ENTERPRISE-WIDE SOLUTIONS IN
ESTABLISHED MANUFACTURERS

BFTP/NEP MADE
333 INVESTMENTS IN MANUFACTURERS
TOTALING $20,047,555
MATCHED WITH $77,744,574 BY CLIENTS

CREATED 4,846 NEW MANUFACTURING JOBS

RETAINED 5,228 EXISTING MANUFACTURING JOBS
Like Electric Fire, the Energy of New Ideas spreads. In northeastern Pennsylvania, we have found that business incubation accelerates the growth of new companies. Through proximity, it creates a synergy among companies that reside in our incubators and provides ready access to a proven network of experts to fuel growth. That’s why we have begun exploring another expansion of Ben Franklin TechVentures, our award-winning incubator/post-incubator in Bethlehem that is again nearly filled. We will also be adding more member incubators to the Ben Franklin Business Incubator Network, which is among the largest incubator networks in the nation. Providing infrastructure in which early-stage firms are nurtured dramatically enhances their chances for success and is central to our mission.

Ben Franklin Technology Partners invests in, advises, and supports companies that create and retain highly paid, sustainable jobs. In addition to the direct economic benefits of our clients’ work, their products solve global problems, advance health care, and improve the human condition. Ben Franklin Technology Partners stokes the Electric Fire, the Energy of New Ideas.

R. Chadwick Paul, Jr.
President and Chief Executive Officer
Ben Franklin Technology Partners of Northeastern PA
BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA (BFTP/NEP) is part of a four-center, state-funded economic development initiative that began operations in 1983. The Ben Franklin program was created by the Commonwealth to play a leadership role in strengthening regional economies, building Pennsylvania’s technology economy, and creating and retaining high-wage, high-skilled jobs. The northeastern center is headquartered at Ben Franklin TechVentures®, a technology incubator/post-incubator facility on the Montaintop Campus of Lehigh University in Bethlehem. Regional offices are located in Bloomsburg, Reading, and Scranton.

BFTP/NEP’s mission is to promote, sustain, and invest in the development of our regional economy through innovation and partnering. Our strategy encompasses three key areas:

1. Developing early-stage, technology-based companies
2. Helping established manufacturers creatively apply new technology to achieve and sustain market success and competitive advantage
3. Promoting innovative community-wide initiatives that foster a supportive business environment for high-growth companies

As hundreds of companies have experienced, Ben Franklin delivers hands-on support, connections to critical resources, and investment funds at companies’ most vulnerable times. BFTP/NEP helps clients to achieve and sustain market success and competitive advantage. We are evaluated on the basis of the commercial accomplishments of our clients that are achieved as a result of our assistance.

BFTP/NEP staff partner with economic development colleagues to create and develop a comprehensive support system for early-stage and established technology-based companies throughout northeastern Pennsylvania. For example, we apply more than 30 years of business incubation expertise in leading the 10-member Ben Franklin Business Incubator Network. This collaboration is among the largest incubator networks in the United States.

FUNDING AND SERVICES THROUGHOUT BFTP CLIENTS’ DEVELOPMENT & GROWTH

CONCEPT
Creation of idea for company and beginning of prototype development

FORMATION
Creation of first-generation product and initial market testing

EARLY GROWTH
Refinement of the product and sales to early adopters

MATURITY
Established customer base and continuing growth

REINVENTION
Development of new products to seek additional market opportunities

BUSINESS ASSISTANCE

SEED INVESTMENTS – debt with warrants

GAP FUND – equity

JUMP START LOANS

SOLUTIONS NETWORK & ENTERPRISE DEVELOPMENT

- One-on-one direct business support
- Intensive, expert-driven strategy sessions
- Capital access assistance
- Investor presentation "Scrub" sessions
- Introductions to angel investor networks and venture capitalists
- Interim CFO program

ENTERPRISE-WIDE CLIENT ASSESSMENT

UNIVERSITY AND COLLEGE TECHNICAL ASSISTANCE AND APPLIED R&D

CONTINUED LONG-TERM SUPPORT

OTHER BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PA INITIATIVES

BEN FRANKLIN BUSINESS INCUBATOR NETWORK

- 10 member incubators
- Own and manage Ben Franklin TechVentures® and Bloomsburg Regional Technology Center

BEN FRANKLIN VENTURE IDOL – introducing clients to potential investors

BEN FRANKLIN IXCHANGE – premier regional executive networking event

COLLEGE AND UNIVERSITY RESOURCES – We tap into the strength of Pennsylvania's colleges and universities, whose faculty and students work directly with many of our clients. Ben Franklin provides a crucial link between client companies and the wealth of knowledge, facilities, and human resources in the Commonwealth’s higher education institutions.

INFRASTRUCTURE – BFTP/NEP staff partner with economic development colleagues to create and develop a comprehensive support system for early-stage and established technology-based companies throughout northeastern Pennsylvania.

VISIT US AT NEP.BENFRANKLIN.ORG.

Ben Franklin works with the most promising ventures that offer significant potential for future growth through the development of a new technology or an innovative application of existing technology. To qualify as clients, companies must be located in or relocate to BFTP/NEP’s 21-county northeastern Pennsylvania service area: Berks, Bradford, Carbon, Columbia, Lackawanna, Lehigh, Luzerne, Lycoming, Monroe, Montour, Northampton, Northumberland, Pike, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, and Wyoming. Companies in other Pennsylvania counties are referred to one of the three other Ben Franklin Technology Partners organizations headquartered in Philadelphia, Pittsburgh, and State College.

JUMP START LOANS

APPLICATIONS & INQUIRIES

BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA 2133 OAK STREET, STE 200, PHILADELPHIA, PA 19103 215.765.3000

SOUTHWESTERN PENNSYLVANIA CENTER FOR TECHNOLOGY INNOVATION 4000 PARKLAND AVENUE, STE 200, PITTSBURGH, PA 15213 412.765.3000

MEDICAL DEVICE CONSORTIUM 925 10TH AVENUE, STE 300, PITTSBURGH, PA 15211 412.742.2726
Ben Franklin Technology Partners literally supports the Energy of New Ideas by investing in energy innovations in early-stage firms and established manufacturers. These profiles illustrate how BFTP/NEP investments help companies to translate technological innovation into commercial success, jobs, and economic prosperity.

**ENERGY PROFILES**
INVESTMENTS

TO BUILD THE REGIONAL TECHNOLOGY ECONOMY, the Ben Franklin Technology Partners of Northeastern Pennsylvania invests in companies through the Challenge Grant provided by the Pennsylvania Department of Community and Economic Development. This year, through its allocation from the Pennsylvania Alternative Energy Development Program, Ben Franklin also invested in companies that are either developing new energy-related technologies or are seeking to employ energy conservation processes. Business and Technical Assistance investments provide early funding for specific projects that are crucial to a company’s development or operations. All clients were competitively selected as having the greatest potential for creating or retaining highly paid, sustainable jobs, introducing novel products or processes, and filling a viable market niche. Ben Franklin works with the most promising ventures on an enterprise-wide basis to enhance their entire way of doing business.

CHALLENGE GRANT INVESTMENTS

A. RIFKIN COMPANY

West Abington
University Partner: Lehigh University
Improve the cutting operation process and develop labor costs for the company’s newly acquired Hope Uniform product line, which is relocating from New Jersey. Rifkin is the leading manufacturer of commercial and financial credit card bags and is expanding into specialty apparel.
BFTP Investment: $17,100 → Total Budget: $88,761

BIO MED SCIENCES, INC.

Allentown
University Partner: Lehigh University
Complete implementation of a new Enterprise Resource Planning system at this producer of innovative and specialized materials for burn and wound care, and aesthetic skin care. Expected growth over the next three to five years necessitates a robust information technology system to improve operational efficiency, provide scalability and flexibility of operation, and meet customers’ demands.
BFTP Investment: $25,000 → Total Budget: $219,811

BOSCH REXROTH CORPORATION

Bethlehem
University Partner: Lehigh University
Develop and implement a process to automate data collection that will drive process improvements and enable predictive maintenance for machining centers throughout the company. Bosch Rexroth manufactures motion control equipment, including hydraulic and pneumatic components.
BFTP Investment: $25,000 → Total Budget: $145,119

CUSTOM PROCESSING SERVICES, INC.

Reading
University Partner: Lehigh University
Create new processes to manage internal logistics and minimize material handling costs during Custom Processing Services’ projected continued growth. Custom Processing Services provides sophisticated airjet milling, micronizing, blending, and testing of powdered materials on a contract and toll basis.
BFTP Investment: $15,000 → Total Budget: $54,046

EAST COAST EROSION CONTROL, LLC

Bernville
University Partner: Lehigh University
Improve back-end processes to enhance customer delivery performance, reduce cost-of-goods sold, increase efficiency, and maximize production capacity at this manufacturer of erosion control products for the construction industry. East Coast Erosion is one of the largest producers of erosion blankets in the U.S. This upgrade will allow the company to be the first in its industry to advance to this level, providing a competitive advantage and facilitating continued growth.
BFTP Investment: $25,000 → Total Budget: $145,292

EFFORT FOUNDRY, INC.

Bethlehem
University Partner: Lehigh University
Improve production methods and product tracking capabilities at this supplier of high-integrity steel parts for the pump, power generation, and military sectors. Technology upgrades at Effort will enhance its ability to shorten lead times and reduce costs.
BFTP Investment: $25,000 → Total Budget: $90,119

EGGZACK, INC.

Ben Franklin TechVentures, Bethlehem
Expand EggZack’s sales effort by adding more resellers and increasing its direct sales force. EggZack provides an automated sales and marketing system that is specially designed for companies that serve local markets. The web- and mobile-based platform automates the management of its clients’ websites, search engine optimization, social media, local search, email marketing, blogs, video, and directory optimization to generate more local leads. The system then makes it easier to convert leads into sales.
BFTP Investment: $50,000 → Total Budget: $280,500

HB CUSTOM MEDIA, INC.

Ben Franklin TechVentures, Bethlehem
Expand the commercialization effort for producing and selling custom tissue culture media, reagents, cell culture supplements, and mouse embryo culture media to the Research-Use-Only market. These products are essential for life sciences companies in various applications, including drug development, cancer research, nerve cell regeneration investigation, and treatments for heart attacks.
BFTP Investment: $25,000 → Total Budget: $105,000

JESSE JAMES & CO., INC.

Bethlehem
University Partner: Lehigh University
Reduce manufacturing and fulfillment costs and improve speed, productivity, and quality at this designer and manufacturer of bead and button embellishments for craft stores, mega-stores, and online distribution.
BFTP Investment: $25,000 → Total Budget: $135,119

JUAMA, INC.

Scranton
Continue to develop and commercialize a suite of customizable, fully supported event technologies for meetings and conferences that make events more productive. JUAMA provides tools that enhance networking capabilities in the professional conference space, that support scheduling for corporate teams, and that incorporate third-party provider content into its proprietary platform. These new areas of expansion deliver more information to conference attendees.
BFTP Investment: $100,000 → Total Budget: $1,128,300

LUTRON ELECTRONICS COMPANY, INC.

Coopersburg
University Partner: Lehigh University
Complete design and implementation of an improved, streamlined service scheduling system for this leading supplier of light control products for consumers and corporate customers.
BFTP Investment: $25,000 → Total Budget: $95,119

MEDITRICS LAB, LLC

Lewisburg
Conduct an expanded market launch of Medtrics’ enterprise-level clinical education platform that helps hospitals and universities respond to new accreditation and compliance requirements and manage the training of physicians, nurses, and other healthcare providers. Work includes completing the web application for physician training programs, developing both Apple mobile (iOS) and Android applications, and building additional features to support nursing schools.
BFTP Investment: $25,000 → Total Budget: $95,000

MINDBRIDGE INNOVATIONS, LLC

Allentown
Finalize a new sales strategy, revise financial models, and complete software development for the Coach AL™ interface between the at-home patient and physicians and therapists for the company’s OrthoBike™ therapy system. This rehabilitative tool for physical therapists provides range-of-motion, strength, and gait rehabilitation to patients after total hip and knee replacement and other lower-extremity surgeries.
BFTP Investment: $35,000 → Total Budget: $146,500
INVESTMENTS

OPTIMO INFORMATION TECHNOLOGY, LLC
Bucks County

Expand OPTIMO’s Legal Technology division. The company’s new eDiscovery and Forensics Managed Services electronically waxe through huge amounts of data to reconstruct electronic events in order to provide reliable information and evidence for legal, corporate, and government agencies in a cost-effective manner. OPTIMO delivers enterprise-level information technology products and services including software related to digital forensics, e-discovery, and litigation support.

BFTP Investment: $100,000 → Total Budget: $300,000

ORBWEAVER SOURCING, LLC
Bethlehem
Ben Franklin TechVentures, Bethlehem

Develop a “supplier pricing infrastructure” in a cloud-based software solution for electronic circuit board manufacturers. This feature will allow end customers and other industry participants to collect a more robust set of data from component manufacturers and distributors. Current sourcing and procurement models in the electronics manufacturing industry are highly inefficient. Orbweaver’s software platform will allow for more well-negotiated terms with suppliers, thereby reducing costs and increasing productivity for clients.

BFTP Investment: $95,000 → Total Budget: $538,400

PALRAM AMERICAS GROUP
Kutztown

University Partner: Lehigh University

Complete the development of standard operating procedures in order to maximize efficiencies at this manufacturer of polycarbonate and polyvinyl chloride plastic sheets. These standards will enhance safety and reduce both direct and indirect costs, leading to improved competitiveness and customer satisfaction.

BFTP Investment: $12,500 → Total Budget: $75,485

PRECISION POS, LLC
Jessup

Support marketing and sales efforts for the company’s tablet point-of-sale and online ordering technology for the restaurant industry and related food and beverage businesses.

BFTP Investment: $70,000 → Total Budget: $360,000

RADIUS TOOTHTRUSH
Kutztown

University Partner: Lehigh University

Complete facility assessment and planning to accommodate future growth at this manufacturer of innovative, high-performance ergonomic toothbrushes. The work will allow Radius to streamline manufacturing and increase productivity.

BFTP Investment: $18,500 → Total Budget: $92,087

REA.DEEMING BEAUTY, INC.
Bethlehem

University Partner: Lehigh University

Streamline current manufacturing process and shipping procedures by designing and implementing new automation techniques at Rea.deeming Beauty, manufacturer of the award-winning elliptical-shaped beauty-blender® makeup applicator. Rea.deeming supplies high-quality products for the beauty, professional, and retail markets. This work will improve the company’s ability to meet a steep increase in consumer demand and enhance its production and fulfillment capabilities while maintaining industry-leading quality assurance.

BFTP Investment: $25,000 → Total Budget: $125,796

SEKUR TECHNOLOGY, INC.
Allentown

Complete a sales and marketing strategy to launch a proprietary licensing, encryption, and storage solution to secure all types of digital media, including pdf documents, e-books, and audio/video files. The owner of the media can encrypt, track, and control the distribution of any file, on- or offline, preventing unauthorized transfer or download.

BFTP Investment: $11,000 → Total Budget: $31,000

SIMPLEX HOMES, INC.
Scranton

University Partner: Lehigh University

Map and analyze the designs of current processes to improve factory automation, material handling, storage, and inventory control. Simplex is a regional leader in high-quality modular construction and is positioning itself as an industry-leading builder of energy-efficient homes. The company built a prototype Net Zero home that is both environmentally conscious and economically prudent for homeowners.

BFTP Investment: $25,000 → Total Budget: $80,118

SKAFFL, LLC
Ben Franklin TechVentures, Bethlehem

Add functionality to Skaffl, a new mobile application through which teachers and students can exchange class materials, assignments, completed homework, and tests and grades. This digital application addresses the growing use of tablets in K-12 classrooms and the needs of teachers as they develop tools and curricula to enhance real-time educational interaction. There are no other applications that address these needs comprehensively while also being simple to use for students, teachers, and administrators.

BFTP Investment: $100,000 → Total Budget: $216,100

APPLIED SEPARATIONS, INC.

APPLYING TECHNOLOGY TO SAVE WATER, REDUCE ENERGY CONSUMPTION, AND CURB EFFLUENTS

APPLIED SEPARATIONS, INC. (ASI) is a world leader in supercritical fluid extraction. Carbon dioxide, in its supercritical fluid state, can extract caffeine from coffee and cinnamon oil from plants, clean the porous metals used in hip replacements, and dry aerogels used as insulation in spacecraft, among many other applications. ASI started in the original Ben Franklin Business Incubator with Ben Franklin seed funding and graduated to become an anchor tenant in the Bridgeworks Enterprise Center, a member of the Ben Franklin Business Incubator Network. The company expanded again and relocated to the Neighborhood Improvement Zone in center city Allentown. ASI has built two picogram-level cleanrooms in Allentown for original equipment manufacturing packaging of DNA forensic kits for Thermofisher, a $22 billion scientific equipment company.

ASI is now working as an established manufacturer with BFTP/NEP and Lafayette College on a new process for the waterless dyeing of textiles for clothing manufacturers and textile companies. Current fabric dyeing extraction technology, significantly reduces these impacts. It utilizes no water in production, creates no wastewater, and reduces energy requirements by 50%.

Applied Separations employs 50 in well-paid, sustainable jobs in center city Allentown and brings in as many as 20 temporary workers in peak production. The company is saving energy and water, reducing waste, and returning textile manufacturing jobs to the U.S.
INVESTMENTS

BFTP Investment: $75,000  Total Budget: $164,000

VIRTERRAS FOODS
Mosaic
Support the development of a large, state-of-the-art hydroponic greenhouse for climate-smart, year-round agriculture in Pennsylvania. Virterras’ site selection in Pennsylvania, innovative facility design, and environmentally sustainable growing practices will provide naturally ripened fresh produce to local stores with significant improvements in product taste and nutrition. The market for fresh, local food is growing rapidly. The U.S. now imports 65% of all fresh produce, and Virterras is part of a growing trend to bring local agriculture and jobs back to Pennsylvania.

BFTP Investment: $50,000  Total Budget: $420,000

ALTERNATIVE ENERGY DEVELOPMENT PROGRAM INVESTMENTS

CEWA TECHNOLOGIES
Wyoming
Complete design, construct, and test prototypes of a new type of point-concentrated solar power dish that will deliver power for industrial and institutional applications at a lower cost due to its innovative shape and construction. The dish is capable of providing thermal power for power generation, desalination, and process heat applications at a cost comparable to fossil fuel-based sources of energy without government subsidy. Such cost competitiveness is novel in solar power dishes and critical to the growth of this alternative energy source.

BFTP Investment: $350,000  Total Budget: $797,000

COLYMER INDUSTRIES, LLC
Ben Franklin TechVentures, Bethlehem
Implement a marketing and sales strategy to commercialize a new, proprietary, non-asphalt roofing and waterproofing material called Tarzanite™. An improved coal tar formulation, Tarzanite is not water-soluble and is environmentally beneficial. The material is expected to outlast traditional asphalt-based materials by a factor of four.

BFTP Investment: $100,000  Total Budget: $250,000

HYDRO RECOVERY LP
Blossburg
University Partner: The Pennsylvania State University
Further develop and optimize the economic extraction of useful materials from residual frac water used in the development of natural gas wells. Hydro Recovery’s process converts the used water into a Hydraulic Stimulation Fluid (HSF™) that can subsequently be reused to extract more natural gas. This process eliminates the need to transport wastewater over long distances. Further, recycling frac water into a reusable product will save millions of gallons of freshwater each year and substantially reduce discharge of treated water into waterways.

BFTP Investment: $50,000  Total Budget: $150,000

BUSINESS AND TECHNICAL ASSISTANCE INVESTMENTS

BISO-ENERGY HOLDINGS, INC.
Greentown
Contract review for this producer of the patented A-Ceptor™. The A-Ceptor is an oil/water/solids separator, interceptor, and clarifier that provides cost-effective water treatment and recycle/reuse to the biodiesel, food service, and oil and gas industries.

BISON ANALYTICS, LLC
Lewisburg
Provide website design and HubSpot integration for Bison Analytics’ business intelligence software. The Bison Analytics System allows small business clients to easily utilize QuickBooks™ data for comprehensive financial consolidation, analysis, planning, and management.

COLYMER INDUSTRIES, LLC
Ben Franklin TechVentures, Bethlehem
Support Colymer’s preparations for prospective investor presentations. Colymer is producing a new, proprietary, non-asphalt roofing and waterproofing material called Tarzanite™, which is not water-soluble and is environmentally beneficial.

HYDRO4GE
Archbald
Conduct a “Tiger Session” – an intensive enterprise-wide analysis by a team of business experts – for this producer of information management support through technical advisory services and custom software development.

KENNEDY TOOL & DIE
Birdsboro
Conduct a manufacturing assessment for this designer and manufacturer of blow molds for the plastics industry.

MAP DECISIONS, LLC
Ben Franklin TechVentures, Bethlehem
Provide assistance with legal documents for this producer of infrastructure asset and work management software. Map Decisions’ secure, cloud-based mobile platform provides field mapping and data management services to state and local governments, utilities, and oil and gas transportation, and construction industries.

PRECISION POS, LLC
Jessup
Provide a strategy session and business plan support for Precision POS’ tablet point-of-sale and online ordering technology for the restaurant industry and related food and beverage businesses.

SALADAX BIOMEDICAL INC.
Greenport
Support social media marketing for this manufacturer of sterile injectable pharmaceuticals used in the medical community. As an FDA-registered manufacturer, USSF will employ advanced controls to comply with new federal quality standards for specialized and custom-compounded drugs.

SNAKE CREEK LASERS
Friendsville
Provide marketing support for the company’s cryogenic laser. Snake Creek Lasers is a premier supplier of innovative miniaturized lasers and laser modules for defense and commercial applications.

TSG SOFTWARE
Ben Franklin TechVentures, Bethlehem
Deliver business development support to this provider of software for business cleaning services, and property and facility managers. TSG’s Accelerator CC® automates traditionally manual processes into cloud software with mobile solutions, streamlining workflow.

US SPECIALTY FORMULATIONS, LLC
Ben Franklin TechVentures, Bethlehem
Provide Quickbooks™ support to this manufacturer of sterile injectable pharmaceuticals used in the medical community. As an FDA-registered manufacturer, USSF will employ advanced controls to comply with new federal quality standards for specialized and custom-compounded drugs.
Ben Franklin TechVentures opened in 2011, is a 47,000-square-foot addition to the original facility that increases the total space to 109,000 square feet. The architect was Spillman Farmer Architects and the construction manager was Allied Building Corporation, both based in Coopersburg, Pa.

Ben Franklin invested substantially in Vitrius and provided financial support for sales efforts and industry-required testing. The company has a demonstration site at Ben Franklin TechVentures that was installed in summer 2015 and is now commercializing its innovative products.

Vitrius windows incorporate Metalux architectural cladding, a metal-finishing technology that bonds metals to proprietary composite substrates, providing superior protection and durability while using 80% less metal than traditional processes. The windows integrate optically clear energy-producing glass, which can also be used in security glazing. Employing dynamic radiant glass technology, electrical resistance created in the window forms a thermal barrier between the inside and outside of the building, allowing for even more energy conservation. The technology can perform as a primary or auxiliary heat source, capable of heating entire buildings more efficiently. It is intelligently controlled and responds and reacts to its environment, as well as to user behavior.

Ben Franklin activated substantially in Vitrius and provided financial support for sales efforts and industry-required testing. The company has a demonstration site at Ben Franklin TechVentures that was installed in summer 2015 and is now commercializing its innovative products.

VITRIUS TECHNOLOGIES provides smart window systems for the residential, commercial, and institutional markets. Vitrius’ smart window systems utilize three proprietary innovations, creating windows that produce heat as well as greatly increase overall energy efficiency of the building. The windows have longevity and renewable energy profiles that are superior to competitors. Vitrius smart window systems are available in virtually any window configuration and profile material.

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VITAL TO THE REGIONAL ENTREPRENEURIAL ECOSYSTEM

Ben Franklin TechVentures and its staff bring together entrepreneurs, Lehigh University faculty and students, and other community partners to accelerate the growth of the region’s technology economy. The facility’s Innovation Institute, located on the fourth floor of Ben Franklin TechVentures, has emerged as a hub of entrepreneurial activity in northeastern Pennsylvania. The meeting, learning, and conference facilities serve clients and local partners, and the Institute has hosted and supported:

- Business Executives Networking Group
- Girl Develop It – Lehigh Valley
- Greater Lehigh Valley Chamber of Commerce
- Lehigh University Baker Institute for Entrepreneurship, Creativity, and Innovation
- Lehigh University Small Business Development Center
- Lehigh University Technical Entrepreneurship Program
- Lehigh University Venture Series
- Lehigh Valley Angel Investors
- Lehigh Valley Community Foundation
- Lehigh Valley Economic Development Corporation
- Lehigh Valley Tech: Hackathons, Meet-Ups, and Start-Up Weekends
- Pennsylvania Angel Network
- World Trade Club of the Lehigh Valley

Ben Franklin TechVentures and its Innovation Institute provide a venue, setting, and culture that have become an integral component of the entrepreneurial and technology ecosystem in northeastern Pennsylvania. Together, these efforts fuel innovation, catalyze the regional technology economy, and create the jobs of the future.

The Ben Franklin Business Incubator in Bethlehem, predecessor of Ben Franklin TechVentures, was among the first business incubators in Pennsylvania. BFTP/NEP currently owns and manages both Ben Franklin TechVentures and the Bloomsburg Regional Technology Center (BRTC). BFTP/NEP collaborated with economic development colleagues to establish and support a network of incubator facilities throughout northeastern Pennsylvania.

The reduced operating costs of starting a company in a business incubator are typically what initially draw early-stage companies to an incubator facility. But the business development assistance and sharing of best practices among tenants are also key benefits. With more than 30 years of business incubator experience and two National Business Incubation Association (NBIA) Incubator of the Year Awards, Ben Franklin staff meet with incubator network managers to exchange ideas and information, work collaboratively, and provide best practices support. BFTP/NEP is in the process of expanding its roster of member incubators in the Ben Franklin Business Incubator Network as new operations have emerged in the region. Prospective member incubators will meet established criteria for resident company support and adherence to established NBIA standards. With current membership at 10, the Ben Franklin Business Incubator Network is among the largest incubator networks in the nation.

Providing business incubators in which early-stage firms are nurtured substantially enhances companies’ chances for success. This element of regional economic development is key to our mission and an area of extensive experience and capability for BFTP/NEP.
ON THURSDAY, MAY 7, BFTP/NEP hosted its annual iXchange at the Zoellner Arts Center on the Lehigh University campus in Bethlehem. More than 500 technology entrepreneurs, business people, venture capitalists, economic developers, political leaders, and regional influencers from Ben Franklin’s 21-county service area attended.

Chad Paul, president and CEO of BFTP/NEP, began by describing how the Ben Franklin Technology Partners network has leveraged Pennsylvania’s economy from a focus on heavy manufacturing sectors that were declining to an economy with a strong and growing technology base. Ben Franklin invests in and supports early-stage technology firms, many of which are manufacturers, as well as established manufacturers to help them to utilize innovation to competitive advantage in the global economy.

“A key to Ben Franklin’s continued success is leverage,” said Paul. “We leverage our financial resources with complementary investments from venture capitalists, angels, and other institutional investors, as well as from the clients themselves. We leverage our staff expertise and the resources of Pennsylvania’s universities. We invest more than money in our clients; we provide them with comprehensive, enterprise-wide support.”

“A KEY TO BEN FRANKLIN’S CONTINUED SUCCESS IS LEVERAGE.” —CHAD PAUL

Paul also cited an independent study of the Pennsylvania Ben Franklin network, which determined that, over a five-year time period, the Commonwealth received a total of $502 million in additional state tax revenue as a result of Ben Franklin’s work. That represents a $3.60 return in new state tax revenue for every dollar Pennsylvania invested in the program.

The iXchange combined the presentation of Ben Franklin’s 21st annual Innovation Awards and executive networking sessions with a keynote by Michael Rogers. Rogers is a technology pioneer and “practical futurist” who most recently served as futurist-in-residence for The New York Times. He is a best-selling novelist whose fiction explores the impact of technology on humans.

Rogers addressed the Internet of Things and what the digital lifestyle means for business and life. The virtualization of America and the world is one of the biggest transitions in human history since urbanization, according to Rogers. With technology changing exponentially and people accepting it quickly, Rogers explored what the future will be like in eight to 10 years. He cited a ubiquitous virtual reality, more smart objects, and fundamental shifts in the way we engage in relationships.

Paul presented the 2015 Ben Franklin Technology Partners of Northeastern Pennsylvania Innovation Awards:

**Entrepreneurial Achievement**

The company that best exemplifies the quintessential entrepreneurial spirit: a combination of ingenuity, hard work, and innovation that has resulted in the creation of a successful and growing business venture.

**Highwood USA, LLC**, Hometown John Quarles, President

Highwood USA demonstrates the successful leverage of Ben Franklin support to accelerate the growth of a young firm. Highwood is a manufacturer of extruded-plastic synthetic-wood products that are used for outdoor furniture and hot tubs spas, as well as in exterior lumber applications such as decks, fencing, gazebos, and garden sheds. In addition to three financial investments, Ben Franklin linked Highwood with three college and university resources for product, process, and quality improvement.

Founded in 2003, Highwood proactively and continuously innovates its processes, introduces new products, and identifies and develops untapped niches in the marketplace. The company utilizes unique combinations of materials and manufacturing processes to produce state-of-the-art synthetic-wood products. Highwood has expanded its facility twice to keep pace with growth and has pursued a variety of environmental sustainability projects including high-efficiency lighting, a photovoltaic solar farm, and zero landfill. The company also actively invests in its employees through training and development, in support of its High-Performance Work Team management philosophy.

Highwood has begun another plant expansion that will add 23,000 square feet. Through thoughtful planning, bold strategy, and skillful execution, the firm continues to grow. It will continue to provide high-value jobs in Schuylkill County for years to come.

**Incubator Graduate**

The company that has best demonstrated successful Ben Franklin business incubation. The business has been operated skillfully and confidently, meeting all challenges, from the development of the product concept, execution of the business and technical plan, successful start-up and operation, to graduation from the incubator.

**Grather Technologies**, Hometown Michael L. Grather, President and CEO

Grather recently launched another new company. The LTL story demonstrates the importance of business incubators in providing support to early-stage firms. It portrays a successful business exit, executed by a founder who was able to attract an international business to the region that continued to create and retain good jobs.

Michael Grather recently launched another company. The LTL story demonstrates the importance of business incubators in providing support to early-stage firms. It portrays a successful business exit, executed by a founder who was able to attract an international business to the region that continued to create and retain good jobs. Finally, the LTL story illustrates the commitment of a serial entrepreneur who is now developing a second venture.

**Product Innovation**

The company that best demonstrates the commercialization of a unique, innovative product that creatively and effectively meets a market need.

**LifeAire Systems, LLC**, Allentown Kathryn C. Worrilow, Ph.D., Founder and CEO

LifeAire Systems discovers, develops, manufactures, and commercializes revolutionary air purification systems for the healthcare industry. Its systems remove pathogens and other contaminants from the air more effectively than any other available. The system complements surface decontamination protocols, creating a healthier environment for patients and medical staff and enabling significant improvement in clinical outcomes and patient care. There is considerable international interest in the system.
LifeAire Systems’ products have been installed throughout the U.S. and are protecting the highly sensitive clinical setting of In Vitro Fertilization, resulting in an average of more than 50% improvement in clinical pregnancy rates. Other applications to reduce the spread of communicable diseases such as influenza, tuberculosis, and measles may also evolve. More than 1.7 million patients in the U.S. develop Hospital-Acquired Infections each year, costing $37 to $45 billion annually. The company’s technology will also help address this enormous issue. LifeAire Systems’ technology will impact a continuum of patient care, beginning with the protection of the embryo, to the infant in the neonatal intensive care unit, to the patient in the operating room, and to the elderly in long-term-care facilities.

INNOVATIVE APPLICATION OF TECHNOLOGY

The company that best demonstrates a “break-the-mold” approach to integrating new or existing technology into its business.

ETHOSGEN LLC, Wilkes-Barre
James Abrams, CEO and Founder

EthosGen is revolutionizing the $1 billion renewable energy market with a patented and proprietary Thermal Energy to Electric Power System that captures and converts waste heat into scalable on-site electrical power. The generator manufactured by EthosGen can leverage an abundant resource of waste heat that is significantly underutilized or rejected energy. Commercial, industrial, and defense endusers experience the highest energy costs and most critical energy-resiliency challenges.

EthosGen’s competitive advantage provides for the greatest temperature range and output flow of waste heat, allowing the lowest cost to manufacture and top operational productivity. As a renewable source, waste heat offers consistent energy surety over solar and wind power and consistent costs when compared with fossil fuels.

EthosGen won the 2014 Ben Franklin Venture Idol. In 2014, the company was selected from 2,500 applications as one of the top 25 technologies in Sir Richard Branson’s Extreme Tech Challenge.

MANUFACTURING ACHIEVEMENT

The company that best exemplifies achievement in the manufacturing arena, showing a proven track record of success and an unending commitment to achieving and maintaining excellence in manufacturing.

MEDICO INDUSTRIES, INC., Wilkes-Barre
Thomas Medico, President

Medico Industries produces metal parts for oil and gas drilling companies, the automotive industry, and other customers. A focus on constant improvement has enabled the company to establish a truly flexible manufacturing facility that has economically transitioned through many changes in industrial needs.

Medico focuses on consistency in output through the implementation of a quality system and appropriate professional certifications. The company worked with Ben Franklin and the Emerging Technology Applications Center at Northampton Community College to identify energy savings. The result was an 18% reduction in Medico’s total energy costs. Medico credits the Ben Franklin work with the creation of 54 Pennsylvania jobs and the retention of 200 more over the past two years, as well as substantially enhanced competitiveness in a highly price-sensitive industry.

ENTREPRENEURIAL ADVOCATE

An individual from the community who has contributed his leadership, time, and expertise to helping entrepreneurs and the Ben Franklin Technology Partners accomplish their goals. This individual demonstrates a sincere and selfless desire to see the region thrive and backs up his commitment with appropriate action.

ANDREW STANTEN, President
Altitude Marketing, Emmaus

Andrew Stanten is an unwavering supporter of regional entrepreneurship and freely shares his expertise and experience widely with startups, established manufacturers, and students in northeastern Pennsylvania. Stanten is frequently at TechVentures, meeting with BFTP/NEP clients and providing pro-bono advice on strategy and marketing. Stanten also provides feedback to start-ups in Ben Franklin’s strategic “Tiger Sessions.”

Having earned his MBA from Lehigh University, Stanten is a frequent guest lecturer in marketing classes at his alma mater. He has led Marketing 101 courses at Lehigh’s Small Business Development Center for six years and mentors student groups in Lehigh’s IBE program. He is also involved with the board of The Rising Tide Community Loan Fund, a credit supplier to small businesses.

Stanten is extraordinarily generous in supporting entrepreneurs. He is committed to giving back, in particular to Ben Franklin clients, to Lehigh University, and to the northeastern Pennsylvania business community.

PARTNERSHIP

An individual whose strong vision, dedication, and commitment have helped the Ben Franklin Technology Partners accomplish its goals. This support demonstrates a sincere desire to see the region thrive.

EDWARD J. MCCANN, JR., Retired COO
Berks County Workforce Investment Board, Reading

Ed McCann has been involved in Greater Reading workforce efforts for nearly 40 years, retiring in fall 2014. McCann has a unique skill in identifying how different companies and groups can network and benefit through partnerships. He has served on Ben Franklin’s Greater Reading/Schuylkill Advisory Board for more than 20 years and continues to sit on a number of Chamber committees and to support community initiatives.

McCann has been a valuable resource in advising Ben Franklin about new programs and initiatives in Greater Reading that are of value to client companies. He is an active member of Ben Franklin’s Medical Device Consortium and provided strategic input with the Wall Street West initiative.

McCann has been a staunch and loyal advocate for Ben Franklin Technology Partners. His work has provided Greater Reading companies with many opportunities to benefit even more from Ben Franklin funding, expertise, and networking support.
GILSON BOARDS

EMPLOYS AERONAUTICAL ENGINEERING PRINCIPLES TO MAKE THREE-DIMENSIONAL SNOWBOARD BASES THAT PROVIDE A UNIQUE FEEL ON THE MOUNTAIN.

GILSON BOARDS, WINFIELD, won Ben Franklin Venture Idol, hosted by BFTP/NEP at Ben Franklin TechVentures’ Innovation Institute. The sold-out event was held on Thursday evening, Nov. 12.

Ben Franklin Venture Idol is a cross between “Shark Tank®” and “American Idol™” but with great networking and food. The event illustrates a significant way in which early-stage entrepreneurs seek and obtain seed capital. Approximately 250 guests attended the sold-out Venture Idol, which included pre- and post-event executive networking receptions. Eight entrepreneurs were selected as competitors. In addition to Gilson Boards, the competitors were CDC Software, LLC, Bloomsburg; ChannelApe, Jessup; MindMe, Inc., Bethlehem; Orbweaver, Bethlehem; Precision POS, LLC, Jessup; US Specialty Formulations, LLC, Bethlehem; and viihealth, Inc., Bethlehem.

Three of the eight startup technology companies – CDC Software, LLC; Gilson Boards; and Orbweaver – earned their way to finalist status in a round of judging in the afternoon. Following a networking session beginning at 5:30 p.m., the evening event began with a keynote address by Kathryn C. Worrilow, Ph.D., founder and chief executive officer of BFTP/NEP client LifeAire Systems, LLC, Allentown. The three company finalists then pitched their ventures to investors and the audience.

After short critiques from the panel of investors, the audience members “funded” the companies, crowdfunding style. With $100 of “Ben Bucks,” each guest distributed his or her “investment dollars” in whole or part among the three finalists. Ben Franklin will award $15,000 in real dollars to the companies based on the audience vote.

Gilson Boards is a snowboard manufacturer that designs bases in three dimensions for an enhanced and unique “feel” on the mountain. Applying aeronautical engineering concepts, Gilson snowboards have a three-dimensional base that is faster, stronger, and more flexible than traditional products, storing more energy for the “pop” that is sought by snowboarders. The company merges the woodworking heritage of rural Pennsylvania with the precision of modern technology. Gilson snowboards take advantage of the concept that, in motion, snow behaves much like water and air, and, like airplanes and boats, the boards are curved to deliver a better ride. Outside Magazine ranked Gilson Boards among the “Top 6 U.S. Ski and Snowboard Manufacturers,” and WIRED lists Gilson Boards in “2015 Gear of the Year.”

THE EVENING’S INVESTOR PANELISTS:

CLARK DEHAVEN, Soundboard Angel Fund and Inflection Point Strategic Advisors

MIKE GAUSLING, Originate Ventures

BRUCE LUEHRS, Rittenhouse Ventures

STEPHANIE OLEXA, Lehigh Valley Angel Investors and Lead to the Future

Chad Paul, Ben Franklin Technology Partners president and CEO; Nick Gilson, CEO of Gilson Boards; and Fred Beste, Ben Franklin Technology Partners board chairman
GOVERNOR’S IMPACT AWARDS

GOV. TOM WOLF RECOGNIZED 26 CLIENTS OR ALUMNI OF THE BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA as companies that are creating high-value, sustainable jobs and making positive contributions to the state’s economy. More than 700 attended the Governor’s Impact Awards luncheon on May 21 in Hershey.

CLIENT & ALUMNI FINALISTS:

ENTREPRENEUR IMPACT AWARD
Bio Med Sciences, Inc., Allentown
Custom Processing Services, Inc., Reading
CyOptics, Inc., Breinigsville
EcoTech Marine, LLC, Allentown
Gilson Boards, LLC, Winfield
Golden Technologies, Old Forge
Snake Creek Lasers, Friendsville

SMALL BUSINESS IMPACT AWARD
Altitude Marketing, Emmaus
Fragrance Manufacturing, Inc., Allentown
JUJAMA, Scranton
Orbel Corporation, Easton
ProtoCAM, Allentown
Suburban Testing Laboratories, Reading

EXPORT IMPACT AWARD
Brush Industries, Inc., Sunbury
C.F. Martin & Co., Nazareth
Channel Veneers USA, Troy
Dynalene, Inc., Whitehall
EthosGen, LLC, Wilkes-Barre
Lockheed Martin, Archbald
MegaPhase, Stroudsburg
Radius Toothbrush, Kutztown

JOBS THAT PAY AWARD
Follett Corporation, Easton
Solar Innovations, Pine Grove

COMMUNITY IMPACT AWARD
Gentex, Simpson
Just Born Incorporated, Bethlehem
Playworld Systems, Lewisburg

ELEVEN OF THESE COMPANIES WON FIRST-PLACE HONORS:

1 C.F. MARTIN & CO. • NAZARETH
   Export Impact Award
   Lehigh Valley Region

2 CHANNEL VENEERS USA • TROY
   Export Impact Award
   Northern Tier Region

3 CYOPTICS, INC. • BREINIGSVILLE
   Entrepreneur Impact Award
   Lehigh Valley Region

4 FOLLETT CORPORATION • EASTON
   Jobs That Pay Award
   Lehigh Valley Region

5 GOLDEN TECHNOLOGIES • OLD FORGE
   Entrepreneur Impact Award
   Northeast Region

6 JUST BORN INCORPORATED • BETHLEHEM
   Community Impact Award
   Lehigh Valley Region

7 LOCKHEED MARTIN • ARCHBALD
   Export Impact Award
   Northeast Region

8 ORBEL CORPORATION • EASTON
   Small Business Impact Award
   Lehigh Valley Region

9 PLAYWORLD SYSTEMS • LEWISBURG
   Community Impact Award
   Central Region

10 RADIUS TOOTHBRUSH • KUTZTOWN
   Export Impact Award
   Southeast Region

11 SOLAR INNOVATIONS • PINE GROVE
   Jobs That Pay Award
   Northeast Region

BEN FRANKLIN IMPACT

The Ben Franklin Technology Partners provides early-stage technology firms with access to seed capital, business and technical expertise, and a robust network of expert resources. We also enhance the competitiveness of established manufacturers by developing and implementing key product and process innovation strategies. For more than 32 years, the Ben Franklin Technology Partners has delivered results, earning international recognition as the gold standard in technology-based economic development.
THE PENNSYLVANIA DEPARTMENT OF COMMUNITY AND ECONOMIC DEVELOPMENT, which funds and oversees Ben Franklin Technology Partners statewide, has earned international acclaim for the success of the program in creating and retaining highly paid, sustainable technology-based jobs throughout the Commonwealth.

STATEWIDE RESULTS

THE BEN FRANKLIN TECHNOLOGY PARTNERS commissioned an independent, third-party evaluation of its impact on the state’s economy that was conducted by the Pennsylvania Economy League and KLIOS Consulting. The report focused on Ben Franklin’s role in providing financial investments and related services to early-stage technology firms and established manufacturers in Pennsylvania.

THE REPORT DETERMINED THAT, FROM 2007 TO 2011:

→ BEN FRANKLIN PRODUCED A TOTAL OF 20,200 JOBS IN THE COMMONWEALTH THAT OTHERWISE WOULD NOT HAVE EXISTED.
→ THE COMMONWEALTH RECEIVED A TOTAL OF $502 MILLION IN ADDITIONAL STATE TAX RECEIPTS DUE TO BEN FRANKLIN.
→ NEW STATE TAX REVENUE GENERATED BECAUSE OF BEN FRANKLIN REPRESENTS A 3.6 TO 1 PAYBACK TO THE COMMONWEALTH ON ITS $137.7 MILLION INVESTMENT.

THE REPORT ALSO DETERMINED THAT, SINCE 1989:

→ BEN FRANKLIN GENERATED 89,000 ADDITIONAL JOBS AS A RESULT OF INCREASED PURCHASING AND INVESTMENT BY CLIENT FIRMS, YIELDING A TOTAL OF 140,000 NEW JOBS ATTRIBUTABLE TO BFTP’S WORK.

→ BEN FRANKLIN PRODUCED A TOTAL OF 20,200 JOBS IN THE COMMONWEALTH THAT OTHERWISE WOULD NOT HAVE EXISTED.
→ BEN FRANKLIN PRODUCED A TOTAL OF 51,000 ADDITIONAL JOBS IN CLIENT FIRMS.
→ BEN FRANKLIN HAS BOOSTED THE STATE’S ECONOMY BY MORE THAN $23.5 BILLION.

THE PENNSYLVANIA DEPARTMENT OF COMMUNITY AND ECONOMIC DEVELOPMENT, which funds and oversees Ben Franklin Technology Partners statewide, has earned international acclaim for the success of the program in creating and retaining highly paid, sustainable technology-based jobs throughout the Commonwealth.
BEN FRANKLIN OF NORTHEASTERN PENNSYLVANIA

THE BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA surveys its client companies on the economic impacts that are accomplished as a direct result of its investments. These figures are reported to the Pennsylvania Department of Community and Economic Development and are used to evaluate Ben Franklin’s effectiveness. BFTP/NEP has achieved the following results:

<table>
<thead>
<tr>
<th>Category</th>
<th>2014</th>
<th>Cumulative (since 1983)</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Jobs Created</td>
<td>386</td>
<td>16,600</td>
</tr>
<tr>
<td>Existing Jobs Retained</td>
<td>803</td>
<td>22,958</td>
</tr>
<tr>
<td>New Companies Started</td>
<td>12</td>
<td>470</td>
</tr>
<tr>
<td>New Products and Processes Developed</td>
<td>77</td>
<td>1,356</td>
</tr>
<tr>
<td>Companies Assisted</td>
<td>290</td>
<td>2,175</td>
</tr>
<tr>
<td>Follow-On Funding</td>
<td>$67.3 million</td>
<td>$1.357 billion</td>
</tr>
</tbody>
</table>

NE PA RESULTS

CHAD PAUL SELECTED FOR LEHIGH VALLEY BUSINESS HALL OF FAME

R. Chadwick Paul, Jr., president and CEO of BFTP/NEP, was inducted into the 2015 Lehigh Valley Business Hall of Fame on Dec. 8, 2015.

Paul was honored as a consummate entrepreneur who truly understands the dynamics of developing new ventures and who is genuinely interested in sharing his knowledge to help others. He has been a key player in catalyzing the Lehigh Valley economy’s transition from a focus on heavy manufacturing to technology-based sectors. He has encouraged and supported entrepreneurship in young people through Junior Achievement and Lehigh University. He has played a pivotal role in many community organizations that enrich our regional economy as well as our quality of life.

“CHAD PAUL EPITOMIZES THE SPIRIT AND INTENT OF THE BUSINESS HALL OF FAME. HE JOINS A SELECT GROUP OF BUSINESS PEOPLE WHO HAVE MADE A SUSTAINED AND SIGNIFICANT POSITIVE IMPACT ON THE LEHIGH VALLEY BUSINESS AND CULTURAL COMMUNITY.”

—MIKE O’ROURKE
Lehigh Valley Business publisher

FINANCIAL INFORMATION
FISCAL YEAR 2014-15

REVENUE SOURCES

$4.4 MILLION TOTAL SOURCES

$3.5 MILLION CHALLENGE GRANT

$0.9 MILLION OTHER

CHAD PAUL SELECTED FOR LEHIGH VALLEY BUSINESS HALL OF FAME
HYDRO RECOVERY LP has proven experience providing economical and environmentally friendly solutions in the management of oil and gas liquid waste. The company’s process treats the residual wastewater used in the development and extraction from natural gas wells into a product called Hydraulic Stimulation Fluid (HSF™) that can subsequently be reused to extract more natural gas. This process eliminates the need to transport wastewater over long distances to dispose of in injection wells. Further, recycling frac water into a reusable product saves millions of gallons of freshwater each year.

The company plans to build multiple regional plants that will be strategically located along main routes where natural gas wells are being drilled in the Marcellus Shale formation in Pennsylvania, Ohio, and West Virginia. The goal is to minimize transportation, thereby increasing convenience for customers, reducing trucking expenses, and diminishing truck traffic in local communities – all while being more environmentally friendly. Hydro Recovery has built three plants since October 2010: in Blossburg, Tioga County – operational June 2011; Antrim, in Duncan Township, Tioga County – operational March 2013; and Burgettstown, in Hanover Township, Washington County – operational in August 2015. At full capacity, each plant is designed to receive and treat approximately 10,000 barrels per day. In total, Hydro Recovery has created more than 60 new full-time skilled jobs, while adding significant additional benefits to the local real estate and payroll tax bases.
BOARDS

LEHIGH VALLEY REGION
John Barkanic
Director, Emerging Technology Applications Center
Northampton Community College
Donald M. Bernhard
Community Development Director, Downtown Allentown
Community Development Initiative
Patrick Clasen
Principal, EcoTech Marine LLC
Ed J. Ceringato
Private Consultant
Thomas J. Garrity
President, Compass Point Consulting, LLC
Michael J. Gausling
Managing Partner, Originate Ventures
Kenneth P. Guitto
General Manager, Sanofi-Topaz, Inc.
Sanofi Pasteur, Inc.
Ned D. Heindel, Ph.D.
Professor of Chemistry, Lehigh University
Kathy Henderson
Director of Economic Development, Carbon County
Chamber & Economic Development
Bernard M. Lesavoy
Partner, Lesavoy Butz & Seitz LLC
Victor Mazzitelli
Commissioner, Lehigh County
Mary Frances Postupack
Chief Operating Officer, Center for Research
and Economic Development
East Stroudsburg University
Stefan Rochus
Vice President, Business Development
Avago Technologies
Matthew A. Tuerk
VP of Administration and Investor Relations
Lehigh Valley Economic Development Corporation
Kerry A. Wrobel
Executive Vice President, LV Industrial Park, Inc.

POCONO/NORTHEAST REGION
John L. Augustine
Community Outreach Manager
Marcellus Shale Coalition
Kristine L. Augustine
Vice President, Scranton Chamber of Commerce

UPPER SUSQUEHANNA REGION
Scott Dawson
President, Core Business Solutions, Inc.
Dean B. Girton
Regional Advisory Board Chairman
President, Girton Manufacturing Company, Inc.

DELAWARE VALLEY REGION
The Honorable John R. Gardener
State Senator

BEN FRANKLIN: UNITED STATES EDA SUCCESS STORY

In its November 2015 e-newsletter, the U.S. Economic Development Administration (EDA) cited the Ben Franklin Technology Partners as an economic development success story. Over the years, Pennsylvania has faced economic challenges as manufacturing and industrial jobs have left the region. BFTP has helped the region to build new businesses and diversify its economy by providing both early-stage and established companies with funding, business and technical expertise, and access to a network of innovative, expert resources. BFTP has created 140,000 jobs since 1989 and has boosted the Pennsylvania economy by $6.8 billion. As BFTP has grown, the EDA has provided grants to support its expansion, including substantial support for Ben Franklin TechVentures.

‘IF GROWTH AND PROGRESS ARE A MEASURE OF SUCCESS, THEN BEN FRANKLIN TECHNOLOGY PARTNERS MAY BE ONE OF THE MOST SUCCESSFUL PROJECTS EDA HAS EVER SUPPORTED.’
— U.S. EDA
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Government and Community Relations

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Robert S. Thomson
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Lehigh Valley

Kerry M. McDonald
Senior Maintenance Coordinator for
Entrepreneurial Services
Ben Franklin TechVentures

in Ben Franklin TechVentures Frederick J. Beste III Lobby
during Sen. Casey’s October 2015 visit.
BEN FRANKLIN TECHNOLOGY PARTNERS IMPACT:
10,000+
NORTHEASTERN PA TECH-BASED MANUFACTURING JOBS
(1994-2014)

ENTERPRISE-WIDE SOLUTIONS IN
ESTABLISHED MANUFACTURERS

BFTP/NEP MADE
333 INVESTMENTS
IN MANUFACTURERS
TOTALING
$20,047,555
MATCHED WITH
$77,744,574
BY CLIENTS
CREATED
4,846
NEW MANUFACTURING JOBS
RETAINED
5,228
EXISTING MANUFACTURING JOBS

NEW PRODUCT DEVELOPMENT AND COMMERCIALIZATION IN
EARLY-STAGE FIRMS

76% OF BFTP/NEP START-UP CLIENTS BECOME THE TECH-BASED MANUFACTURERS OF TOMORROW.

STATEWIDE RESULTS
page 25

CLIENT GROWTH CHART
page 4

MORE NORTHEAST PA RESULTS
page 28

ENERGY PROFILES
page 5

THE ENERGY OF NEW IDEAS

2015