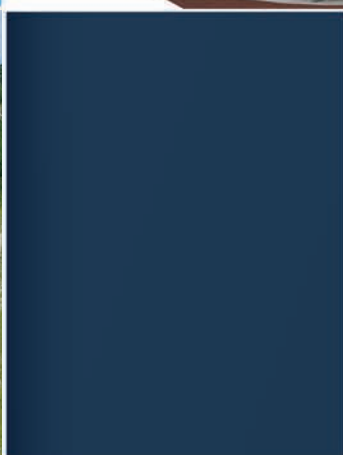
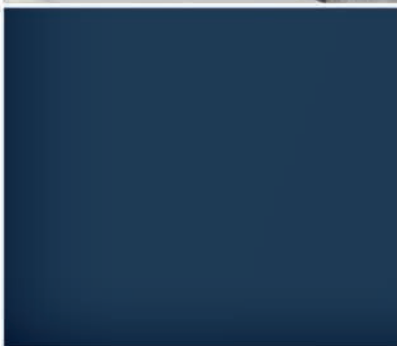


FISCAL YEAR ANNUAL REPORT



A LOOK AT ACCOMPLISHMENTS
DURING FISCAL YEAR

2017



- Governance Committee
- Audit 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.



As legend has it, CAN DO began with a dream in a city that was experiencing hard times. Edgar L. Dessen had a "... vision for a new Hazleton, a Phoenix rising from the ashes. ..." We now have convincing evidence of the attainment of that dream, one shared by the many staff, community members and organizations that have come together to make CAN DO a

reality. I will venture that Dr. Dessen would have been very surprised if, back in the 1950s, he could have foreseen the present scale of CAN DO.

Over the years, CAN DO has changed from a strictly volunteer organization to one that relies increasingly on its 15-member professional staff. 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.

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 relatively stable and well-paying food processing industries, in continuing to seek other high-wage employers, in continuing to develop the Corporate Center, and in support of startups and developing firms 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.

As a part of our more focused governance, our CFO had been fleshing out a five-year financial plan and tracking a "sustainability index." This index essentially calculates operating revenues (from utilities and leasing) minus operating expenses, independent from real estate sales. For a few glorious months this year, that index has been positive. That means that CAN DO has been sustaining itself without land sales, leaving income from that enterprise available for investment. This positive index is partly the result of the acquisition of additional properties for lease. We are fortunate that 100% of our leasing inventory is now occupied.

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 Development Organization (CEDO), CAN DO now arranges PIDA funding (for a fee) throughout Luzerne County, incidentally improving our position in regional collaboration. We continue to 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 Renaissance Center and financing of the former Security



Savings building are testaments to our commitment. CAN DO then purchased the Remember When Building, which is adjacent to the Security Savings Building. It appears very likely that these investments will turn out well for the downtown. Finally, CAN DO employees continue to devote hours of their time to the Downtown Hazleton Alliance for Progress. The alliance of the Hayden family and the DeAngelo brothers has been instrumental in helping to build DHAP. The recent decision of Lehigh Valley Hospital Hazleton to remain and improve in its present location may eventually have an even greater effect on the downtown. While we look toward the future of our entire community, we are making adjustments to changes in the development market, such as firms wanting to occupy land or buildings that are ready to go, working with shifting governmental support and regulation, and the need for more CAN DO product.

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

As you surely know, Kevin O'Donnell has been the public face and internal engine of the organization, representing us effectively throughout the region and state while possessing an incredibly detailed knowledge of the organization's history and operation. We have been fortunate to have Kevin as 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.

At this moment of reflection, I thank all who have provided support for our mission and who will help to carry us into the future. This amazing cooperation has enabled us to fulfill Dr. Dessen's vision. Tomorrow, we must continue to define our path into a dynamic and rapidly changing future.

Governance Committee

The Governance Committee was established more than four years ago "to assist the Executive Committee in strategic planning, policy oversight and the development of CAN DO's leadership." I thank Chairman Tom Sandrock for leading this committee and 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. The

importance of developing future board members and building leadership cannot be overemphasized. They are our future.

Last year, the committee had modified committee charters to prepare CAN DO for future years and made corresponding changes in the bylaws. It was the hope of the committee that these changes would make some committees more functional, improve corporate transparency, and provide more modern governance and oversight of ethical conduct. Now it is the task of the committee to execute these changes and to assess whether and how they are working.

As part of its new responsibilities, the Governance Committee has also been reviewing and updating CAN DO policies. We have completed work on the Whistleblower, the Conflict of Interest, and the Purchasing Policies, which have now been adopted by the board. We should complete a review of all policies next year, bringing them into line with changes in governance, in CAN DO and in our environment. It is our purpose as a committee to keep CAN DO board governance current and functional in our rapidly changing environment.

Audit Committee

I would like to recognize the efforts of those who worked to help develop CAN DO's Audit Committee. I would like to thank Audit Committee members: John Patton, CPA (chairman), Lonnie Polli, and John Fletcher.

The Audit Committee was recognized as a new committee via a CAN DO Bylaw change in May of 2016. The committee was tasked with establishing procedures for hiring the Auditor, reviewing the year-end financial statements of CAN DO and working with the CFO of CAN DO on financial matters related to internal controls and other key financial indicators. Their first year was successful and they have already selected the auditor for the next fiscal year.



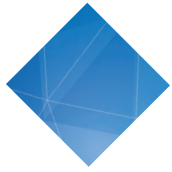
Honored for 10 years of service

Marta Jacober, office assistant, was honored in 2017 for her 10th anniversary.



Honored for 5 years of service

Joe DeBalso, lead water operator, was honored in 2016 for his 5th anniversary.



REPORT FROM VICE CHAIRMAN DAVID M. MCCARTHY

Committees: Marketing and Community Relations

I would like to thank all the volunteers on both the Marketing Committee and the Community Relations Committee for their hard work and dedication. I especially want to thank Marketing Committee Chair Tracy Karchner and Community Relations Committee Chair Elaine Judd.

My appreciation also goes out to Joseph Lettiere, vice president; Nancy Stasko, director of administration; Melissa Frederick, marketing specialist; and Marta Jacober, office assistant, for their efforts.

Marketing Committee

Under the leadership of Chair Tracy Karchner, the Marketing Committee continued to support all of CAN DO's marketing initiatives. 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 the Prospect and Contact activity report, including information regarding open and active prospects and contacts, a breakdown of industry types and the source of the lead for the project. The activity reports also outlined project specifications to identify acreage and SF requirements.
- 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 and where marketing efforts should be focused.
- Recommended placing a banner on a trailer facing Interstate 81 near Exit 143 to promote Humboldt Industrial Park, the number of jobs and industries. The banner was placed on Humboldt East Site 106.
- Reviewed the status of Phase II of the CAN DO Corporate Center as well as the potential use of the property, available infrastructure, wetland limitations and the

restrictive covenants and zoning. The committee recommended to the property acquisition committee that Phase II be considered as an option for future development and investment.

- Assisted in the review of a web-based database platform to create a functional database that would track and manage prospects and contacts.

Projects

CAN DO played an instrumental part in creating and retaining nearly 300 local jobs during the last fiscal year:

- Butler Township Municipal Building – 18,325 SF – 24 jobs retained in the CAN DO Corporate Center.
- Coordinated Health – 42,000 SF – 30 current jobs, 20 new jobs in Humboldt Station.
- The Packaging Wholesalers – 294,000 SF – 40 new jobs. New facility at 63 Green Mountain Road in Humboldt Industrial Park for distribution/logistics.
- PSI Container in McAdoo Industrial Park – expanded an additional 38,000 SF and anticipates 5 new hires.
- Gonnella – expanding another 75,000 SF in Humboldt Industrial Park North – anticipate hiring 25 new employees to their existing 150.

Leases

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

New Leases:

- Bellemarque signed a new lease for 9,117 square feet of additional flex space in MT 7C, which will increase their total footprint to 28,317 square feet within the building.
- Tosca signed a new lease which includes a new expansion of 25,000 SF for a total of 50,000 SF of space.

HUMBOLDT
INDUSTRIAL PARK
www.hazletoncando.com

**MORE THAN 60
INDUSTRIES AND
10,000 JOBS**

A billboard was designed and printed on vinyl to be posted along Interstate 81 at Humboldt Station promoting the success of our industrial park.

Renewed Leases:

- Equipment Distribution Corporation renewed their lease for 40,000 square feet in MT 6.
- The Renaissance Center lease with Congressman Barletta was renewed for an additional two-year term.

Real Estate Investments

64 Green Mountain Road

To meet the needs of the tenant, Tosca, CAN DO expanded their facility at 64 Green Mountain Road in Humboldt industrial Park West. The additional 25,000 SF will accommodate their growth and will help to create 25 new jobs.

21-23 W Broad St – Former Remember When Building

Every department in the organization is working on this important revitalization project for downtown Hazleton. The marketing department is currently attempting to secure a tenant for the facility, and, at the time of publication, had a letter of intent in place for a tenant to convert the space into a microbrewery/tavern with a restaurant.

While we have moved away from the incubator concept at this specific property, the use should complement the renovations that are planned for the future home of the Hazleton Art League. The Pocket Park in between the buildings is also proposed to be a common space that will tie both projects together.

Site Permitting

The marketing department continues to work toward the goals outlined within the organization's strategic plan. In an effort to promote sites more effectively and efficiently,

the Marketing Department is moving forward with obtaining land development approvals for three of the most marketable sites in CAN DO's portfolio, Sites 103 and 106 in Humboldt Industrial Park East and Site 19 in the CAN DO Corporate Center. CAN DO has hired Site Services Group to complete site work for Site 103, a 46.8-acre rail-served site, and Site 106, a 52.7-acre site in Humboldt East. We've also hired JTB Engineering and Surveying to complete the land development work on Site 19 in the CDCC.

Site Services Group has created a proposed site layout concept to construct a 279,000 SF building on the western portion of Site 103. This building has the ability to be rail served. The eastern portion of the site can accommodate a proposed 126,000 SF building. Additionally, Humboldt East Site 106 has been shown to accommodate a 470,000 SF building. This site has interstate visibility and is located adjacent to Humboldt Station. Both of these sites in Humboldt East are zoned for Industrial use and are suitable for a variety of industries. We continue to actively market these sites.

Site Services Group continues to work on the upfront due diligence items that are needed for design. They are also working with other local engineering firms to discuss site wetlands for mitigation. Once the wetland mitigation process is completed, we can proceed with the remaining entitlements for land development approvals.

JTB Engineering and Surveying has submitted plans to Butler Township to complete site permitting work for Site 19 in the Corporate Center. This 12.83-acre site would accommodate a 50,000 SF flex building ideal for light manufacturing or distribution, with much of the site work already completed previously by a developer. The site is in a business park setting and abides by the terrarium concept

as outlined within the park covenants. We anticipate receiving land development approvals in August.

Humboldt Traffic

Also outlined within the strategic plan was the importance of working with Hazle Township to resolve any traffic

issues within Humboldt Industrial Park. The



A design was chosen for the Remember When Building project in downtown Hazleton. Construction is expected to begin soon.



Coordinated Health is expected to open its 42,000 square-foot state-of-the-art medical campus and ambulatory surgical center in Humboldt Station this fall.

Marketing Department continues to work with Borton Lawson, the engineer hired to complete the environmental clearances for the White Birch Road extension together with the intersection improvements along Maplewood Drive. All information has been submitted to PennDOT and the categorical exclusion determination is pending.

The marketing department is also actively involved in the State Route 424 extension project, as that is also a critical component to provide another ingress/egress point for Humboldt Industrial Park.

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 and has successfully marketed the property for CAN DO since they were selected as the broker of record. At the time of publication, CAN DO has Lot F under contract with a hotel developer.

Marketing Efforts

The We CAN DO Food blog continues to be an instrumental promotional piece for the Marketing Department in recruiting prospective companies within the food processing, packaging and logistics industries. The blog highlights local companies and the success they have



The Marketing Department continues to use We Can Do Food Blog stories, such as this one about Northeast PA being a top location for food processing companies, as instrumental promotional pieces.

in Greater Hazleton and has featured area educational and training opportunities that are pertinent to employers and employees.

Featured stories over the past fiscal year include the Scranton–Wilkes-Barre–Hazleton MSA placing first in a national study by site selection firm Boyd Co. Inc. of the top food processing locations in the Northeastern United States, and ranking 10th overall in the country.

Another story highlighted Pennsylvania's ranking in the top 10 in a national poll across five crucial industry categories including manufacturing, infrastructure and exports in Business Facilities' Annual Rankings Report.

Yet another blog story talked about six colleges and universities across Northeastern Pennsylvania ranking in the Top 100 of the prestigious U.S. News & World Report annual poll of best regional colleges or universities in the north.

The SiteLines e-newsletter was published twice in the last year with issues in October and May 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:

- Coordinate Health's groundbreaking on a 42,000 SF state-of-the-art medical campus and ambulatory surgical center in Humboldt Station.

- Forrester Environmental's purchase of an 8.18-acre site in the McAdoo Industrial Park to expand the operations of its professional remediation services.
- Butler Township's purchase of Site 11 in the CAN DO Corporate Center to build a larger location for its municipal services and administrative business.
- Penn's Northeast's focus on attracting quality employers to Northeast Pennsylvania.
- The various educational training programs and incentives that employers and employees find in Northeast PA to help develop the region's manufacturing workforce.
- The Packaging Wholesalers plans to open a distribution center and the ribbon cutting for the new facility.
- An overview of the regional operational analysis completed for both the food processing and plastics industries.

The role of social media continues to expand as part of our marketing efforts. The Marketing Department consistently uses 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.

Marketing Activities

CAN DO partnered with the Schuylkill Economic Development Corporation (SEDCO) to host the annual sporting clay shooting event for brokers and site developers in October.

CAN DO assisted Penn's Northeast with its fall festival, which was held in October. Penn's Northeast hosts the event for brokers and site developers, along with their member partners.

Vice President Joe Lettiere attended the annual Society of Office and Industrial Realtors (SIOR) Philadelphia Chapter's Industrial Property Summit Conference in Hershey in September and the CORENET Global Conference in Philadelphia in October. He also joined Penn's Northeast President John Augustine at the ProFood Tech food and beverage processing trade show in Chicago in April. This was done as a part of the goal of both organizations that is outlined within both strategic plans to attract more food processing industry companies to the region.

Regional Marketing

Another strategic planning initiative was to leverage regional marketing efforts with partners. CAN DO remains actively involved with Penn's Northeast, a nonprofit regional economic development marketing organization. Lettiere is currently serving as Board Chairman and helped to hire John Augustine as president of the organization. Lettiere will remain an integral part of the planning process for the future of Penn's Northeast.

With Augustine as president, Penn's Northeast has improved its financial position, bringing in a number of new members and securing additional investment from partners. Prospect and contact activity has also increased considerably

through obtaining more unique leads.

Penn's Northeast has incorporated the food processing cluster as a targeted industry within its marketing plan. During the past year, Penn's Northeast hired Site Location Partnership to assist the organization with identifying specific targeted industries, including food processing. The consulting firm will work with Penn's Northeast by providing a point of contact for the designated firms as well as representing the organization to

brokers and site consultants at trade shows.

Penn's Northeast also engaged Boyd Partners to complete an operational analysis for both the food processing and plastics clusters which highlighted how our region compares to other communities and states.

In addition to working with them as part of our strategic plan, CAN DO's partnership with Penn's Northeast has been a vital asset to our organization, especially with their assistance in helping us to promote the many benefits Northeastern Pennsylvania provides to food processing industry companies.

Another vital partnership that CAN DO continues to be involved in is PREP (Partnerships for Regional Economic Performance), 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 region.



Community Relations Committee

The Community Relations Committee helps to 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. In August, Coordinated Health broke ground on a 42,000 square-foot state-of-the-art medical campus and ambulatory surgical center on six acres of land in Humboldt Station.

CAN DO assisted Coordinated Health with many aspects of planning the event including; preparing the grounds for the groundbreaking; inviting dignitaries; preparing an agenda and securing media coverage to promote the project.

CAN DO representatives were joined by Coordinated Health officials at the groundbreaking ceremony along with state and local leaders, including PA Senator John Yudichak, Rep. Tarah Toohil and Rep. Gerald Mullery. Local officials who spoke at the event included Jim Montone, chairman of the Hazle Township Board of Supervisors; Mary Malone, president of the Greater Hazleton Chamber of Commerce, and Brian Poveromo, president of the Humboldt Park Association.

In February, The Packaging Wholesalers, a wholesale retailer of packaging supply chain materials to distributors, held a grand opening celebration and ribbon

cutting for its 300,000 square foot facility at 63 Green Mountain Road in Humboldt Industrial Park. The Packaging Wholesalers' Humboldt distribution center, which was located in a building constructed by Mericle Commercial Real Estate, has 42 dock doors and will house more than 1,200 different sizes of corrugated boxes and mailers along with a variety of additional packaging materials



Last August, state and local representatives visited Humboldt Station to attend a groundbreaking event for the new Coordinated Health medical facility.

and shipping supplies, including boxes manufactured at the International Paper's facility in Humboldt Industrial Park. Representatives of the CAN DO staff, the CAN DO Board of Directors, The Packaging Wholesalers, Mericle Commercial Real Estate and the Greater Hazleton Chamber of Commerce attended the event and toured the facility.

In March, CAN DO participated at the ribbon cutting for an expansion at Steelcase, a company that manufactures steel office furniture.

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. This association brings industries together with CAN DO officials and others to discuss common concerns and to provide support to help them thrive.

The Humboldt Park Association, which meets on a regular



The Community Relations committee coordinated a ribbon cutting in March for an expansion project at the Steelcase facility in Humboldt.

basis, discusses issues such as workforce needs, road work updates and training programs. Attendance at the meetings continues to grow and meetings now are attended by nearly 50 park tenant representatives. Meetings feature guest speakers including local and state officials as well as officials from agencies that assist industries with a host of services. Some of these presentations have included PPL, Commuter Services of PA, Mohegan Sun Arena, McCann's, One Source, and Hawk Mountain Labs, to name a few. CAN DO officials attend every meeting to update the members about upgrades to the park, including road updates, restoration of the water tank, special events, rail service and much more.

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

CAN DO held its successful Curb Appeal Awards for the ninth time last summer. The program, co-chaired by Lonnie Polli and Gary Danish, 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 to 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 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: Meadow Burke, Humboldt Industrial Park; Tosca, Humboldt Industrial Park West; Grief, Valmont Industrial Park; BestCigarPrices.com, CAN DO Corporate Center; and PSI

Container, McAdoo Industrial Park.

Recipients in the more than 75 employee category were: American Eagle Outfitters, Humboldt Industrial Park; Office Depot/Office Max, Humboldt Industrial Park West; Cargill Cocoa & Chocolate, Humboldt Industrial Park North; EAM Mosca, Valmont Industrial

Park; and

web.com, CAN DO Corporate Center. The Commercial Service Award recipient was Service Electric Cablevision Inc. and the winner in the Commercial – Hotels, Restaurants, Retail category was Capriotti's Catering in McAdoo Industrial Park. American Eagle Outfitters was

named the overall winner, receiving the top award in the program.

Planning is underway for the 10th annual Curb Appeal Awards which will be presented in the fall of 2017. CAN DO extends thanks to the mixer planning committee of Dorothy Anderson, Charlie Burkhardt, Elaine Judd, Lonnie Polli and Nancy Stasko.



CAN DO presented its ninth annual Curb Appeal Awards to tenants of its four parks during a ceremony in September.



The CAN DO Student Action Committee and Freeland VFW members combined their efforts for another successful Operation: CAN DO campaign.

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 Lauren Pataki, Jerry Gasser, Mark Abdelmalek and Alexandra Rentz, Hazleton Area High School; Dominic Yannuzzi and Michael Kulish, Hazleton Area Academy of Sciences; Pemely Guzman and Christopher Danishefsky, Immanuel Christian School; Jenna O'Donnell and Corrin Dagostin, Marian High School; Kayla Leonard, Joshua Narrow and Jakob Schwabe, MMI Preparatory School; and Samantha DeSpirito and Jillian Bartel, Weatherly Area High School.

Each year, the committee organizes "Operation: CAN DO," a drive to collect food, hygiene and entertainment items for local servicemen and servicewomen stationed overseas. The drive marked its 12th 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



The McAdoo-Kelayres Mustang Chorus performed at the 2016 CAN DO Community Christmas.



Hazleton Mayor Jeff Cusat, pictured with Student Action Committee adviser Charles Burkhardt, addressed the crowd at CAN DO Community Christmas

Christ Lutheran Church on Green Street in Hazleton.

CAN DO President & CEO Kevin O'Donnell welcomed attendees and 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 McAdoo-Kelayres Mustang Chorus, directed by Sandra Hoppey.

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.

"Operation: CAN DO" co-chairs for 2016 were Corrin Dagostin and Dominic Yannuzzi. CAN DO Community Christmas co-chairs were Kayla Leonard and Jenna O'Donnell. CAN DO board member Charles Burkhardt and CAN DO Director of Administration Nancy Stasko are the Student Action Committee advisers.



Student Action Committee members pose with co-advisers Nancy Stasko and Charles Burkhardt at CAN DO Community Christmas.

coverage.

Student Action Committee members also coordinated the 24th 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

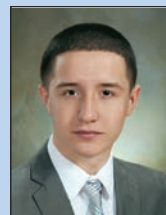
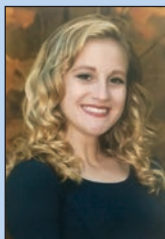


STUDENT ACTION COMMITTEE

Graduating members talk about their experience

"By being a part of this organization, I have gained knowledge of how my community works to come together to achieve a common goal. I developed my skills as a leader as well as my communication skills through interacting and networking with CAN DO members and other community members. I am glad that I was able to be part of CAN DO to help the community."

— **Samantha DeSpirito**



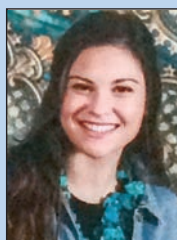
"I learned the importance of community and community involvement. I hope to continue the awareness of community involvement as I look to begin my career. Through the charitable events, I now recognize the importance of communication, team work and leadership. I hope to transfer these qualities into every facet of my professional career."

— **Jerry Gasser**



"I was able to witness the beauty in coming together as a community through Operation: CAN DO and CAN DO Community Christmas. Both of these events were very encouraging. It was so wonderful to see families come to CAN DO Community Christmas and support their children."

— **Pemely Guzman**



"I have learned to take on more responsibilities with being a student representative and that I can handle a leadership role."

— **Lauren Pataki**

"As a member of the CAN DO Student Action Committee, I learned how business decisions are made. I also learned valuable leadership skills from participating in Operation: CAN DO and



the CAN DO Community Christmas. Most of all, I have learned how to connect with the community and I have made friends from different schools." — **Kayla Leonard**

"My experience as a student member on the CAN DO Board of Directors has taught me the invaluable skills of cooperation and leadership. Whether it be volunteering at a food drive or serving guests at a Christmas



concert, the support and dedication of CAN DO has instilled in me a pride in my community. Knowing the results of hard work and dedication has motivated me to pursue various other projects with the wholeheartedness and commitment needed to achieve success."

— **Joshua Narrow**

"I was able to be involved in wonderful programs that benefited our community and met great people who have a huge impact on our community. Both Operation: CAN DO and CAN DO Community Christmas are for very good causes and should be continued."

— **Jenna O'Donnell**

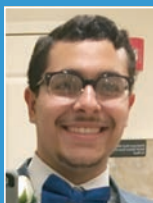


"My time on the CAN DO Student Action Committee has been an experience that will help shape my future. I have learned to be organized and work with others for a common goal. The projects we worked on helped others and showed me how to be a leader while working with others."

— **Dominic Yannuzzi**



Junior year members of the CAN DO Student Action Committee



**Mark
Abdelmalek**



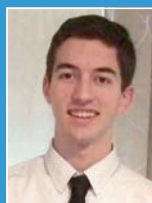
**Jillian
Bartel**



**Corrin
Dagostin**



**Christopher
Danishefsky**



**Michael
Kulish**



**Alexandra
Rentz**



**Jakob
Schwabe**



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 Property Committee Chairman Adam Hoover. I would also like to thank Patricia Gendler, CPA, chief financial officer and Greg Kurtz, director of operations.

Additionally, finance staff members Kathy Kline, accounting specialist II; and Clay Roden, accounting specialist. Also, property staff members Dan Sweeney, facilities manager; Brian Demshock, utility supervisor; Nick Micene, maintenance specialist; Joseph DelBalso, lead water operator; and Jerry Superko, lead waste water operator.

Finance Committee

CAN DO had a very busy year and completed several land transactions.

The year began with completing the legal and equitable transfer of the railroad to Reading and Northern Railroad. The first part of the transaction occurred at the end of fiscal year 2012. It took several years to get all of the land transfer approvals.

Shortly after, land was sold in the CAN DO Corporate Center to Butler Township for a new municipal building. There are many shared benefits for Butler Township and CAN DO related to having the township's municipal building in our business park and we look forward to the synergy.

After several years of working with Coordinated Health, several sites were sold to them and Coordinated Health's impressive-looking facility in Humboldt Station is well underway.

In the middle of this fiscal year, PPL completed an easement agreement with CAN DO for land rights in Humboldt Industrial Park. This easement, referred to as the "Humboldt Loop," will allow for new power lines in the park to add reliability and better serve all of our industries in the park. The transaction also added to CAN DO's bottom line.

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. At the end of Fiscal 2016, CAN DO achieved this goal and is on target to repeat this achievement again in Fiscal 2017!

To help support the sustainability goal, a new five-year lease was negotiated with our tenant at our 64 Green Mountain

Road property in Humboldt West that includes a 25,000 square foot addition to our current building. Along with the addition of 25,000 square feet of lease space in CAN DO's portfolio, there is additional (unbudgeted) rental income for the fiscal year.

As part of the strategic plan and CAN DO's mission to improve the quality of life in Greater Hazleton, CAN DO has started work to renovate the former Remember When property on Broad Street in downtown Hazleton. To assist with funding this renovation project, CAN DO has partnered with Hazleton City and the Downtown Hazleton Alliance for Progress (DHAP) related to obtaining grant dollars from the Redevelopment Capital Assistance Program (RCAP) that have been approved for the renovation and remediation of downtown Hazleton.

During the past year, CAN DO received an operational grant from the Northeast Pennsylvania Partnership for Regional Economic Performance (PREP) for \$13,000, the Defense Transition Partnership (DTP) for \$10,659, and from Ben Franklin Partnership for \$5,000 for operations at CAN BE.

The utility division continues to operate above the budget for revenues. Most expenses were favorable compared to the budget, except for expenses directly related to an unscheduled maintenance event that occurred at the waste water treatment plant.

The Finance Committee continues to monitor the \$2 million that was invested with FNB Trust in October of 2014. The market has been very favorable this past fiscal year compared to the negative volatility in the account in the prior fiscal year.

Overall, CAN DO has exceeded the budgeted plan for the fiscal year and looks forward to many more sustainable years.

Property Committee

Land Development

HIP Northwest Creek Crossing

In working to prepare Humboldt Industrial Park Northwest for development, CAN DO had a creek culvert constructed that is needed for future construction of a road leading to the properties. The project was completed in early 2017.

Future Pad-Ready Sites

With more and more companies seeking pad-ready sites to speed up projects for prospects, CAN DO continues



From left, a photo taken during the construction of a culvert in Humboldt Northwest and another taken after the project was completed.

its efforts to develop additional sites that are ready to go. We recently filled in a large depression at the entrance to North Park Drive, and are working to fill this area back to the railroad crossing.

White Birch Road Extension Progress

The extension of White Birch Road is under design. Once the design is completed, costs can be determined and funding options for the total project can be finalized. Environmental studies are now completed and we are awaiting environmental clearances that will be needed. These clearances must be finalized before any work is started. The environmental clearance process has taken longer than anticipated. If all continues without issue, we estimate that construction could start in 2018. As previously reported, this work includes a new means of ingress and egress that will allow traffic in Humboldt Industrial Park to have easy access to Interstate 81 via 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. Construction for the Route 424 extension to Humboldt Industrial Park is slated to begin in the fall of 2019.

Wetlands

CAN DO has completed the construction of 5.6 acres of wetlands in Humboldt Industrial Park. This project is soon to be in the monitoring stage. It will be monitored for five years to ensure successful results, as per DEP requirements.

Lots J, K and L

Construction is progressing and nearing completion for a new Coordinated Health medical facility, with a second phase already in design to add overnight stay capabilities. The medical facility is expected to open this fall.

Facilities Management

Downtown Revitalization

Renovations are expected to begin this summer on the Remember When building at 21-23 W. Broad Street. CAN DO purchased the property as part of its commitment to revitalizing downtown Hazleton. Several planning meetings have been held with a potential tenant who is interested in opening a business serving craft brew and small plates/sandwiches. The developer has said he is planning to feature regularly scheduled entertainment, bringing more people into the downtown. CAN DO will be facilitating the renovations to the exterior of the building. The tenant will be responsible for the fit-out of the inside to meet its needs.



A wetlands project in Humboldt Industrial Park was completed to meet DEP requirements. The project entailed 5.6 acres.

64 Green Mountain Road

In 2015, CAN DO purchased a 25,000 SF building in Humboldt West at 64 Green Mountain road and leased the building to Tosca, a company that washes and sanitizes shipping trays used in the commercial food sales industry. As the company grew, it needed additional space and a 25,000 SF expansion was recently complete. Tosca has renewed its lease of the building to include the total space.

Energy Savings Efforts

We are continuing to seek ways to reduce CAN DO's energy costs. In Humboldt Station, lighting upgrades to



Workers install roofing on the new 25,000-square-foot expansion to a building that CAN DO leases to Tosca, Inc.

LED sources were completed in the last fiscal year and are beginning to provide savings for CAN DO in energy costs. In addition to the street lighting, various industrial park entrance signs and approximately 70 recessed lighting fixtures in the Renaissance Center were converted. The windows in the Renaissance Center were tinted to help control heating and cooling costs. CAN DO's electricity & natural gas contracts were bid and helped reduce heating and cooling costs. Because the waste water treatment plant and all the wells in Humboldt Industrial Park, make up our largest costs of electricity, CAN DO is currently exploring an option to install solar electricity panels to help power the systems. All this type of work will continue to reduce our carbon footprint and conserve our natural resources.

Sewer Systems

CAN DO is currently in the process of developing a more indepth pretreatment program that will alert us sooner when there is an industry discharging materials to our waste water treatment plant that are not in compliance with DEP regulations. The intent for this program is to allow the

treatment plant to operate in a more stable manner with less biological challenges in the future. Additional processes and controls are always part of our program to make the plant operate more consistently, which in turn will reduce costs.

Water Systems

This year, we are scheduled to refinish two more standpipes in Humboldt Industrial Park: the tank located next to Pitt Ohio on Oakridge Road and the North Park tank located at the end of Park View Road. There are also plans to review options for renovations on the 500,000-gallon standpipe in McAdoo Industrial Park. CAN DO has a well rehabilitation program that allows for maximizing our well performance in Humboldt Industrial Park. As per the schedule that was designed by our hydrologist consulting engineer, each year we perform a multi-step process that cleans and maximizes the capabilities of the wells on the schedule. Upon completion of the process we perform what is known as a "pumping step test," which allows us to compare pumping capabilities to previous tests over the years. In addition to this, we also have devices in each one of these five wells that monitor the water levels continuously. This helps understand our available water.

These devices also assist us with our reports and needs when dealing with water regulatory agencies. It is our plan to start implementing variable frequency drives for these well pumps, to allow us to set the pump speed at a lower steady speed, which will prove to be better for well health, and provide more efficient and longer pump/motor life.

Corporate Center Water System Addition

CAN DO provides potable water service to the CAN DO Corporate Center and Sand Springs. The CAN DO Corporate Center water system in Drums is comprised of one groundwater well, one 500,000-gallon water tank, miles of underground piping, and fire hydrants. Late last year, we decided to invest in an additional well in the Corporate Center to support the existing system as a back-up well, should we ever be in a situation where the existing single well becomes temporarily inoperable. We serve various businesses, including the Hazleton Area Academy of Sciences, the Sand Springs golf community, and the eventual new location of Butler Township municipal offices. The additional well will ensure that CAN DO can provide a consistent supply of the water necessary for these customers. The approval process could take up to two years to complete before any construction can be started.



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.

We welcome Charles McElwee III to the CAN DO staff as our Economic Development Specialist. I would like to thank the CAN DO staff who kept both the Economic Development and CAN BE committees functioning while the search for an Economic Development Specialist was conducted. We continue our search for a Coordinator of Entrepreneurial Services.



Pictured above are CAN BE representatives, first row, from left: Krista Schneider, Ken Okrepkie, Joe Zeller, and Luci Kulish. Second row: Joe Clifford, Dr. Gary Lawler, Kevin O'Donnell, Joe Lettiere and Nancy Stasko.

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 SF facility located in our Valmont Industrial Park, welcomed several new companies over the past year. Among the newcomers is Hawk Mountain Laboratories, a name already familiar in the Hazleton area, which has expanded its operation. Hawk Mountain, known for quality testing in the water, construction and mining industries, is utilizing the Innovation Center as a staging area for equipment and samples. The other new company to our incubator is TMG Health. The company is an original product of the Scranton incubator and now employs more than 1,800 people in the Scranton area. They have located an operation in the Innovation Center to train local residents who will then be employed to work from home.

Nearly 50 people have already been trained and hired by TMG Health in positions that offer an excellent starting wage and a full range of benefits. New training sessions begin every six weeks.

Meanwhile, one of last year's new tenants has experienced exceptional growth and is already graduating from the

incubator program and moving to larger facilities on Route 309 in Hazle Township. Ron Carter's Performance Biomedical, LLC, continues to shine and increased its rental space from 900 to more than 2,400 SF. Performance Biomedical, LLC, provides durable medical equipment to veterans of Northeast Pennsylvania and is expanding its operation

both in area and customer base.

As Performance Biomedical graduates and moves from the incubator, we welcome the Keystone Ballet which will be located in the Innovation Center. CAN DO's entrepreneurship program continues to look for ways to expand the benefits it offers startups. This includes the newly formed relationship with the Allan P. Kirby Center for Free Enterprise and Entrepreneurship. This collaboration will provide a number of mentors to assist entrepreneurs with all aspects of launching a new business.

CAN BE is also partnering with Penn State Hazleton on a Mentorship and Internship program. CAN DO and Penn State have long been partners in several initiatives. Finally, CAN DO looks forward to continuing its commitment to Downtown Hazleton with its partnership with The Chamber of Commerce, Penn State and the Downtown Hazleton Alliance for Progress (DHAP).

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 businesses and industries with their financing needs and to advance the mission statement of CAN DO.

Loans

The \$750,000 from the Discovered and Developed in PA (D2PA) grant that CAN DO received in November of 2014 for a revolving loan program for Northeast Pennsylvania has now been fully committed for site preparation projects. CAN DO used its first \$100,000 loan, originally designated for Humboldt Northwest Site 1, along with another \$100,000 loan approved for development of Sites 103 and 106 in Humboldt East and Site 19 in the CAN DO Corporate Center.

The remaining \$550,000 was shared among the Schuylkill Economic Development Corporation (SEDCO), Pocono Mountain Economic Development Corporation (PMEDC), Scranton Lackawanna Industrial Building Company (SLIBCO) and Wayne Economic Development Corporation (WEDCO). The revolving loan program is assisting CAN DO and other economic development corporations in having sites permitted and pad-ready, which is becoming increasingly important in attracting new prospects that are seeking sites that are ready to go.

CAN DO had significant activity in providing loans as a Certified Economic Development Organization (CEDO) for Pennsylvania and as a resource to Luzerne County businesses in obtaining other financing. The Economic Development department, through the Pennsylvania Industrial Development Authority (PIDA) financing, helped provide assistance to many area businesses and currently has a few pending projects as well.

Client Funding

Over the past fiscal year, CAN DO assisted several clients in obtaining more than \$3.5 million in financing packages as a result of our relationship with financing partners such as MetroAction, NEPA Alliance, area financial institutions and the U.S. Small Business Administration (SBA). These clients include:

- Briggs Farm – In October, CAN DO closed on a \$180,000 PIDA loan to Dylan and Dena Briggs of Briggs Farm for the acquisition of additional land.
- DHD III – In August, CAN DO closed on a \$2,225,030 PIDA loan for DHD III. CAN DO also assisted DHD III with obtaining a \$1 million construction line of credit that can be used for bridge financing while awaiting PIDA reimbursements. As part of this project, CAN DO completed a historical review that was required by the Pennsylvania Historical & Museum Commission (PHMC).
- Bellemarque, LLC – CAN DO also held a closing in August on a \$150,000 PIDA loan for Bellemarque, LLC.

Bellemarque is using the funds for the purchase of machinery to manufacture new products for wholesale customers. Four new jobs will be created.

- GT Fabrication – Closing was in September on a \$285,000 PIDA loan. Fourteen jobs will be retained.

Downtown Revitalization

As part of its strategic plan, CAN DO continues to actively participate in the improvement of downtown Hazleton. Charles McElwee has been a board member of the Downtown Hazleton Alliance for Progress (DHAP) since 2016. He continues to promote best practices for community development through his participation in downtown revitalization projects. Charles also oversees the ongoing neighborhood revitalization project for the proposed Church Street Historic District in Hazleton.

Defense Transition Partnership

Director of Administration Nancy Stasko took the lead in completing CAN DO's requirements for the Defense Transition Partnership Grant. As part of a regional effort to increase defense work by local contractors, CAN DO is assisting NEPA Alliance in promoting work for local companies with the Department of Defense. CAN DO is a sub-grantee on the Defense Transition Partnership Grant awarded to NEPA Alliance. The requirements of the grant were submitted and CAN DO received an additional \$4,871. The total grant to CAN DO for their services is \$10,658.

White Birch Road Funding

The extension of White Birch Road will connect Humdoldt Industrial Park with the scheduled Route 424 extension. Additional funding for this extension is still needed but CAN DO has secured more than \$1 million to date. CAN DO is exploring potential opportunities to resolve that funding gap in the project, such as possibly obtaining funds from Luzerne County's Local Share Account. Following the completion of a cost estimate, CAN DO planned to meet with staff members at the Department of Community and Economic Development (DCED) in Harrisburg to discuss funding options.

Remember When RACP/Historical Review

CAN DO continues to work toward renovations to the former Remember When building in Downtown Hazleton. To help fund the project, CAN DO with the assistance of DHAP, received an \$80,000 Redevelopment Assistance Capital Program (RACP) grant for the building restorations as a sub-grantee to a \$1 million RACP grant awarded to the City of Hazleton. CAN DO is currently working with a potential tenant for the property. The grant is approved to be used for construction of a new facade. The Economic Development Department also completed a historical review of the structure that was required by PHMC.



CAN DO PARTNERS

Thank you, partners!



Ben Franklin
Technology PARTners
Northeastern Pennsylvania



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT



Cranberry
Creek
GATEWAY SITE
Hazle Township, Luzerne County, Pennsylvania



Greater Hazleton Chamber of Commerce



Luzerne County
Office of Community
Development



NORTHEAST PA
Manufacturers
& Employers
ASSOCIATION

Northeastern Pennsylvania Alliance
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Your Resource for Profitable Manufacturing Growth

Partners in
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a proud member of
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and Employers**
COUNCIL, INC.
YES Northeast Certificate Program



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Fiscal Year 2017

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Paul Cerula**	Gary F. Lamont	Llewellyn F. Dryfoos III
	Terrance M. Eyerly, D.C.	

CAN DO President & CEO

W. Kevin O'Donnell

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James Babula (Hazle Township)	Louis Pacelli (Borough of West Hazleton)
Joseph Clark (Banks Township)	Frank C. Polidora, MD (Butler Township)

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Valmont Park Association.....	Jeff Mason Jr.

Education*

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Cathy Colangelo (Partners In Education)	Marie Kay (Hazleton Area S.B.)
Debra Conway (Penn State Hazleton)	Kim McNulty (MMI Preparatory School)
Joseph Gasper (LCCC)	Chris Robbins (MAEA)

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Jillian Bartel (WAHS)	Pemely Guzman (ICS)	Lauren Pataki (HAHS)
Corrin Dagostin (MHS)	Michael Kulish (HAAS)	Alexandra Rentz (HAHS)
Christopher Danishefsky (ICS)	Kayla Leonard (MMI)	Jakob Schwabe (MMI)
Samantha DeSpirito (WAHS)	Joshua Narrow (MMI)	Dominic Yannuzzi (HAAS)

* Non-voting members
** Deceased



2017 CAN DO

Partner Award

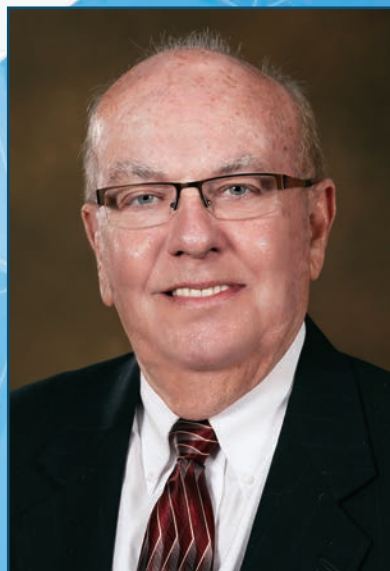


**Downtown Hazleton Alliance for
Progress (DHAP)**



2017 CAN DO

Chairman's Award



Eugene Dougherty

CAN DO PAST PRESIDENTS AND CHAIRMEN



Dr. Edgar L. Dessen**
Founder



Joe Yenchko**
Executive Director
1963-1984



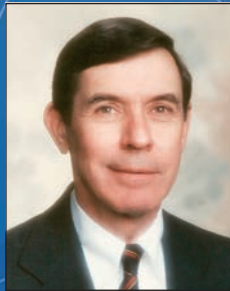
Kevin O'Donnell
President & CEO
1984-Present



Arthur A. Krause**
1971-1973



Hugh L. Campbell, III**
1973-1976



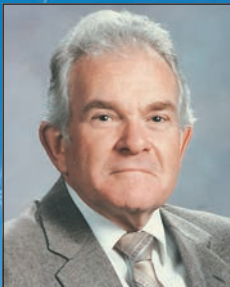
Robert K. Gicking**
1976-1979



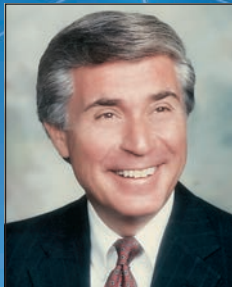
Paul Cerula**
1979-1982



John H. Wright, Jr.
1982-1985



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



Donald M. Pachence
1988-1991



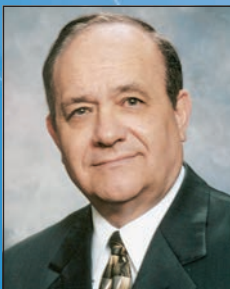
Eugene M. Dougherty
1991-1993



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.