

2024 Industrial Development Forum

Wednesday, March 13th, 2024 – 8:30am to 4:30pm

Commonwealth University - Bloomsburg, 400 East 2nd Street, Bloomsburg, Pennsylvania 17815



IDF 2024 Emcee

Jeff Reber

Commissioner, County of Union

COUNTY of UNION
PENNSYLVANIA

Jeff Reber is currently Vice-Chair of the Union County Board of Commissioners. Jeff's professional career includes leadership in government, education, and finance, as well as business ownership in manufacturing and services. He is a lifelong Union County resident and has served in leadership positions in several organizations including Greater Susquehanna Valley Chamber of Commerce, Union County Industrial Development Authority, and many others. Jeff is an adjunct professor in economics at Susquehanna University and a Board member of Focus Central Pennsylvania. Jeff graduated from Mifflinburg Area High School, completed ABA Stonier Graduate School of Banking, and received a bachelor's degree in business administration from Bloomsburg University and a master's from Pennsylvania State University.



Keynote: Big Data and Decision Making in Industrial Development

Kenneth Shotts

Vice President of Distribution & Inventory

ABB Electrification, Installation Products Division



Ken Shotts is a dynamic senior executive with a track record of success in operations management, organizational transformation, and driving innovation, automation, and customer satisfaction. He is well respected in the industry for leadership, team building, project management and operational excellence. An award-winning Lean Six Sigma Black Belt and supply chain leader, Ken has developed a deep expertise in operations, change management and continuous improvement over his more than 25-year career working with leading FORTUNE 500 companies, including Groupon, Nike, Amazon, Toys R Us and Rite Aid. A proven leader, Ken has conceptualized and implemented effective strategies to build teams, optimize processes, and improve outcomes, deliverables, and the customer experience. With experience spearheading extremely complex and fast-paced distribution and custom packaging operations, he has decreased backlogs, increased throughput and first fill rates, and improved cycle time. Ken works closely with his team to reduce operational expenses while significantly enhancing productivity levels, service quality, inventory accuracy and associate morale. His efforts and the development of cost analysis and high-speed pick/price and sort systems have saved firms millions of dollars. Ken is currently completing his master's in supply chain management from Penn State University; has a professional certification in Human Resources from University of California; a Bachelor of Arts in Sociology with an emphasis on social statistical analysis from Newberry College; and his Lean Six Sigma certification from Villanova University.



Welcome Speaker

Bashar W. Hanna, Ph.D.

President

Commonwealth University - Bloomsburg



Dr. Bashar Hanna serves as the inaugural president of Commonwealth University. On July 1, 2022, Bloomsburg, Lock Haven, and Mansfield universities officially came together to form Commonwealth University, uniting three historic institutions and promising expanded opportunities for students across the region. Dr. Hanna began his career as an assistant director of the Ronald McNair Faculty-in-Training Program at Temple University in 1991. He later worked for the university in several capacities: as a National Science Foundation (NSF) Teaching Fellow, an Instructor in the Department of Mathematics and Department of Biology, Founding Director of the Math & Science Resource Center, Assistant Vice Provost for Research and Sponsored Programs, and Associate Dean of the College of Science and Technology. After serving at Temple University for more than 10 years, Dr. Hanna went on to become the Chief Academic Officer and Dean of Academic Affairs at DeVry University, where he spent three years. He subsequently served four years as Dean of the College of Liberal Arts and Sciences at Kutztown University of Pennsylvania. Thereafter, Dr. Hanna joined Ithaca College as an Associate Provost and Lecturer, spending two years there. Dr. Hanna later joined Delaware Valley University as Vice President for Academic Affairs and as a Professor of Biology, where helped implement a \$60 million capital campaign and launched the school's first-ever doctoral degree program. Under his leadership, the university increased its graduate school revenues by 65% and its graduate student enrollment by 60%. It was in 2017 that Dr. Hanna was appointed the 19th president of Bloomsburg University in Pennsylvania. He has launched a comprehensive rebranding campaign for the university, doubled its endowment from \$40 million to \$80 million, and presided over record freshman classes in 2018 and 2019. In 2021, he was appointed as the Interim President of Lock Haven University and Mansfield University. He led the team that integrated the three universities into a single accredited university with three locations called Commonwealth University of Pennsylvania. He was officially named President of the newly integrated university in July 2022. Dr. Hanna is a past president of the American Association of University Administrators. He has also served as chair of the Peer Review Team for the Commonwealth of Pennsylvania's Department of Education. He serves as a member of the PA Tuition Account Program Advisory Board and DRIVE Board of Directors.



Moderator – Creating Conditions to Encourage Investment in Central PA

Kim Wheeler

Executive Director

SEDA – Council of Governments (SEDA-COG)



Kim Wheeler has been the executive director of SEDA-Council of Governments (SEDA-COG) since January 2021. However, she is a SEDA-COG veteran, having worked at the agency from 2003 to 2007 as senior planner with the former Community Resource Center where she oversaw rural and urban planning projects and initiatives. She joined SEDA-COG with expertise in the local and state government arenas, as well as in urban and regional planning, strategic planning, and local government policy development. Her tenure in central Pennsylvania has been characterized by public-private partnership-building, developing innovative initiatives, providing local government leadership, and helping communities craft plans that lead to impactful results for the long term. Prior to returning to SEDA-COG, she spent time working at every level of government in PA. Immediately prior to this post, she was the special projects coordinator and grants manager at the Borough of Lewisburg. She was the deputy

director of planning at the County of Lycoming from 2014 to 2019, along with working there for two prior years. From 2007 to 2012, she was the local government policy specialist and north-central region community planner for the state Department of Community and Economic Development (DCED). Kim earned her Master of Regional Planning from Cornell University in Ithaca, New York, and her Bachelor of Landscape Architecture from SUNY College of Environmental Science and Forestry in Syracuse, New York. She earned her planning certification from the American Institute of Certified Planners (AICP) in 2007.



Panelist - Creating Conditions to Encourage Investment in Central PA

Mandy Book

Deputy Secretary of Business Financing and Workforce Development
Pennsylvania Department of Community & Economic Development (DCED)
Office of Business Financing



Mandy Book has worked at the PA Department of Community and Economic Development (DCED) for more than 15 years. She presently serves as the Executive Director of the Commonwealth Financing Authority (CFA) and Acting Deputy Secretary for the Office of Business Financing. Prior to assuming these roles, she served as the Deputy Director of the CFA, Director of the Center for Community Enhancement, Economic Development Consultant and Workforce Development Liaison. She has experience working on programs providing business financing, workforce development and training, and community development opportunities. Mandy earned her Bachelor of Science degree in Biology from Bucknell University.



Panelist - Creating Conditions to Encourage Investment in Central PA
Track 2 Moderator – The Real Deal on State & Federal Incentive Programs

Jennifer Wakeman, CEcD

Executive Director
DRIVE

Jennifer Wakeman has lived in the Susquehanna Valley since 1995. She holds a Bachelor of Science degree from Washington & Lee University. Her career has covered a variety of fields from agriculture to television and radio. She was the creator, host & content producer for *In Your Neighborhood*, a monthly newsmagazine highlighting businesses, organizations, and individuals in the region. Before coming to DRIVE, Jennifer was the news director at Sunbury Broadcasting Corporation. With more than 20 years of volunteer experience with area non-profits, Jennifer has a strong commitment to the communities and families in the Susquehanna Valley. She is the Chair of Focus Central Pennsylvania, a seven-county marketing organization committed to bringing new capital investment to the region. She currently represents Montour County on the SEDA-COG Joint Rail Authority and the Natural Gas Cooperative board of directors. Jennifer sits on the board of the Young Artists' Theatre Project, is the past president of RiverStage Community Theatre, and is also a member and former board president of the Susquehanna Valley Chorale. She is a member of the Pennsylvania Economic Development Association and is DRIVE's representative with the International Economic Development Council. Jennifer lives in Lewisburg with her husband and two daughters.





Panelist - Creating Conditions to Encourage Investment in Central PA

Shawn McLaughlin, AICP, CRCP

Director, Planning and Economic Development

County of Union, Pennsylvania

With over 30 years’ experience in Land use, Transportation, and Economic Development, Shawn leads the Department of Planning and Economic Development and is a driving force behind making Union County a better place to live, work and play. Shawn received his Bachelor of Science of Recreation in Recreation and Parks from West Virginia University and his Masters of Public Administration from Penn State University.



Track 1 Presenter – Economic Impact 2024: Sharing the Full Story

Lauren Barr

Energy & Regulatory Practice Lead

The Bravo Group

Effecting change and seeking challenge have fueled Lauren’s career in government relations. As our energy practice lead, she combines her deep knowledge and relationships in the public and private sectors to head advocacy efforts on public policy issues impacting the energy industry. Her career has spanned the corporate and public sectors, including roles in the state Legislature and executive branches, the PA Public Utility Commission and as manager of government affairs for Duquesne Light Co.



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Track 1 Presenter – Economic Impact 2024: Sharing the Full Story

Steve Kratz

President

Pennsylvania Chemical Industry Council

Steve Kratz serves as the president of the Pennsylvania Chemical Industry Council (PCIC), the premier statewide business organization representing the commonwealth's chemical industry. Working closely with the PCIC board of directors and council staff, Kratz oversees all operations, advocacy, and initiatives of the council. Kratz brings more than 16 years of political, advocacy and economic development marketing experience to the council, with an extensive background in advancing projects, policies and initiatives, and leading diverse coalitions. As PCIC president, Kratz collaborates with staff and members to foster an economic and regulatory environment that encourages investment and growth in technology and innovation and advances the chemicals and related industries as a whole. He is focused on continuing to elevate PCIC as the voice of the chemicals and related industries in Pennsylvania to advance growth and bring added value to PCIC members. In addition to his role with PCIC, Kratz is a senior director for Bravo Group, a Harrisburg-based public affairs and communications firm with offices in Pittsburgh and the Philadelphia suburbs and a presence in Texas and the United Kingdom. He served as the director of communications and press secretary for the Pennsylvania Department of Community & Economic Development and led or supported several political campaigns in southeast Pennsylvania and the Lehigh Valley. He is a graduate of Lebanon Valley College.





Track 2 Panelist – The Real Deal on State & Federal Incentive Programs

Jennifer Leinbach

Executive Director

*Office of Technology Investment & Ben Franklin Technology Development Authority (BFTDA)
Pennsylvania Department of Community & Economic Development (DCED)*



Jennifer is a tireless advocate for strong economic growth in Pennsylvania. As the Executive Director of the Technology Investment Office and the Ben Franklin Technology Development Authority, she is responsible for managing \$26+ million annually of PA’s technology-based economic development programs that include the Ben Franklin Technology Partners, Life Science Greenhouses, PA Infrastructure Technology Alliance, Manufacturing Innovation, Super Computing, and Powdered Metals; as well as \$125 million of Federal State Small Business Credit Initiative Equity Investment funds.



Track 2 Panelist – The Real Deal on State & Federal Incentive Programs

Bob Morgan

State Director

Pennsylvania USDA Rural Development



Bob Morgan’s 25-year career spans from bank teller in Wilkes-Barre, Pennsylvania to current State Director of USDA Rural Development. A native of Mountain Top, Luzerne County, Pa., Morgan has proven experience in the investment, insurance and banking sectors assisting fellow Pennsylvanians in making decisions that impact and improve lives. He also worked for 8 years as Deputy Chief of Staff and District Director for Congressman Matthew A. Cartwright (PA-08) working with community leaders on several major economic development initiatives designed to enhance the communities of the Northeastern corner of the state. As State Director, he will use his leadership experience to oversee Rural Development programs to provide greater economic opportunities throughout the Commonwealth. As a lifelong Pennsylvanian and a resident of a rural community, he is committed to extending greater access to programs designed to upgrade the economic engine driving investment in our rural communities. Morgan is a 1985 graduate of King’s College where he earned his bachelor’s degree in government. In addition, he is the former President of the Board of Directors for the Wyoming Valley Children’s Association.



Track 2 Presenter – The Real Deal on State & Federal Incentive Programs

Scott Deitrich

Deputy Director for Operations at Governor’s Action Team (GAT)

Pennsylvania Department of Community & Economic Development



Scott has been a strong business advocate for the Commonwealth of Pennsylvania for over 17 years. In his current position he leads operations and manages a team to understand companies strategic investment visions and work with them on their expansion and relocation plans and provide tailored assistance packages to attract quality economic investment projects to the state. Scott and his team work to align businesses goals with competitive advantages Pennsylvania has to offer including strategic location, world-class workforce, and an excellent mix of affordability and quality of life. Scott has a bachelor’s degree in Sociology/Criminal Justice from McDaniel College.



Track 3 Presenter – Analyzing Industrial Sites for Development and Expansion with Limited Inventory

Angela Price

Owner & CEO

Juniper Environmental LLC



With over 18 years of experience in the environmental field, Angela, has had the opportunity to work on a diverse portfolio of projects ranging from the small mom and pop corner store to large industrial sites to even assisting on the incident command center during the BP Oil Spill clean-up as a quality control manager. This varied experience lends itself well to the Phase I ESA work. Her experience also helped her to understand the potential need for Phase II work and recommend actions. Juniper Environmental LLC specializes in Phase I ESAs, peer reviews and Phase 2 ESA allowing them to advocate for investors when purchasing a property with potential environmental liabilities. Ms. Price conducted full scope environmental projects for the first 11 years of her career then transitioned to focusing on environmental due diligence activities. After about 5 years and completing over 400 Phase I ESAs for other companies, Angela decided to go out on her own. Juniper Environmental was launched in 2021 to assist buyers, lenders, investors, and developers with the important task of reducing risks and increasing the value of a project with effective due diligence.



Track 3 Presenter – Analyzing Industrial Sites for Development and Expansion with Limited Inventory

Richard Drzewiecki, MAI, CPE

President & Founder

Appraisal & Marketing Associates



Richard Drzewiecki, MAI, CPE, is the president and founder of Appraisal & Marketing Associates. The firm began in 1982 when Mr. Drzewiecki signed his first governmental contract for commercial and industrial real estate maintenance programs. A native of Central Pennsylvania, Mr. Drzewiecki has spent decades researching and working in the Central Pennsylvania real estate market. Mr. Drzewiecki graduated from Bloomsburg University with a Bachelor of Science in Business Administration. He began his professional career at the age of sixteen working on the reassessment of McKean County in Smethport, Pennsylvania. Since then, he has spent his career furthering his goal to provide real estate appraisal services throughout Central Pennsylvania. Mr. Drzewiecki has performed a variety of appraisal assignments. For over 20 years, he served as a consultant to local governments in maintaining commercial and industrial valuations for property tax purposes. He has performed valuations of industrial and manufacturing facilities ranging in size from small one-man shops to facilities in excess of one million square feet. Commercial property types include shopping centers, hotels, hospitals, nursing homes and other continuing care facilities, power plants, and numerous other specialized properties. Consulting services performed by Mr. Drzewiecki also include contracted real estate brokerage for properties in the \$1,000,000 to \$10,000,000 price range. Mr. Drzewiecki has been called on as an expert witness in litigation before numerous judicial bodies. He has testified before zoning hearing boards, tax appeal boards, boards of view in condemnation proceedings, and before the Court of Common Pleas. He has also served on litigation teams for trials at the Commonwealth Court level. Additionally, Mr. Drzewiecki has taught courses in damage assessment and hotel valuation and assessment procedures at the local and state level.



Track 3 Presenter – Analyzing Industrial Sites for Development and Expansion with Limited Inventory

Paul DeAngelo
Senior Principal/Office Manager
Skelly and Loy, Inc – A Terracon Company



Paul has over 30 years of experience providing professional environmental engineering services to public and private clients throughout Pennsylvania and beyond. Paul received his Bachelor of Science Degree in Biology from Millersville University and his Master of Science, Environmental Pollution Control from Penn State University.



Track 4 Presenter – Infrastructure Planning: Capacity, Reliability and Sustainability

Mike Jeitner
Principal
Bohler

Mike is a site civil engineering professional with over 30 years of land development consulting experience. As Principal, Mike is leading Bohler’s expansion efforts across the Lehigh Valley, central and western Pennsylvania, and Ohio. Together with his team, Mike has designed over 30 million square feet of warehouse and distribution space. He has a deep understanding of the daily operations of various tenants and end-users and helps to advise developers on best practices for their spec facilities. In addition, Mike specializes in site feasibility and design of cold storage facilities.



Bohler is a land development consulting and site design firm that helps developers, owners, and other real estate professionals identify and act on opportunities and, ultimately, move their projects forward faster. Working across a variety of market sectors including commercial, residential, and industrial, Bohler offers numerous guides and insights including “Site Feasibility, Due Diligence, and Entitlements for Distribution Center Development,” “Navigating EV Infrastructure Ordinances: A Developer’s Guide,” Navigating the Data Center Design and Approval Process,” “Streamlining Survey Due Diligence,” and more.



Track 4 Presenter – Infrastructure Planning: Capacity, Reliability and Sustainability

Matt Nunn
Co-Founder and President
Ethos Development, LLC



Matt Nunn is the Co-Founder and President of Ethos Development where he oversees the day-to-day business operations, drawing upon his extensive 10+ years of experience in the field of development, which includes a significant tenure at the Trammell Crow Company, where he was a [Partner] at the largest real estate developer in the United States. Matt is a recognized leading industrial developer in the region. At Trammell Crow Company, he led or partnered on the development of more than 13MM square feet of industrial projects totaling over \$1B in value in Pennsylvania, New Jersey, and Maryland. Matt has received numerous awards, including being named to Philadelphia Business Journal’s 40 under 40 in 2021. He has extensive experience in all aspects of the development process including market analysis, land and deal sourcing, entitlements, financial analysis, due diligence, debt and equity relationships, vertical development coordination, leasing, and disposition.



Moderator – Central PA Industrial Leader Panel: Talent, Tech & Sustainability

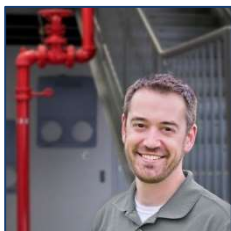
Brent K. Vernon

Executive Director

Pennsylvania Governor's Action Team (GAT)



As Executive Director of the Governor's Action Team (GAT), Brent Vernon leads a dynamic team of economic development professionals who work on the front line of Pennsylvania's business attraction and retention activities. Headquartered in Harrisburg with six regional offices, GAT is the commonwealth's lead state economic development office. Its primary mission is to advance economic growth throughout Pennsylvania by attracting new businesses and assisting existing businesses expand and become more successful. Brent has over 30 years of professional experience serving in state and federal economic and workforce development positions. Prior to becoming GAT Executive Director in 2015, he held the positions of Deputy Director for Project Management and Senior Project Manager. In these roles, Brent provided clients with GAT's concierge level business services including site selection and technical assistance, customized incentives packaging, and coordination of support from state agencies and other Pennsylvania economic development stakeholders. Brent holds a BA in political science from Pennsylvania State University and an MPA from Shippensburg University of Pennsylvania. He also received certification as an Economic Development Finance Professional from the National Development Council and has completed executive education courses at the University of Pennsylvania's Wharton School of Business. Brent is a member of the Pennsylvania Economic Development Association and the Industrial Asset Management Council (IAMC), earning the IAMC Fellow designation in 2019. In his community, Brent is a volunteer firefighter and has served for over 35 years holding administrative and line officer positions. He was also a troop leader with Boy Scouts of America, supported youth soccer as a coach, and served on the board of directors of a community credit union. Originally from Mercer County, Brent is a lifelong resident of Pennsylvania, and lives in Hampden Township, Cumberland County, with his wife and two children.



Panelist – Central PA Industrial Leader Panel: Talent, Tech & Sustainability

Sean Stabler

Vice President of Innovation

SEKISUI KYDEX



Sean is an engineer that thrives on challenges. His career passion is creating through collaboration and innovation producing amazing products with polymers. He has been an inventor/co-inventor of several granted U.S. patents and many pending patents. Sean has experience researching biopharmaceuticals, foams, additives, and melt processing to fluoropolymers and specialty polyamides. Sean has been a leader at SEKISUI KYDEX since 2019 and prior to that worked in leadership roles at Arkema and West Pharmaceutical Services. Sean services on the Plastics Advisory Committee at the Pennsylvania College of Technology. He has a bachelor's degree in Plastic and Polymer Engineering from Pennsylvania College of Technology and a Masters of Material Science and Engineering from Drexel University.



Panelist – Central PA Industrial Leader Panel: Talent, Tech & Sustainability

Jerry Rucker

Director of Operations

First Quality - Lewistown



Jerry is a highly skilled and driven business leader with wide-ranging experience in operational management in medium- to large-sized manufacturing environments. He is a strategic thinker with expertise in analyzing operations and making continuous improvements to minimize waste and reduce costs while maximizing quality and yield. Jerry is the Director of Operations at First Quality in Lewistown, PA. He has his bachelor’s degree in organizational management & development from Bluefield University and an MBA in Business from Averett University. He has a Level 1 Lean Certification from the Innovative Manufacturers Centers (IMC) and a Leadership Certificate in Strategy and Organizational Performance from Penn State Smeal College of Business.



Panelist – Central PA Industrial Leader Panel: Talent, Tech & Sustainability

David Krentzman

Co-President

Joe Krentzman & Son, Inc



Joe Krentzman & Son, Inc. Recycling Metals in Central Pennsylvania Since 1903

David is proud of the strong and growing recycling business that his family has been working on for the last 120+ years and is continuously pursuing opportunities to innovate and expand business growth. Founded in 1903, Joe Krentzman & Son, Inc. is a family-run metal recycling company based in Central Pennsylvania. With rail-served locations in Lewistown and

Hollidaysburg, a large fleet of trucks and trailers, and their scales are always open to contractors and the public, they routinely purchase recyclable metals from the largest multi-national manufacturing firms to individuals with a few pounds of metal. David has a bachelor’s degree in Geohydrology from Cornell University, College of Arts & Sciences, and his MBA from University of Virginia Darden School of Business.



Panelist – Central PA Industrial Leader Panel: Talent, Tech & Sustainability

Lisa Hoover

General Manager

Asbury Carbons – DBA Anthracite Industries, Inc.



Lisa has been the General Manager of Asbury Carbons for over 36 years. She received her Bachelor of Science in Business Management/Accounting from Susquehanna University. She is an MSHA Safety Instructor and Quality Control Auditor.

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