



REBOUNDING STRONGER

ANNUAL REPORT
2020-2021



CHAIRMAN AND EXECUTIVE DIRECTOR'S MESSAGE



GARY OLSON, CHAIRMAN

To say these last 2 years have been like no others would be an understatement. We have seen our community affected by unprecedented adverse economic conditions to an economy in recovery in a short period of about 18 months. It has been challenging in so many ways, but we have learned a lot about the resiliency of our business community and the creativity it has shown to survive this crisis.

The items highlighted in this report is certainly not an all-inclusive list of the projects and programs that Pocono Mountains Economic Development Corporation (PMEDC) has participated in over the past 2 years, but it showcases some of the impact made on COVID-19 business recovery, projects that have succeeded despite the pandemic and grant funding secured to support a variety of infrastructure and community projects.



CHARLES A. "CHUCK" LEONARD, EXECUTIVE DIRECTOR

Several new companies have decided to make Monroe County their location choice for expansion projects. Together these projects will create approximately 400 new job opportunities for our residents while continuing to expand the county's tax base. The even-better news is that there is more on the horizon! The demand for industrial real estate and buildings is at an all-time high and several of our existing companies are considering expansion projects. At the same time, new prospects continue to come in from Penn's Northeast, the Governor's Action Team and the PA Office of International Business Development.

As we prepare for the coming year and continue to reflect on community strengths and challenges, it is important to note the need for a continued focus on infrastructure improvement. Solid infrastructure, whether it be water, sewer, roads, natural gas or telecommunications, is the fundamental basis for good economic development. Working together to make this a priority will only strengthen us for the future. PMEDC membership makes a positive statement of support for infrastructure improvements and the projects and programs that we undertake with our partners as we pursue our mission: the creation of jobs and economic opportunities for the people of Monroe County. If you are not a member, please consider joining and if you are already a member, we thank you for your continued support.

We had certainly hoped to be delivering our Annual Report at a traditional in-person annual dinner but considering the current pandemic conditions, we have decided to forego that again this year. It is certainly our hope to return to an in-person event in November 2022. Take some time to read the report and as always, comments, questions or feedback are welcome.

Gary Olson, Chairman

Charles A. "Chuck" Leonard, Executive Director

BOARD OF DIRECTORS

Chairman	Gary Olson , ESSA Bank & Trust
Vice Chairman	Robert Hay , Keller Williams Real Estate
Secretary	Paul Canevari , PPL Utilities (Retired)
Treasurer	Russell Scott III , Dunbar Enterprises, Inc.
Assistant Treasurer	Janet Weidensaul , Monroe County Commissioner (Retired)
Assistant Secretary	Richard Mutchler , Biospectra
	Patrick Briegel , Pocono Management Associates LLC
	Dawn Hart , Bulldog Liquidators
	Troy Nauman , Nauman Companies
	Robert Weseloh , LTS Homes

MONROE COUNTY COMMISSIONERS

Chairman	Sharon Laverdure
Vice Chairman	John Moyer
Commissioner	John Christy



John D. Christy, Commissioner; Sharon S. Laverdure, Chair; John R. Moyer, Vice Chair

PMEDC STAFF

Executive Director	Chuck Leonard
Director of Marketing	Michelle Bisbing
Economic Development Specialist	Dennis Noonan
Bookkeeper	Bonnie Schwartz

NEW COMPANIES/EXPANSIONS



- Brookdale Drug and Rehabilitation Center** – In February 2020, Brookdale Drug and Rehabilitation Center, LLC was approved for a PA Industrial Development Authority loan through PMEDC. The loans assisted in the acquisition, renovation and fit-out of a 95-acre abandoned resort, turning it into a premier drug and alcohol rehabilitation facility. Brookdale Drug and Rehabilitation Center targets a varied demographic seeking rehabilitation for drug and alcohol dependency. The center offers substance abuse rehabilitation, physical rehabilitation, social and psychological support services and nutritional education, and utilizes a holistic healing approach for patients.

- Medline Industries** – Medline Industries, the largest manufacturer and distributor of medical supplies and products, has leased the 510,000-square-foot distribution center located at 195 Commercial Blvd. in Blakeslee's New Ventures Commercial Park. The building was constructed by ARCO Design/Build for Exeter Properties Corp in 2019 and PMEDC facilitated a Redevelopment Assistance Capital Program grant of \$1,500,000 to support the project. Medline will employ up to 50 people within 3 years. The New Ventures Commercial Park was developed by SIDE Corporation and the Sincavage Family. Corporate neighbors include American Tire Distributors, Monroe County Municipal Waste Management Authority, Pocono Mountain Dairies, Best Western Hotel, PA State Police and Onvo Travel Plaza.





- **Messer LLC** – Messer LLC, a leading industrial and medical gas company serving North and South America, is currently constructing a building on Lots 27 and 28 in the Pocono Mountains Corporate Center East. The new facility will allow them to expand their manufacturing operations, creating many new full-time jobs. PMEDC not only sold them property but assisted in the permitting and land development process and is working with UGI Utilities to extend a natural gas line to the site. Local Share Account grant funds are allocated to this critical infrastructure improvement.



- **NFI Logistics** – Construction of a 1,050,000-square-foot distribution center in the Pocono Mountains Corporate Center West was completed and NFI Logistics, a third-party logistics operator, now occupies the building. An overall investment of more than \$50 million was made and approximately 150 jobs were created.



- **Alpha Recycling** – In April 2021, Alpha Recycling, a recycler of catalytic converters and other scrap metals, selected Pennsylvania as the best site to expand its operations and create a new processing center in Stroudsburg creating 30 new, full-time jobs. Alpha Recycling, along with strategic partner Global Refining Group and its other locations nationwide, are one of North America's largest processors of catalytic converters. Alpha's proprietary technology allows the company to source catalytic converters from suppliers all over the nation in great volumes. The company also purchases and processes other scrap metals such as rims, starters, alternators, AC compressors, batteries, aluminum copper, and more.

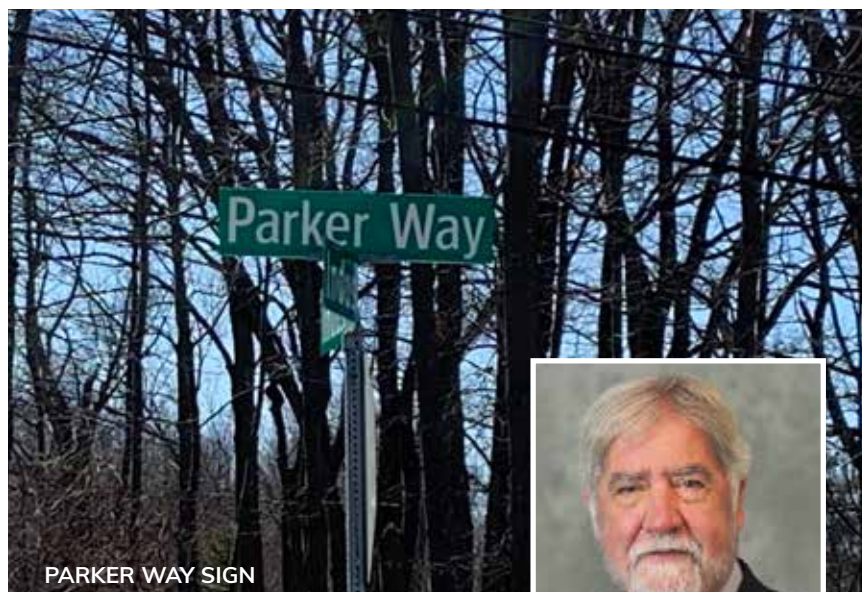
NEWS



1900 CORPORATE CENTER DRIVE

- **1900 Corporate Center Drive Sold to Mount Pocono Transportation** – In June 2021, Mount Pocono Transportation purchased the building located at 1900 Corporate Center Drive from PMEDC. They re-located there from a smaller building in the Pocono Mountains Corporate Center South.

- **Parker Way Sign** – To honor the memory of the late John Parker Jr., PMEDC made a request to Coolbaugh Township to rename a road in the Pocono Mountains Corporate Center South to Parker Way. The township honored our request and made the new road name official in early 2021. John Parker Jr. served on the PMEDC board from 1987 until the time of his passing in September 2019. During his time on the board, he served in many capacities including Chairman and Secretary. He was a truly dedicated community servant who unselfishly gave his time for many years and we are thankful to have the opportunity to honor him in this way.



PARKER WAY SIGN



- **NEPA Business Journal Top 25** – The March 2021 edition of the Northeast Pennsylvania Business Journal includes a special section honoring local women who are making an impact and are proven leaders in the business community. PMEDC's Michelle Bisbing is among those profiled in the section.

COVID-19 RELIEF TO BUSINESSES

COVID-19 Working Capital Access Program –

Working capital loans were provided to 12 Monroe County companies totaling \$750,500. The intent of this program was to support eligible businesses during the early stage of the imposed business shutdown from the pandemic.

Monroe County Small Business Grants – Assisted Monroe County in providing \$268,905 in grant to 15 small businesses directly impacted by the pandemic. Originally the program was to be small business loans, but the county received state funding and the loans were converted to grants.

“

“I can’t thank your team enough for all you have done for me to receive the grant funds I applied for during the pandemic. It’s people like you who give struggling businesses hope in a crisis like this!”

”

FRANK FAMULARO

PRESIDENT

FAMULARO CATERING AND BANQUETS

“

“My sincerest gratitude to everyone involved in making these funds available. They are much appreciated.”

”

ANDY FORTE

PRESIDENT

STROUDSMOOR COUNTRY INN

Hazard Pay Program – Funding for this program was targeted at employers who were in specific industries most impacted by the pandemic who have employees continuing to work in adverse conditions. PMEDC was able to secure funding for two healthcare employers in the county and they were able to provide addition pay to their employees for a specific period of time. PMEDC received \$136,458 to support wages for Brookdale Drug and Rehabilitation Center and Getz Personal Care Home.

“

“.... Because of the grant, it demonstrated to our employees Brookdale valued and appreciated their commitment to our patients through tough times. Due to this positive process, should there be another opportunity to use PMEDC, there is no doubt we would do so!”

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KAREN A. GIAQUINTO, MBA

DIRECTOR, HUMAN RESOURCES

BROOKDALE PREMIER ADDICTION RECOVERY

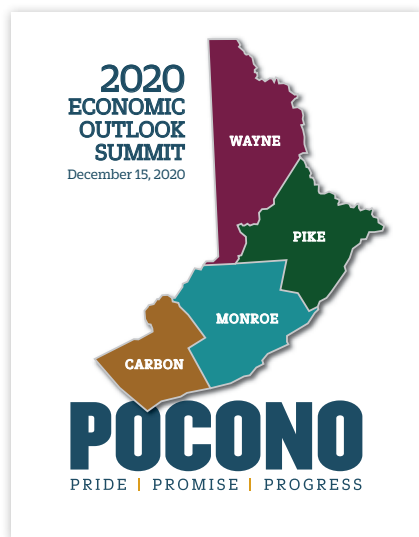
COVID-19 Hospitality Industry Recovery Program –

Grants totaling \$1.9 million were given to a variety of hospitality-related businesses that were categorized under two very specific North American Industry Classification System (NAICS) codes: Accommodations subsector (721) or Food Services and Drinking Places subsector (722). Applicants had to document a reduction in their receipts from 2019 to 2020 and provide evidence for the business expenses to be covered by the grant.

RIBBON CUTTINGS/EVENTS

- MCTA CNG Buses & Filling Station –**

Friends and colleagues of Monroe County Transportation Authority, also known as The Pocono Pony, gathered on September 17, 2020 to commission three new public transit buses and a CNG fueling station. The buses are American made, built by Gillig, LLC located in Livermore, California, and were purchased with grants provided by the Federal Transit Administration (FTA), PennDOT, and Monroe County Commissioners. PMEDC is the grantee for a Redevelopment Assistance Capital Program (RACP) grant that funded the extension of the natural gas line to the MCTA facility.



- Virtual Economic Outlook Summit** – PMEDC participated in the program development for the Virtual Economic Outlook Summit held in December 2020. Photographs of projects, statistics and a variety of COVID-19 related information were provided. The Economic Outlook Summit has been held at East Stroudsburg University each year since 2013. The next one is planned for May 2022.
- SBDC Small Business Consulting** – Staff from the University of Scranton Small Business Development Center offer free drop-in consulting sessions each month on the second Thursday, between 10 a.m. and noon. Any business startup or existing business owners are welcome to meet with a consultant to get information and advice to navigate their small business through COVID-19. Virtual sessions were offered throughout the pandemic but returned to in-person in September 2021. Meetings take place at PMEDC's office and will continue monthly into 2022.
- Timbers Pub and Grille** – The Johnson Family held a Grand Opening and Ribbon Cutting Ceremony in November 2021 for the new Timbers Pub and Grille on Route 715 in Reeders, PA surrounded by elected officials, friends and family.



- Lehigh Valley Health Network Hospice House Healing Garden** – At a ceremony held August 12, 2021, the Monroe County Hospice House dedicated its new Healing Garden at 412 Brown Street in East Stroudsburg. Elizabeth Wise, President, Lehigh Valley Hospital – Pocono was joined by Senator Mario Scavella, State Representative Rosemary Brown, State Representative Maureen Madden and PMEDC's Michelle Bisbing who provided remarks. The Healing Garden was funded by a Local Share Account for Monroe County grant which was facilitated by the Monroe County Industrial Development Authority/PMEDC.



- Penn's Northeast Clay and Trap Shoot** – More than 80 guests participated in the 6th Annual NEPA Sporting Clay and Trap Shoot event on May 7, 2021 at Whitetail Preserve. Co-sponsored by Associated Builders & Contractors of Eastern PA and other regional partners, attendees spent the day networking while taking on the trap stations and clay bird launches. Michelle Bisbing, PMEDC Marketing Director, and Paul Canevari, PMEDC Board Member, participated in the day's events.



- Sheetz Grand Opening** – On July 29, 2021, Sheetz, a family-owned and operated restaurant and convenience chain across the Mid-Atlantic, officially opened their first store in Monroe County located on Route 611 in Swiftwater. This development is part of a multi-phased, mixed-use commercial development spearheaded by Trap Enterprises. PMEDC was the grantee for a \$903,930 Multimodal Transportation Fund Grant that funded road and safety improvements required for the project.

RIBBON CUTTINGS/EVENTS



TOBYHANNA ARMY DEPOT CHANGE OF COMMAND

- Tobyhanna Army Depot Change of Command** – Col. John W. McDonald relinquished command of Tobyhanna Army Depot to Col. Daniel Horn during a change of command ceremony on June 28, 2021. Sgt. Maj. Shantae Gordon also relinquished responsibility as the depot's senior enlisted officer, welcoming Sgt. Maj. Michael J. Wiles to the Tobyhanna family. The ceremony, which culminated with a passing of Tobyhanna's flag, was presided over by Maj. Gen. Mitchell Kilgo, Commanding General of the U.S. Army Communications-Electronics Command. Depot employees, representatives of state and local government, and family members witnessed the event.
- Penn's Northeast Annual Meeting** – The members, investors and directors of Penn's Northeast gathered at Desaki on June 23, 2021 for an in-person Annual Meeting. President John Augustine presented a review of the past year's accomplishments and recognized the leadership of the executive committee, board of directors and committee chairpersons. Michelle Bisbing was honored for completing her term as Chairperson of the Board. Penn's Northeast is the regional economic development marketing organization for the NEPA region and includes the counties of Carbon, Columbia, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne.



NEW GRANT APPROVALS

Local Share Account for Monroe County new approvals:

The Local Share Account is funding set aside as required by gaming legislation for projects in Monroe County that fall into the following categories: Economic Development, Community Improvement, Public Interest and Road Improvement.

January 2020

19 projects

May 2021

16 projects



- **BCRA Tannersville Tank & Pump Station** – This infrastructure improvement project directly impacts the future of economic development in Monroe County. The Brodhead Creek Regional Authority (BCRA) completed the design and construction of two 750,000-gallon water storage tanks, a Tannersville Water Booster Pump Station and modifications to the existing Pocono Water Booster Pump Station. The installation of these improvements allow the BCRA to meet the increasing water demands from the larger water users such as Sanofi, Kalahari Resorts, Great Wolf Lodge, and a number of proposed hotels and the other commercial and industrial customers in the region.



- **Lake Swiftwater Dam** – The reconstruction of the dam at Lake Swiftwater was supported by LSA grants totaling \$742,000 and Flood Mitigation Program grants totaling \$630,450. The Lake Swiftwater Club managed and financially supported the project to bring it to completion. The new dam structure will improve safety, water control, and enhance the viability of the lake.

- **Blakeslee Community Center** – Constructed in 1922, the Blakeslee Community Center is the oldest active community center in Monroe County in the heart of Blakeslee. The building is experiencing significant structural failures and needs a new HVAC system. The center's Board of Directors and volunteers have been working tirelessly to raise the necessary funds for the project and the recent LSA grant approval will allow them to commence the project before the end of 2021.



NEW GRANT APPROVALS

Redevelopment Assistance Capital Program grants:

The Redevelopment Assistance Capital Program (RACP) is a Commonwealth grant program administered by the Office of the Budget for the acquisition and construction of regional economic, cultural, civic, recreational, and historical improvement projects. RACP projects are authorized in the Redevelopment Assistance section of a Capital Budget Itemization Act, have a regional or multi-jurisdictional impact, and generate substantial increases or maintain current levels of employment, tax revenues, or other measures of economic activity. RACP projects are state-funded projects that cannot obtain primary funding under other state programs.

Four Approvals
totaling
\$6,000,000



NEW GRANT APPROVALS

Pipeline Investment Program grants:

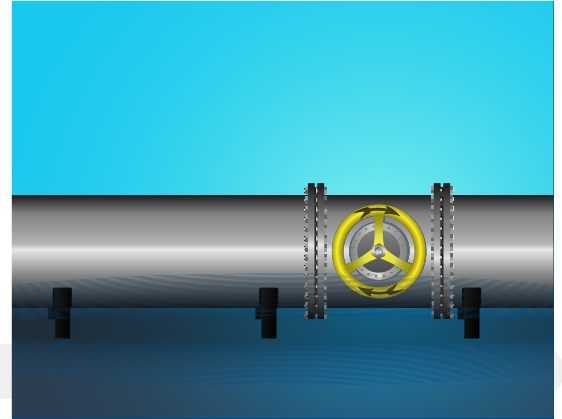
The Pipeline Investment Program (PIPE) provides grants to construct the last few miles of natural gas distribution lines to business parks, existing manufacturing and industrial enterprises, which will result in the creation of new economic base jobs in the commonwealth while providing access to natural gas for residents.

Bensinger Court Gas Line Extension

\$565,531
approved

Airstrip Road Gas Line Extension

\$231,110
approved



Swiftwater Solar Grant

Apex Clean Energy of Charlottesville, Virginia, is developing Swiftwater Solar, an 80-MW facility that is expected to generate enough energy to power over 14,000 homes per year. Situated in Monroe, adjacent to existing transmission lines on remote private land, the location is highly suitable for a solar energy project.

Indoor Sports Facility Feasibility Study in partnership with the Monroe County Planning Commission

\$2500 approved

Multimodal Transportation Fund Grant

In November 2021, the Commonwealth Financing Authority approved \$753,032 in Multimodal Transportation Funds for Pocono Mountains Industrial Park Authority (PMIPA) to support The Ridge Road and Safety Improvements in Pocono Township. The Ridge is a new project being developed by Trap Enterprises including 400 multifamily residential units, a medical office building, and fast-food restaurant.



PROJECTS

LOGISTICS PROPERTIES CORPORATION DISTRIBUTION FACILITY



- **Smithfield Gateway** – Smithfield Gateway comprises 120 acres in East Stroudsburg, Smithfield Township along State Route 209 and 447. The location is just off the I-80 Marshalls Creek, Exit 309 on the site of the former Mosier's Dairy Farm. The project is a mixed-use commercial development designed to be a lifestyle, walkable community. There are several phases to the project, but the first phase that is currently under construction is a 40,000-square-foot medical office building for St. Luke's Hospital, 9,000 square feet of retail space, a restaurant pad, a fast-food pad, and a gas/convenience pad.

PMEDC has played an integral role in securing a variety of funding to support the required infrastructure improvements needed for the project. A Tax Increment Financing District was established along with the East Stroudsburg Area School District, Monroe County and Smithfield Township, to support road improvements to State Route 209 that will enhance safety in the corridor and improve traffic flow in a highly congested intersection. Grant funding totaling \$5,224,563 has been approved from various sources to also support the infrastructure improvements.

The economic impact of this development will be felt throughout the entire region, not just Smithfield Township.

- **Career Ready Monroe** – The Monroe Career Pathways Coalition is an emerging, collaborative effort among education entities, business representatives, community-based and workforce/economic development organizations. The goal is to implement a county-wide career pathways system that successfully prepares Monroe County students for post-secondary education or training for in-demand careers. PMEDC is a proud partner in this initiative and played a direct role in developing the Career Ready Monroe brand and website. PMEDC also partnered with the PA CareerLink office to apply for a Business Education Partnership Grant to support a student internship program. The application was awarded \$100,000 and due to COVID-19 restrictions, was extended into 2022. Visit www.CareerReadyMonroe.org to learn more.

- **Logistics Properties Corporation (LPC)** – PMEDC sold a 62-acre parcel in the Pocono Mountains Corporate Center South to LPC in February 2020. LPC constructed a 750,000-square-foot distribution facility on speculation. Construction of the facility is now nearing completion and a tenant for the building has been secured. The tenant is a company from The Netherlands and it will occupy the entire building.



SMITHFIELD GATEWAY

CAREER *Ready*
MONROE

BOARD MEMBER RECOGNITION

- **Mark Sincavage** served on the PMEDC Board from 2011 to 2020 and during his tenure performed the duties of Secretary. Mark was President of S.I.D.E. Corporation, a real estate development company founded in 1965 and Vice President of Sincavage Corporation, a commercial excavating contractor founded in 1986. Both companies were family-owned and managed and were responsible for the development of the first privately developed industrial park in Monroe County, New Ventures Commercial Park. Having lived in the Pocono Mountains his entire life, Mark has seen many changes and has been actively involved in many community organizations. He recently retired and spends his time between his residence in Florida and his residence in Blakeslee, PA. PMEDC appreciates the time Mark devoted to the organization and thanks him for his 10 years of service.
- **Zech Strauser** – Zechari (Zech) Strauser was appointed to the PMEDC Board in 2012 and represented the small business community very well. He started his landscape company, Strauser Nature's Helpers in 1998, and the company grew from a single-employee operation with 20 accounts to employing more than 20 people and servicing over 150 commercial and residential properties with yearly sales in surplus of \$1.3 million. Zech served on the Finance Committee and the Property Review Committee during his time on the board. PMEDC recognizes Zech's service and thanks him for taking time away from his business ventures to share his talents with our organization.



ZECH STRAUSER,
BOARD MEMBER
FROM 2012 TO 2021



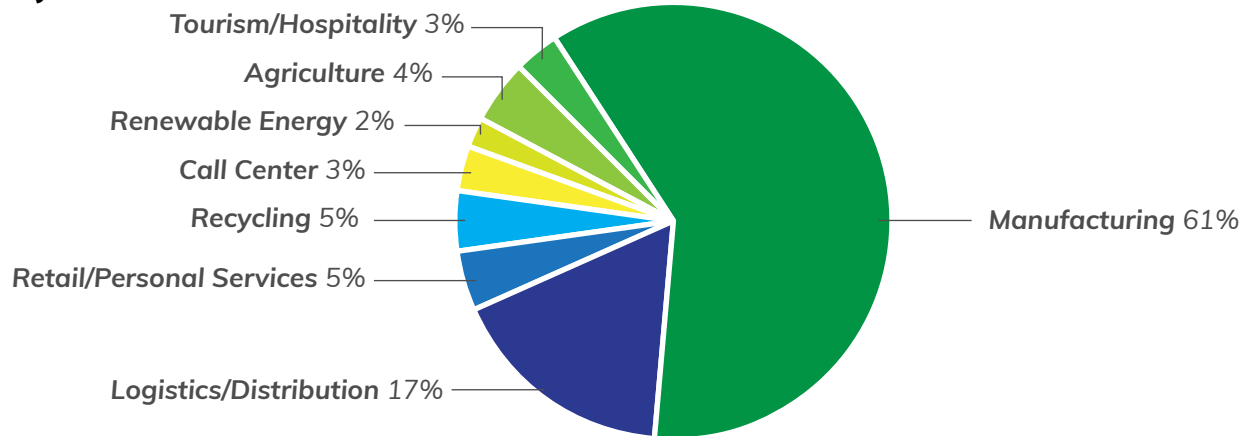
THE LATE JOHN BARLIEB,
BOARD MEMBER 1983 TO 2011

IN HONORED MEMORY

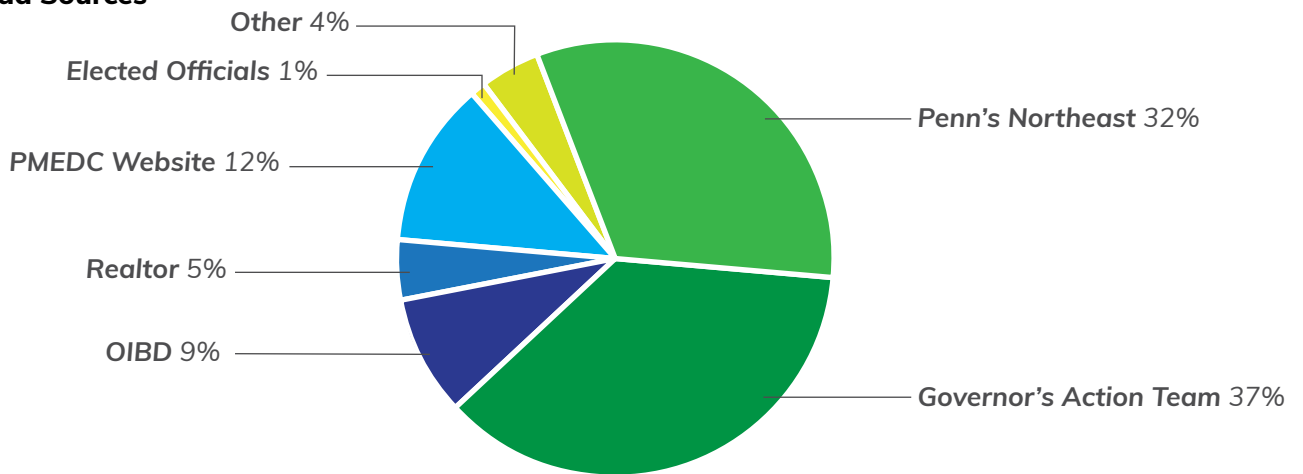
John Barlieb – John C. Barlieb passed away on March 9, 2021. John was a friend and dedicated PMEDC Board Member for 28 years serving from 1983 to 2011. His service was recognized at our Annual Dinner in 2012. We extend condolences to his wife, Mary, and daughter, Anne.

PROSPECT LEAD & REVENUE SOURCES

Prospect Lead Industry Sectors



Prospect Lead Sources



Revenue Sources

