"An idea alone, no matter how brilliant or innovative, isn’t enough to build a viable company. The spark needs to be ignited. Enter the Ben Franklin Technology Partners. We leverage funding from the Commonwealth of Pennsylvania to help entrepreneurs and manufacturers commercialize their ideas with investments, links to proven resources, introductions, and in-house expertise."

R. CHADWICK PAUL, JR.
President and Chief Executive Officer
Ben Franklin Technology Partners of Northeastern Pennsylvania
A MESSAGE FROM THE CEO

IGNITING THE SPARK THROUGH LEVERAGE

BEN FRANKLIN TECHNOLOGY PARTNERS LEVERAGES STATE FUNDING to help entrepreneurs and manufacturers commercialize their ideas with investments, links to proven resources, introductions, and in-house expertise. Ben Franklin ignites the spark.

We are an extraordinary asset to Pennsylvania. Our work returns an incredible $3.90 in incremental state tax revenue for every $1 of state funding we receive. And Ben Franklin leverages Pennsylvania’s funding in so many more ways.

We provide seed capital to promising young companies that are often too early in their development to be interesting to other investors. Based on more than 35 years of institutional wisdom and a record of thorough vetting, support, and success, Ben Franklin has developed a reputation of excellence among venture capitalists, angel investors, and other institutional investors. This is important because a Ben Franklin investment is rarely enough to bring an early-stage firm to profitability. By earning a space in our portfolio, entrepreneurial clients can leverage that valuable endorsement with Ben Franklin network introductions for additional consideration among follow-on funders.

Part of our mission is to link early-stage technology firms and established manufacturers with Pennsylvania’s colleges and universities. We leverage the resources of each to their mutual benefit. By connecting clients with the staff, students, equipment, and resources of these schools, we provide higher education with opportunities for real-world application of academic expertise and classroom experiences. The knowledge, access to equipment, and “extra set of hands” that our client companies receive from the colleges and universities allow them to be more globally competitive with innovation.

Through our Ben Franklin Business Incubator Network, among the largest in the U.S., we apply decades of business incubation know-how to the benefit of the 13 member incubators in their support of young companies. As the owner and manager of the award-winning Ben Franklin TechVentures® incubator and the Bloomsburg Regional Technology Center, we leverage our deep incubator expertise for the benefit of the entire region.

So what does all this leverage do for Pennsylvania? Ben Franklin Technology Partners has played a leadership role in growing companies in technology-based sectors that have substantially improved the state’s economy. Thirty-five years of strategic, productive, and cooperative work in improving the business technology ecosystem has generated real impact.

The results: highly paid, sustainable jobs; a diversified, resilient economy; and the invention of products and services that improve the human condition.

“The results of Ben Franklin’s work are highly paid, sustainable jobs; a diversified, resilient economy; and the invention of products and services that improve the human condition.”

We provide seed capital to promising young companies that are often too early in their development to be interesting to other investors. Based on more than 35 years of institutional wisdom and a record of thorough vetting, support, and success, Ben Franklin has developed a reputation of excellence among venture capitalists, angel investors, and other institutional investors. This is important because a Ben Franklin investment is rarely enough to bring an early-stage firm to profitability. By earning a place in our portfolio, entrepreneurial clients can leverage that valuable endorsement with Ben Franklin network introductions for additional consideration among follow-on funders.

Part of our mission is to link early-stage technology firms and established manufacturers with Pennsylvania’s colleges and universities. We leverage the resources of each to their mutual benefit. By connecting clients with the staff, students, equipment, and resources of these schools, we provide higher education with opportunities for real-world application of academic expertise and classroom experiences. The knowledge, access to equipment, and “extra set of hands” that our client companies receive from the colleges and universities allow them to be more globally competitive with innovation.

Through our Ben Franklin Business Incubator Network, among the largest in the U.S., we apply decades of business incubation know-how to the benefit of the 13 member incubators in their support of young companies. As the owner and manager of the award-winning Ben Franklin TechVentures® incubator and the Bloomsburg Regional Technology Center, we leverage our deep incubator expertise for the benefit of the entire region.

So what does all this leverage do for Pennsylvania? Ben Franklin Technology Partners has played a leadership role in growing companies in technology-based sectors that have substantially improved the state’s economy. Thirty-five years of strategic, productive, and cooperative work in improving the business technology ecosystem has generated real impact.

The results: highly paid, sustainable jobs; a diversified, resilient economy; and the invention of products and services that improve the human condition.

“The results of Ben Franklin’s work are highly paid, sustainable jobs; a diversified, resilient economy; and the invention of products and services that improve the human condition.”

We provide seed capital to promising young companies that are often too early in their development to be interesting to other investors. Based on more than 35 years of institutional wisdom and a record of thorough vetting, support, and success, Ben Franklin has developed a reputation of excellence among venture capitalists, angel investors, and other institutional investors. This is important because a Ben Franklin investment is rarely enough to bring an early-stage firm to profitability. By earning a place in our portfolio, entrepreneurial clients can leverage that valuable endorsement with Ben Franklin network introductions for additional consideration among follow-on funders.

Part of our mission is to link early-stage technology firms and established manufacturers with Pennsylvania’s colleges and universities. We leverage the resources of each to their mutual benefit. By connecting clients with the staff, students, equipment, and resources of these schools, we provide higher education with opportunities for real-world application of academic expertise and classroom experiences. The knowledge, access to equipment, and “extra set of hands” that our client companies receive from the colleges and universities allow them to be more globally competitive with innovation.

Through our Ben Franklin Business Incubator Network, among the largest in the U.S., we apply decades of business incubation know-how to the benefit of the 13 member incubators in their support of young companies. As the owner and manager of the award-winning Ben Franklin TechVentures® incubator and the Bloomsburg Regional Technology Center, we leverage our deep incubator expertise for the benefit of the entire region.

So what does all this leverage do for Pennsylvania? Ben Franklin Technology Partners has played a leadership role in growing companies in technology-based sectors that have substantially improved the state’s economy. Thirty-five years of strategic, productive, and cooperative work in improving the business technology ecosystem has generated real impact.

The results: highly paid, sustainable jobs; a diversified, resilient economy; and the invention of products and services that improve the human condition. The spark is ignited!
**PROGRAM OVERVIEW**

**THE BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA (BFTP/NEP)** is part of a four-center, state-funded economic development initiative that began in 1983. The Ben Franklin program was created by the Commonwealth to play a leadership role in strengthening regional economies, building Pennsylvania’s technology-based economy, and creating and retaining highly paid, sustainable jobs. The northeastern center is headquartered at Ben Franklin TechVentures®, a technology incubator/accelerator facility at Lehigh University’s Mountaintop Campus in Bethlehem, Pa. 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 innovative strategies and programs. Our strategy encompasses three key areas:

1. **developing and growing early-stage technology-oriented companies**
2. **supporting established manufacturers as they creatively apply new technology to help them succeed globally by producing better, faster, and at a lower cost; and**
3. **promoting an innovative, community-wide infrastructure that supports Pennsylvania’s business ecosystem.**

Ben Franklin works with the most promising ventures that offer significant potential for future job 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, Montgomery, Monroe, Northampton, Northumberland, Pike, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, and Wyoming. We refer companies in other Pennsylvania counties to one of our three colleague Ben Franklin Technology Partners organizations headquartered in Philadelphia, Pittsburgh, and State College.

As hundreds of companies have experienced, Ben Franklin delivers hands-on support, connections to critical resources, and investment of banks of 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 job creation, achievement and sustain market success and commercial accomplishments of our clients that are achieved as a result of our assistance.

**CAPITAL** — Ben Franklin investments in early-stage firms typically range from $30,000 to $400,000 for each tranche, with a maximum total investment over several years reaching $300,000 to $400,000. The value calculated risks involving in young, unproven companies. We assist early-stage firms as they prepare to raise additional capital and provide them with an important and well-respected initial investment.

We also support established manufacturers by providing investments in innovation of up to $25,000 per project, for a total to exceed $150,000 per client. The work is usually technology development or application-driven and is accompanied with a college or university partner. The goal is to make the client’s product or manufacturing process leader, less costly, and/or more competitive.

**BUSINESS AND TECHNICAL EXPERTISE** — Each company in the Ben Franklin portfolio benefits from the collective experience of seasoned professionals who focus on turning high-potential ideas into high-growth businesses. In-house expertise is complemented by the Ben Franklin Solutions Network of advisors, professional service providers, investors, and college and university experts. Members of the Solutions Network number more than 700, many of whom are called upon multiple times a year, creating a powerful and comprehensive support program for clients.

**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 an essential link between client companies and the wealth of knowledge, equipment, facilities, and human resources in the Commonwealth’s highest education institutions.

**INFRASTRUCTURE** — BFTP/NEP staff partner with other economic development organizations to create and develop a comprehensive support system for early-stage technology-based companies and established manufacturers throughout northeastern Pennsylvania. For example, we apply more than 35 years of business incubation expertise in guiding the 33-member Ben Franklin Business Incubator Network. Business incubation provides significant support to young firms as they launch.

**STATE FUNDING**

This year, the Ben Franklin Technology Partners of Northeastern Pennsylvania joined with our three colleague Ben Franklin centers in an effort to increase state investments in the Ben Franklin program. Pennsylvania’s total current funding for the Ben Franklin Technology Development Authority Fund in the 2019-20 fiscal year is $14.5 million. A new fiscal year begins July 1, 2020.

At the current funding level, and because of the competitive nature of state investments in innovation, Ben Franklin recently has been unable to invest in some deserving companies. Additional investments will allow us to capture those opportunities and support more promising companies that have strong potential to create highly paid, sustainable jobs. We want to leverage our current $3.9-to-$1 return on investment to increase investment for the Commonwealth.

Since inception, Ben Franklin Technology Partners statewide has boosted the state economy by more than $2.3 billion, helping to generate 148,000 jobs through investments in client firms and startup companies in Pennsylvania. That’s why Ben Franklin is one of the most widely known and emulated tech-based economic development programs in the nation. Ben Franklin stands poised to efficiently and effectively increase Pennsylvania’s investments in innovation to the great benefit of the Commonwealth.

We appreciate the state’s support and look forward to continuing to work with the administration and other elected leaders to ensure Pennsylvania remains the gold standard for high-tech investment and development. Please join us in supporting increased investments in Ben Franklin Technology Partners after the Governor’s 2020-21 budget is unveiled in February and then debated by the General Assembly through June.

**WHAT INCREASED STATE INVESTMENTS IN THE BEN FRANKLIN TECHNOLOGY PARTNERS COULD LOOK LIKE OVER FIVE YEARS:**

- **40,000 MORE COMPANIES RECEIVING INVESTMENT**
- **$928 MILLION MORE IN BEN FRANKLIN INVESTMENT**
- **$883 MILLION MORE IN LIFE-SCIENCES/TECH-ON-FUNDING**
- **1,000 MORE JOBS CREATEd**
- **44,000 MORE JOBS RETAINED**
- **$2.4 BILLION MORE COMPANIES ASSISTED**

Ben Franklin Technology Partners of Northeastern Pennsylvania
CONCEPT
Creation of idea for company and beginning of prototype development
• Seed investments – loans with warrants
• Business & Technical Assistance grants
• Jump Start loans

FORMATION
Creation of first-generation product and initial market testing
• Seed investments – loans with warrants
• Business & Technical Assistance grants

EARLY GROWTH
Refinement of the product and sales to early adopters
• Gap Fund – equity
• 1:1 matching grants for established manufacturers

MATURE
Established customer base and continuing growth
• Gap Fund – equity

REINVENTION
Development of new products to seek additional market opportunities
• Gap Fund – equity

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
• BEN FRANKLIN BUSINESS INCUBATOR NETWORK
• 13 member incubators
• BFTP owns and manages Ben Franklin TechVentures and the Bloomsburg Regional Technology Center.
• BEN FRANKLIN VENTURE IDOL – introducing clients to potential investors
• BEN FRANKLIN iXCHANGE – premier regional executive networking event

UNIVERSITY AND COLLEGE TECHNICAL ASSISTANCE AND APPLIED R&D

CONTINUED LONG-TERM SUPPORT
• Gap Fund – equity

OTHER BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PA INITIATIVES

BETHLEHEM TECHNOLOGY CENTERS I AND II
• College and university centers of excellence
• Medical Device Group

STAGE IN COMPANY DEVELOPMENT
FINANCIAL SUPPORT
BUSINESS ASSISTANCE
The BFTP/NEP Board of Directors approved the following investments in 2018-19.

## CHALLENGE GRANT INVESTMENTS

### ABC INC.
- Bethlehem
- University Partner: Lehigh University’s Enterprise Systems Center
- Review all aspects of ABC’s inventory management practices and implement a materials replenishment strategy. ABC manufactures low-moisture beginners tobacconist products and sales.
- BFTP Investment: $25,000   Total Project Budget: $70,000

### ADELPHIA SEAFOOD
- Allentown
- University Partner: Lehigh University’s Center for Supply Chain Research
- Complete facility improvements in the production and packaging areas at this processor, and add a diverse range of fresh and frozen seafood to its existing product offerings.
- BFTP Investment: $7,000   Total Project Budget: $44,943

### B. BRAUN MEDICAL, INC.
- Allentown
- University Partner: Lehigh University’s Enterprise Systems Center
- Complete a detailed decision support tool that addresses analyses and alternatives to assist in optimizing B. Braun’s facilities. This project includes a supply chain analysis.
- BFTP Investment: $22,000   Total Project Budget: $70,000

### BEARING AND DRIVE SOLUTIONS
- Reading
- University Partner: Lehigh University’s Enterprise Systems Center
- Implement a new Enterprise Resource Planning system and review of manufacturing processes at this multi-vendor company to improve system integration and costing and streamline operations. Bearing and Drive Solutions repairs electric motors, stands, and generators, and in-house production management mies and chemical systems; provides electrical and mechanical field service and construction; and sells and services the Trailer Tester product.
- BFTP Investment: $25,000   Total Project Budget: $82,243

### BLASCHAK COAL CORPORATION
- Allentown
- University Partner: Lehigh University’s Energy Research Center
- Develop a process to efficiently extract fine flake graphite, which is used in many high-tech applications in electronics, optical, and magnetic devices. Continuing the use of advanced analytics to improve operating efficiency.
- BFTP Investment: $25,000   Total Project Budget: $102,264

### BISNATT EASTON, INC.
- Nazareth
- University Partner: Lehigh University’s Enterprise Systems Center
- Improve warehouse and operations efficiencies at the flooring manufacturer’s distribution centers. Expands the company’s new materials composite manufacturing line.
- BFTP Investment: $25,000   Total Project Budget: $70,000

### B. FRANKLIN TECHNOLOGY PARTNERS OF NORTH PENNSYLVANIA
- Williamsport
- University Partner: Lehigh University’s Enterprise Systems Center
- The very competitive selection process identifies those companies that show the greatest potential for creating or retaining highly paid, sustainable jobs; those companies that show the greatest potential for sales growth; and clients that leverage drone-based aerial data to create efficiencies that save money and time.
- BFTP Investment: $290,000   Total Project Budget: $564,000

### COUGLE'S RECYCLING, INC.
- East Stroudsburg
- University Partner: Northampton Community College’s Emerging Technology Applications Center
- Upgrade FMI’s Enterprise Resource Planning system to accommodate growth so the company can operate more efficiently and serve larger customers. FMI provides effective and efficient products for the food and drug industry. Its materials are sold throughout the world and are used in diverse applications in electronic, optical, and magnetic devices. These technology upgrades will shorten lead times and reduce costs.
- BFTP Investment: $18,000   Total Project Budget: $58,000

### EAST COAST EROSION CONTROL
- Pottsville
- University Partner: Northampton Community College’s Emerging Technology Applications Center
- Upgrade FMI’s Enterprise Resource Planning system to accommodate growth so the company can operate more efficiently and serve larger customers. FMI provides effective and efficient products for the food and drug industry. Its materials are sold throughout the world and are used in diverse applications in electronic, optical, and magnetic devices. These technology upgrades will shorten lead times and reduce costs.
- BFTP Investment: $18,000   Total Project Budget: $58,000

### EFFORT FOUNDRY, INC.
- Mahanoy City
- University Partner: Lehigh University’s Enterprise Systems Center
- Improve back-end processes to enhance customer delivery and service company to improve system integration and costing and streamline operations. Bearing and Drive Solutions repairs electric motors, stands, and generators, and in-house production management mies and chemical systems; provides electrical and mechanical field service and construction; and sells and services the Trailer Tester product.
- BFTP Investment: $25,000   Total Project Budget: $115,000

### FRESHEX INC.
- Allentown
- University Partner: Lehigh University’s Enterprise Systems Center
- Improve back-end processes to enhance customer delivery and service company to improve system integration and costing and streamline operations. Bearing and Drive Solutions repairs electric motors, stands, and generators, and in-house production management mies and chemical systems; provides electrical and mechanical field service and construction; and sells and services the Trailer Tester product.
- BFTP Investment: $25,000   Total Project Budget: $718,000

### FRESHPET, INC.
- Allentown
- University Partner: Lehigh University’s Enterprise Systems Center
- Upgrade FMI’s Enterprise Resource Planning system to accommodate growth so the company can operate more efficiently and serve larger customers. FMI provides effective and efficient products for the food and drug industry. Its materials are sold throughout the world and are used in diverse applications in electronic, optical, and magnetic devices. These technology upgrades will shorten lead times and reduce costs.
- BFTP Investment: $18,000   Total Project Budget: $58,000

### HERITAGE SIGNS & DISPLAY, INC.
- Waynesboro
- University Partner: Lehigh University’s Enterprise Systems Center
- Complete rebuilds of standard operating procedures and training manuals and apply advanced analytical techniques for correlating customer data with production information in order to improve product and customer satisfaction. FMI’s products are targeted to meet the needs of the food, pharmaceutical, and cosmetic industries and are made in the U.S.
- BFTP Investment: $65,000   Total Project Budget: $360,000

### *(Continued)*
HEUDA HEALTH, LLC
East Stroudsburg University Innovation Center

Copper and copper alloy coil and stainless steel strip to

BFTP Investment: $43,750   Total Project Budget: $403,850

Select and implement a new Enterprise Resource Planning

Supply Chain Research

University Partner: Lehigh University’s Center for Supply Chain Research

Support the company in the process enhancements to improve efficiencies. M.J. Rainier is a private contract labeling company focusing on health, safety, non-potable drinking water, non-potable water, and solid or chemical retarders and facings to leading manufacturers, laminates and institutional markets.

BFTP Investment: $25,000   Total Project Budget: $132,000

JED POOL TOOLS, INC.
Reading

University Partner: Lehigh University’s Enterprise Systems Center

BFTP Investment: $30,000   Total Project Budget: $205,000

Design and implement an automated wash system for

MT. EVERETTS FROZEN CREATIONS
Mt. Bethel

BFTP Investment: $14,150   Total Project Budget: $36,600

Complete the design and layout of new manufacturing

LAMTEC CORPORATION
Mt. Airy

University Partner: Lehigh University’s Enterprise Systems Center

BFTP Investment: $70,000   Total Project Budget: $143,500

Evaluate the current manufacturing process, office area, and

NESCO PRODUCTS CORPORATION
Muncy

University Partner: Lehigh University’s Center for Supply Chain Research

BFTP Investment: $25,000   Total Project Budget: $251,000

Complete improvements in the firm’s Enterprise

POLYTEK DEVELOPMENT CORP.
Easton

University Partner: Lehigh University’s Enterprise Systems Center

Select and implement an Enterprise Resource Planning system at this contract manufacturer to the beverage and tobacco industry. The system will support the major company growth, including larger-batch production levels and increased patient adherence to medication and improving clinical oversight, particularly in pharmaceutical clinical trials and consumer product studies.

BFTP Investment: $44,000   Total Project Budget: $233,100

Ingredients in their food and are focused on alleviating food

PENNY DARBY, LLC
Allentown

University Partner: Bloomsburg University

HootBoard provides interactive digital kiosks that deliver a concierge-like service to

BFTP Investment: $117,000   Total Project Budget: $247,800

BFTP Investment: $100,000   Total Project Budget: $200,000

MED-CON TECHNOLOGIES, LLC
Bensalem

University Partner: Lehigh University’s Center for Supply Chain Research

BFTP Investment: $22,200   Total Project Budget: $44,400

MOUNTAIN PRODUCTIONS, INC.
Mount Pocono

University Partner: Bloomsburg University

Complete the design and setup of custom pre-programmed solutions. The process enables

BFTP Investment: $18,000   Total Project Budget: $206,000

MUCRO PRODUCTS CORPORATION
Muncy

University Partner: Lehigh University’s Center for Supply Chain Research

BFTP Investment: $17,600   Total Project Budget: $98,981

M.J. REIDER ASSOCIATES, INC.
Reading

University Partner: Lehigh University’s Center for Supply Chain Research

Support the company with process enhancements to improve efficiencies. M.J. Reider is a private contract labeling company focusing on health, safety, non-potable drinking water, non-potable water, and solid or chemical retarders and facings to leading manufacturers, laminates and institutional markets.

BFTP Investment: $25,000   Total Project Budget: $219,227

PMA-13, INC.
Allentown

University Partner: Lehigh University’s Center for Supply Chain Research

Select a new Enterprise Resource Planning system for this producer of signag for government organizations, hospitals, and companies. The new system will provide a clean, simple, and intuitive user interface with custom pre-programmed solutions. The process enables
REDAVIES BEAUTY INC.
Bethlehem
University Partner: Lehigh University’s Enterprise Systems Center
Optimize the supply chain and enhance its ability to leverage its Enterprise Resource Planning system to support company growth.

SKILLION, INC.
Bethlehem
Ben Franklin TechVentures
Complete development of Skillion’s mobile app and Internet of Things (IoT) suite for remotely monitoring and controlling micro mobility products such as electric bikes (e-bikes) to provide mobility, health, and safety benefits. The monitoring systems are expected to significantly enhance customer satisfaction as they have proven to be popular in densely populated areas, particularly in urban centers, creating a win-win situation for the industry.

SHAFER TRUCKING, INC.
Kutztown
BFTP Investment: $25,000
Total Project Budget: $30,000
Complete development and growth of a new facility for this manufacturer of aluminum flatbed and drop deck trailers. Retraining and retooling initiatives are in place to improve the building that strengthens product and process innovation and supply chain footprint.

SOLO LABORATORIES, INC.
Kutztown
University Partner: Lehigh University Valley for Supply Chain Research
Increase capacity in the current facility and implement process improvements and quality improvements to improve the firm’s manufacturing of contact lens orthotics and foot and ankle braces.

STRAIGHT ARROW PRODUCTS, INC.
Bethlehem
BFTP Investment: $25,000
Total Project Budget: $342,500
Select and implement a warehouse management system at this manufacturer of exchanges and skin products for the equine and personal care markets, with brands including T-Mix, TailTender, and Mineral Hair, as well as a new brand, Cowboy Magic. This project will help the company optimize its essential facility in Kentucky.

SUMMIT UTILITY STRUCTURES, LLC
Wind Gap
MDS LINK, INC.
Complete R&D work to develop aluminum alloy powders for 3D printing that can be used for small venue lighting systems and sports arenas, positioning the company as a market leader in these industries.

UNIVERSAL CROSS CONNECTION CONTROL
Ben Franklin TechVentures, Bethlehem
Complete software enhancements and increase sales and customer support for this developer of a software-automated, automatic, cross-connection control and backflow prevention control. Customers benefit from such an effective and user-friendly solution to prevent water pollution issues and improve overall water quality.

Class I: Business and Technical Assistance Investments

BUSINESS AND TECHNICAL ASSISTANCE INVESTMENTS provide early funding for specific projects that are crucial to a company’s development or operations.

BRIDGECORE INFRASTRUCTURE TECHNOLOGY, INC.
Bethlehem
Ben Franklin TechVentures, Bethlehem
Provide support for the expansion of an existing technology provider that develops and distributes technology to the renewable energy, commercial, and municipal sectors.

DANDY KAR
Bethlehem
MDS LINK, INC.
Deliver vendor management support and Virtual Desktop Infrastructure implementation of this IT enabled technology management support that enables clients to provide a more tightly controlled, more efficient, and safer IT environment.

ESU TECHNOLOGIES
Wind Gap
MDS LINK, INC.
Deliver technical support and market development for this provider of software platform that increases the efficiency of delivering healthcare into a green community.

GUIDE HEALTH SOLUTIONS
Bethlehem
ESU Innovation Center, East Stroudsburg
Deliver business assistance to this developer of an application that provides education about diabetes and other health issues, and relevant expert resources to improve users’ lives.

HEUDIA HEALTH, LLC
Bethlehem
Kutztown
Deliver business assistance to this producer of interactive video for companies.

HOOTBOARD
Wind Gap
ESU Innovation Center, East Stroudsburg
Provide strategic financial planning to this producer of a software platform that improves the efficiency of delivering healthcare into a green community.

SIGNALLAMP HEALTH, LLC
Bethlehem
ESU Innovation Center, East Stroudsburg
Deliver business assistance to this provider of interactive technology for clinics, hospitals, and residential care services.

WESTON PERSONAL LABORATORY PRODUCTS
Palmerton
MDS LINK, INC.
Deliver vendor management support and Virtual Desktop Infrastructure implementation of this IT enabled technology management support that enables clients to provide a more tightly controlled, more efficient, and safer IT environment.

ZUKA LIVE FOODS, LLC
Kutztown
BFTP Investment: $10,000
Total Project Budget: $81,205
Establish processes for growth at this producer of raw, probiotic, and vegan condiments and beverages.

MYSTIC MOUNTAIN TOP PRODUCTIONS, LLC
Wind Gap
Ben Franklin TechVentures, Bethlehem
Provide QuickBooks assistance to this producer of proprietary lighting systems for small venues, such as auditoriums, churches, and nightclubs.

NEW HORIZON BIOTECH, INC.
Bethlehem
Ben Franklin TechVentures, Bethlehem
Develop a small molecule drug candidate for this designer and producer of an ophthalmic product to improve vision-related and ocular health conditions.

PAYROLLMATE
Elverson
MDS LINK, INC.
Deliver vendor management support and Virtual Desktop Infrastructure implementation of this IT enabled technology management support that enables clients to provide a more tightly controlled, more efficient, and safer IT environment.

WURCERMEISTERS.COM
Wind Gap
MDS LINK, INC.
Support business strategy development for this provider of software, mobile marketing, and media tactics that enable customers to achieve their marketing goals, improve customer experience and penetration, and significantly increase sales, while reducing costs and providing critical business intelligence.

ZUKA LIVE FOODS, LLC
Kutztown
BFTP Investment: $10,000
Total Project Budget: $81,205
Establish processes for growth at this producer of raw, probiotic, and vegan condiments and beverages.

BUSINESS & TECHNICAL ASSISTANCE INVESTMENTS provide early funding for specific projects that are crucial to a company’s development or operations.
BUSINESS INCUBATION PROVIDES A VENUE, SETTING, AND CULTURE that have become key components of the entrepreneurial and technology eco-system in northeastern Pennsylvania. BFTP/NEP owns and manages both Ben Franklin TechVentures and the Bloomsburg Regional Technology Center.

With 35 years owning and managing its own incubator, BFTP/NEP was one of the pioneers of business incubation in the nation. Ben Franklin’s experience has been recognized with Ben Franklin TechVentures winning the International Business Innovation Association (InBIA) Incubator of the Year award on two occasions.

The reduced operating costs of starting a company in a business incubator are typically what draw early-stage companies to us. But the business development assistance and sharing of best practices among tenants are often even more important. Business incubators provide vital support to entrepreneurs and early-stage firms at their most vulnerable times and are often pivotal to their survival and prosperity.

In the early 1990s, BFTP/NEP developed and seed funded the Ben Franklin Business Incubator Network. The network brings together incubator managers in northeastern Pennsylvania to exchange ideas and information, work collaboratively, and share guidelines that are in accordance with InBIA standards. Through this network, we leverage our incubator experience throughout northeastern Pennsylvania.

The Ben Franklin Business Incubator Network is 13 members strong and one of the nation’s largest incubator networks. Members of the Ben Franklin Business Incubator Network fuel innovation, catalyze the regional technology economy, and create the jobs of the future.

Ben Franklin Business Incubator Network:

- BEN FRANKLIN TECHVENTURES, Bethlehem
- THE BLOOMSBURG REGIONAL TECHNOLOGY CENTER, Bloomsburg
- BRIDGEWORKS ENTERPRISE CENTER, Allentown
- CARBONDALE TECHNOLOGY TRANSFER CENTER, Carbondale
- EAST STRoudsburg UNIVERSITY INNOVATION CENTER, East Stroudsburg
- THE GREATER HAZLETON CAN BE, West Hazleton
- THE INNOVATION CENTER @ WILKES-BARRE, Wilkes-Barre
- JUMP START INCUBATOR, Reading
- ALLAN P. KIRBY ENTERPRISE CENTER AT WILKES UNIVERSITY, Wilkes-Barre
- THE SCRANTON ENTERPRISE CENTER, Scranton
- STARTUPLEWISBURG, Lewisburg
- THE STOuRRIDGE INCUBATOR, Horsehead
- THE TEKRIDGE CENTER, Jessup
Part of Ben Franklin’s mission is to promote an innovative community-wide infrastructure that fosters a favorable business environment for high-growth companies. Pennsylvania’s colleges and universities are among the state’s strongest assets. College- and university-based Centers of Excellence allow Ben Franklin Technology Partners to leverage the excellence of these schools to support Ben Franklin’s early-stage and established manufacturer clients. These Centers inspire and nurture technologies that have commercial potential and allow manufacturers to succeed internationally by applying technology to competitive advantage.

BFTP/NEP frequently works with regional college and university Centers of Excellence to support clients and has invested in several of these centers when they were initially being developed.

- Center for Photonics and Nanoelectronics, Lehigh University, Bethlehem
- Center for Supply Chain Research, Lehigh University, Bethlehem
- Emerging Technology Applications Center, Northampton Community College, Bethlehem
- Energy Research Center, Lehigh University, Bethlehem
- Enterprise Systems Center, Lehigh University, Bethlehem
- Plastics Innovation and Resource Center, Pennsylvania College of Technology, Williamsport

Ben Franklin TechVentures is LEED GOLD CERTIFIED.

“Ben Franklin has enabled us to advance our Trojan Horse blood-brain barrier technology that optimizes the delivery of central nervous system therapeutics to targeted sites in the brain, to treat patients with Huntington’s disease, for example.”

DR. JULIE MIWA, PRESIDENT AND CEO Ophidion, Ben Franklin TechVentures, Bethlehem

“Rocket Cloud unlocks eCommerce for the industrial supply chain, allowing customers to see 10x the margins they would typically receive in their traditional retail businesses. Ben Franklin has supported us as we developed our technology, in providing incubator office space, and by offering tremendous networking opportunities.”

ZEIAH HUISSON, CHIEF REVENUE OFFICER Rocket Cloud, Ben Franklin TechVentures, Bethlehem
iXCHANGE

Keynote speaker Seth Mattison presented “The War at Work,” which addressed the opportunities and challenges of having five generations in today’s workplace.

Seth Mattison, Ben Franklin Technology Partners’ iXCHANGE keynote speaker, addressed the challenging work of bringing together disparate generations to achieve organizational goals. The key leaders must develop and maintain a work environment in which traditionalists, infant, and experimentation are not only tolerated, but encouraged. For future-focused organizations to succeed in the new age of the networks, a holistic approach to leadership is needed.

BFTP/LI hosted its annual iXCHANGE at the Zoellner Arts Center at Lehigh University in Bethlehem on May 21, 2019. Hundreds of technology entrepreneurs, business people, venture capitalists, economic developers, political leaders, and regional influencers from Ben Franklin’s 21-county service area attended. The iXCHANGE included two executive networking sessions, the keynote by Mattison, a speaker who has been called “one of the most dynamic young speakers today,” and the presentation of six Innovation Awards.

In following with the keynote theme “The War at Work,” iXCHANGE guests had the option of wearing small pins that said “I am a Generation.” “We have the most age-diverse workforce in American history, with five generations at work,” said iXCHANGE emcee R. Chadwick Paul, Jr., president and CEO of BFTP/LI. Paul presented Innovation Awards to six companies who have achieved business success through Ben Franklin funding and assistance, have helped others to achieve success, and/or have improved their companies through innovation. Joining him in honoring the winners were BFTP/LI executive entrepreneurs. “They are our front-line people who identify and work directly with clients to determine their needs, link them with appropriate resources, and, with input from their colleagues, fund them and their work,” said Paul. “These individuals are part of the ‘secret sauce’ that makes Ben Franklin investments far more comprehensive and impactful than the funding alone.”

The 2019 Ben Franklin Technology Partners of Northeastern Pennsylvania Innovation Awards are:

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.

WINNER: Dynalene Inc., Whitehall
Dr. Satish Mohapatra, President & CEO, and David Arcury, COO
Dynalene is an established international leader in the development and manufacturing of heat transfer fluids for industries including fuel cells, solar and geothermal energy, HVAC, plastics and chemical manufacturing, electronics, pharmaceuticals, and food. Dynalene was conceived as a comprehensive, cost-effective platform, powered by a website and digital marketing platform, ActiveAgency. This comprehensive, cost-effective platform enables independent insurance agencies around the world to educate, sell, and service clients in today’s always-connected world.

Innovator: Forge3, Ltd., Bethlehem
Jeff Teschke, Founder & CEO
Forge3 offers the insurance industry’s leading website and digital marketing platforms powered by ActiveAgency. This comprehensive, cost-effective platform enables independent insurance agencies around the world to educate, sell, and service clients in today’s always-connected world.

INCENTIVE GRADUATE
The company that best demonstrates successful Ben Franklin business incubation. The business has been operated skillfully and consistently, creating or adding value, from the development of the product concept, execution of the business and technical plans, and successful start-up and operation, to graduation from the incubator.

WINNER: ForoSat, Ltd., Bethlehem
Jeff Teschke, Founder & CEO
Forge3 offers the insurance industry’s leading website and digital marketing platforms powered by ActiveAgency. This comprehensive, cost-effective platform enables independent insurance agencies around the world to educate, sell, and service clients in today’s always-connected world.

ForoSat Founder Jeff Teschke knows firsthand the many benefits of working with a business incubator. Soon after the company became a Ben Franklin Tiger Session, an intensive, expert-led analysis by a team of business experts, the strategic director and constructive criticism provided to young firms during
These sessions is often pivotal to a firm’s success. One of Forge3’s expert judges was Ben Franklin incu- bator graduate Ray Glmmer, who went on to mentor Teschke as he transitioned Forge3 into the scalable, high-growth company it is today. Graduating from Ben Franklin TechVentures in late 2016, Teschke is now a TechVentures affiliate client, paying it forward by helping other high-growth companies, all with a demonstrated commitment to environmental sustainability. Teschke’s additional chapter included winning the ReddyYeti 2017 competition, which ranked it number one in snowboard gear in Wired magazine, and earning accolades from TechVentures affiliate, Bloomberg Businessweek.

The company that best exemplifies achievement in the manufacturing arena, showing a proven track record of success and an unwavering commitment to achieving and maintaining excellence in manufacturing, is TRuCapSol LLC, Ben Franklin TechVentures, Bethlehem, PA, founded in 1977. The company’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.

**TECHNOLOGY OF THE YEAR**

The company that best demonstrates a “break- the-mold” approach to integrating new or existing technology into its business, and a strong commitment to environmental sustainability, is ReddyYeti. ReddyYeti is a high-growth company that designs bases in an innovative and effective meets a market need. ReddyYeti is the winner of the Technology of the Year award.

**MANUFACTURING ACHIEVEMENT**

The company that demonstrates the commercial- ization of a unique, innovative product that creatively and effectively meets a market need is Gilson Snow, Inc., Winfield, PA. The company merges the woodwork heritage of rural Pennsylvania with the precision of modern technology, all with a demonstrated commitment to environmental sustainability. Gilson Snowboards and SKIs 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’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.

**INNOVATIVE APPLICATION OF TECHNOLOGY**

The company that strongly demonstrates a “break- the-mold” approach to integrating new or existing technology into its business, and a strong commitment to environmental sustainability, is ReddyYeti. ReddyYeti is a high-growth company that designs bases in an innovative and effective meets a market need. ReddyYeti is the winner of the Technology of the Year award.

**PRODUCT INNOVATION**

The company that best demonstrates the commercial- ization of a unique, innovative product that creatively and effectively meets a market need is Gilson Snow, Inc., Winfield, PA. The company merges the woodwork heritage of rural Pennsylvania with the precision of modern technology, all with a demonstrated commitment to environmental sustainability. Gilson Snowboards and SKIS 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’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.

**INNOVATIVE APPLICATION OF TECHNOLOGY**

The company that strongly demonstrates a “break- the-mold” approach to integrating new or existing technology into its business, and a strong commitment to environmental sustainability, is ReddyYeti. ReddyYeti is a high-growth company that designs bases in an innovative and effective meets a market need. ReddyYeti is the winner of the Technology of the Year award.

**OF THE YEAR**

The company that best demonstrates the commercial- ization of a unique, innovative product that creatively and effectively meets a market need is Gilson Snow, Inc., Winfield, PA. The company merges the woodwork heritage of rural Pennsylvania with the precision of modern technology, all with a demonstrated commitment to environmental sustainability. Gilson Snowboards and SKIS 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’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.

**MANUFACTURING ACHIEVEMENT**

The company that demonstrates the commercial- ization of a unique, innovative product that creatively and effectively meets a market need is Gilson Snow, Inc., Winfield, PA. The company merges the woodwork heritage of rural Pennsylvania with the precision of modern technology, all with a demonstrated commitment to environmental sustainability. Gilson Snowboards and SKIS 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’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.

**INNOVATIVE APPLICATION OF TECHNOLOGY**

The company that strongly demonstrates a “break- the-mold” approach to integrating new or existing technology into its business, and a strong commitment to environmental sustainability, is ReddyYeti. ReddyYeti is a high-growth company that designs bases in an innovative and effective meets a market need. ReddyYeti is the winner of the Technology of the Year award.

**PRODUCT INNOVATION**

The company that best demonstrates the commercial- ization of a unique, innovative product that creatively and effectively meets a market need is Gilson Snow, Inc., Winfield, PA. The company merges the woodwork heritage of rural Pennsylvania with the precision of modern technology, all with a demonstrated commitment to environmental sustainability. Gilson Snowboards and SKIS 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’s initial focus is in fragrances for laundry detergents and fabric softeners, developing encapsulation systems that allow fabrics to retain their fragrance for two weeks instead of two days, and on improving the stability of vitamins. TRuCapSol’s materials provide improved effectiveness, reduced waste, and a performance/cost ratio that is better than existing capsules.
Ben Franklin Venture Idol is a cross between “Shark Tank®” and “American Idol” and illustrates a significant way in which early-stage entrepreneurs seek and obtain seed capital.

Apis Innovation, Ben Franklin TechVentures, Bethlehem, won Ben Franklin Venture Idol, hosted by BFTP/NEP on Nov. 6 in the Ben Franklin TechVentures® Innovation Institute, Ben Franklin Venture Idol is a cross between “Shark Tank” and “American Idol” and illustrates a significant way in which early-stage entrepreneurs seek and obtain seed capital.

Apis Innovation develops Internet of Things (IoT) control systems that enable landfills to capture 20% more methane gas from decomposing waste. Globally, methane released from landfills accounts for 65% more greenhouse gas emissions than the entire U.S. transportation industry. The Apis system can increase a typical customer’s biogas-to-energy revenue and reduce operations and maintenance costs. The company’s vision is to match the sustainability impact of the global electric vehicle market by increasing landfill methane collection by at least 1.67% over the next decade.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event. Following a networking session, Ben Franklin Venture Idol began with the keynote panel, “So You Wanna Raise a Seed?” Panelists were Nick Gilson, Gibson Senior; Phil Williams, Enchanted Life and Game Face Grooming; Dr. Katy Worrilow, LifeAire Systems; and Andy Goldberg, Signalang Health. Liz Sigety, Esq., co-founder of Delaware Crossing Investor Group, moderated.

One of the most important ways BFTP/NEP is able to supplement its investments in early-stage firms is by connecting portfolio firms to venture capitalists, angel investors, and other institutional investors. Clients leverage the well-respected Ben Franklin brand to get noticed by follow-on backers.

The three company finalists then pitched their ventures to a new panel of accredited investors and the audience. After short critiques from the investors, the audience members “funded” the company crowdfunding style, using a voting app produced by Ben Franklin client UBMe. Ben Franklin allocated a total of $15,000 in prize money among the three finalists based on the audience vote.

The evening’s investor panelists were: Enchanted Life Senior Angel Investor
Paul Martin, Delaware Capital
Mark Mitchell, Delaware Crossing Investor Group
Doug Polito, Leading Edge Ventures

The evening’s investor panelists were:

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.

Three of the companies, American Paper Bag, Apis Innovation, and Ophidion, earned their way to finalist status in a round of judging in the afternoon prior to the event.
BEN FRANKLIN TEAMS WITH ECONOMIC DEVELOPMENT COLLEAGUES TO ADVANCE THE REGION’S BUSINESS/TECHNOLOGY ECOSYSTEM
leveraging our collective efforts so that the combined result is greater than the sum of the parts. For example, BFTP/NEP is participating in the new Made Possible in Lehigh Valley marketing campaign.

Through the perspectives of individuals in the region, the campaign aims to tell stories of distinguished Lehigh Valley companies and organizations, as well as can’t-miss places to visit and things to do, embracing all of what is “made possible” in the region. The campaign was launched this year by the Lehigh Valley Economic Development Corporation in partnership with Discover Lehigh Valley® and brings together economic development organizations, including the Ben Franklin Technology Partners, area companies, and tourism businesses.

Made Possible in Lehigh Valley is a unified messaging strategy that will maintain and amplify positivity about the region. The result will be the creation and attraction of viable companies in desirable industries, the availability of an educated and talented workforce, the growth of the region as a tourism destination, and sustainable economic growth.

RETURN ON INVESTMENT

THE BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA is part of a four-center statewide network that serves all of Pennsylvania. For more than 35 years, the Ben Franklin Technology Partners has delivered outstanding results. 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.
Pennsylvania could advance job and economic growth by increasing investments in innovation, according to an independent report by the Brookings Institution’s Metropolitan Policy Program released in August 2019. The study looked at spending by state and local governments, as well as businesses and universities, on research and development and other incentives.

Among the takeaways from the Brookings analysis is that the “winner-take-most” nature of the current tech-driven economy has highlighted what is at stake for states that wish to retain their viability. Innovation has long been a source of economic growth for the most successful states and has only grown more important with rapid technological change. Pennsylvania is engaged in a competition with other U.S. regions and countries around the globe to secure its future economic well-being.

The Commonwealth has historically been an innovation leader, and Pennsylvania has a well-developed and proven technology-based economic development ecosystem that can catalyze these efforts if adequately resourced. The Ben Franklin Technology Development Authority and the Ben Franklin Technology Partners lead in supporting technology-based start-ups and innovation in established manufacturers across the state. Increasing state investments in Ben Franklin will help to address the issues highlighted in the Brookings analysis and ensure Ben Franklin Technology Partners remains one of the most innovative, emulated, and successful state technology-based economic development programs in the nation.
BOARD CHANGES
THE BFTP/NEP BOARD OF DIRECTORS ANNOUNCED the appointment of a new chair, a new executive committee member, and three new board members this year.

Jan Heller Named New Board Chair
Jan S. Heller has served on the BFTP/NEP board for 26 years, as vice chair from 1994 to 1996 and chair from 1996 to 1999. She also led as finance committee chair and on the executive committee. She previously worked as executive vice president of Wells Fargo Bank, NA and as executive vice president of finance at St. Luke’s University Health Network. Heller has a consultancy, Golf Championship Events, LLC.

Ken Guito Appointed to Board Executive Committee
Kenneth P. Guito was appointed to the BFTP/NEP board executive committee. He is the chief operating officer of Biologics Consulting, Inc. and has served on BFTP/NEP Board of Directors since 2012.

Three New Board Members Appointed
The Ben Franklin Board appointed Robert A. Oster, CPA, retired CEO from Concannon, Miller & Co., Bethlehem, as a director in September 2018. Glen R. Bressner, managing partner of Activate Venture Partners, Bethlehem, and Patrick W. Gaynor, PE, partner/senior structural engineer at Tunstall Engineering Group, Cranberry Township, were appointed directors in February 2019.

STAFF CHANGES
Wayne Barz Promoted to Chief Investment Officer
BFTP/NEP promoted Wayne K. Barz to chief investment officer in June 2019. Barz has served as Ben Franklin’s manager of entrepreneurial services since 2000, having overseen the expansion of Ben Franklin’s incubator facilities from 30,000 square feet to 129,000 square feet.

In his new role as chief investment officer, Barz directs Ben Franklin’s Enterprise Development group, which has the primary responsibility for identifying early-stage firms and established manufacturer client investment and support opportunities and managing relationships with such clients. Barz also leads the Solutions Network, which has responsibility for identifying, qualifying, and directing Ben Franklin’s business and technical advisors, and third-party perspective client reviewers.

Anthony Durante Appointed as Manager of Entrepreneurial Support
BFTP/NEP appointed Anthony Durante as BFTP/NEP’s manager of entrepreneurial support in July 2019. In this position, Durante manages Ben Franklin’s TechVentures and develops and directs new incubator programs that provide business support services to resident clients. He advises and coaches prospective clients on their product/service offerings, strategies, and commercialisation plans and helps them generate strong proposals and investor presentations.

Before coming to Ben Franklin, Durante was the program manager for the Bridgeworks Enterprise Center, a manufacturing and technology business incubator owned and managed by the Allentown Economic Development Corporation. Bridgeworks is a member of the Ben Franklin Business Incubator Network.

IN MEMORIAM: FREDERICK J. BESTE III
The longest-serving board member of the Ben Franklin Technology Partners of Northeastern Pennsylvania passed away on Dec. 8, 2018. Frederick J. Beste III, founding partner, president, and CEO of Mid-Atlantic Venture Funds, served BFTP/NEP for more than 30 years in multiple board roles including several times as chairman.

He was appointed to Pennsylvania’s Ben Franklin Technology Development Authority Board and volunteered and advocated tirelessly for BFTP.

During the course of his career, Beste served on the boards of countless companies and advised and worked with thousands of entrepreneurs. He was widely published on the subjects of venture capital and entrepreneurship and taught and presented extensively on those topics. Beste was chairman of the board of Hawk Mountain Sanctuary, Kempton, Pa.; was a devoted mentor, gardener, reader, communicator, and friend. His support of entrepreneurs will have a lasting impact, and he will be deeply missed.

Anthony Durante Appointed as Manager of Entrepreneurial Support
STAFF

R. CHADWICK PAUL, JR., President and Chief Executive Officer

Diane I. Albert
Retired, Database Coordinator

Matthew J. Audick
Facilities Coordinator

Bloomsburg Regional Technology Center

Aaron B. Bail
Chief Information Officer

Wayne R. Bartz
Chief Financial Officer

Sara J. Breisch
Program and Database Administrator

Louise A. Brong
Retired, Client Services Specialist

JoeAnn T. Comunale
Administrative Assistant

Charles N. Diefenderfer
Senior Project and Facilities Manager

Anthony Durante
Manager of Entrepreneurial Support

Laura S. Eppler
Chief Marketing Officer

Connie R. Faylor
Regional Manager

Greater Reading/Berks and Schuylkill

Craig A. Hill
Retired, Client Services Specialist

Frederick W. Kluck
Regional Manager

Upper Susquehanna

Joseph M. Lane
Retired, Vice President, Enterprise Development

Laura L. Lawrence
Project Manager

Evelyn Leon
Executive Assistant

Kerry M. McDonald
Senior Maintenance Coordinator for Entrepreneurial Services

James Z. Mickey
Systems Administrator

Kathy Ann B. Minnich
Chief Financial Officer

Kenneth G. Okrepkie
Regional Manager

Pocono/Northeast

Julie Ann Riedy
Administrative Assistant

Janet L. Stainbrook
Retired, Director, Government and Community Relations

Robert S. Thomson
Regional Manager

Lehigh Valley

Kimberly L. Valuntas
Client Services Specialist

BEN FRANKLIN TECHVENTURES® BUSINESS INCUBATOR

Anthony Durante, Manager, Entrepreneurial Support

610.758.5240   adurante@nep.benfranklin.org

REGIONAL OFFICES

GREATER READING/BERKS AND SCHUYLKILL

Connie R. Faylor, Regional Manager

Greater Reading Chamber of Commerce and Industry

Center for Business Excellence

49 Commerce Drive, Wyomissing, PA 19610

610.390.7116   cfaylor@nep.benfranklin.org

LEHIGH VALLEY

Robert S. Thomson, Regional Manager

Ben Franklin TechVentures

116 Research Drive, Bethlehem, PA 18015-4731

610.758.5252   rthomson@nep.benfranklin.org

POCONO/NORTHEAST

Kenneth G. Okrepkie, Regional Manager

Scranton Enterprise Center

201 Lackawanna Ave., Suite 219, Scranton, PA 18503

570.709.4040   kokrepkie@nep.benfranklin.org

UPPER SUSQUEHANNA

Frederick W. Kluck, Regional Manager

Bloomington Regional Technology Center

240 Market St., Bloomsburg, PA 17815-1727

610.849.9092   fkluck@nep.benfranklin.org

HEADQUARTERS

Ben Franklin TechVentures

116 Research Drive, Bethlehem, PA 18015-4731

610.758.5200   info@nep.benfranklin.org

THE BEN FRANKLIN TECHNOLOGY PARTNERS OF THE COMMONWEALTH OF PENNSYLVANIA (2020)

The Ben Franklin Technology Partners of Northeastern Pennsylvania (BFTEP) is an initiative of the Pennsylvania Department of Community and Economic Development and is funded by the Ben Franklin Technology Development Authority.
IGNITING THE SPARK

VISIT US AT
NEP.BENFRANKLIN.ORG.