



Greater Hazleton
CANIDO
economic development

**A LOOK AT ACCOMPLISHMENTS
DURING FISCAL YEAR**

2018

- 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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Groundbreaking May 25, 2018



REPORT FROM THE CHAIRMAN

John Madden Ph.D.



Dr. Edgar L. Dessen would have been very surprised if, back in the 1950s, he could have foreseen the present scale of CAN DO. It still serves its community, and it still attracts new employers, but much else has changed.

CAN DO now operates from a community-based strategic plan, one that changes rapidly as goals are achieved and as the

environment changes. Our mission is now "to improve the quality of life in the Greater Hazleton area through the creation and retention of a full range of employment opportunities." CAN DO serves this mission by attempting to recruit employers in the relatively stable and well-paying food processing industries, by continuing to seek other high-wage employers, by continuing to develop the Corporate Center and by supporting startups at CAN BE. Support of firms expanding their operations in the parks also serves this goal, although it may not show up in CAN DO's bottom line.

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 financing (for a fee) throughout Luzerne County, incidentally improving our position in regional collaboration. We continue to seek other ways to support entrepreneurship.

CAN DO has finally (more or less) achieved a long-term goal. Operating income (from leasing and utilities) now exceeds operating expenses, independent from real estate sales. This gives us the flexibility to spend sales income on new capital projects such as land or structure purchases, but also in other ways as illustrated in the following paragraph.

The strategic 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 at the heart of the downtown is a testament to our early commitment. CAN DO has subsequently helped to find financing for the former Security Savings building. Working with the Downtown Hazleton Alliance for Progress, CAN DO then purchased the Remember When building, and has invested considerable sums on repairs and improvements. A downtown small business incubator will be located right down the street, with CAN BE playing an important role in its operation. CAN DO and its foundation then sought to contribute to the capital campaign to complete the Art Center in the former Security Savings building. This offer has morphed into a contribution to the Center and a smaller contribution to

complete the community park at Broad and Laurel streets with naming rights there instead of at the Arts Center. These investments will greatly benefit the downtown and the region as six contiguous properties, each intended to draw people to our center city, are completed.

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. We have also had success with

growth in regional collaboration in marketing.

Our CAN DO parks and the jobs they provide are impressive, but it is people who have propelled CAN DO and who will 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. They are growing in expertise and in the kinds of contributions they can make to our enterprise.

As you surely know, Kevin O'Donnell has for decades 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, Tracy Karchner, Dan Jorgensen and Pat Ward as well as Secretary Bill Magnotta and Treasurer Dave McCarthy 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 depends on its volunteer board for direction, for critical oversight and to represent CAN DO to the community.

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 grow beyond Dr. Dessen's vision. Tomorrow, we will continue to define our path into a dynamic and rapidly changing future. That is an exciting prospect.



IRIS USA broke ground on their 500,000-square-foot manufacturing and distribution facility in Humboldt on May 25. During the ceremony, Kevin O'Donnell presented a shovel engraved with the IRIS logo to IRIS Chairman and CEO Akihiro Ohyama and IRIS USA President Hiroyuki (Doc) Takahashi.

in strategic planning, policy oversight and the development of CAN DO's leadership." I thank Chairman Tom Sandrock for leading the committee through an expanded set of responsibilities while Nancy Stasko, director of administration, provided crucial support.

The committee has fulfilled its responsibility to the Board in making the required nominations of board members, Executive Committee members and officers. 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.

Two years ago, 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.

We have now reviewed all of CAN DO's policies, making considerable changes along the way. I am happy to report that new committee charters are working well and that CAN DO's policies are now more clearly stated, internally consistent and better suited to achieve their purposes. It is our aim as a committee to keep CAN DO board governance current and functional in our rapidly changing environment.

Governance Committee

The Governance Committee was established more than four years ago "to assist the Executive Committee



Pat Gendler, chief financial officer, was honored this year for her 15th anniversary with CAN DO.

Audit Committee

I would like to recognize the efforts of those who served on CAN DO's Audit Committee, specifically John Patton, CPA (chairman), Lonnie Polli and John Fletcher.

The Audit Committee was created as a new committee 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. They report directly to the board, giving it increased authority, and giving CAN DO increased transparency. I thank them for their excellent service.



REPORT FROM VICE CHAIRMAN PATRICK WARD

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 former Marketing Committee Chair Tracy Karchner, current Marketing Committee Chair Maryanne Petrilla, former Community Relations Committee Chair Elaine Judd and current Community Relations Committee Chair Charles Burkhardt.

I would also like to recognize 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 Maryanne Petrilla, the Marketing Committee continued its work with the Marketing Department to help fulfill the organization's mission through CAN DO's marketing initiatives and efforts. The committee provided valuable insight and advisement throughout the year to address current and future marketing opportunities that benefit the organization while also ensuring the department met the goals within the plan of work and strategic plan.

As part of CAN DO's strategic plan, the Marketing Committee's many objectives include focusing its marketing efforts on promoting the food processing industry to Greater Hazleton, pursuing real estate opportunities for future development, continuing to secure permits and approvals for various sites and maintaining partnerships with regional organizations.

Identify and Pursue Opportunities to Develop Product

In both attempting to improve the financial sustainability of the organization and having product to fulfill its mission, the Marketing Department continues to identify properties for investment. In

March, CAN DO purchased a 103,120-square-foot facility at 500 Oak Ridge Road. The building has been added to CAN DO's portfolio of more than one-half million square feet that it currently leases to companies throughout its three industrial parks and the CAN DO Corporate Center. The building was only on the market for a short time before a possible tenant was identified, although, at the time of publication, the lease was pending.

A sub-committee has also been formed to assist in identifying potential growth opportunities for the organization. The sub-committee met and reviewed several land options within Greater Hazleton that may be suitable for future development and would also meet the goals of the organization. Properties are evaluated by their characteristics, marketability, impact on the community and constraints.

Another element of CAN DO's strategic plan has been our commitment to actively participate in the improvement of downtown Hazleton. We are wrapping up façade renovations on the building that will be the future home of Broad and Barrel. This building adds another vibrant element to the ongoing revitalization efforts throughout the downtown.

Finally, recognizing the need for speculative construction, the Marketing Department worked with various developers who have made investments in Humboldt Industrial Park to help facilitate new investment in our community. Trammell Crow Company, Mericle Commercial Real Estate Services and Tri-Mountain Realty each constructed various size spec buildings in the park.



Hazleton developer Tri-Mountain Realty is nearing completion on this FDA-compliant building in Humboldt North.

Trammell Crow is constructing the largest of the three buildings, a 440,000-square-foot building at 151 Commerce Drive in Humboldt East. Mericle Commercial Real Estate is wrapping up construction on a 201,500-square-foot building on 15.15 acres of land at 62B Green Mountain Road in Humboldt West. Tri-Mountain Realty is constructing a 70,000-square-foot expandable, FDA-compliant building



During the groundbreaking ceremony for its new facility, IRIS Chairman and CEO Akihiro Ohyama spoke about how Greater Hazleton's abundant workforce and access to prime transportation routes were a factor in the company selecting Humboldt Industrial Park for its first east coast facility. The marketing department worked for more than a year on this project.

on 10 acres in Humboldt North. Additionally, Equilibrium Equities has approvals to build a 180,000-square-foot Class A Industrial facility in Humboldt North.

CAN DO continues to explore other private investors to entice development in the industrial and business parks.

Secure Permitting for Selected Sites

Because the timeline for most projects no longer affords a

company the ability to purchase a site and work through the land development approval process, CAN DO has begun to secure land development permits for multiple sites in our portfolio. By following this strategic objective, CAN DO has positioned itself to compete for multiple projects it otherwise would have been disqualified from pursuing. In fact, IRIS USA, who recently announced their purchase of Site 103 in Humboldt East, was made possible because

we had much of the permitting in place.

Land development approvals have been obtained for Site 19 in the CAN DO Corporate Center. CAN DO has made this 12.83-acre property available for sale or lease. The site is suited for office, light manufacturing or e-commerce/distribution and can accommodate a 40,000-square-foot to 60,000-square-foot Class A building.

In addition to CDCC Site 19, the Marketing



Developer Trammell Crow invested in Greater Hazleton by building this 440,000-square-foot speculative building along Interstate 81 in Humboldt East.



Even before it was completed, Mericle Commercial Real Estate Services leased this 201,000-square-foot speculative building on Green Mountain Road in Humboldt West.

Department is proceeding with land development approvals for three of the most marketable sites in CAN DO's portfolio – Sites 104 and 106 in Humboldt East and Site 25 in Humboldt North. A conceptual drawing shows that a 126,000-square-foot building can be constructed on Site 104 while a 470,000-square-foot building can be built on Site 106.

All three of these Humboldt Industrial Park sites are zoned for industrial use and are suitable for a variety of manufacturing and distribution/e-commerce industries. The Marketing Department continues to actively market these sites.

Assist with the Resolution of Traffic Issues In and Around Humboldt Industrial Park

With the help of Senator John Yudichak and Representative Tarah Toohil, together with the Hazle Township Supervisors, it appears that we have formulated a plan to obtain the final pieces of funding in order to complete both the White Birch Road extension project and the intersection improvements at Maplewood Drive/Forest Road and Maplewood Drive/White Birch Road. We've been able to successfully separate the project into two phases in order to maximize the funding that had already been secured while also tapping into additional dollars that will offset project costs.



Completing this work will enable PennDOT to proceed with the Route 424 extension project, which is vital to Humboldt Industrial Park as it will improve accessibility, alleviate traffic congestion and address safety concerns for the more than 10,000 employees and 60 industries in the park.

Support Our Marketing Focus

Additionally, the Marketing Committee's role in the strategic plan has included placing an emphasis on working with our many regional partners to market Northeast Pennsylvania as the best place for industries to do business. These partner organizations

include Penn's Northeast and Partnerships for Regional Economic Performance (PREP), a network of regional partners designed to work together to assist businesses in Northeastern Pennsylvania.

Joe Lettiere is serving his final year as Chairman of Penn's Northeast (PNE). During his time as chair, he has worked closely with PNE President John Augustine to implement an effective marketing program and assist with fundraising activities to bring additional revenue to PNE. Penn's Northeast continues to improve 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.



CAN DO works with partner Penn's Northeast to market its industrial parks. A study done for PNE shows that our region is one of the most cost-effective locations to do business



The Hershey Company broke ground in March on a \$60 million expansion project that will bring more than 100 jobs to its facility in the Humboldt Industrial Park. The project involves the installation of a new Kit Kat manufacturing line and will expand the company's local workforce by 27 percent.

CAN DO has a commitment to partner with organizations like Penn's Northeast and combine our efforts to reach out to similar industry markets. With this in mind, operational analyses for both the food processing and plastics industries were completed. The two verified, independent studies conducted by The Boyd Company, Inc., showed that the Hazleton/Wilkes-Barre/Scranton MSA is the most cost-effective location to do business. In compiling the Comparative Annual Operation Cost Analysis, the studies focused on the elements that were considered the most pivotal to the corporate site selection process, including comparative labor costs, comparative electric power and natural gas costs, land acquisition and construction costs and property and sales tax costs. In the report, the Hazleton/Wilkes-Barre/Scranton MSA ranked the lowest in total annual operating costs among 10 MSAs for food/beverage manufacturing and eight MSAs for plastics manufacturing.

This year, on June 8, PNE held a real estate forum featuring national and regional real estate experts, as well as local

experts from throughout the Hazleton/Wilkes-Barre/Scranton area. The forum, which was the first of its kind to be held in Northeast Pennsylvania, featured panel discussions on the present and future of real estate in the industrial/distribution, office and adaptive reuse sectors. The event was designed to attract those in the real estate community as well as bankers, attorneys and accountants that deal with real estate clients. Penn's Northeast plans to make this forum an annual event.

In addition to discussing industrial real estate topics, the forum also addressed the progress of current and future downtown revitalization efforts across the region. George F. Hayden, president of Hayden Electric, represented Greater Hazleton as a speaker at the event and shared his insights on downtown Hazleton's revitalization as well as other work his company has done in the area.

Lastly, CAN DO collaborated with the Schuylkill Economic Development Corporation (SEDCO) and Penn's Northeast to host the annual sporting clay shooting event for brokers and site developers in October. Lettiere also attended the annual



CAN DO purchased a 103,120-square-foot industrial building at 500 Oak Ridge Road in Humboldt and at the time of publication was in the process of completing a lease for the building.

Society of Office and Industrial Realtors (SIOR) Philadelphia Chapter's Industrial Property Summit Conference in Hershey in September.

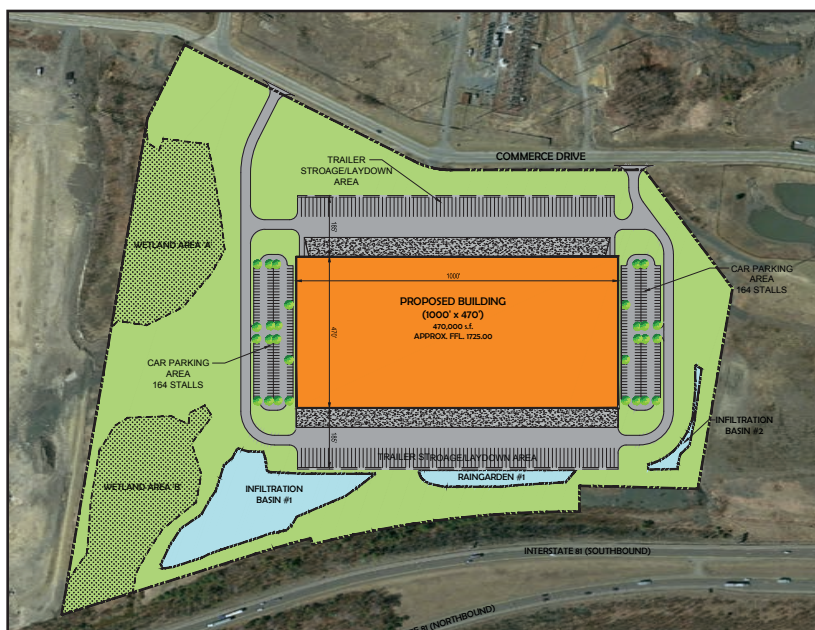
CAN DO remains an active member within the PREP network by participating in several initiatives and sharing ideas and services. As a part of this, CAN DO completes yearly metrics goals that reflect the work elements undertaken by program partners designed to yield broader economic development impacts. These include 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

CAN DO played an instrumental part in creating more than 280 local jobs over the last fiscal year. New projects include:

- IRIS, a molded plastics manufacturer, purchased 34 acres of Site 103 in Humboldt East. The company is building a 500,000-square-foot facility that will result in 95 new jobs and an \$84 million capital investment. CAN DO remained competitive throughout IRIS' consideration phase because we were in the process of obtaining land development approvals for the property and had already completed much of the engineering work for the site.
- The Hershey Company broke ground on a \$60 million expansion project in March that will bring more than 100 new jobs to its facility in Humboldt. The project involves the installation of a new Kit Kat manufacturing line and will expand the company's local workforce by 27 percent. The new line, which will increase the facility's Kit Kat production capacity by 36 percent, is expected to be in operation by the end of 2018. Hershey's Humboldt facility produces all of the Kit Kat bars that are sold in the United States.
- Highwood USA purchased a 146,000-square-foot building in Hazleton that will allow the company to retain 132 employees and add an additional 58 positions. CAN DO's partnership with the Governor's Action Team assisted Highwood USA in obtaining financial incentives for the project.
- Victoria's Candies purchased a 12,000-square-foot facility as part of an expansion of their manufacturing business. The company expects to add 25 new jobs due to the expansion.
- Broad and Barrel, a craft brewery, pub and eatery operating from CAN DO's building at 21-23 West Broad Street, will add 10 new jobs when it opens for business later this year.



CAN DO is working to secure land development permits for several sites, including Site 106 in Humboldt East (pictured above). By obtaining permits in advance, CAN DO can better compete for projects by providing companies with a fully-permitted site that is ready for construction.

- PSI expanded its facility by an additional 38,000 square feet and created approximately five new jobs.
- Brake Parts International has expanded their business and is leasing the adjacent 201,500-square-foot facility at 62B Green Mountain Road.

Leasing Portfolio

CAN DO signed one new lease and renewed four leases throughout the fiscal year. With the addition of the property at 500 Oak Ridge Road to CAN DO's portfolio, our vacancy rate is now at 17 percent. Prior to purchasing that property from First Quality Nonwovens, CAN DO's rental properties were 100 percent occupied.

New Leases:

- Broad and Barrel signed a 10-year lease.

Renewed Leases:

- Equipment Distribution Corporation renewed their lease for 40,000 square feet in MT 6.
- Web.com renewed their lease in the CAN DO Corporate Center.
- Strongstown B&K renewed their land lease for the paved area on Humboldt/East Site 106.
- CTC Manufacturing renewed their lease at MT 7B.

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've been selected as the broker of record. CAN DO continues working with the hotel developer who is finalizing all matters related to their proposed project for Lot F in Humboldt Station. Coordinated Health continues to construct their medical/office facility on Lots J and K.

Marketing Efforts

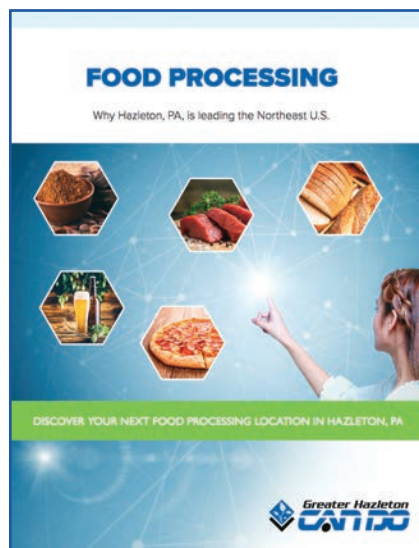
The Food Processing brochure and designated section on CAN DO's website were updated. The marketing piece provides an overview of the food processing industry sector within Greater Hazleton. The information touts our competitive annual operating costs and strategic location and promotes a list of the more than 30 food processing and distribution companies doing business in the region. This information further shows that Northeast Pennsylvania continues to have a growing food processing cluster.

We continue to promote Greater Hazleton as an ideal location for food processing companies through the stories in our We CAN DO Food blog. Highlights over the past year include Greater Hazleton's strategic location, Pennsylvania ranking among the top 10 states for manufacturing and Tosca's building expansion in Humboldt West.

We are also working on a redesign of the CAN DO website. The updated design will provide easy access to a list of available land and buildings and information about CAN DO and our parks. Visitors will be able to quickly view our latest news, food processing information, workforce and labor statistics and business financing information. A key addition to the new website will be the ability to translate the content to various languages.

The SiteLines e-newsletter was published twice in the past fiscal year and 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 information about the fully-permitted Site 19 in the CAN DO Corporate Center, the rise of speculative building developments in Humboldt, Highwood USA's and Tosca's expansion projects, Butler Township's groundbreaking for its new municipal services center and the Hazleton/Wilkes-Barre/Scranton MSA being recognized for having the lowest operating costs for the food manufacturing and plastics industries.

CAN DO uses a variety of software applications to enhance our marketing efforts. Over the past year, the Marketing Department promoted our available properties on



The Marketing Department recently updated its food processing marketing brochure.

CAN DO's website as well as other real estate websites, which included internationally recognized websites CoStar and LoopNet, as well as regional and state websites Penn's Northeast and PA Site Search.

Additionally, to understand the needs and interests of our prospects and contacts, the customer relationship management (CRM) tool, Executive Pulse, was completed. After projects are entered and tracked into the Executive Pulse system, we can produce a variety of reports detailing what industries require when searching for a new location. These reports include information on the types of industries the prospects are from, their land and building preferences and their size and square footage needs.

CAN DO has been able to stay competitive for new projects by

analyzing the data we find in the CoStar Suite marketing platform. Our subscription to the platform allows us to view real estate reports for our region that contain information on lease rates, land and building sales, market analytics and tenant information. By using this system, we are able to gain information on land and buildings that have been sold or leased in submarkets in and around the region, which gives us a better understanding of how our market compares with our surrounding areas so that we can consistently compete when trying to win a project.

The LoopNet website features land and buildings that are available for lease or sale around the world. CAN DO utilizes this website to highlight our premier properties. LoopNet is available to everyone and is used not just by members of the real estate community, but also by business and industry officials who are conducting their own site search. This website is the number one tool people use when searching for available properties and has resulted in several leads for CAN DO.

The role of social media continues to expand within our efforts. The Marketing Department consistently uses CAN DO's Facebook, Twitter and LinkedIn accounts. Additionally, during the past fiscal year, 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.

Community Relations Committee

CAN DO values its image with the Greater Hazleton community and the industries it serves. Overseeing ways to monitor and improve the agency's image is the Community Relations Committee.

Working toward CAN DO's strategic goals, the Community Relations Committee continues to partner with industries from Humboldt Industrial Park through the Humboldt Park Association. Steps are being taken to relaunch the Valmont Park Association to provide the same benefits to industries in that park.

The Humboldt Park Association brings the park's industries together with CAN DO officials and others to discuss common concerns and to provide support to help them thrive.

The Humboldt Park Association meets on a regular basis to discuss issues such as emergency planning, 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.

Election of officers took place recently and those elected include 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.

CAN DO held its successful Curb Appeal Awards for the 10th time last fall. The program, which had been 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 mixer was co-sponsored by the Residence Inn by Marriott and Coordinated Health.

Curb Appeal Award plaques were presented in the categories of Companies with 1-75 employees, Companies with more than 75 employees, Commercial Service and Commercial – Hotels, Restaurants, Retail.

Recipients in the 1-75 employee category were: The H&K Group Hazleton Site Contractors, Brake Parts Inc. LLC, Troy Manufacturing Inc., JPC Equestrian Inc. and UTC Cargo Group.

Recipients in the more than 75 employees category were: Aryzta, AutoZone Inc., First Quality Nonwovens Inc. and Mericle Commercial for the Graham Packaging building.

The Commercial Service Award recipient was Fox Run Plaza in the CAN DO Corporate Center and the winner in the Commercial – Hotels, Restaurants, Retail category was Residence Inn.

Residence Inn was named the overall winner, receiving the top award in the program. Larry Walko Landscaping did the Inn's landscaping work.

Planning is underway for the 11th annual Curb Appeal Awards, which will be presented in the fall of 2018. CAN DO extends thanks to the mixer planning committee of Dorothy

Anderson, Charlie Burkhardt, Elaine Judd, Lonnie Polli and Nancy Stasko.

New judges will oversee the 2018 Curb Appeal Awards, as Lonnie Polli and Gary Danish have retired from their post as judges after 10 years. CAN DO expressed its deep gratitude to both Lonnie and Gary, who spent countless hours driving around to each facility in all of CAN DO's parks and the Corporate Center to analyze the properties and make their awards determinations.

In addition to events like the Humboldt Park Association meetings and Curb Appeal Awards, the Community Relations Committee organizes mixers, groundbreakings and ribbon cutting events throughout the year for park tenants.

CAN DO park members had an opportunity to network and mingle during a mixer in August hosted by BestCigarPrices.com (BCP) (New Global Marketing) at their facility in the CAN DO Corporate Center. Attendees had the opportunity to meet and speak to cigar industry pros, engage with fellow community members and help the BCP team celebrate their 20th anniversary. Participants were also able to tour the facility.

Butler Township held a groundbreaking ceremony last June at the site of its new municipal building and police station in the CAN DO Corporate Center.

In May of this year, IRIS USA held a groundbreaking in Humboldt East for a 500,000-square-foot manufacturing





Last fall, CAN DO celebrated the 10th anniversary of its Curb Appeal Awards with a ceremony to honor its industrial park and corporate center tenants who have beautified and maintained the visual appeal of their properties.

facility. More than 80 people attended the groundbreaking, including several from IRIS USA and one from IRIS' headquarters in Japan.

Student Action Committee

CAN DO's Student Action Committee was busy with several events throughout the past year. The committee is made up of 17 local high school students who plan and assist with special community projects.

This year's Student Action Committee included Stephanie Mazurek, James "JT" Vozar, Francine Lamasko and Michael Kulish of Hazleton Area Academy of Sciences; Mark Abdelmalek, Angelina Joseph, Vincent Damiano and Alexandra Rentz of Hazleton Area High School; Christopher Danishefsky and Saraiha Rossi of Immanuel Christian School; Corrin Dagostin, Isabella Schwabe and Grace Mussoline of Marian High School; Jakob Schwabe and Morgan Long of MMI Preparatory School, and Jillian Bartel and Nikki Polivka of 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 13th anniversary last fall. The items that are collected are placed into care packages and mailed each fall in partnership with the Freeland American Legion

so the packages will be received in time for the holidays. The drive, which is always well received by the community, garnered publicity through newspaper articles and television coverage.

Student Action Committee members also coordinated the 25th annual CAN DO Community Christmas, which was held in December and aired on WYLN TV. Hundreds of children and adults enjoyed the festive musical performances at Christ Lutheran Church on Green Street in Hazleton.

CAN DO 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.



Butler Township officials hosted a groundbreaking last June at the future home of the Butler Township municipal building and police station on Site 11 in the CAN DO Corporate Center in Drums. The \$4 million building project includes a 13,500-square-foot facility that will house Butler Township's police station, detention area, administration building and zoning office and an additional 4,300-square-foot police storage garage.

Thanks are extended to Gottstein Corporation and Humboldt Industrial Supply, our t-shirt sponsors; Cal Herring, Keystone Job Corps and their Culinary Arts students for providing the cookies for the event; Barry Jais and WYLN for taping and rebroadcasting the event 10 times before Christmas and Christ Lutheran Church Hazleton for providing the wonderful venue.

"Operation: CAN DO" co-chairs for 2017 were Michael Kulish and Alexandra Rentz. CAN DO Community Christmas co-chairs were Corrin Dagostin and Jakob Schwabe. CAN DO board member Charles Burkhardt and CAN DO Director of Administration Nancy Stasko are the Student Action Committee advisers.

CAN DO Community Foundation

The CAN DO Community Foundation marked its 25th anniversary with a celebration at Ferrwood Music Camp in Drums. In addition to holding its annual meeting and recognizing Ferrwood "Campership" benefactors and contributors, the foundation commemorated Ferrwood Music Camp's designation as a National Register of Historic Places property in honor of the camp's 50th anniversary. The Foundation has spent many years overseeing the restoration of Ferrwood.

Father Anthony Generose of Queen of Heaven Church, Reverend Earl Roberts III of Lattimer United Methodist Church and Richard Kline, Chairman of the Ritual Committee of Agudas Israel Synagogue, blessed the plaque at the music camp during a ceremony that included a resolution by the Pennsylvania House of Representatives presented by Representative Tarah Toohil's office. It was followed by an open-air concert that featured performances by the 250 student musicians.



The CAN DO Student Action Committee delivered a collection of dozens of boxes of items to the American Legion Post 473 in Freeland as part of the 13th annual "Operation: CAN DO" drive. The items were used to make care packages for troops with ties to Greater Hazleton stationed overseas for the holidays.



The CAN DO Community Foundation held a ceremony in July at Ferrwood Music Camp to dedicate a historic marker there that commemorates Ferrwood's addition to the National Register of Historic Places.



The CAN DO Student Action Committee marked the 25th anniversary of CAN DO Community Christmas when the annual celebration was held in December at Christ Lutheran Church in Hazleton. The free event featured musical performances by students from schools throughout Greater Hazleton.

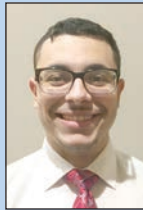


STUDENT ACTION COMMITTEE

Graduating members talk about their experience

"To be a part of the CAN DO Board of Directors was an amazing experience that helped me understand the business aspect of Hazleton and business ideals in general. I felt that, through the meetings and various community activities, CAN DO was a very impactful community center and I was delighted to be a part of an organization that is working to revitalize our Hazleton."

— Mark Abdelmalek



"I have gained so much knowledge about how CAN DO is working to rebuild our community. I also learned all the elements of a community organization and loved being a part of something positive. I absolutely loved being a part of CAN DO Community Christmas and feel that it's a special program. It was so well run and the joy on the kids faces made it all worth it."

— Jillian Bartel



"During my time as a Student Action Committee member, I was able to be a part of something bigger than myself and got the opportunity to meet new people and help others. "Operation: CAN DO" was an amazing experience and CAN DO Community Christmas was beautiful and so many people came together."

— Corrin Dagostin



"I gained a better understanding of business and business start-ups and also gained more of an appreciation for charitable works and community outreach. I enjoyed participating in "Operation: CAN DO" and think it is a great outreach to our troops overseas."

— Christopher Danishefsky

"The CAN DO Student Action Committee was the first committee or club that provided me with a positive community experience in high school and it has given me relationships and contacts that go deeper than just the committee. Since I was a chair of "Operation: CAN DO," I aimed to collect more at the STEM school than we did last year. Instead of leaving a box in the lobby and circulating an announcement, I saved a box for each classroom and started a homeroom competition. Coincidentally, STEM nearly tripled its output from last year."



— Michael Kulish

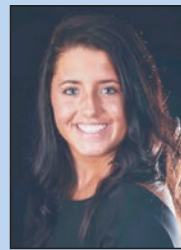
"Being a student member of the CAN DO Board of Directors has granted me the opportunity to work with other students and service my community through programs such as CAN DO Community Christmas and "Operation: CAN DO." I enjoyed collaborating with others and learning about the objectives of CAN DO. I am proud to have been part of "Operation: CAN DO" and CAN DO Community Christmas. Both events were fun to partake in and, at the conclusion of both programs, I felt overjoyed to assist military personnel, as well as members of the community. I will always cherish these memories and experiences."

— Stephanie Mazurek



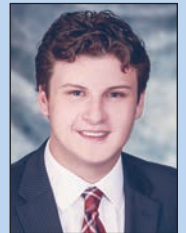
"As a student member of the CAN DO board, I gained a greater interest in the community and became more aware of what our city has to offer. I became knowledgeable of CAN DO's role in our community as well. "Operation: CAN DO" and CAN DO Community Christmas showed me that Hazleton has great things to offer and how privileged I am to be able to participate in them."

— Alexandra Rentz



"Listening to the passion of the board at CAN DO meetings, I have developed a newfound respect for our city and the leaders that continue to dedicate their time and energy to make it a better place for me to live in the future. CAN DO Community Christmas has become a holiday tradition for myself and the friends I've made during my tenure on the student board. I am especially honored to have been a Student Board leader and am grateful for the useful leadership skills I developed."

— Jakob Schwabe



Junior year members of the CAN DO Student Action Committee



Vincent Damiano



Angelina Joseph



Francine Lamasko



Morgan Long



Grace Mussoline



Nikki Polivka



Saraiha Rossi



Isabella Schwabe



James "JT" Vozar



REPORT FROM VICE CHAIRMAN DAN JORGENSEN

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

Also, just recently, CAN DO hired Raiana Nichols as assistant director of operations.

Additionally, I'd like to recognize CAN DO staff members Kathy Kline, accounting specialist II; Clay Roden, accounting specialist; Dan Sweeney, facilities manager; Brian Demshock, utility supervisor; Nick Micene, maintenance specialist, and Les Harvey, lead waste water operator.

Finance Committee

The boost in the economy has been a boost to CAN DO. The amount of activity in our industrial parks has increased substantially compared to the past few years, which were also very good. Additionally, the Utility Division and Leasing Division continue to operate above the budget.

As of today, there has been a 34-acre land sale to IRIS, USA and several closings may still occur before the end of the fiscal year. CAN DO will exceed the budgeted land sales this fiscal year. CAN DO continues to seek out opportunities to invest in property that can provide additional sustainable income for the organization. In March of 2018, CAN DO purchased a building at 500 Oak Ridge Road in the Humboldt Industrial Park. Once this building is stabilized with a tenant, this will help to sustain the cash needs of the organization.

As a result of stock market fluctuations during this fiscal year, the Finance Committee continues to monitor the \$2 million that was invested with FNB Trust in October of 2014. Overall to date, there have been gains for this fiscal year.

The Finance Committee has been reviewing the Sustainability Index on a monthly basis. This index measures recurring costs and revenues with the goal of not needing land sales to fund the operations of CAN DO. We ended the prior fiscal year at +100%, which is fantastic. Although, we do not expect to meet the 100% goal this year, there will be land sales to assist with filling the gap. The index is still expected to be 94% by the end of the fiscal year.

The Finance Committee also reviewed employee benefit plans this year. There was a change in the 401(k) platform, the dental provider and the life and disability insurance

providers. All of these changes will lower costs but also increase benefits to employees.

As mentioned last year, part of CAN DO's strategic plan and mission is to improve the quality of life in downtown Hazleton. CAN DO is almost complete with the facade renovations on the future Broad and Barrel property on Broad Street. As referenced in the Economic Development report, CAN DO has partnered with the City of Hazleton and the Downtown Hazleton Alliance for Progress (DHAP) to obtain grant dollars from the Redevelopment Capital Assistance Program (RCAP). These funds have been approved to assist with funding this renovation project.

During the past year, CAN DO received an operational grant from the Northeast Pennsylvania Partnership for Regional Economic Performance (PREP) for \$13,000 and, as part of a collaboration with Penn State Hazleton and DHAP, Penn State Hazleton was awarded a \$150,000 grant for operations of a new business incubator in downtown Hazleton. CAN DO will play an important role in the incubator program.

Property Committee

Land Development

Future Pad-Ready Sites

With more and more companies seeking pad-ready sites to speed up projects, CAN DO continues its efforts to develop additional sites that are permitted and ready to build on. We are currently working with the Bureau of Abandoned Mine Reclamation and were approved for a grant to fill stripping pits in a 50-acre area of Humboldt Industrial Park Northeast. When this project is fully approved, it will provide us the opportunity to fill and compact up to seven sites that would then be ready for us to apply for permits.

White Birch Road Extension Progress

The extension of White Birch Road is designed and funding has been secured. We have applied for a National Pollutant Discharge Elimination System (NPDES) permit and are awaiting approval, which is a process that could take up to four months. In the interim, we will work to have the bid specifications and construction drawings ready for bid. Due to requirements dictated by the funding sources we had secured, the additional processes will require further approvals and inspections through a PennDot process that must be followed as part of the funding requirements. Construction of the road extension is currently expected to commence in early 2019, with completion later that year.



This aerial view shows White Birch Road, at top center, which will be extended along the railroad tracks to connect to Interstate 81 and create another access point into Humboldt Industrial Park. The road will follow the path of the gold line.

- Mericle Commercial Real Estate is working on a 201,500-SF building in Humboldt West.
- Forrester Environmental is constructing a 12,500-SF facility in McAdoo Industrial Park.
- Butler Township has a project underway on its new 13,500-SF municipal offices and police station and a 4,300-SF police storage garage in the CAN DO Corporate Center.
- Iris USA is building a 500,000-SF manufacturing facility in Humboldt East.
- InSteel is adding 2,500 SF to their existing building in Humboldt East.
- Gonnella is planning a 78,000-SF expansion to their building in Humboldt North.
- Best Cigar Prices is planning a 960-SF change of use renovation to their existing building in CAN DO Corporate Center. This work will expand their offerings to include a cigar bar.

Wetlands

The project to construct 5.6 acres of wetlands in Humboldt Industrial Park, which was completed during the 2017 fiscal year, is now in the monitoring stage. This monitoring will continue for the next four years to ensure successful results, as per Department of Environmental Protection (DEP) requirements.

New Construction Within CAN DO Parks

We have several companies building facilities within our parks that the CAN DO Operations Department has reviewed plans to ensure compliance with the park's covenants.

- Tri-Mountain Ventures is constructing a 70,000-SF building in Humboldt North.
- Trammel Crow is building a 440,504-SF facility in Humboldt East.

Facilities Management

Downtown Revitalization

Phase 1 renovations have been completed on the future Broad and Barrel building at 21-23 West Broad Street. CAN DO purchased the property as part of its commitment to revitalizing downtown Hazleton. The tenant, Gottstein Chiriboga Holdings, Inc., will continue renovations to the interior of the future Irish-style pub and restaurant. They are



CAN DO completed facade renovations on the future home of the Broad and Barrel pub and eatery, pictured here in an artists rendering, which will be located in the building CAN DO purchased at 21-23 West Broad Street.



CAN DO Director of Operations Greg Kurtz overlooks a portion of the wetlands area that CAN DO established in the Humboldt Industrial Park last year.

now in the process of planning the complete fit-out of the inside to meet their needs. Broad and Barrel is expected to open in the fourth quarter of 2018.

500 Oak Ridge Road

In March of 2018, CAN DO purchased a 103,120-SF building at 500 Oak Ridge Road in Humboldt. The property committee reviewed the building and some improvements will be addressed.

Energy Savings Efforts

CAN DO is currently working with a solar electricity installer that would power all of CAN DO'S electricity use for Humboldt Industrial Park. If we are successful in receiving the necessary funding to complete the project, it will reduce our carbon footprint and conserve our natural resources. Additionally, it will provide significant financial benefits over the lifetime of the system.

Sewer Systems

In late 2017, CAN DO hired Les Harvey as our Lead Wastewater Operator. He brings years of experience and knowledge to the position that provide significant financial benefits to our organization. We will continue to add energy-saving initiatives to this facility.

We have previously experienced loss of power in Humboldt due to traffic/power pole accidents on Route 924. Earlier this year, we received quotes for one generator to allow for continuous power to our west lift station. This generator will maintain our power to this critical pump station. We are currently contemplating the addition of a generator to the East Pump Station. If flow increases enough to justify it, this work will be completed in 2018.

Water Systems

We are in the process of refinishing three water tanks in the Humboldt and McAdoo industrial parks that were delayed from last year – the tank located next to Pitt Ohio on Oakridge Road, the North Park tank located at the end of Park View Road and the 500,000-gallon tank in McAdoo Industrial Park.

We are continuing our plan to implement variable frequency drives for well pumps. One drive was installed this year to allow us to set the pump speed at a lower, steady speed, which will ultimately prove to be better for well health, improve energy efficiency and provide a more efficient and longer pump/motor life.

Corporate Center Water System Addition

An application has been submitted to the Susquehanna River Basin Commission for approval to perform an aquifer pump test. Favorable results from this test would allow CAN DO to utilize another well in the CAN DO Corporate Center as a back-up for our existing well that serves this park, as well as the Sand Springs Golf Community.

This additional well will provide a redundant source of water for all the current customers on this system. The customer list affected includes large water users like the Hazleton Area Academy of Sciences, Holiday Inn Express, Sand Springs and the new location of the Butler Township municipal offices. The additional well will ensure that CAN DO can provide a consistent supply of the water necessary for these and all our customers on this system. The approval process could take another year or more to complete before any construction can be started.



REPORT FROM VICE CHAIRMAN TRACY KARCHNER

Committees: CAN BE/Hazleton Innovation 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 Chairman Ken Okrepkie and Economic Development Committee Chairman Joseph Zeller. I'd also like to acknowledge CAN DO Vice President Joseph Lettiere for his oversight of both CAN BE and the Economic Development Department.

Additionally, I'd like to recognize CAN DO staff members Jocelyn Sterenchock, coordinator of entrepreneurial services, and Charles McElwee, economic development specialist.

CAN BE Committee

In 2017, The Community Association for New Business Entrepreneurship (CAN BE) hired Jocelyn Sterenchock as its Coordinator of Entrepreneurial Services. Jocelyn works with CAN BE's clients at the innovation center located in Valmont Industrial Park through a program that is designed to help nurture new businesses during the start-up phase. Sterenchock oversees the development and management of CAN BE's support programs for entrepreneurs, which include offering residents consultation and management

assistance, access to financing opportunities, networking opportunities with other start-up companies and access to support services like mentors and interns. Additionally, the program provides leadership in the procurement and management of programmatic funding for CAN BE and handles the overall promotion of entrepreneurship in Greater Hazleton.

The last year represents much growth for CAN BE as the entrepreneurial arm of CAN DO. Relationships with colleges and universities within Luzerne County have continued to grow.

THInC Program

Probably the most visible project of the year is CAN BE's partnership with the Downtown Hazleton Alliance for Progress (DHAP) and Penn State Hazleton in forming the



THInC (The Hazleton Innovation Collaborative) program. Over the past year, Penn State Hazleton faculty and staff, together with CAN DO, DHAP and other community



This artist rendering shows the proposed layout for one of the rooms inside the new downtown Hazleton LaunchBox powered by THInC business incubator, which is expected to open early next year in the building at 13-15 West Broad Street.

partners, have been working to establish the foundation of a program that is designed to further grow the spirit of entrepreneurship in Greater Hazleton. Penn State Hazleton received a \$10,000 grant from the Invent Penn State initiative for development, followed by a \$150,000 operational grant to run the THInC program.

CAN BE will facilitate the initial intake or screening of entrepreneurs looking to start a business, while the educational structure will be derived from the Happy Valley LaunchBox curriculum by Penn State Hazleton's staff. After entrepreneurs complete the education program, they will continue to receive follow-up assistance and mentoring from CAN BE staff, Penn State Hazleton faculty and community volunteers. While the program has been created to work virtually, plans for the downtown Launchbox are underway. The former bingo building at 13-15 West Broad Street will soon be home to a 5,000-square foot co-working space in the heart of the "art and innovation district" of downtown Hazleton.

In addition to completing her International Business Innovation Association Business Incubation Management Certificate, Sterenchock is working with CAN DO's public relations firm to rebrand the CAN BE Innovation Center. This will include a new logo, website, marketing materials and eventual physical changes to the incubator. This rebrand is being done in collaboration with the THInC program to allow for a widespread appearance of how CAN DO continues to support the growing entrepreneurial ecosystem within the Hazleton area.

The CAN BE Committee has also established a mentorship and internship program for Greater Hazleton, concentrating initially in our facility at 103 Rotary Drive in West Hazleton and downtown Hazleton. A subcommittee combining the efforts of CAN BE, Pennsylvania CareerLink, Downtown Hazleton Alliance for Progress, Penn State Hazleton and Wilkes University turned this opportunity to provide assistance to area businesses into a reality.

New CAN BE Businesses

In February, CAN BE welcomed Xenoil, LLC, a machine



Jocelyn Sterenchock attended an award presentation in Harrisburg where Penn State Hazleton received a \$150,000 Invent Penn State seed grant to help fund the THInC program. Also pictured are, from left: Penn State Hazleton Council member Joseph Clifford, PA State Representative Tarah Toohil, Penn State Hazleton Chancellor Dr. Gary Lawler and Penn State President Eric Barron.

wax manufacturer. Owner Anthony Prato and Environmental Manager Rachel Hodgins are both students at Wilkes University and have worked within the Allen P. Kirby Center to formulate their business model and product. The business incubator on Wilkes' campus is considered a "Stage 0" facility and once Xenoil surpassed the prototype stage, the company was referred to the innovation center for space where

its products will be manufactured. Since relocating, they have been able to start production and even manage unanticipated quality control issues while still leveraging the resources of the Allen P. Kirby Center.

In addition to Xenoil, Candelles, LLC is also new to the CAN BE Business Innovation Center. Kelley Major and C.J. Graff are the owners and chief production officers of Candelles. The company, which began as a fundraiser for Kelley's grandmother's cancer treatment, launched its e-commerce site selling eco-friendly, soy-based candles in January of



Candelles owners and operators, from left, C.J. Graff and Kelley Major pose with their products in their new production and distribution space at the CAN BE Business Innovation Center.

2014. Four years later, they are on track to surpass their 10,000th order and have grown their profits 31% since moving into the innovation center in November of 2017. In addition to the financial growth that Candelles has seen, the custom 940-square foot space created for them has allowed for faster turnaround time and the ability to hire their first non-seasonal, part-time employee.

CAN BE has also welcomed two other start-up businesses including Sugar Creative Agency, LLC, a woman-owned web development and marketing agency owned and operated by Sara Merrit. In addition to her clients, Merrit is working with other incubator clients within CAN BE. This includes SCA's most recent client, last year's new tenant, Keystone Ballet Academy. This synergistic relationship among businesses is what CAN DO hoped to develop when it hired a new coordinator to manage and oversee the CAN BE program and the business innovation center.

Keystone Ballet's owners, Emily and Chris Finer, have seen growth since moving into CAN BE last year. Starting with 20 students, Keystone has continued to show a 10-12 percent increase in student enrollment while retaining an average of 90 percent of their students over the course of their first year. In April 2017, Keystone Ballet Academy expanded services into specialty workshops, including a modern dance workshop hosted by Lehigh Valley choreographer and instructor Danielle Bagenstose. In addition to specialty workshops, KBA will be offering its first-ever intensive program this summer, allowing advanced students to study ballet, pointe, variations, modern, jazz and steps of the Tarantella right here in Greater Hazleton.

Economic Development Committee

The Economic Development Committee continues to assist local industries, devise community development strategies and advance CAN DO's mission to improve Greater Hazleton's quality of life through the creation and retention of employment opportunities. Through the Economic Development Department, CAN DO has distinguished itself as an organization that advances impactful initiatives, pursues in-house and client funding and identifies best practices for community revitalization in Greater Hazleton. The Economic Development Committee works with Charles McElwee, who began his role as Economic Development Specialist in February 2017. Charles has been extensively involved in revitalization efforts in Hazleton, having been nationally recognized for his community development work and writing about the region. Charles serves as Vice President of the Greater Hazleton Historical Society and a board member of the Downtown Hazleton Alliance for Progress.

Project Funding

The Economic Development Department has been actively involved in projects that directly impact Greater Hazleton's economy and the future of CAN DO. The department is pursuing and securing grants and loans that address initiatives ranging from significant infrastructure projects to the acquisition of real estate. CAN DO also continues to work with financing partners such as MetroAction, NEPA Alliance, regional financial institutions, the United States Department of Agriculture and the Appalachian Regional Commission. Overall, CAN DO has secured or is pursuing financing for projects that total more than \$5 million. This pursuit directly impacts Greater Hazleton's economic growth.

CAN DO is beginning work on the White Birch Road extension project in Humboldt Industrial Park. The project, which has been approved by PennDOT to commence in two phases, will improve accessibility, alleviate traffic congestion and address safety concerns within the park. The White Birch Road project is necessary to meet the Commonwealth's planned extension of State Route 424 into Humboldt, which will yield a second access point to Interstate 81 for our industries and employers.

The project's first phase will involve extending White Birch Road to the point where PennDOT's 424 extension would be constructed. The second phase addresses transportation improvements at the intersections of Forest Road and Maplewood Drive and White Birch Road and Maplewood Drive. Working with Hazle Township, CAN DO submitted a Local Share Account grant application to the Commonwealth Financing Authority (CFA) to partially finance the second phase. The CFA approved \$625,617 for the intersection improvements. CAN DO thanks Sen. John Yudichak, Rep. Tarah Toohil and Rep. Gerald Mullery for their advocacy on behalf of CAN DO and Hazle Township. CAN DO has applied for Luzerne County's Community Development Infrastructure Grant Program and CFA Multimodal funding and will continue to pursue other resources to fully finance the White Birch Road project.

CAN DO submitted an Appalachian Regional Commission grant application to facilitate the reconstruction of Rotary Drive in West Hazleton Borough. Rotary Drive, which is located in Valmont Industrial Park and maintained by West Hazleton, serves several industries and CAN BE's small business incubator. The reconstruction project will improve safety and traffic flow at the currently deteriorated road and cul-de-sac. CAN DO was the only applicant invited to submit a local access road application, which will fully finance the reconstruction.

CAN DO has also pursued financing to expand its real estate portfolio and pursue improvement projects at its industrial parks. In February 2018, the Pennsylvania Industrial

Development Authority (PIDA) unanimously approved \$2 million in financing for CAN DO to acquire a 90,000-square foot industrial building in Humboldt. The acquired building, which is intended for single tenant use, exemplifies CAN DO's continued commitment to market Greater Hazleton, attract new employers and secure the region's economic position in Pennsylvania's evolving economy.

The department also submitted a loan application to the Pennsylvania Infrastructure Investment Authority (Pennvest) to finance the rehabilitation of CAN DO's water storage tank in McAdoo Industrial Park. Pennvest financing will allow CAN DO to proceed with the full repair and rehabilitation of the water tank, which serves the industrial park's tenants.

CAN DO also applied for a USDA Rural Business Enterprise Grant to finance the creation of a GIS system for its water and sewage collection systems in Humboldt. A GIS system will allow CAN DO's Operations Department to establish informational layers on properties, streets and water and sanitary operations.

Client Funding

CAN DO worked with regional partners to secure financing opportunities for clients. CAN DO continues to pursue relationships statewide with financing stakeholders that could provide wide-ranging financing options for current and future clients. In 2017-2018, the department developed a marketing strategic plan to highlight CAN DO's business financing program. In addition, the department continues to pursue outreach initiatives in the industrial parks through its business retention and expansion program. The department met with representatives in the logistics, industrial and educational sectors to discuss their employers' needs and concerns. CAN DO's outreach is in alignment with the Commonwealth's Engage! Program, which is designed for economic development organizations to regularly interact with targeted companies.

In November of 2017, CAN DO secured a PIDA loan for Susquehanna Brewing Company, LLC in Pittston. SBC has been an ongoing client, having secured PIDA financing through CAN DO for a machinery and equipment project in 2014. CAN DO secured PIDA financing for a second machinery and equipment project last year, which will allow SBC to expand its operations and marketing reach throughout the Mid-Atlantic. In addition, CAN DO facilitated a \$100,000 loan from the City of Hazleton for Victoria's Candies, Inc. CAN DO provided assistance in the application process for the 1% interest loan, which partially financed Victoria's acquisition of a new building in the city that will serve as the company's new headquarters.

Downtown Revitalization

As part of its strategic plan, CAN DO continues to actively participate in the improvement of downtown Hazleton. McElwee has been a board member of the Downtown Hazleton Alliance for Progress (DHAP) since 2016. He co-chairs DHAP's Economic Restructuring Committee, which is responsible for identifying new opportunities for the downtown commercial district, finding new uses for existing buildings and stimulating new investment.

He continues to promote best practices for community development and leads widely-attended downtown walking tours that focus on downtown revitalization and preservation projects. He also frequently discusses downtown revitalization projects through national, regional and local media outlets. McElwee has spearheaded dialogue regarding Hazleton's downtown initiatives with leaders in



This section of downtown Hazleton is undergoing major revitalization. At right will be the new downtown incubator. The brick building will become the Broad and Barrel Irish-style pub and restaurant, and at left, the former Security Savings Bank is being converted into a new arts center.

public-private financing, venture capital, academia and think tanks. In addition, he oversees the ongoing neighborhood revitalization project for the proposed Church Street Historic District in Hazleton. This project commenced in early 2018, with retained consultants devising a strategic plan to revitalize and preserve an approximately 50-block neighborhood that abuts downtown Hazleton.

CAN DO has directly contributed to downtown Hazleton's development through the purchase and rehabilitation of 21-23 West Broad Street. The building, completed in the 1880s, previously housed a long-standing men's store and antique shop. CAN DO oversaw the façade improvements and restoration of the structure, where Broad and Barrel, an Irish-style pub and eatery, is slated to open in 2018. CAN DO submitted all information required for the Redevelopment Assistance Capital Program (RACP) grant that was awarded to DHAP. This \$80,000 RACP award was applied to the building's façade improvements. CAN DO's exterior renovation of 21-23 West Broad Street serves as a leading example of a repurposed structure in downtown Hazleton.



CAN DO PARTNERS

Thank you, partners!



Luzerne County
Office of Community
Development





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Fiscal Year 2018

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Paul Cerula**	Terrance M. Eyerly, D.C.	

CAN DO President & CEO

W. Kevin O'Donnell

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William Flood	George J. Hayden	Arthur D. Sweeney, AIA **
Eugene F. Gallagher	Jan Pasdon	

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Bill Gallagher (Hazle Township)	John Chura (Borough of West Hazleton)
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Valmont Park Association	Jeff Mason Jr.

Education*

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Cathy Colangelo (Partners In Education)	Chris Robbins (MAEA)
Debra Conway (Penn State Hazleton)	Jennifer Sanchez (Hazleton Integration Project)
Joseph Gasper (LCCC)	April Harris-Snyder (Lackawanna College)
Calvin Herring (Keystone Job Corps)	

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Stephanie Mazurek (HAAS)	Vincent Damiano (HAHS)	Jakob Schwabe (MMI)
Francine Lamasko (HAAS)	Christopher Danishefsky (ICS)	Morgan Long (MMI)
James "JT" Vozar (HAAS)	Saraiha Rossi (ICS)	Jillian Bartel (WAHS)
Mark Abdelmalek (HAHS)	Corrin Dagostin (MHS)	Nikki Ann Polivka (WAHS)
Alexandra Rentz (HAHS)	Isabella Schwabe (MHS)	

* Non-voting members
** Deceased



2018 CAN DO

Partner Award



2018 CAN DO

Chairman's Award



Ken Okrepkie
Chair CAN BE Committee
Ben Franklin Technology Partners

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



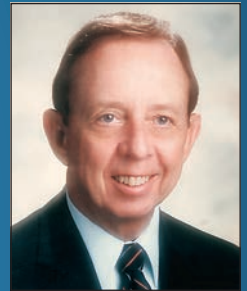
Hugh L. Campbell, III**
1973-1976



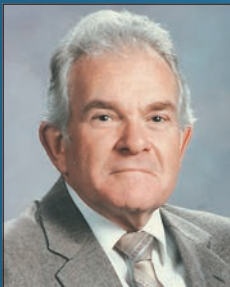
Robert K. Gicking**
1976-1979



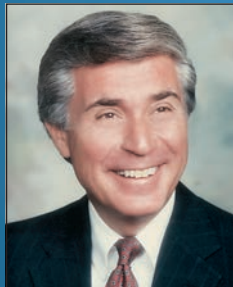
Paul Cerula**
1979-1982



John H. Wright, Jr.
1982-1985



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



Donald M. Pachence
1988-1991



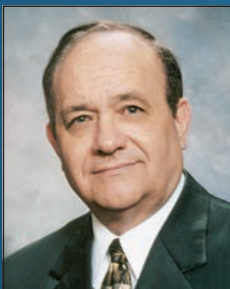
Eugene M. Dougherty
1991-1993



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.