

ANNUAL REPORT

**A LOOK AT ACCOMPLISHMENTS
DURING FISCAL YEAR 2019**

Chairman's Report

Marketing Committee

Community Relations Committee

Finance Committee

Property Committee

CAN BE Committee

Economic Development Committee

Regional Partnerships

Board of Directors

**20
19**

THE FUTURE CAN DO COMMUNITY PARK

at Laurel and Broad streets in Downtown Hazleton



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REPORT FROM THE CHAIRMAN

Bill Magnotta



I would like to thank Vice Chairs Tracy Karchner, Joseph Baran and Ken Okrepkie as well as Secretary Charles Burkhardt and Treasurer Maryanne Petrilla for their guidance and support during my first year as Chairman. I'd also like to acknowledge the support of each of our committee chairs, who are mentioned in subsequent reports. Like all of our board and committee members, they are a very important part of our continued success.

While CAN DO's mission of attracting companies to create employment opportunities for Greater Hazleton has remained a constant for the past 63 years, the path our organization has taken, and is taking today, to accomplish this goal has changed throughout the years.

In the beginning, with a paid staff of one person and a host of volunteers, CAN DO developed the land, built speculative buildings, sought companies to locate in its parks and launched utility services to serve the industries.

Over the decades, as more and more companies were attracted to our community and we expanded with additional land development, CAN DO's holdings and its staff grew larger. But, it wasn't until after Humboldt Industrial Park was started in the 1970s that we were able to entice our first private developer to make an investment in our parks by constructing a speculative building.

Jump forward to the 2000s when Greater Hazleton was more recognized as an ideal location for industry, and interest by private developers like Mericle Commercial

Real Estate Services began and resulted in more projects and employment opportunities for the residents of our communities.

Today, interest in Greater Hazleton among developers is flourishing and many projects have either been recently completed or are on the drawing board, including the sale of two large sites in Humboldt Northwest to a private developer where we may see a 1.2 million square-foot facility and a 500,000 square-foot building being built on speculation.

These developers know what we have recognized since the beginning – marketing buildings that are complete or in the construction phase is the best way to land new companies. We also realize that having sites that already have approvals in place make our remaining sites more marketable.

We value the relationships we have with the many private developers who are interested in our community.



CAN DO Chairman Bill Magnotta assists Student Action Committee members with delivering Operation: CAN DO items to the Freeland American Legion.

Outside our four parks, CAN DO has always had a commitment to downtown Hazleton and that commitment has grown over the past few years.

CAN DO is an active partner in the Downtown Hazleton Alliance for Progress. We purchased a vacant building and invested large sums of money to restore the entire outside and are leasing that building to the Gottstein family who is developing it into an Irish pub.

We supported the

purchase of the former Security Savings building which is being renovated for an arts center. We are involved with Penn State Hazleton and DHAP in the formation of The Hazleton LaunchBox, Supported by Pasco L. Schiavo, Esq., business incubator and we have made a financial commitment to build a community park at the corner of Laurel and Broad streets with a pledge to maintain the park for the next 50 years.



CAN DO Chairman Bill Magnotta presents a plaque to Kevin O'Donnell in recognition of his 45 years of dedicated service to CAN DO.

Great progress has been made since 1956 with the assistance of hundreds of volunteers and I am proud to be a part of our organization. And we all owe a great deal of thanks to those who volunteered their time to make Greater Hazleton a better place to live, work and play.

We also owe our gratitude to our founder, Dr. Edgar L. Dessen, and those who followed in his footsteps as the leaders of our organization, from Joe Yenchko to Kevin O'Donnell, who within the past year has celebrated 45 years of dedicated service to CAN DO and Greater Hazleton. Working with Kevin has always been a pleasure and we are very fortunate to have him at the helm of our organization.

He is very respected in the economic development world, not only in Northeastern Pennsylvania but across the commonwealth as well.

I would like to thank John Patton for chairing our Audit Committee and Tom Sandrock for chairing our Governance Committee.

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



Greg Kurtz, director of operations, was honored this year for his fifth anniversary with CAN DO.



Kathy Kline, accounting specialist II, was honored this year for her fifth anniversary with CAN DO.



CONTINUING OUR COMMITMENT TO OUR DOWNTOWN



When our founder, Dr. Edgar L. Dessen, helped organize a donation campaign that asked residents to tape dimes along Broad Street to help get the organization off the ground, it was probably hard then to fathom how CAN DO would evolve over the years and that those efforts would lead to a commitment to downtown Hazleton and a community park that will bear CAN DO's name.

Actively advocating for the improvement of downtown Hazleton was one of five, key, long-range strategies that was included when CAN DO created its latest strategic plan several years ago. In our role as Greater Hazleton's economic development organization, we recognize the importance of maintaining a vibrant and attractive downtown area.

CAN DO Community Park is the latest commitment in our dedication to the revitalization of downtown Hazleton and those key elements that make for a vibrant downtown district. Over the past few years, CAN DO has made a commitment to several ongoing downtown revitalization projects.

In 2016, CAN DO purchased the former Remember When Building at 21-23 West Broad Street. We renovated the façade and leased the building to Gottstein Chiriboga Holdings, Inc., which is constructing the Broad and Barrel Irish-style pub and eatery in the space. Ken Gottstein and the Gottstein and



Chiriboga families are making a significant commitment to our downtown as well and plan to include al fresco dining and host live music events in the restaurant.

CAN DO also contributed funding toward the renovation of the former Security Savings bank building, which will be the new home of the Hazleton Art League. We are proud to play a role in a building that will serve as the epicenter for arts and cultural activity in our downtown.

Additionally, we are proud to partner with Penn State Hazleton, Downtown Hazleton Alliance for Progress and the Greater Hazleton Chamber of Commerce on The Hazleton Innovation Collaborative (THiNC) program and the new Hazleton LaunchBox Supported by Pasco L. Schiavo, Esq., which will open later this year at 13-15 West Broad Street.

CAN DO remains committed to the revitalization of downtown Hazleton and we look forward to working alongside our many partners, including the City of Hazleton, the Chamber of Commerce and DHAP, on future projects.



REPORT FROM VICE CHAIRMAN TRACY KARCHNER

Committees: Marketing and Community Relations

I would like to thank all of the volunteers on both the Marketing Committee and Community Relations Committee for their hard work and dedication. I especially want to thank Marketing Committee Chair Patrick Ward, Community Relations Committee Chair Donna Palermo and Charles Burkhardt who is our Student Action Committee advisor.

I would also like to recognize CAN DO's Vice President Joseph Lettiere, Director of Administration Nancy Stasko, Marketing Specialist Melissa Frederick and new Administrative Assistant Dana DeLucca.

Marketing Committee

The 2018-19 fiscal year has shown great promise for the future of Greater Hazleton's continued economic growth as private developers are showing strong interest in investing within CAN DO's industrial parks. Also, CAN DO staff are working diligently to obtain land development approvals for sites in Humboldt Industrial Park and the CAN DO Corporate Center. Having these approvals in place will enable the attraction of companies looking to build that don't have the time to obtain all of the necessary approvals on their own.

CAN DO's Marketing Department has been actively working with developers that already have a presence in Humboldt Industrial Park and with new developers that are interested in investing in our area as well.

Seven sites in Humboldt are in various stages of the development process and demonstrate the significant amount of development activity the park has seen throughout the past year.

Developer Trammell Crow has recently completed construction on a 440,504 square-foot speculative building along Commerce Drive in Humboldt East and already



Shortly after completing construction on its building on Site 105 in Humboldt Industrial Park East, owner Trammel Crow signed a lease with Corrugated Supplies Company for 220,000 square feet of the 440,504 square-foot building.

has leased half of the building. The developer recently announced that Corrugated Supplies Company will occupy 220,000 square feet. The building is highly visible from Interstate 81.

Local developer Tri-Mountain Ventures completed construction of a 70,000 square-foot expandable, FDA-compliant industrial building on North Park Drive that was built on speculation. The building is on the market for lease or sale.

Mericle Commercial Real Estate, one of the first private developers to invest in Humboldt Industrial Park and has completed several projects over the years, purchased approximately 70 acres of land across three sites along Oak Ridge Road and is working to combine the property. Upon the completion of that work, this site could accommodate up to an 800,000 square-foot facility. Mericle plans to obtain land development approvals and construct a speculative building on the site. The company also owns a site along Cinnamon Oak Drive where it is considering constructing a 148,000 square-foot building.

Equilibrium Equities, a developer that built a facility that is currently home to Tootsie Roll Industries, has a proposal to construct a 180,000 square-foot Class A industrial building on North Park Drive in Humboldt North.

MRP Industrial is working on obtaining land development approvals to construct a 1.2 million square-foot industrial speculative building on the 91.63-acre Site 1 in Humboldt Northwest. The site is ideal for manufacturing or distribution/logistics. The developer also is seeking development approvals for the 54.2-acre Site 2 where it

hopes to build a 500,000 square-foot industrial speculative building.

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



MRP Industrial has plans to build 1.2 million square-foot and 500,000 square-foot speculative buildings on two sites in Humboldt Industrial Park Northwest.

Continuing to Market Greater Hazleton to the Food Processing Industry

As part of CAN DO's strategic plan, the Marketing Committee continued its work on promoting Greater Hazleton as an attractive and cost-effective location for companies in the food processing industry. This work has resulted in numerous inquiries about available sites in CAN DO's parks, including interest from a food manufacturing company that is considering a site in the Humboldt Industrial Park.

Identify and Pursue Investment Properties

CAN DO continues to identify properties for investment, searching for suitable buildings to purchase and add to its leasing portfolio. We continue searching for properties for future investments and job creation projects.

Land Development Approvals

The process is underway to obtain land development approvals for sites 104 and 106 in Humboldt East, and Site 25 in Humboldt North. All three sites are ideal for companies in the manufacturing or distribution/logistics sectors.

With land development approvals obtained for Site 19 in the CAN DO Corporate Center, CAN DO is working with an engineering firm that drafted building concepts for a 40,000 to 60,000 square-foot Class A building suitable for office, light manufacturing, e-commerce or distribution.

A proposal for the 50.8-acre Site 106 called for the construction of a 470,000 square-foot speculative building, while the 12.4-acre Site 104 could accommodate approximately 125,000 square feet of development. Humboldt North Site 25 is a 37.23-acre property that has been subdivided and can accommodate approximately

400,000 square feet of development.

The Land Development, Erosion & Sediment and National Pollutant Discharge Elimination System permit applications for Site 106 have all been submitted and land development approvals are expected to be secured by June. Once permitting is in place, the site will be fully entitled and ready for construction.

A sketch plan for Site 104 has been submitted and discussions are underway to secure the required wetland mitigation approvals. The land development approval process for the site is expected to be completed by the spring of 2020.

A sketch plan application for both sections of Site 25 has been submitted and land development approvals are expected to be in place by the winter of 2019 or spring of 2020.

While we continue working with large-scale developers who are purchasing sites that can accommodate a minimum of 500,000 square feet, we are also working on developing smaller-sized flex/industrial buildings ranging from 60,000 to 100,000 square feet on some of the remaining sites throughout Humboldt.

Working with our Marketing Partners

In keeping with our role in the strategic plan, CAN DO continues to place an emphasis on working with our many regional partners to market Northeast Pennsylvania as the best place for industries to do business.

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 continues to increase considerably through obtaining more unique leads.

In April, Penn's Northeast hosted its second annual Northeastern Pennsylvania Real Estate Summit. The event discussed the state of real estate in Northeast PA and featured commercial realtors, developers, builders and site selectors who shared their outlook on current and future real estate trends locally and nationally. Additionally, there was a panel discussion on the significance and opportunities within the new federal QOZ's or Qualified Opportunity Zones. Investments made by individuals through funds in these zones can defer or eliminate federal taxes on capital gains. There are numerous parcels in Northeastern PA that qualify, including portions of the Humboldt Industrial Park and Downtown Hazleton.

Last October, CAN DO partnered with Penn's Northeast, the Schuylkill Economic Development Corporation (SEDCO), the Wayne Economic Development Corporation (WEDCO) and Quandel to host the annual regional Clay Shoot for brokers and developers. We attended the annual Society of Industrial and Office Realtors Philadelphia Chapter's Industrial Property Summit Conference.

We remain an active member within the PREP (Partnerships for Regional Economic Performance) network. 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

- Pier Cove LLC (also known as Justice Grown) received its medical marijuana grow/process license from the state and purchased the 10-acre Site 35A in Humboldt. The company plans to construct a 55,000 square-foot building for use as a grow/process facility.
- The two-story addition to Best Cigar Prices' existing 25,000-square-foot building in the CAN DO Corporate Center will add just under 3,000 square feet of new space, much of it for the company's planned restaurant and lounges. The company expects to have 60 employees following the expansion, an increase of more than 20 percent over its current workforce.
- IRIS USA recently began construction on their 500,000 square-foot manufacturing

and distribution facility on Commerce Drive in Humboldt East. The Japanese-based company is investing \$84 million into the project and expects to hire nearly 100 employees when the facility is completed in the summer of 2020.

Leasing Portfolio

CAN DO signed one new lease and renewed five leases throughout the fiscal year. Under CAN DO's portfolio, our inventory is 100% occupied.

New Leases:

- Congressman Matt Cartwright signed a two-year lease for 2,037 square feet of office space on the first floor of the CAN DO Renaissance Center.
- Corrugated Supplies Company signed a lease with Trammel Crow, owner of Humboldt East Site 105, for 220,000 square feet of the 440,504 square-foot building. They anticipate hiring 40 people.

Renewed Leases:

- Equipment Distribution Corporation renewed their lease for 40,000 square feet in MT #6.
- Bimbo Bakeries renewed its lease for 74,000 square feet at MT #1.
- CTC Manufacturing renewed their lease for 24,000 square feet at MT #7B.
- Laputka, Bayless, Ecker and Cohn renewed the lease for their 3,5000 square-foot office on the third floor of the Renaissance Center.
- Premier Ink renewed its lease for a three-year term at MT #7B.



Construction is underway in the CAN DO Corporate Center on the expansion at Best Cigar Prices for the future home of Best Cigar Pub, the company's new state-of-the-art store, lounge, bar and restaurant.

Sales

- Coordinated Health purchased additional 3.7 acre and 2.6 acre parcels of land near its existing site in Humboldt Station for expansion of its medical campus. They have indicated plans for a hospital, emergency center and additional medical office building at that location. The company is currently seeking land development approvals for that site.



Work was completed last month on the first phase of Coordinated Health's facility in Humboldt Station and it was opened at the end of May. The second phase will include an inpatient hospital.

Marketing Efforts

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 fiscal year include:

- How The Hershey Company's strong local workforce helped the company decide to invest \$60 million in expanding the Humboldt Industrial Park facility,
- Romark Logistics' inclusion on Food Processing Magazine's Top 3PL & Cold Storage Providers list for 2018,
- How more than 2,500 individuals are employed at nearly a dozen food manufacturing or food-related distribution companies in CAN DO's parks and make some of the most well-known products in the country, and
- The staffing support and assistance for employee training that is available to manufacturing companies through the PA CareerLink.

We continue working on the 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.

Our SiteLines e-newsletter was completed and distributed to nearly 1,000 brokers, developers and site consultants. The most recent edition contained stories on our site permitting and developer activity.

Last year, Penn's Northeast and Times Leader Media Group initiated an Industrial Park Series which highlighted industrial parks throughout Northeast Pennsylvania. Throughout the year, CAN DO was featured in six issues of the series, including the inaugural edition in August that specifically focused on CAN DO parks. The first issue contained a feature story and advertisement on how Humboldt Industrial Park is home to more than 60

industries and 10,000 jobs.

To view the entire series of articles go to: <https://www.timesleader.com/category/industrial-park-series>.

Social media plays a vital role in expanding our brand awareness to those outside of Greater Hazleton. We maintain a consistent output of posts on Facebook, Twitter and LinkedIn. In addition to highlighting news, the content included a Did You Know series of quick facts about our park tenants and partner organizations.

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.

The Community Profile, in a joint effort with the Greater Hazleton Chamber of Commerce, was also updated.

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

HUMBOLDT

INDUSTRIAL PARK

BIG industrial park...
BIGGER opportunities!

More than 5 miles long
More than 60 industries
More than 10,000 jobs
More than 14.5 million S.F.

Humboldt Industrial Park is home to nationally recognized companies like:
Hershey Foods • American Eagle • Amazon • Michaels • AutoZone • Simmons • Cargill
Steelcase • Tootsie Roll • International Paper • Bimbo Bakeries

570-455-1508
www.hazletoncando.com

This ad appeared in the inaugural edition of the Times Leader Industrial Park series, which was devoted almost exclusively to CAN DO and its parks.

Community Relations Committee

When our founder, Dr. Edgar L. Dessen, wanted to create an economic development organization to serve Greater Hazleton, the first thing he thought of was the community. Dr. Dessen reached out to businesses and individuals throughout the area with the mission to create an organization that would not only benefit the area's economic development efforts but also improve the quality of life for all Greater Hazleton residents.

Today, 63 years after its founding, CAN DO remains steadfast in its values to not only service the many industries throughout our parks but also to seek ways to work within the community in a positive light.

It is with these initiatives in mind that the Community Relations Committee continues to play an important role in CAN DO's success.

In addition to overseeing ways to monitor and improve CAN DO's image, the Community Relations Committee helps maintain CAN DO's mission to improve the quality of life in Greater Hazleton through the creation and retention of a full range of employment opportunities by continuing to partner with all our industries.

Throughout the year, the Community Relations Committee works to hold park association meetings; plan the annual

Curb Appeal Awards ceremony; arrange events such as ribbon cuttings, groundbreakings and industry mixers; and guide the Student Action Committee with its Operation: CAN DO and CAN DO Community Christmas events.

Park Association Meetings

In keeping with its mission to serve our many industries, the Community Relations Committee held several Humboldt Park Association meetings throughout the past fiscal year.

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. Meetings are held on a regular basis to discuss issues such as emergency planning, workforce needs, road work updates and training programs.

Attendance continues to grow and nearly 50 park tenant representatives regularly attend the meetings, which 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 reelected include Brian Poveromo, American Eagle Outfitters, president; Tracy Karchner, Karchner Warehouse and Logistics Company, LLC, vice president; Tony Cortese, The



More than 70 people, including Senator John Gordner and Representative Tarah Toohil, attended the ribbon cutting at the new Butler Township municipal building and police station complex in the CAN DO Corporate Center. CAN DO officials, along with state and local officials and the general public, got a tour of the facility during the event.

Nature's Bounty, treasurer; and Nancy Stasko, CAN DO, secretary.

The Valmont Park Association recently relaunched under the leadership of Jeff Mason of Leader Services. During its first meeting in November, park tenant representatives met to discuss concerns regarding the Jaycee Drive bridge. The industries provided letters of support to assist in obtaining the funding necessary to replace the bridge. In February, the State announced \$1 million in multimodal transportation funds to replace the bridge and those funds were secured in part thanks to those letters.

Curb Appeal Awards

In addition to supporting industry operations through the park association meetings, CAN DO continues to honor companies who maintain the overall appearance of their properties in our four parks.

CAN DO held its successful Curb Appeal Awards for the 11th time last fall. 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 and Retail.

EAM Mosca Corporation was named the overall winner, receiving the top award in the program.

Industry Events

In addition to recognizing our tenants through the Curb Appeal Awards, the Community Relations Committee also assisted several tenants with groundbreaking and ribbon cutting events over the past fiscal year.

In October, the CAN DO Community Relations Committee organized a groundbreaking event for the BestCigarPrices.com (BCP) (New Global Marketing) expansion at their facility in the CAN DO Corporate Center. Attendees were also able to tour the facility.

A ribbon cutting was held in February as Congressman Matt Cartwright opened his Hazleton office in the CAN DO Renaissance Center. The event was held in conjunction with the Greater Hazleton Chamber of Commerce.

And, in May, Butler Township officials cut the ribbon on the township's new municipal building in our CAN DO Corporate Center.



CAN DO held a ribbon cutting in February for the new office of Congressman Matt Cartwright, a Democrat serving the 8th District, in the CAN DO Renaissance Center.

Student Action Committee

As part of its initiative to connect with the Greater Hazleton community, CAN DO helps to educate the next generation of business leaders through its work with the CAN DO Student Action Committee.

The Student Action Committee is made up of 17 local high school students who plan and assist with special community projects throughout the year.

Last fall, the committee organized the 14th annual Operation: CAN DO drive to collect food, hygiene and entertainment items that were used to create care packages for local servicemen and servicewomen with ties to Greater Hazleton who were stationed overseas for the holidays.

The care packages are created and shipped in partnership with the Freeland American Legion. The drive, which is always well received by the community, garnered publicity through newspaper articles and television coverage. Business and community members from throughout Greater Hazleton, including many of our park tenants,



Students from the Heights-Terrace Third Grade Chorus had a special moment with Santa Claus when CAN DO celebrated the 26th anniversary of CAN DO Community Christmas last December.



The CAN DO Student Action Committee and members of the Freeland American Legion gathered last fall for the 14th annual Operation: CAN DO drive. Student Action Committee members delivered another record-setting number of items to the Freeland American Legion building to create the care packages for troops with ties to Greater Hazleton that were serving abroad for the holidays.

generously contributed items, made monetary donations and provided contact information for service members. CAN DO received letters from service members and their families thanking the Student Action Committee for their efforts.

Student Action Committee members also coordinated the 26th annual CAN DO Community Christmas, which was held in December and aired on WYLN TV. Hundreds of children and adults enjoyed the festive musical performances at Christ Lutheran Church on Green Street in Hazleton.

CAN DO Chairman of the Board William Magnotta 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 MMI Preparatory School Chamber Ensemble under the direction of Tina Lizbinski, the Hazleton Area High School Jazz Ensemble under the direction of Joseph Stefanko, the Hazleton Area High School Cougar

Crooners under the direction of Kim Sharonoff, the Heights-Terrace Jazz Ensemble under the direction of Jennifer Gerhard and the Heights-Terrace Elementary School Third Grade Chorus under the direction of Rachel Brimmer.

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.

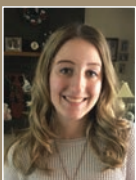
Thanks are extended to Cal Herring and the Keystone Job Corps Culinary Arts students for providing the cookies for the event; Barry Jais and WYLN for taping and rebroadcasting the event 10 times before Christmas; and Christ Lutheran Church Hazleton for providing the wonderful venue.

Operation: CAN DO co-chairs for 2018 were Morgan Long and Francine Lamasko. CAN DO Community Christmas co-chairs were Grace Mussoline and Isabella Schwabe. CAN DO board member Charles Burkhardt and CAN DO Director of Administration Nancy Stasko are the Student Action Committee advisers.

Junior year members of the CAN DO Student Action Committee



**Jasmine
Beiler**



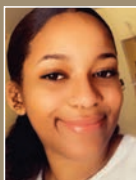
**Rachel
Caccesse**



**Yokaira
Concepcion**



**Marin
Dremock**



**Daniella
Guillen**



**Julia
Kreisl**



**Alexander
Kubishin**



**Macy
Zenier**



STUDENT ACTION COMMITTEE

Graduating members talk about their experience



"Being a part of the CAN DO Student Action Committee was not only an honor, but a great experience. As a student member of the CAN DO Board, I gained a greater interest in giving back to the community and became more knowledgeable of CAN DO's role in our community. Operation: CAN DO and CAN DO Community Christmas are both amazing events that showed me what great things Hazleton has to offer and how glad I am to be able to participate in both of them. My experiences partaking in these events taught me leadership skills, as well as a sense of pride and joy for the community I come from."

— **Vincent Damiano**



"I have learned a lot more about the business world, saw what it takes for a corporation to operate and experienced professional meetings. These are things that I would have never known without the CAN DO board. My favorite event was CAN DO Community Christmas because we were able to fill little kids' hearts with joy around the holiday season. I also enjoyed Operation: CAN DO because it showed how the community can unite in order to support our troops serving our country overseas."

— **Angelina Joseph**



"I have gained an expanded knowledge of the Hazleton business community, as well as knowledge of our economic and social history. I was also able to take part in and help organize events through which

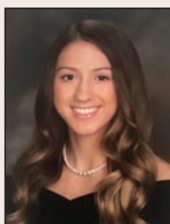
I saw the community come together. I think it would be a good idea to do another drive in addition to Operation: CAN DO to focus on the immediate community as less and less people are stationed overseas."

— **Francine Lamasko**



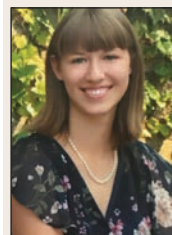
"Being on the CAN DO Board of Directors, I not only gained knowledge about what CAN DO does, but also interacted with the community of Hazleton on a more personal level. Growing up in the Hazleton area, it was critical for me to give back to the community, and CAN DO was an ever-so-special way to do it. I really enjoy Operation: CAN DO each year, as it provides for servicemen and women who serve us every day. It is an honor to be able to send them care packages during the holidays. CAN DO Community Christmas brings the community of Hazleton together in a special way, to honor rising musicians, and the city of Hazleton, at Christmastime."

— **Morgan David Long**



"From my experience as a member of the CAN DO Student Action Committee, I have learned many new things about our community and the CAN DO corporation. Through attending meetings and participating in community events, I have gained leadership skills that I will be able to take with me as I advance in my academic career. I think our programs, CAN DO Christmas and Operation: CAN DO, were positive events that brought the whole community together and I always looked forward to them."

— **Grace Mussoline**



"I have gained the exposure of more community service opportunities. Both years that I participated in CAN DO Community Christmas were very enjoyable. Being a student member of the CAN DO organization also helped me gain more leadership skills. I am very grateful for the opportunities and memories CAN DO was able to provide me. CAN DO Community Christmas and Operation: CAN DO were absolutely wonderful. I enjoyed being involved with them. It was such a joy to see the effect we had."

— **Nikki Ann Polivka**



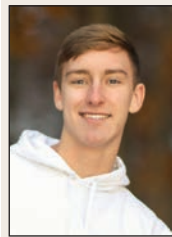
"As a member of the CAN DO Student Action Committee, I have learned better communication skills and leadership skills and have gained a better understanding of the Hazleton area and the progress everyone at CAN DO is making to better the community. I enjoyed contributing to Operation: CAN DO through the collection of supplies for the troops overseas."

— **Saraiha Rossi**



"As a member of the CAN DO Student Action Committee, I gained a better understanding of the various challenges facing the community. During the board meetings and community events, I had the opportunity to meet different business and community leaders and interact with students from other schools. I gained a better awareness of our community through Operation: CAN DO and CAN DO Community Christmas, which are both great events."

— **Isabella Schwabe**



"As a member on the student board, I have learned how the Board of Directors handles its business in a professional manner and how to expect meetings to be handled. I also was very intrigued by the finance part of the meetings, where the spending was shown. I enjoyed both Operation: CAN DO and CAN DO Community Christmas and believe both events were run rather smoothly."

— **James "JT" Vozar**



REPORT FROM VICE CHAIRMAN JOSEPH BARAN

Committees: Finance and Property

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

Additionally, I'd like to recognize CAN DO staff members Kathy Kline, accounting specialist II; Clay Roden, accounting specialist; Raiana Nichols, assistant director of operations; Dan Sweeney, facilities manager; Brian Demshock, utility supervisor; Nick Micene, maintenance specialist; Les Harvey, lead waste water operator and staff member Marc Evancho, utility specialist, who was hired this fiscal year.

Finance Committee

With strong financial statement ratios and significant growth, CAN DO will end the fiscal year significantly ahead of budget.

The booming economy and the popularity transition from the I-78 to I-81 corridor has definitely had a positive effect. Our equity has experienced a five percent growth rate over the past three years. This equity growth proves CAN DO is using its profits to invest in our holdings.

During this past fiscal year, there were two land sales completed along with the acquisition of two new leasing properties.

Our Utility Division has grown to such a high level among those governed by the PA PUC that our water and wastewater utilities are now in the same categories as Aqua America and Pennsylvania American Water Company. This was an unimaginable accomplishment just a few years ago.

The Leasing Division has exceeded its budget for the fiscal year. All our properties are occupied or have leases pending and costs have been controlled.

CAN BE is operating as budgeted and is closely monitoring its occupancy.

The expense of some CAN DO-owned properties has increased in the past year as most of the KOZ's (Keystone Opportunity Zones) have expired. The KOZ program has proven to be very successful for CAN DO, the community and its industries since its inception.

The Finance Committee has been reviewing our Sustainability Index on a monthly basis. The index measures recurring costs and revenues with the goal of not needing

land sales to fund the operations of CAN DO. We ended the prior fiscal year at close to the 100 percent goal, however, we do not expect to meet that goal for this current fiscal year. A major part of the reason for this is CAN DO's investments in the community, including major investments in the downtown and assistance to other non-profit organizations. Doing great things in the community does lower the index so CAN DO is missing the goal for good reasons.

Property Committee

Land Development

Future Pad-Ready Sites

The Property Committee spent a considerable amount of time throughout the past fiscal year working on various improvements across the Humboldt, Valmont and McAdoo industrial parks and the CAN DO Corporate Center.

As part of CAN DO's mission to attract and retain companies that bring a full range of jobs to Greater Hazleton, these park projects, improvements and upgrades are designed to make our parks operate more efficiently for the many companies and employees who work in them every day.

White Birch Road Extension Project

Construction is expected to get underway this summer on the White Birch Road extension project. This long-awaited extension will eventually connect Humboldt Industrial Park to Route 424 and provide another access route to Interstate 81.

Earlier in the fiscal year, we were approved for our National Pollutant Discharge Elimination System (NPDES) permit for this project and subsequently completed the design and bid package. This permit gives us the necessary environmental clearances to begin the construction process.

North Park Fill Site Development

The speculative building construction that was outlined in the Marketing Committee's report is a positive development for many of the prime pieces of property that remain in the Humboldt Industrial Park. However, this recent construction means we are running out of available pieces of property in the park.

As a result, CAN DO is working on a project to reclaim approximately 40 acres of former strip mining land in Humboldt North in an effort to make this land suitable for future development. We received a \$2.6 million dollar grant from the Bureau of Abandoned Mine Reclamation that we



CAN DO received a \$2.6 millions grant from the Bureau of Abandoned Mine Reclamation and will use fill to reclaim a 40-acre site in Humboldt North.

are using to transfer fill material from two sites in Humboldt Northwest to this land in Humboldt North. A design for this project has been completed and a bid package was developed.

Energy Savings

In an effort to reduce energy costs, CAN DO is continuing its initiative to transition to LED lighting wherever possible. This past fiscal year, we followed up the previous LED upgrades made in Humboldt Industrial Park and parts of Valmont Industrial Park with a project in the CAN DO Corporate Center (CDCC).

In the CAN DO Corporate Center, we're considering replacing the current PPL-owned street lighting with our own poles and lights. Through discussions with PPL, it was determined that it may be more cost-effective to replace PPL's lighting fixtures with our own.

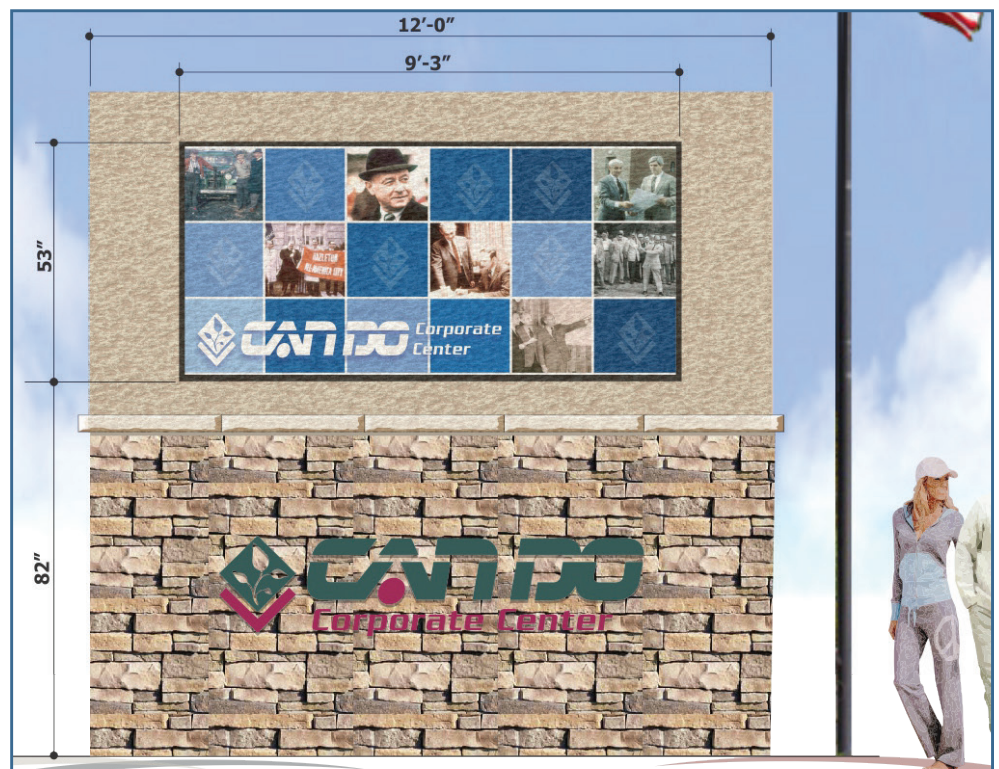
In addition to the LED upgrades in the CDCC, we also made upgrades to the park entrance signs and the parking lot lights at the 500 Oak Ridge Road property.

We also installed a new energy-efficient, 100-ton air conditioner on the Renaissance Center roof for cooling.

Corporate Center Electronic Sign

We have undertaken a project to install an electronic sign at the entrance to the CAN DO Corporate Center. The sign will be made available to park tenants, for a fee, to post announcements of available job openings, township meetings and other

notices of interest. It will also be available for tenants to advertise products for sale or services provided. Best Cigar Prices has already committed to use the sign to advertise their new restaurant which is currently under construction.



This is an artist rendering of the new electronic sign that will be installed at the entrance to the CAN DO Corporate Center.



Property Committee projects over the past fiscal year included reconditioning the exterior of the McAdoo Industrial Park water tank.

Water System Improvements

As a major water utility provider, CAN DO worked to make significant improvements to its water system over the past fiscal year.

Variable-frequency drive (VFD) controllers were installed to control the two well pump motors. With this upgrade, some well pump motors will now be computer controlled. This will provide control over the pump's flow. In the event of an emergency in the park, sensors will automatically detect changes in water pressure and signal to automatically turn the pumps on or off for access to more or less water supply.

Other water system upgrades included installing flow-based chemical feed pumps, rehabilitating Humboldt Industrial Park wells, replacing various well house steel piping with stainless steel and updating well meter reads to an electronic system.

Over the past fiscal year, we also submitted the CAN DO Corporate Center Aquifer Test Plan for approval of a second well and reconditioned the exterior of the McAdoo Industrial Park water tank.

Wastewater Facilities

In October, Clarifier #1 at the wastewater plant was shut down for maintenance and rebuilt. As part of the project, we replaced the aeration diffusers and reconstructed the clarifier arms. An important note about this project is that it marked the first time we undertook a project like this entirely using our own five-man operations staff. In the past, we were forced to hire outside contractors to assist with projects like this. However, now that we have five skilled utilities and facilities maintenance personnel, we are able to complete many more projects on our own.

Our staff also installed an electric operator and access-controlled gate at the Wastewater Treatment Plant and also replaced several tons of sand in the facility's sand filter.

Additionally, we installed a new generator at the Route 924 West Lift Station and upgraded the pump on our sewer truck to increase capacity and use.

Property Facility Improvements

Over the past fiscal year, we completed several projects at CAN DO-owned properties in Valmont, Humboldt and the CAN DO Corporate Center. These include:

- Making significant lease upgrades to the 10 Azalea Drive and Kiwanis Boulevard properties.
- Renovating the façade of the building at 21-23 West Broad Street (the future home of Broad and Barrel).
- Re-paving one of three asphalt parking lots at 103-105 Rotary Drive and the employee parking lot at our Forest Road property.
- Replacing the grinder pump system at 105 Rotary Drive.



CAN DO made several significant improvements to its water system over the past fiscal year. Pictured above, Utility Specialist Marc Evancho works on a project.



REPORT FROM VICE CHAIRMAN KEN OKREPKIE

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 Chair Neal DeAngelo III and Economic Development Committee Chair Anthony Badamo.

Additionally, I'd like to recognize CAN DO's Coordinator of Entrepreneurial Services Jocelyn Sterenchock. I'd also like to welcome our new Economic Development Specialist Mark Minnig.

CAN BE Committee

The CAN BE Committee experienced much growth and new beginnings throughout the past fiscal year. Businesses in the CAN BE Innovation Center are thriving and the facility is nearing maximum capacity. Several tenants are growing their business or expanding operations and we welcomed two new clients this year.

The Hazleton Innovation Collaborative (THInC) program is fully operational and the new facility – which was recently officially named The Hazleton LaunchBox, Supported by Pasco L. Schiavo, Esq. – is expected to open by the end of the summer.

CAN BE completed its rebranding earlier this year, with a new logo, website and marketing materials. And, in addition to partnering with the Greater Hazleton Chamber of Commerce and Downtown Hazleton Alliance for Progress on the THInC program, we worked with tecBRIDGE as part of its High School Business Plan Competition

Innovation Center

CAN BE finished the fiscal year at 85 percent occupancy, which is an occupancy growth rate of 28 percent since the end of the last fiscal year.

The facility houses more than 10 clients in a diverse range of business sectors, including five incubation clients. This increase in tenant activity resulted in a 23 percent increase in rental/leasing income.

One fact we are very proud of is that 85 percent of the companies

that are operating in CAN BE are either women-owned, minority-owned or veteran-owned.

CAN BE continues to work with small businesses throughout Greater Hazleton that are located outside of the CAN BE Innovation Center, as small businesses can take advantage of CAN BE's services even if they aren't located in the Innovation Center. In the past, we have worked with several companies, including Halogen Hair Co., Grateful Roast Coffee and Milkhouse Creamery, in this capacity.

Expansions

Earlier this year, Candelles tripled the size of its original 860 square-feet of production, distribution and storage space and now occupies a 2,460 square-foot section in the CAN BE Innovation Center.

In addition to gaining access to a loading dock, the expansion allowed Candelles to organize its inventory and operations. The additional space gave the company room

to add several tables for workspace and additional shelving and storage racks.

Candelles owners Kelley Major and C.J. Graaf worked with CAN BE to take advantage of several of the business development services that it offers its clients, including financial planning, business mentoring, networking opportunities and partnerships, to help organize its business operations.



CAN DO assisted Grateful Roast Coffee, pictured here at its ribbon cutting last month, in obtaining the space for the company's newest location on Broad Street.

Additionally, CAN BE facilitated a meeting between the Candelles' principles and the owners of Best Cigar Prices, as part of an effort to make more connections among companies in CAN DO's parks.

Keystone Ballet Academy, which moved into CAN BE in 2017, is another tenant that's seen some business expansion. Although they haven't physically increased their space at the incubator, the dance company has grown its student base by 200 percent and is retaining around 90 percent of its students from season to season.

New Clients

CAN BE welcomed two new clients over the past fiscal year. American Eagle Solutions is a veteran-owned Energy Services Company (ESCO) serving commercial, industrial and manufacturing clients. The company, which was co-founded by Shane Acernese and Robert Bradley, implements energy-saving lighting and building solutions for businesses seeking to reduce energy costs while increasing the operational efficiency of their facility.

L.F. Knitwear designs, manufactures and sells high-end fashion knitwear garments, including sportswear, designer one-of-a-kind sweaters, hats, coats, scarves, blankets and infant-wear.

THInC Program



CAN BE worked with Penn State

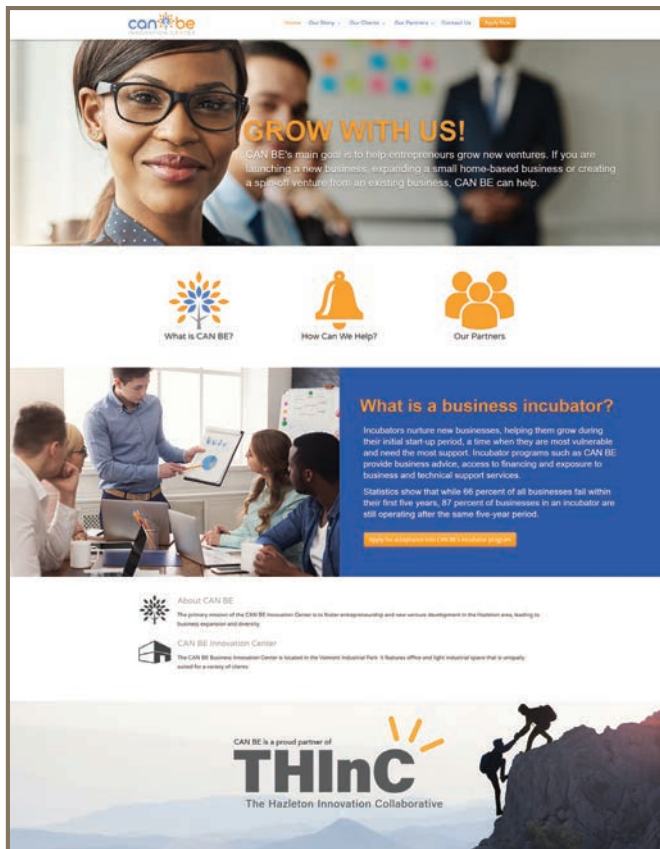
Hazleton, the Small Business Development Center and the Greater Hazleton Chamber of Commerce to co-host a Start or Grow Your Business seminar earlier this year. A session was held March 27 on feasibility, structure, licensing and registration and another session followed on April 3 talking about preparing a business plan and financial projection. This seminar series coincided with a speaker series for Penn State Startup Week 2019 that was held from April 1-5. Additionally, CAN BE took part in activities for Global Entrepreneurship Week in November.

Partner Organizations

Throughout the past fiscal year, CAN BE has taken an active role with CAN DO's partner organizations and other relevant organizations throughout Northeast PA.

In working with tecBRIDGE, CAN BE/CAN DO was a sponsor for both the High School Entrepreneurship Institute's second annual High School Entrepreneurship Conference and the High School Business Plan Competition.

Additionally, CAN BE's coordinator served as part of a



This picture shows the home page of the rebranded CAN BE website.

mentor group for students from the Hazleton Area Academy of Sciences who competed in the High School Business Plan competition, including a group of three boys who placed first in the competition.

CAN DO and CAN BE staff continues to work with the Greater Hazleton Chamber of Commerce and DHAP on many initiatives and has also maintained a connection with numerous partners.

CAN BE Rebranding

In addition to the new website that was part of the rebranding of CAN BE, moves were taken to increase its social media presence.

The new website features information about CAN BE, its service offerings to local small businesses and entrepreneurs, a list of the current tenants in the CAN BE Innovation Center, testimonials from current and former CAN BE clients and information about CAN BE's partner organizations.

Additional marketing materials that were created include a bi-fold brochure and a pull-up banner for events.

Economic Development

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

Over the past fiscal year, the Economic Development Committee worked with CAN DO's Economic Development Department staff on funding for CAN DO and client projects, visited nearly a dozen companies in CAN DO's parks as part of the Engage Program and advocated for the area's inclusion in Pennsylvania's Federal Quality Opportunity Zone program.

Project Funding

White Birch Road Extension Project

Over the past fiscal year, CAN DO has applied for \$4.1 million in grants for Phase I road construction and \$1.8 million in grants for Phase II improvements to White Birch Road intersections as part of the ongoing White Birch Road Extension Project.

Phase I funding included Commonwealth Financing Authority (CFA) (\$1 million) and Luzerne County Office of Community Development (\$1,851,718) grant money and \$533,515 in local match funds. As a result of these grants, we have acquired all the necessary funding for Phase I of the project.

Phase II funding included a Local Share Account grant for \$625,617. CAN DO also submitted an application for a \$1,174,383 CFA Multimodal grant and is awaiting approval. If we receive this CFA grant, it would complete the financing for the second phase of the project and match the existing LSA grant that was awarded to Hazle Township.

McAdoo Water Tank

CAN DO was approved for a \$500,000 Pennsylvania Infrastructure Investment Authority (PennVEST) loan that it used to refurbish the McAdoo Industrial Park water tank.

Client Funding

CAN DO helped Summit Utility Structures obtain a \$1 million Pennsylvania Industrial Development Authority (PIDA) loan for machinery and equipment, which was matched by \$1 million dollars in bank financing.

Summit Utility Structures, a producer of tubular poles for use in the utility, lighting, transportation and communication industries, was approved for a 10-year loan at a 3.75 percent rate through CAN DO's partnership with the Pennsylvania Department of Community and Economic Development. The funding also includes a \$100,000 working capital line of credit, which assisted the company in purchasing steel required for its manufacturing process.

The company's expansion project is expected to create at least 25 full-time jobs and retain another 42 jobs in the next three years.

CAN DO also assisted local ice cream maker, Milkhouse

Creamery, in obtaining a \$318,765 grant from the Commonwealth Financing Authority Board for equipment for its dairy processing facility. This grant was among \$8 million in grants and low-interest loans that were awarded to help support Pennsylvania farms. Milkhouse Creamery is operated by Paul Dagostin, the son of Miriam Pecora, whose family used to operate Pecora's Dairy.

Engage Program

CAN DO visited 11 companies in the food processing, logistics, manufacturing and retail sectors throughout CAN DO's parks as part of the Engage Program. Engage, which was administered by the Pennsylvania Department of Community and Economic Development, is similar to the former Business Retention and Expansion Program (BREP).

The 11 visits were conducted between the Fall of 2018 and February of this year. CAN DO met with company officials to gather information about their business challenges and report back to the DCED. The biggest issues discussed during the meetings were workforce development and transportation. As a result of these meetings, workforce development became an ongoing topic of discussion for the Economic Development Committee throughout the fiscal year and we spent considerable time talking about avenues to address these issues.

Federal Quality Opportunity Zone

Portions of the Humboldt Industrial Park and Valmont Industrial Park received Federal Qualified Opportunity Zone designation from the Pennsylvania Department of Community and Economic Development. Investments made by individuals through special funds in these zones would be allowed to defer or eliminate federal taxes on capital gains.

The passage of the Tax Cuts and Jobs Act in December of 2017 enabled Governor Tom Wolf to designate certain tracts of land as Opportunity Zones based on economic data, recommendations from local partners and the likelihood of private-sector investment in those tracts.

In February of 2018, Governor Wolf selected nearly all of Humboldt Industrial Park and portions of Valmont Industrial Park, as well as parts of Downtown Hazleton, to be included in the Qualified Opportunity Zone. The designation received federal approval on June 14, 2018.

Consideration for the Qualified Opportunity Zone was given to population centers throughout Pennsylvania that have the potential for investment. Selection criteria also looked at whether future development in the tract would build on previous and ongoing public investments in infrastructure.

The CAN DO Economic Development Department played a role in this process by gathering and submitting recommended census tract information to the Governor's office for review and advocating on the region's behalf for inclusion in this zone.



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Fiscal Year 2019

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W. Kevin O'Donnell

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Arthur A. Krause**	Herbert D. Nash**	Joseph M. DeBias	John Madden, Ph.D
Hugh Campbell**	Donald M. Pachence	Robert J. Moisey	
Robert Gicking**	Eugene M. Dougherty	E. Thomas Sandrock	

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William Flood	George J. Hayden	

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

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Marin Dremock (HAAS)	Yokaira Concepcion (ICS)	Macy Zenier (MMI)
Angelina Joseph (HAHS)	Isabella Schwabe (MHS)	Nikki Ann Polivka (WHS)
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Jasmine Beiler (HAHS)	Alexander Kubishin (MHS)	

* Non-voting members
** Deceased



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Thank you, partners!





2019 CAN DO

Partner Award

Pennsylvania
CareerLink
HAZLETON



2019 CAN DO

Chairman's Award



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CAN DO Board Member
President of the Humboldt Park Association
American Eagle Outfitters

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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



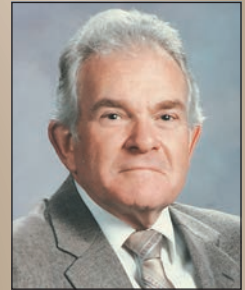
Robert K. Gicking**
1976-1979



Paul Cerula**
1979-1982



John H. Wright, Jr.
1982-1985



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



Donald M. Pachence
1988-1991



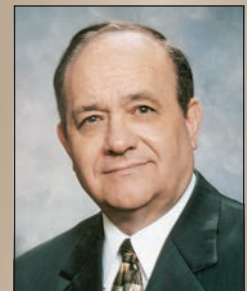
Eugene M. Dougherty
1991-1993



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



John Madden Ph.D.
2015-2018



Greater Hazleton
CAN DO

**** Deceased**

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