

**Penn's Northeast, February, 2019** – The Institute prepared a Talent Report partially supported by Penn's Northeast, a regional economic development firm. The report offers a comprehensive overview of the workforce in Lackawanna, Luzerne, Pike, Wayne, Monroe, and Schuylkill Counties. More specifically, it highlights the top sectors and occupations in each area.

**The Scranton Plan, June 2018** – Local Economic Revitalization Tax Assistance (LERTA) is a tax abatement program designed to stimulate property investment in a given region. In partnership with The Scranton Plan, The Institute analyzed the program's impact throughout the state. Based on that data, the research team presented recommendations for LERTA use in northeast Pennsylvania.

**Greater Wilkes-Barre Chamber of Business & Industry, December 2015** – The Institute developed an entrepreneurial ecosystem strategy to help create business and entrepreneurs while supporting existing business growth. It included the identification of partners, programs, protocol and implementation steps.

**Downtown Bloomsburg, Inc., April 2015** – The Institute developed a strategic plan to help define the community's vision, identify priority projects, and ultimately revitalize the Downtown. Examination of existing conditions, with data collection and analysis, contributed to the physical land use recommendations. Livability guidelines and regulation-friendly designs for specific redevelopment sites were provided to support sustainable implementation. Funding sources were also identified.

**Wyoming County & Wyoming County Chamber of Commerce, May 2014** – This project included the preparation of a countywide economic development strategy for the County and Wyoming County Chamber as part of the updated County Comprehensive Plan and the Chamber's strategic plan. The study and plan encompass all areas of the county's economy and business environment, including a number of potential strategies to enhance economic development in the county. As a result, the Chamber has focused on expanding existing businesses and working with start-ups. The County has been focusing on recommendations to create a more positive business environment. Several successes have been noted to date.

**Carbon County Business Needs Assessment, June 2013** – The purpose of the study was to identify resources needs, as determined by the local business community, in order to facilitate growth and sustainability within Carbon County. A strategic plan will be executed by the county's economic development organization.

**Forum for Pennsylvania's Heartland Talent Strategy, June 2011** – The purpose of this study was to support the mission of the Forum for Pennsylvania's Heartland, which is to transform Montour, Columbia, Northumberland, Snyder, and Union Counties through the quality of its workforce. Specific focus was given to talent attraction and business development. An assessment and corresponding strategic initiatives were developed to complement the previous economic development strategy.

**Borough of Factoryville, October 2010** – The Institute prepared an economic development strategy based on demographic, economic, and business trends and a market study of Factoryville's surrounding competitive communities.

**Lackawanna Workforce Investment Board Workforce & Economic Development Assessment, October 2009** – This project was an assessment of the workforce and economic development implications of Marcellus Shale in northeastern Pennsylvania.

**Keystone Opportunity Zone (KOZ) Analysis, May 2009** – The Institute reviewed the KOZ sites in Luzerne County, for the purpose of presenting the economic impact generated by business beneficiaries in order to support renewal and expansion of the KOZ program by the city and school district.

**Wilkes-Barre Business Asset Map, July 2006** – This project involved the mapping of assets in a 10-block radius. It included detailed evaluation of properties, recommendations, and a strategy for a targeted business development program focusing on retail, hospitality, and entertainment. It also addressed environmental factors conducive to business growth and sustainability. Recommended ordinances were prepared.

**Wilkes-Barre City Economic Development Strategy, July 2006** – This strategy for a small city in northeastern Pennsylvania focused on the improvement of housing stock that would encourage more people to seek downtown living. It also included a strategy for creating a college town atmosphere, among all other aspects of economic development (business attraction, retention, creation, etc.).

**South Valley Regional Economic Development Strategy, October 2005** – The research team evaluated several communities in the Nanticoke region that have undergone declines in population, business attraction and retention, and political turmoil. The resulting strategy provided steps to become more inclusive of higher education partners in the community, to improve business attraction and retention, and to improve quality of place.