

2024 **FOCUS CENTRAL PA** Industrial Development Forum

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

Tuesday, March 12th, 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. Join us to network and discuss innovation in industrial development in Pennsylvania!

Wednesday, March 13th, 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.

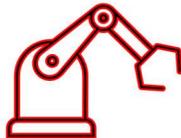
9:30am to 9:45am



Industrial Development Forum Welcome

The IDF 2024 host location, Commonwealth University – Bloomsburg President Bashar W. Hanna, Ph.D. will provide a welcome 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 Mandy Book, Deputy Secretary of Business Financing, Pennsylvania Department of Community & Economic Development; 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 and Steve Kratz, President of Pennsylvania Chemical Industry Council (PCIC), an advocacy organization for the state’s chemical industry to position Pennsylvania an ideal home for chemical and related industries, 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. They 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, Senior Principal/Office Manager 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 the success of every industrial expansion or ground-up development project. Mike Jeitner, Principal at Bohler, a land development consulting and site design firm, and Matt Nunn, Co-Founder & President at Ethos Development, LLC will share best practices, tools, and strategies for effectively conducting due diligence on site infrastructure capabilities to serve industrial projects. The Bohler team provides timely answers and insight into the most pressing industrial land development questions to accelerate the due diligence process, help understand risk and maximize return on industrial property investment. Learn how understanding, assessing, and planning for adequate infrastructure for present and future use should be a key component of your due diligence process.

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 panelists include Sean Stabler, Vice President of Research & Development for SEKISUI KYDEX; Jerry Rucker, Director of Operations for First Quality Lewistown & McElhattan; David Krentzman, Co-President of Joe Krentzman & Son, Inc.; and Lisa Hoover, General Manager of Asbury Carbons - DBA Anthracite Industries, Inc.

3:30pm to 4:00pm

Closing Remarks

The Board Chair of Focus Central Pennsylvania, Jennifer Wakeman, 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.



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