ryan Hertel of Socialocca, a digital marketing agency based in Northeast Pennsylvania. The six-part series was held virtually every Tuesday and Thursday throughout the month and was attended by over 80 participants.

Conferences and Keynotes

Jocelyn Sterenchock represented CAN BE on a regional and national stage when she gave presentations at the International Business Innovation Association Conference ("Building Entrepreneurial Ecosystem Partnerships in Rural Communities"), tecBRIDGE's High School Entrepreneurship Institute Conference ("Top Entrepreneurial Mistakes") and the Inaugural Wilkes-Barre Connect Conference ("Navigating the Entrepreneurial Ecosystem in NEPA"). She also delivered the keynote speech at a Future Business Leaders of America kick off ceremony.

Economic Development Committee

The Economic Development Committee remains focused on its initiative to facilitate financing for industries and small businesses that are vital to Greater Hazleton's future economic growth.

Over the past fiscal year, the Economic Development Committee worked with CAN DO's Economic Development Department staff to assist in funding CAN DO and client projects while also overseeing the visitation of over a dozen companies throughout Greater Hazleton as part of the Engage Program.

Most importantly, as a result of the COVID-19 pandemic, the Committee was thrust into a different role as CAN DO staff assisted businesses in Greater Hazleton as they navigated through the economic uncertainty caused by the virus. Within just a two-week period, as emergency loans became available through the Federal and State government, staff provided guidance to more than 70 small businesses with financing options. Additionally, in order to help reduce the economic impact this pandemic will have locally, the effort to connect small businesses to emergency loan funds or other financing options will be a primary goal of the Committee indefinitely.

In fact, CAN DO helped secured \$399,100 in CWCA loans from DCED and to-date businesses that have been working with CAN DO have self-reported securing over \$5.44 million in COVID-19-related financing.

Project Funding

CAN BE Innovation Center Renovation Project

Over the past fiscal year, CAN DO has applied for an \$83,750 Rural Business Development Grant through the United States Department of Agriculture to assist with the purchase of furniture, fixtures and equipment for the CAN BE Innovation Center. As a result of this project, 13 small businesses will be assisted and 39 full-time jobs will be retained.

Client Funding

CAN DO assisted On The Go Garage, LLC with securing a \$40,000 MetroAction loan for the purchase of real estate and machinery and equipment, which was matched by \$105,000 in bank financing. On The Go Garage, LLC is an auto repair and service center located at 1105 East Diamond Avenue, Hazle Township. The loan was approved for six years at a 2.80 percent rate through CAN DO's partnership with Scranton Chamber's MetroAction.

As of the date of this report, CAN DO has been in direct contact with more than 70 small businesses in the Greater Hazleton area to provide one-on-one consulting to assist businesses in selecting the business financing options that best fit their needs during the COVID-19 pandemic. Some of these programs included the Small Business Administration's Economic Injury Disaster Loan program

(EIDL) and the Paycheck Protection Program (PPP) at the Federal level, as well as the COVID-19 Working Capital Access (CWCA) loans at the State level.

Because of our designation as a Certified Economic Development Organization through the Department of Community and Economic Development (DCED), CAN DO was able to process eight COVID-19 Working Capital Access (CWCA) loans to the Pennsylvania Industrial Development Authority for their review and approval. These loans were up to \$100,000 at 0 percent interest for three years to assist small businesses with working capital expenses that could not be met due to loss in revenue from COVID-19.

Engage! Program

CAN DO staff visited 16 companies in the food processing, logistics, manufacturing and retail sectors throughout CAN DO's parks and Greater Hazleton as part of the Engage! Program. Engage!, which was administered by the Pennsylvania Department of Community and Economic Development, is similar to the former Business Retention and Expansion Program (BREP).

The 16 visits were conducted between the fall of 2019 and April of this year. CAN DO met with company officials to gather information about their business challenges and reported back to DCED. The issues discussed during the meetings were workforce development, truck/trailer parking and access to business financing programs with more risk tolerance. As a result of these meetings, business financing and truck parking became ongoing topics of discussion for the Economic Development Committee throughout the fiscal year.

CAN DO also participated in an Engage! Business Walk with the Greater Hazleton Chamber of Commerce and Wilkes University Small Business Development Center. The business walk took place in Downtown Hazleton where CAN DO and its partners met with six local small businesses to discuss what their needs are and provide information about area programs and organizations that can help address those needs.

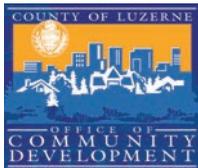
National Development Council Certification

At the staff level, Mark Minnig recently completed the National Development Council's (NDC) Economic Development Finance Professional (EDFP) Certification Program. The EDFP Certification Program is a rigorous, four-course training series that explores the skills essential for the successful practice of economic development, including: business credit and real estate finance analysis techniques, loan packaging procedures, negotiating and problem solving skills, and deal structuring techniques. Participants in the EDFP Certification Program build the capacity to translate development opportunities into results for their communities.



CAN DO PARTNERS

Thank you, partners!





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Fiscal Year 2020

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Vice Chairman	Kenneth G. Okrepkie
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*Assistant Secretary.....	Patricia A. Gendler, CPA
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Hazleton Rotary Club	Toni Christman Gary Lawler, Ph.D
Hazleton Volunteer Firemen's Relief Association . .	Robert L. Hoegg
NEPA Building & Construction Trades Council . .	Richard Elliott
UNICO	Mark Imbriaco Nicholas Pane
West Hazleton Lions Club	James Buyarski Michael Christina Sherri Homanko, PharmD. Norbert Kotzer Leonard J. Nork, D.C.

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Neal DeAngelo III	Tracy Karchner	Donna Palermo	Patrick J. Ward
Nina DeCosmo, Esq.	Luci Kulish	John Patton, CPA	Joseph Zeller
Lani Drobnock	William Magnotta	Maryanne Petrilla	

CAN DO President & CEO

W. Kevin O'Donnell

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Arthur A. Krause**	John H. Wright Jr.	Terrance M. Eyerly, D.C.	Llewellyn F. Dryfoos III
Hugh L. Campbell**	Herbert D. Nash**	Joseph M. DeBias	John Madden, Ph.D
Robert K. Gicking**	Donald M. Pachence	Robert J. Moisey	
	Eugene M. Dougherty	E. Thomas Sandrock	

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Anthony J. Dixon, Esq.	William E. Genetti	
William Flood	Daniel C. Jorgensen	

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Chris Perry (Luzerne Co. Council)	Bill Gallagher (Hazle Township)
Joseph Clark (Banks Township)	Donald Leshko (Hazleton City)
Frank C. Polidora, MD (Butler Township)	John Chura (West Hazleton Borough)

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Robert Fiume (Hazleton Area School Board)	Chris Robbins (MAEA)
Jennifer Goyne (Hazleton Integration Project)	Marci Hosier (MMI Preparatory School)
Calvin Herring (Keystone Job Corps)	Cathy Colangelo (Partners In Education)
April Harris-Snyder (Lackawanna College)	Debra Conway (Penn State Hazleton)

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Allison Gottstein (HAAS)	Cleidy Castillo (ICS)	Christian Badamo (MMI)
Jasmine Beiler (HAHS)	Alexander Kubishin (MHS)	Rachel Caccesse (WHS)
Daniella Guillen (HAHS)	Julia Kreisl (MHS)	Kelly Royer (WHS)
Isabelle Ritz (HAHS)	Maxwell Schwabe (MHS)	
Alivia Platek (HAHS)	Macy Zenier (MMI)	

* Non-voting members
** Deceased

CAN DO PAST PRESIDENTS AND CHAIRMEN



Dr. Edgar L. Dessen**
Founder



Joe Yenchko**
Executive Director
1963-1984



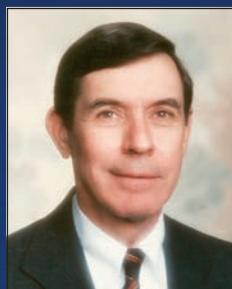
Kevin O'Donnell
President & CEO
1984-Present



Arthur A. Krause**
1971-1973



Hugh L. Campbell, III**
1973-1976



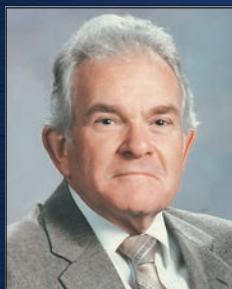
Robert K. Gicking**
1976-1979



Paul Cerula**
1979-1982



John H. Wright, Jr.
1982-1985



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



Donald M. Pachence
1988-1991



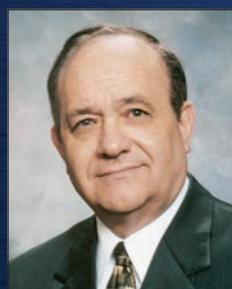
Eugene M. Dougherty
1991-1993



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



Llewellyn F. Dryfoos III
2012-2015



John Madden Ph.D.
2015-2018

**** Deceased**