

## 2024 Industrial Development Forum

Wednesday, March 13<sup>th</sup>, 2024 – 8:30am to 4:30pm  
Commonwealth University - Bloomsburg, 400 East 2<sup>nd</sup> Street, Bloomsburg, Pennsylvania 17815

### Tuesday, March 12<sup>th</sup>, 2024

6:00pm to 8:00pm



#### IDF Networking Reception at DRIVE, 418 Railroad Street, Danville, PA

*Join IDF attendees and members of Focus Central PA for an enjoyable evening with drinks and locally sourced refreshments. The reception will include guided tours of DRIVE's offices to see innovation in economic development in action. Plans are underway to organize a live MYNDDSET podcast in their NEW Poditorium within DRIVE's office where audiences engage and participate on a live podcast on the topic "Innovation in Industrial Development!"*



### Wednesday, March 13<sup>th</sup>, 2024

8:30am to 9:30am



#### Registration & Exhibit Hall Networking

An exhibit hall of IDF 2024 sponsors will be open for attendees to network and learn about the many great industrial development resources available throughout Pennsylvania. Morning beverages and refreshments will be available in the exhibit hall networking area.

9:30am to 9:45am

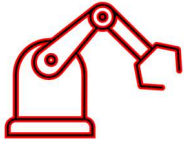


#### Industrial Development Forum Welcome

The IDF 2024 host location, Commonwealth University – Bloomsburg President Bashar W. Hanna, Ph.D. has been invited to provide attendees a warm welcome to the campus and IDF 2024.

Pennsylvania Governor Josh Shapiro, who has launched many exciting and competitive economic development initiatives including the Office of Opportunity & Transformation to spur economic growth; the development of a statewide economic development strategy; the launch of PA SITES, a pilot grant to prepare sites for development; and much more has been invited to address IDF 2024 attendees.

9:45am to 10:30am



## Keynote - Big Data and Decision Making in Industrial Development

Embracing technology is the answer to economic strength. IDF 2024 is excited to welcome keynote presenter, Kenneth Shotts, Vice President of Distribution & Inventory for ABB Electrification, Installation Products Division. Ken is a dynamic senior executive with a track record of success in operations management, organizational transformation, and driving innovation, automation, and customer satisfaction. Over his 25+ year career working with Fortune 500 companies, Ken has delivered proven results and will share with IDF attendees' insights on utilizing tools and data to make impactful decisions for smart industrial plant design and development.

ABB is an international technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. ABB solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered, and operated. ABB is investing heavily in the United States. In 2023, ABB opened a new \$4 million, 350,000 sq ft Northeast Distribution Center in Easton, PA to further regionalize its global supply chain and bring needed solutions closer to customers. **ABB is committed to driving innovations that accelerate industrial transformation.**

10:30am to 10:45am

## Networking Break

10:45am to 11:30am

## Creating Conditions to Encourage Investment in Central PA Panel Embracing the Commonwealth Structure

A top-level panel of leaders working at the State, Regional and Local levels will cover critical details about programs, initiatives and processes they lead that create conditions to support smart growth and investment in Pennsylvania. The panel of experts will be moderated by regional leader Kim Wheeler, Executive Director of SEDA-COG for a dynamic discussion about programs and tools at all levels of the Commonwealth structure that encourage economic investment. The panel members include Pennsylvania Department of Community & Economic Development Secretary (Invited); Jennifer Wakeman, Executive Director, DRIVE; and Shawn McLaughlin, Planning & Economic Development Director for Union County.

11:30am to 11:45am

## Break to Move to Breakout Tracks



11:45am to 12:45pm

## Breakout TRACKS

IDF 2024 is excited to be offering high value breakout tracks for attendees to choose from to provide knowledge sharing, collaboration, and innovation in industrial development.

### Track 1: Economic Impact: Sharing the Full Story of a Projects Impact



Lauren Barr, Energy & Regulatory Practice Lead with The Bravo Group, a strategic communications firm operating at the intersection of public affairs and marketing will provide insights and valuable information about projects economic impact analysis and the value they provide for strategic communications and the trends that are driving the need for clear communication. Lauren will share how they assist companies in telling their stories about investment projects and their contribution to smart economic development planning and growth in Pennsylvania.

## Track 2: **The Real Deal on State & Federal Incentive Programs**



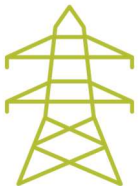
Jennifer Wakeman, Executive Director of DRIVE will moderate a panel of experts that lead critical programs that have and continue to support smart economic growth and investment in Central Pennsylvania. The panelists will provide valuable insights into the purpose of these programs, how communities and companies access the resources and advice on how to engage strategically with incentive and resource programs to be value add to investment projects. The panel members include Scott Deitrich, EDFP, Deputy Director for Operations for the Pennsylvania Governor's Action Team, Pennsylvania Department of Community & Economic Development; Jennifer Leinbach, Executive Director of the Ben Franklin Technology Development Authority; and Bob Morgan, State Director of the Pennsylvania USDA Rural Development.

## Track 3: **Analyzing Industrial Sites for Development with Limited Inventory**



Industrial development projects have grown at an unprecedented rate over the last couple of years limiting the availability of qualified industrial buildings and sites to support new and expansion projects. A dynamic group of industry experts including, Angela Price, Owner & CEO of Juniper Environmental LLC; Paul DeAngelo, Vice President of Environmental Services of Skelly and Loy, Inc a Terracon Company; and Richard Drzewiecki, MAI, CPE, President & Founder of Appraisal & Marketing Associates, will provide information and insights that will demystify the environmental and appraisal value due diligence process to determine viability and suitability for lower grade industrial properties.

## Track 4: **Infrastructure Planning – Capacity, Reliability and Sustainability**



Infrastructure is critical to successful industrial expansion or development projects. Mike Jeitner, Principal with Bohler, a highly recognized land development consultant, will provide valuable information, insights, and case study examples to share best practices, tools, and strategies to effectively conduct due diligence on site infrastructure capabilities to serve industrial projects. The Bohler team helps to provide fast answers and guidance to the most pressing industrial land development questions to accelerate the due diligence process, help understand risk and maximize return on industrial property development. A key part of due diligence is understanding, assessing, and planning for adequate infrastructure for current and future use.

12:45pm to 1:45pm

## **Lunch Networking**



Lunch will be provided at Scranton Commons, a place that provides an enjoyable atmosphere to network with IDF 2024 attendees while enjoying a variety of home-cooked meal options.

1:45pm to 2:30pm

## **Dessert Networking in Exhibit Hall**



Following lunch, home-made desserts and coffee will be provided in the Exhibit Hall for networking time to make connections and learn from exhibitors on products and services they offer to support industrial development.

2:30pm to 3:30pm



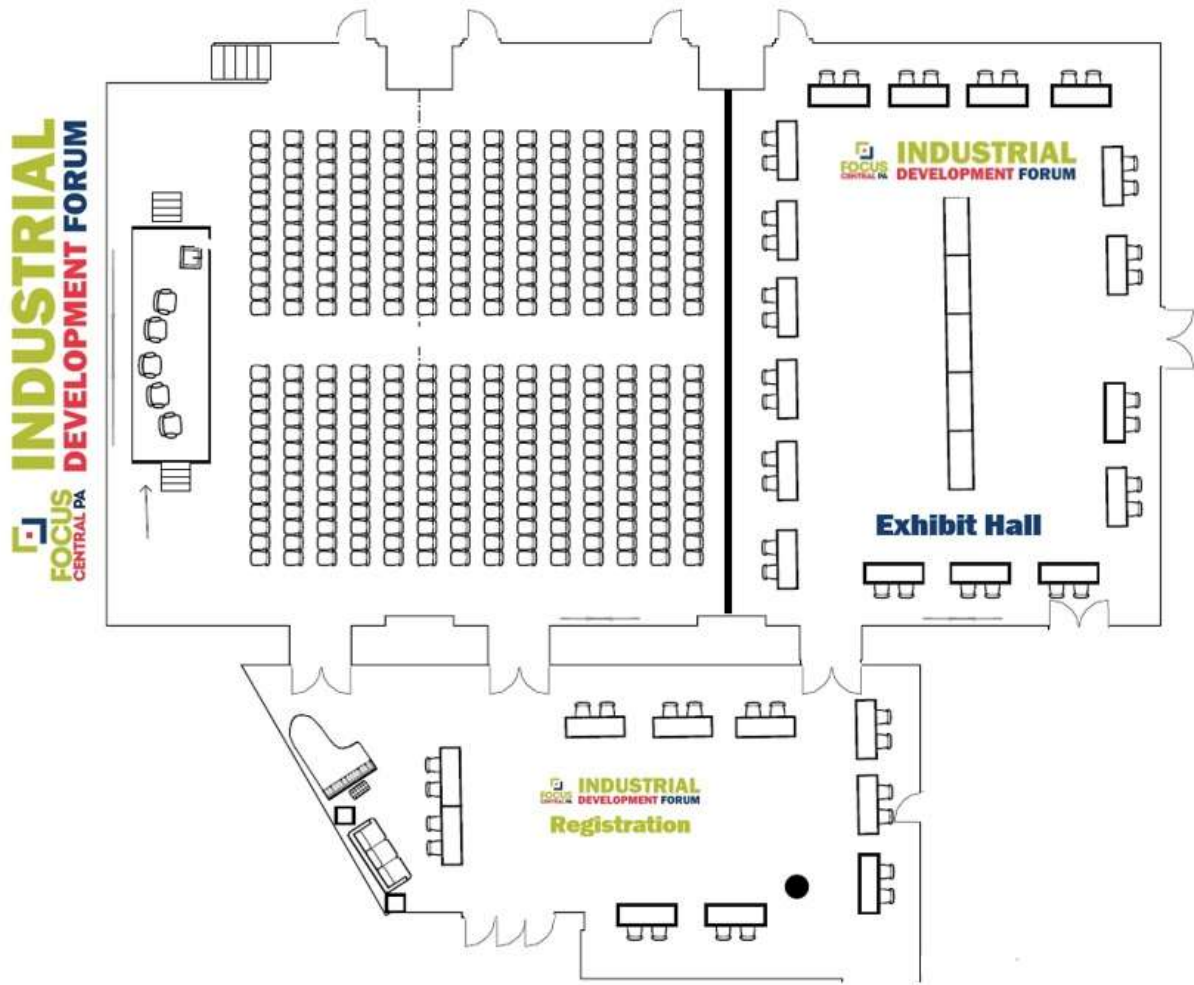
## Central PA Industrial Leader Panel – Talent, Tech & Sustainability

Pennsylvania is stepping up their game to invest in and compete for high quality economic investment projects including manufacturing. Brent Vernon, Executive Director of the Governor’s Action Team (GAT) leads the efforts to attract projects to Pennsylvania. Brent will moderate a panel of industrial leaders in Central Pennsylvania that are making investments to learn why they invest and thrive in Central Pennsylvania. This diverse and dynamic panel of leaders of industrial companies in the region will be responding to key topics today including talent, technology, sustainability, and competitive advantages to provide insights, ideas, and information on industrial development success in Central Pennsylvania. Industrial leader panel includes Sean Stabler, Vice President of Research & Development for Sekisui Kydex; more to follow.

3:30pm to 4:00pm

## Closing Remarks

The Board Chair of Focus Central Pennsylvania will provide a recap of information shared through IDF 2024 and outline next steps to continue building upon the industrial development ecosystem and success in Central Pennsylvania.



[www.FocusCentralPA.org](http://www.FocusCentralPA.org)