

FRIDAY APRIL 29, 2022

HANOVER 7A MASTER SITE DEVELOPMENT PLANNING OVERVIEW EARTH CONSERVANCY



K&W Engineers in conjunction with the firm of **designBLD** is pleased to provide this planning overview for the 30-acre Hanover 7A property located along Great Valley Blvd. in the Hanover Crossings Industrial Park, Luzerne County, Pennsylvania.

We are confident that our specifically assembled team of subject matter experts leverage the required breadth and depth of knowledge based on past project experience that is vital for a project of this complexity. Additionally, we have taken great care to assemble a team with a critical mass of local presence coupled with a diverse group of other state and national partners that bring a fresh and more broad perspective to the team. Finally, we are very proud of the redundancy of expertise across our team which we feel will drive a healthy, collaborative project design dynamic as we internally challenge each other's perspectives and ideas.

OUR UNDERSTANDING OF THE WORK TO BE PERFORMED

Hanover 7A has the potential to be a great asset to the community once developed into a public park. We feel that the ease of access, existing terrain, readily available & dependable utility services, and regional location will make this property stand out amongst other park sites throughout Northeast PA. Our team has many exciting ideas for what this property can develop into and we are excited to share them with Earth Conservancy and the public. We envision an active park with potential amenities to include an indoor sports facility, multi-use athletic fields, disc-golf course, dog park, walking trails & picnic areas, bicycle pump track, roller/deck hockey rink, children's splash-pad / water playground, and other potential fun features for all ages and community demographics.

We understand that Earth Conservancy wants to engage the public and key stakeholders in creating a comprehensive plan that will guide the responsible development of this site. It is exciting to note that this site is regionally situated and much of the backbone infrastructure and sitework has already been completed as part of the industrial park development.

Good scientific information will be required for the design professionals to develop an organic Master Plan for Hanover 7A to support community use and enjoyment. The determination for the extent of active development will result from public participation, scientific information provided by our consultants, physical analysis of the site, and the experience and creative ability of the two primary firms developing the ultimate Master Plan. The hard work to come is to develop the narrative and graphic plan that will set the stage for the future development of this potential remarkable community asset.

A HIGHLY QUALIFIED, LOCALLY LED CONSULTING TEAM

K&W Engineers is a Dauphin County firm who has extensive Master Planning and Athletic Facility experience, and **designBLD** is a Luzerne County firm who has extensive local knowledge and experience performing site design and construction throughout Northeast PA, especially on industrial park properties such as Hanover 7A. We have assembled an expert project team including many talented local firms to address the specific needs of the Hanover 7A assignment. Over half of our team is headquartered in Luzerne County, and many of the team members have performed professional work within the Hanover Crossings Industrial Park.

LICENSURE IN PENNSYLVANIA

J. Marc Kurowski, PE, President and CEO of K&W Engineers, will serve as the Principal in Charge for the Master Plan. Marc Singley, RLA will be the lead Landscape Architect, Dennis Burkhard, PLS will provide surveying experience from K&W, and Carolyn DuBois, ASLA, LEED AP will serve as K&W's Athletics & Recreation Specialist. All of K&W's expertise in public parks planning, athletic field design, and civil engineering will play a vital role in development of the study.

Billy Letwinsky, PE, President of designBLD, will serve as the primary local contact and Principal for designBLD's tasks, and Joe Liparela, PE will serve as the Senior Civil Engineer & Project Manager of designBLD's tasks for the study. Their local expertise and experience will provide valuable influence over the development of the master plan. Both Bill and Joe have intimate local knowledge of the site and surrounding communities, have strong ties with the projected stakeholders of the project, and have good working relationships with local reviewers and Authorities Having Jurisdiction. Vincent Stranch, PLS of designBLD will serve as the local Survey expert. Brittany Tarantini of designBLD will provide staff support for all of designBLD's tasks as well.

EXPERIENCE WITH PUBLIC PARTICIPATION

Having worked for almost 30 years with public school districts and governmental agencies on all manner of community projects, Marc Kurowski knows the value and importance of public engagement and participation. It is critical to secure input and answer questions on the project / proposed facilities at the early stages of planning via 'town hall' and stakeholder meetings, online surveys, and various other means of communication. Our team will work with the Conservancy to determine the key stakeholder groups / individuals for this project, develop a public participation strategy, and implement that plan in order to best capture public feedback while also communicating the project goals and, ultimately, the final master plan to the community.

Janelle Drach will lend her vast experience in a variety of recreational and sports settings to participate in public outreach and provide guidance to the team in navigating the public input process. She will be instrumental in developing the surveys, engaging with local residences and agencies, and meeting with stakeholders and the public.

Joe Liparela was a key team member and design engineer on the Pittsburgh Water and Sewer Authority's Four Mile Run Stormwater & Green Infrastructure Project located in the City of Pittsburgh from 2018 - 2020. He participated in public meetings and presentations, developed public surveys for park amenities, attended stakeholder meetings, and performed many challenging design tasks associated with the project.

CERTIFIED PARKS AND RECREATION PROFESSIONAL

Janelle Drach, a Certified Parks and Recreation Professional, will lend her expertise to the development of the Master Plan. Mrs. Drach is the current Chief Operations Officer at the Greater Pittston YMCA in Luzerne County, Pennsylvania. She brings valuable experience in the management of recreational facilities, park planning, public participation, event coordination and management, as well as the day-to-day operation and maintenance of park facilities.

EXPERIENCE WITH PARK PLANNING AND DESIGN

Our team brings demonstrated experience with the planning and design of both active and passive public recreation areas. **K&W Engineers** is an expert in the design of playground and athletic facilities – having design over 50 such projects – for school and community use. K&W has also worked with many central Pennsylvania communities to evaluate public park and recreational facilities and design improvements based upon community feedback, including the McNaughton and Schiavoni Parks Pedestrian Greenway Study and Pedestrian Trail Network for Swatara Township. K&W also participated in the Open Space, Park and Recreation Plan and Community Park Master Site Development Plan for East Hanover Township. Their work developing the Master Plan and designing site improvements for Camp Hill Borough's Seibert Park also involved extensive community engagement.

A SEASONED GEOTECHNICAL EXPERT FOR AN EXTREMELY CHALLENGING SITE

Midlantic Engineering, Inc. led by Tim Burns, will provide geotechnical engineering design services for the project. Midlantic has vast experience in site studies and engineering analysis of properties within the northern Anthracite coalfields of Lackawanna and Luzerne Counties. They also have intimate knowledge of the specific project site and the Greater Hanover Township Area from previously completed studies in the area.

GRANT EXPERTS WITH PROVEN PROJECT SUCCESS

GMS Funding specializes in medium to large-scale capital projects (\$250,000 - \$800 million+), typically involving land development and/or public infrastructure. The GMS team conducts comprehensive analyses of project budgets, determining extraordinary costs that may be offset with the successful pursuit of competitive grants or low-interest, fixed-rate loans.

OTHER TALENTED PROFESSIONALS INCLUDED ON OUR TEAM

Pinnacle Indoor Sports will leverage their significant facility design, construction, and operations experience to provide critical guidance in development of the project design. Pinnacle Indoor Sports will also provide expertise on the Maintenance & Operations Plan for the park. **Ecological Solutions, Inc.**, a locally owned and experienced wetland and water quality firm, will assist with various scientific aspects of the site study.

Brownwater Group, LLC, a locally owned security firm led by David M. Baker will be our security advisor. More information on our entire team and our qualifications can be found in Section B of our proposal.

CONTACT PERSON

Bill Letwinsky will serve as the Primary Contact for our team. Bill can be reached at:

570-947-7273

Bletwinsky@designBLD.com

I. K&W FIRM PROFILE

Founded in 2005, K&W is a full-service planning and site design firm comprised of civil engineers, landscape architects, planners and land surveyors. Our expert staff blends a deep understanding of the regulatory process with excellent public presentation skills to secure the regulatory approvals our client's need. With a broad background in projects ranging from educational to healthcare and residential to commercial, we are able to draw on a wide variety of experience to develop creative and cost-effective designs to meet our clients' needs.

We seamlessly integrate planning and site design, landscape architecture, land survey, environmental permitting, and water/wastewater design with all other services necessary to take your project from concept to completion. All under one roof, on schedule and on budget. We bring extensive and varied project experience working with multiple stakeholders, creative yet functional design, and expert presentation skills.

K&W's recent park planning and design experience includes improvements at Swatara Township's McNaughton & Schaivoni parks, a Community Park Master Site Development Plan for East Hanover Township, a Master Plan and extensive site improvements for Siebert Park in Camp Hill, and a Master Plan for Shippensburg's Veteran's Memorial Park. More information on each of these projects is included in this section.

K&W also offers extensive expertise designing public school facilities, including dozens of athletic facility projects, playgrounds, pedestrian pathways, parking and roadway enhancements, campus Master Plans and stormwater facilities.

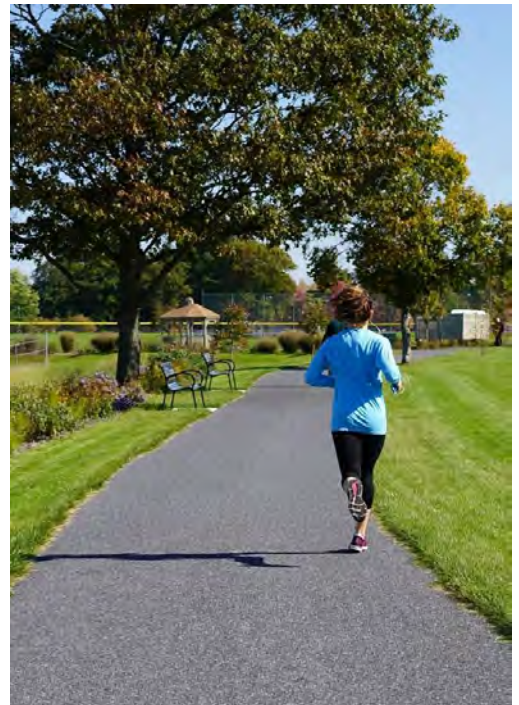
More information about K&W's recent park and recreational project experience is provided on the following pages.

LOCATION

K&W is located on Front Street in Harrisburg, and designBLD is located in Exeter, PA

K&W Engineers

2201 North Front Street, Suite 200
Harrisburg, PA 17110
717.635.2835



Pedestrian and Bike Path, Hershey, PA



K&W ENGINEERS
Relevant Experience



SERVICES PROVIDED

- Site design
- Traffic analysis
- Topographic survey
- Concept design
- Landscape architecture
- Storm water management design
- Environmental permitting
- Approvals and permitting
- Construction administration

“K&W received a contract to design and construct our largest parks project- Schiavoni and McNaughton Parks. Anyone who has seen the completed Parks has been impressed with their beauty.”

Paul Cornel
Township Manager, East Hanover Township
(Former Township Manager - Swatara Township)



McNaughton & Schiavoni Parks
Site Design and Park Development

SWATARA TOWNSHIP, PA - DAUPHIN COUNTY

K&W worked with Swatara Township to create two beautiful new parks along the Swatara Creek and connect them with a pedestrian friendly pathway.

McNaughton and Schiavoni Parks are divided by Bridge Road and State Route 322. In order to link the two parks, site designers created a pathway that runs along the bank of the Swatara Creek and goes under two bridges. K&W had to obtain a Phase I Archaeological study and extensive hydraulic and hydrologic modeling to secure the US Army Corps of Engineers

Joint Permit required to work in this flood prone area. Our team also worked with PennDOT to obtain the Highway Occupancy Permit needed to build the new pathway since it traverses under the bridges.

In addition to the 8,900 ft pathway for walking and biking, the project included a large multipurpose field for a variety of sports and recreation, new access roads and parking areas, benches and wayfinding signage throughout the park. A disc golf course has recently been added, and future planned improvements include basketball courts, baseball fields, a soccer field, a new playground, pavilion and boat launch along the creek.





K&W ENGINEERS
Relevant Experience



Photo used with the permission of PA Media Group © 2014. All rights reserved.

SERVICES PROVIDED

- Master Plan design
- Traffic analysis
- Topographic survey
- Concept design
- Landscape architecture
- Storm water management design
- Approvals and permitting
- Construction administration

"It was a pleasure working with K&W on the Siebert Park Stadium Project in collaboration with the Borough of Camp Hill. K&W staff are quality professionals dedicated to providing top notch service. The completed facility is a beautiful and inspiring venue which will benefit our student athletes and the Camp Hill community in general for many future generations."

David Reeder, PhD
Former Superintendent,
Camp Hill School District



Siebert Park Master Plan and Site Improvements

CAMP HILL, PA - CUMBERLAND COUNTY

An innovative arrangement between Camp Hill Borough Council and Camp Hill School District made possible a \$4.7 million revitalization of shared school and community athletic facilities at borough-owned Christian Siebert Park.

K&W developed a Master Plan for improvements and preliminary cost estimates to assist the Borough and School District in pursuing funding for the project. We worked with a steering committee comprised of community and school representatives to develop the design, create bid documents, and perform construction administration services for the project.

The entire planning, design, permitting, and construction process was completed in 10 months to allow for a grand opening of the facility for the fall sports season. This complete overhaul of the stadium allows student athletes to proudly engage competitors on their new "home turf" for football, soccer, field hockey, tennis, track, and lacrosse games, and has helped to "restore the roar" in Camp Hill!





K&W ENGINEERS
Relevant Experience



KEY FEATURES

- Master Plan design
- New main access road
- New 147-unit parking lot
- 3 new synthetic turf fields
- New/renovated natural turf fields
- New field house/restrooms
- 8 new tennis courts
- Pedestrian/biking trails
- Outdoor classroom/lab
- "Nature play" space

"I love the vision. It puts our property to the highest and best use for our kids and our educational program. I love the plan. It's a beautiful concept for our grounds."

Jeff Hellrung
School Board Director,
Unionville-Chadds Ford School District



Unionville-Chadds Ford School District Outdoor Facility Master Plan

EAST MARLBOROUGH TOWNSHIP, PA - CHESTER COUNTY

Unionville-Chadds Ford School District engaged K&W to develop a comprehensive long-range plan to improve site circulation issues and provide quality athletic facilities at its Middle/High School and Unionville Elementary campuses. The K&W team analyzed the District's existing traffic circulation and parking and conducted an extensive review of current athletic facility conditions, including the number of events held annually on 21 fields/venues. The analysis confirmed site circulation problems and revealed that 75% of existing athletic fields were overused and required additional work to maintain playability. Site planners also conducted a series of community meetings to gather input on the needs of both the District and local youth sports groups.

K&W developed a 10-year Outdoor Facility Master Plan that addresses current site concerns and supports the community's long-term goals. It creates a new access road and parking area, identifies potential locations of new fields and athletic venues, provides outdoor educational spaces, and develops new pedestrian and biking trails. K&W provided cost estimates and assisted with prioritizing projects. The plan sets a collective vision for making the best use of available land and allows the District to implement improvements over time as funds are available.

II. designBLD FIRM PROFILE

OVERVIEW

designBLD is a full-service surveying and engineering firm coupled with a construction company. With over 25 years of collective surveying, engineering, and construction experience, the designBLD Leadership Team is dedicated to providing engineering and construction expertise with a focus on the needs of each client. designBLD brings a team approach to each project whereby we leverage our combined individual project experiences and our unique perspectives in both design and construction to deliver a high quality, result oriented performance to our clients.

In addition, designBLD has decades of experience working on and around Pre-Engineered Metal Building (PEMB) projects. As a Varco Pruden Builder, we are backed by a widely respected industry leader that has been in the business for more than 60 years. This strategic relationship coupled with our significant recent experience working on PEMB projects of all sizes throughout NEPA puts us in an ideal position to add value to your project in the event that you are considering Pre-Engineered construction. With that said, it is only a portion of the services we offer and our goal is not to necessarily do everything for you, but rather provide you with the services that you need in an efficient and cost-effective way.

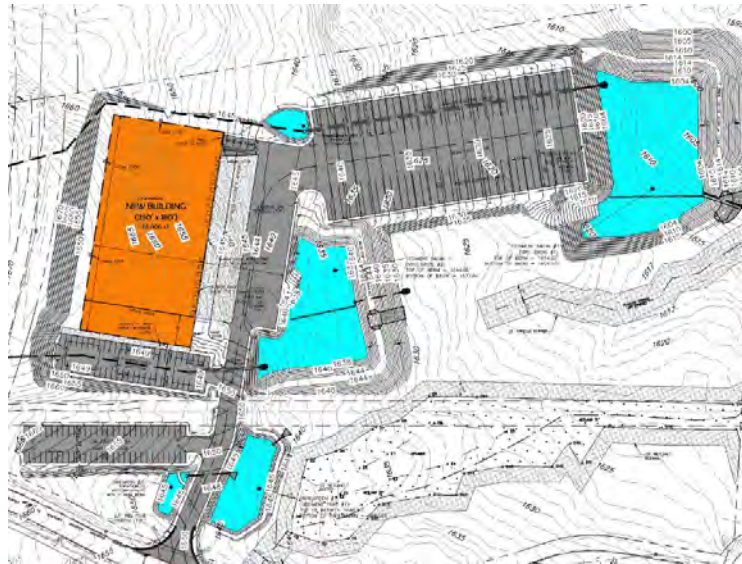
With regard to some of our history, the Owner of designBLD worked for approximately 15 years for a large real estate developer located in NEPA whose business was focused on commercial and industrial real estate. After participating in the design and construction of dozens of new industrial and commercial facilities and the development of approximately 2,000 acres of combination brownfield / greenfield land into several world-class business parks over a roughly 10-year period, the Owner of designBLD decided to start designBLD with the vision of deploying our collaborative services to a wider spectrum of project types and clients. During this formative 10-year period, we worked on numerous large-scale projects with extremely aggressive design / approval schedules and challenging construction deadlines. These projects ranged from 50,000 sf design-to-suit-to-sell projects to 500,000 sf design-build-own projects to 130+ acre pad-preparation sale projects under which we designed, got approved and constructed fine graded pad sites capable of accommodating new buildings in excess of 1.5 million sf in size under a fast-track contract with specific performance mandates and associated liquidated damage provisions. During this timeframe, we also worked on many office projects ranging from 10,000 sf to approximately 100,000 sf, and manufacturing facilities of varying sizes. These projects, while similar in that they required a high level of attention to detail, also required distinctly different perspectives.

Additionally, please note that our Team members have worked on numerous retail, office, flex, bulk distribution, residential, athletic facility and roadway / utility infrastructure projects throughout northeast PA since the 1990s. Our firm members have worked in a variety of different roles with various types of public and private sector clients. From lead design engineer to contractor to surveyor responsible for construction stake-out to construction project manager, we understand how to effectively interface with different individuals and different types of organizations in the process of developing their project.

designBLD brings over 25 years of experience to the table. Our professionals are multifaceted in their capabilities. We apply an interdisciplinary team approach to each project, leveraging our knowledge, skills and unique perspectives in design and construction to benefit our clients. Our collaborative synergy produces a diverse offering of quality design and construction solutions. Our approach streamlines project coordination – increasing efficiencies and yielding substantial value to our clients. Whether brought aboard to handle just one phase of your project or to manage the entire process from concept to construction, we spare no effort to deliver high quality, creative and cost-effective solutions.

Project Areas

- Institutional
- Industrial
- Commercial
- Municipal
- Residential
- Infrastructure
- Quarries



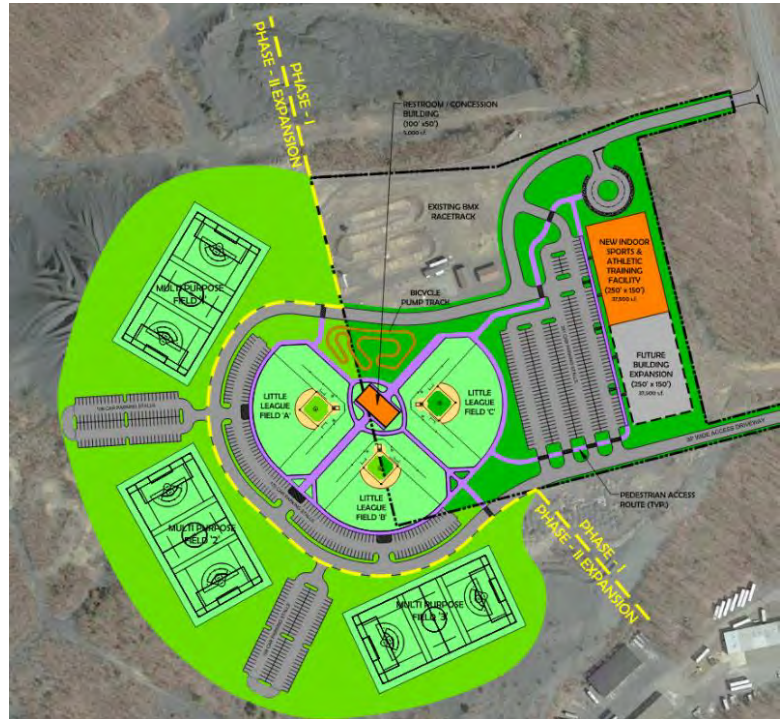
Tri-Mountain Industrial Building

SURVEYING AND CIVIL ENGINEERING

The portfolio of completed projects in which our team has been involved designing and / or constructing over the past 20 + years demonstrates the breadth and depth of experience we leverage to the benefit of our clients to deliver high value design services. Our vast experience in construction provides us with a unique perspective on managing cost and project constructability during the design phase. From the office to the field designBLD utilizes the latest GPS survey equipment, CAD technology and design software. This technology coupled with our experience using it allows us produce solid design work in an efficient manner that flawlessly transfers to the field where accuracy really counts.

Available Surveying and Civil Engineering Services

- Boundary Survey
- Construction Stake-Out
- Subdivisions
- Land Development Design
- Storm Water Management Design
- Utility Infrastructure Design
- Land Planning
- Industrial/Commercial
- Industrial Park Development
- Athletic Facility Design
- Traffic Studies
- Regulatory Permit Approval
- Municipal Approval Acquisition



Park Master Planning

PRE-ENGINEERED METAL BUILDING (PEMB) CONSTRUCTION

As a Varco Pruden (VP) Builder, we represent a world leader in providing innovative pre-engineered steel building systems. Each year, VP manufactures approximately 6,000 buildings ranging from 1,200 square feet to more than one million square feet under roof. With manufacturing and service centers located from coast to coast, VP provides buildings throughout North America, as well as throughout Canada, Central America, South America, Europe, and Asia. VP specializes in the computer-aided design of pre-engineered metal buildings and steel systems construction. Through the use of the company’s advanced engineering programming, Varco Pruden combines steel structural materials with virtually any exterior finish to create metal buildings that are aesthetically appealing and energy efficient and that provide years of trouble-free performance. Based upon our design and construction resources, coupled with our real-world experience on a significant resume of successfully completed PEMB projects, designBLD in partnership with Varco Pruden offers a unique combination of expertise and resources to the potential benefit of your project.



KT Holdings PEMB Construction

Available PEMB Services

- Furnish Only Services (your PEMB is delivered to your project site)
- PEMB Furnish and Erect Services (on a foundation constructed by others)
- Turn-key Services (we engage with your team from initial design all the way through final completion)

CONSTRUCTION PROJECT MANAGEMENT AND GENERAL CONSTRUCTION

The designBLD team has worked in the design and construction industry throughout northeast PA over the past 25+ years with hands-on experience in the construction of manufacturing facilities, office buildings, warehouses, restaurants, housing developments and much more. Across a wide spectrum of project types, we have been involved with construction projects including small building additions, facility renovations, new manufacturing facilities, quarry process upgrades, and many more. While we like to self-perform our work and have a very diverse team, we also have a deep resource base of sub-consultants and sub-contractors upon whom we rely to add specialty resources or a critical mass of resources where we feel it is beneficial to the end user. This flexibility coupled with our experience and our in-house capabilities make us a compelling choice for a multitude of project types.

Available Services

- Design-Build
- General Construction
- Construction Management
- Overall Project Management

LOCATION

designBLD is located in Exeter, PA

designBLD

54 Tunkhannock Ave.
Exeter, PA 18643
570.609.2600



KT Holdings Site Construction

III. KEY CONSULTANTS

The scope of this Master Planning effort is extensive and will require specific skills and expertise to gather and analyze important data regarding the many potential natural and man-made features of the park to inform the planning process. We have asked the following firms and individuals to address the various tasks identified in your RFP. Their qualifications are summarized below. Resumes for key individuals follow the team Organizational Chart. Additional information regarding the capabilities of our consulting team is included at the end of Section B.

JANELLE DRACH, CPRP

Executive Director of Greater Pittston YMCA

Janelle Drach has over 15yrs of experience in a variety of recreational and sports settings. For a decade, Janelle managed the Recreation Department for the City of Geneva, in the heart of the Finger Lakes. She was tasked and successfully completed several revitalization projects centered around enhancing livability and recreational amenities in and around the City. In addition, Janelle was a peer leader with the regional Genesee Valley Recreation and Parks Society as Past President and co-chaired their 2017 Annual Conference. She has sought out ways to engage in her community through volunteering on non-profit boards, being a youth coach and supporting school district initiatives. She established a close report with the local private educational institution, Hobart and William Smith Colleges, to enhance their recreational opportunities to the student body while also leveraging students as volunteers and staff.

Her current role as the Branch Executive Director here in “NEPA” at the Greater Pittston YMCA has continued her ability to provide family, youth and senior programming. The facility in Pittston includes a wellness center, full gymnasium, swimming pool, spin room and childcare facilities. During COVID, Janelle worked with the Wilkes-Barre Family YMCA CEO and Board to successfully merge the two entities to become the Greater Wyoming Valley Area YMCA, increasing their ability to serve the community with their combined resources. She has established relationships in her short time at the YMCA with key stakeholders in the area, including the 2 local school districts and the City of Pittston. Whether working for a municipality or a non-for profit, Janelle has been able to weather the storms of financial strains and lead in innovative ways to provide boastful offerings of recreational programming and amenities to the communities she works for.

City of Geneva Projects Include:

- Approval from City Council to purchase and install indoor turf (\$100,000) at our seasonal indoor ice rink to enhance off season amenities and create a new revenue stream for the City.
- Creation and Instillation of a disc golf course on the corridor of the City of Geneva led by a disc golf community group.
- Instillation of a community dog park through a community steering committee and volunteer fundraising of \$50,000.
- Instillation of a community lakefront playground (\$100,000 funds raised) leveraging public/private partnerships and having a community led build day with over 100 volunteers.

<https://www.slideshare.net/kflowers285/rotary-club-of-geneva-ny-kaboom-presentation-2012-hws-colleges>

- Worked closely with the Office of Neighborhood Initiatives to meet with various neighborhoods to create volunteer groups to steer recreational enhancements in several parks, create community projects and niche neighborhood event programming.
- Creation of a 10yr Park Master Plan for 9 City Parks (exclusive of Lakefront Park) – Not currently available online.
- City Comprehensive Planning Committee Member – Focused on the recreational amenities upgrades and redevelopment needed. This includes the lakefront enhancements and phased rollout planning.
<https://secureservercdn.net/198.71.233.181/1be.177.myftpupload.com/wp-content/uploads/Full-Comp-Plan-In-Motion-Document.pdf>

Relevant Skills:

Park Operations & Management

Recreational and Sports Programming

Employee Recruiting, Hiring and Training

Park Master Planning & Revitalization Projects

Special Events Coordination

Multi-purpose facility management

Public/Private Partnership Building

Midlantic Engineering, Inc.
Geotechnical Engineer
Tim Burns, P.E.

Summary of Firm Experience

Our firm is in its thirty-fifth year of operation and specializes in geotechnical engineering design and construction phase services. We have very specific experience in site studies and engineering analyses of properties within the northern Anthracite coalfields of Lackawanna and Luzerne Counties. Over the last twenty-five years we have served as consultants for the Office of Surface Mining on over one hundred projects related to mine subsidence and abatement projects. The location of our practice in northeastern Pennsylvania and our familiarity with the local geology and mining conditions as related to site development and construction makes us uniquely qualified for these studies.

Specific Site Experience

The study area is generally bordered to the south by Route 29; to the east by Middle Road and a stream tributary to Warrior Creek; and to the north by Great Valley Boulevard and lands of the Greater Wilkes-Barre Chamber of Business and Industry.

Strip mining for anthracite coal was performed through the center area of the study site in the 1950s and 1960s. Based on previous site studies and information provided to us, flood reclamation debris from Hurricane Agnes was used to fill the non-operating strip mine areas in 1973. Most of the debris was construction-type debris from buildings damaged in the flood. The previous landfill area encompasses about 38 acres. The site continued to be used as a solid waste facility until May 1982. The site was idle from 1982 until 2000.

The site was further filled and graded by Earth Conservancy under separate contracts. An initial area including about 6 acres of the fill areas was completed at the west portion of the site in the spring of 2006. The balance of the site grading was completed throughout 2006.

Midlantic Engineering has provided studies for this site and the adjoining development site over the last 20 years. These studies have included historic research, review of mine mapping, test borings, geotechnical laboratory testing of samples, analyses and report submissions.

The most predominant features to consider for future development planning are the extent of surface mining areas and the extent and depths of the landfill refuse materials on site. These conditions will have a direct impact on proposed development construction schemes, costs, and long-term serviceability of the site.

ECOLOGICAL SOLUTIONS, INC.

Wetland Biologist, Environmental Consultant

Joseph Gallagher

Ecological Solutions, Inc. (ECS) is a local environmental consulting company that has been providing wetland consulting and a variety of biological services to our clients for more than 25 years. Our client list includes individual property owners, homeowner associations, attorneys, engineering firms, and large land development companies.

A few of the services provided by ECS company include:

- Wetland presence/Absence Surveys
- Jurisdictional Wetland Delineations
- Preparation of Chapter 105 permits
- Phase I Environmental Assessments
- Endangered Species Surveys
- Stream Impact Assessments (Macroinvertebrate& Fishery)

GMS FUNDING SOLUTIONS

Demographics and Funding Sources

Amy Kronenburg

OVERVIEW

GMS Funding Solutions specializes in medium to large-scale capital projects (\$250,000 - \$800 million+), typically involving land development and/or public infrastructure. The GMS team conducts comprehensive analyses of project budgets, determining extraordinary costs that may be offset with the successful pursuit of competitive grants or low-interest, fixed-rate loans.

GMS's individualized and comprehensive funding and financing strategies are implemented to allow otherwise cost-prohibitive projects to move forward, resulting in new private investment and job creation opportunities in local communities, improved and expanded community-based recreational assets, and business-friendly environments through the provision of adequate supporting infrastructure. Our approach has resulted in millions of dollars in competitive public investment for our clients, who range from municipalities and municipal authorities, to non-profit corporations, institutions of higher education and healthcare, and for-profit businesses.

SECURING COMPETITIVE FUNDING

Positioning Quality Projects and Securing Stakeholder Support the GMS team identifies the most competitive attributes of proposed projects and uses those points to develop compelling stakeholder briefing materials, customized for each public subsidy. Executive summaries are used to effectively and efficiently engage key stakeholders.

Initial meetings to inform stakeholders, prior to approaching them with an "ask," are critical. ***Stakeholders should feel as though they are part of the project.*** This will result in them taking ownership and pride in the project's successful implementation.

Once funding applications are formally submitted, GMS meets with select key stakeholders to discuss a project's merits, receive and respond to any project-specific questions or concerns, and offer talking points for stakeholders in their own advocacy efforts going forward. Stakeholders may include affected property owners, municipal governments, county governments, state elected, planning organizations, and funding agency executives and staff. The objective of this outreach is to address, and ultimately eliminate, any objections to a project or its requested funding.

Economic Impact Analysis

If it is anticipated that the proposed project will create jobs or will include a substantial construction investment, the GMS team will develop economic impact analyses for proposed projects by employing the Impact Analysis for Planning ("IMPLAN©") V3.1 Modeling System. IMPLAN© is a matrix-based software and data tool that GMS uses to estimate the effects of changes within regional economies, such as variations in

industry spending, industry production, employment, employment compensation/wages and consumer spending. Whether the change is positive or negative, industries and households will respond by altering their production and spending habits. IMPLAN© can further estimate fiscal impacts that reflect the change in local and state government revenue that may result from these economic changes. The model is designed to project and replicate these interdependencies between producers and consumers, as well as the resulting increase or decrease in tax generation. ***These projections provide compelling estimates that allow funding agencies to assess their own returns on investment.*** For every tax payer-funded grant requested, we show the resulting temporary construction jobs supported and permanent jobs created, private investment leveraged, and recurring state and local tax revenue to be generated.

Developing Persuasive Applications

Compelling and professional applications must be submitted to the funding agencies. The GMS team uses all available materials, including master concept plans, engineered construction drawings, local and regional comprehensive plans, newspaper articles, and any other relevant resources, to develop credible and persuasive applications. ***The applications highlight certain key elements of a proposed project, ensuring they align with the goals and objectives of each specific funding source.*** A funding request is not one-size-fits-all. The Department of Community and Economic Development is focused on job creation and leveraging private investment. The Department of Conservation and Natural Resources cares most about preservation techniques and the Department of Environmental Protection focuses on environmental best management practices. PennDOT advocates for Public-Private-Partnerships as a means of improving the Commonwealth's transportation infrastructure. ***GMS customizes messaging to most appropriately align with each agency's priorities.***

POST-AWARD SERVICES

Grants Administration

Securing a notice of grant award is only half the battle in public funding. Each program has unique compliance requirements, some of which are discretionary and can change regularly, depending on the evolving policies of the funding agencies. Depending on the program, extensive oversight may be needed just to secure a fully-executed grant agreement. GMS coordinates all required materials with the funding agencies and the grantee.

Compliance and Drawdown

Once a grant agreement is secured, GMS works with a project's design consultant to ensure all proper bidding procedures are followed and all required contracting provisions are included. We ensure that the construction contract adheres to all applicable laws; e.g., Trade Practices Act, Pennsylvania Prevailing Wage Act, Americans with Disabilities Act, Public Works Contractors' Bond Law, etc.

Finally, GMS prepares all payment requests for submission to the applicable funding agencies. If a public sponsor/grantee is utilized, ***GMS coordinates these activities with the public sponsor/grantee directly to ensure that grant reimbursements are received in a timely fashion, minimizing interest carry costs if***

interim financing is utilized. Ultimately, we provide a full-service grants' management package that positions the clients for seamless close-out audits.

BROWNWATER GROUP, LLC

Security Analysis

David Baker

Brownwater Group, LLC is a veteran-owned sole proprietorship based in Scranton, PA which provides security, intelligence and land management consulting services and firearms training. Brownwater Group is solely owned and operated by David M. Baker, who has 20 years of active and Reserve service in the U.S. Navy (including two combat zone deployments), as well as 22-plus years of experience as a Federal, state and local law enforcement officer. Dave retired as a Special Agent from the U.S. Secret Service in June 2019 and in July 2020 accepted a position as the Chief Detective with the Lackawanna County District Attorney's Office, where he oversees the activities of numerous full and part-time law enforcement officers. Dave is also retired as a state law enforcement officer from the Pennsylvania Office of Attorney General, Bureau of Criminal Investigation.

PINNACLE INDOOR SPORTS

Maintenance and Operations

Norm Gill

Founded in 1999, Pinnacle provides a complete range of consulting services utilizing experience gained from hundreds of different projects. Services include: market feasibility studies, financial modeling, and turnkey operation guidance. Pinnacle has participated in the development of over 50 sports complexes from start to finish.

Norm Gill manages Pinnacle and was the founder of Soccer Blast International (SBI). He has hands-on experience in every aspect of an indoor facility's development, construction, and operation. He has personally operated six Soccer/Sports Blast facilities and has overseen the development, construction, and operation of many others. Before founding Soccer Blast, Norm was principal owner of a construction company specializing in design/build industrial construction projects. His expertise includes location selection, construction, financing, and business operations.