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ASSOCIATION

2024 SPRING LEGISLATIVE CONFERENCE

Speaker Bios & Session Overviews

2024 PEDA SPRING LEGISLATIVE CONFERENCE - SPEAKER BIOS

Gene Barr, Senior Advisor, GSL Public Strategies

Gene Barr is the retired president and CEO of the Pennsylvania Chamber of Business and Industry, the largest broad-based business advocacy group in Pennsylvania. Barr joined the Chamber in 2003, became president in 2011 and retired at the end of 2022. He has more than 45 years of experience in politics, government affairs, public policy and business operations including work with BP America, Associated Petroleum Industries of PA, Triad Strategies, and the Harrisburg law firm of McNees Wallace & Nurick. He is now a Senior Advisor to GSL Public Strategies.

He served three terms on the US Chamber Board of Directors, where he served on the Nominating and Governance Committee as well as the Chamber's Political Advocacy Committee. He has served on numerous boards including the United Way and the National Civil War Museum in Harrisburg. Gene has been named to various state commissions by both Republican and Democrat governors, including co-chair of Governor Tom Wolf's Keystone Workforce Command Center and worked on the transition team for Governor Tom Corbett. He is on the executive committee of PA 250 and the board of the Foundation for Free Enterprise Education. He was appointed to the Early Learning Investment Commission by former Governor Ed Rendell and now serves on the Emeritus Advisory Council.

Gene ranked number nine on the 2022 City and State PA's Power 100 list of the most influential people in the public and private sectors statewide. He was also named by his peers as "The Most Effective Association Lobbyist" in the Capitol in a poll conducted by the Pennsylvania Legislative Services and was included in the Pennlive/Patriot News list of the 17 most influential people in Pennsylvania politics in 2017.

He is the author of a non-fiction work on the American Civil War, *A Civil War Captain and His Lady: Love, Courtship, and Combat from Fort Donelson through the Vicksburg Campaign*.

Gene is a graduate of St. Joseph's University in Philadelphia and received a Certificate in Leadership Development as a participant in the 2017 National Security Seminar at the U.S. Army War College. He serves on the faculty of the Gettysburg Foundation Leadership Program.

Anthony (AJ) Cimahosky, Economic Development Specialist, The Greater Scranton Chamber of Commerce

Anthony (AJ) Cimahosky is the economic development specialist for The Chamber affiliates Scranton Lackawanna Industrial Building Company (SLIBCO) and The Scranton Plan.

In this role, Cimahosky works on marketing projects for The Scranton Plan, which supports the creation and retention of jobs in Lackawanna County. He also aids with economic development activities through SLIBCO,

including attracting new industries and assisting in business expansion, as well as helping with facilities management.

Cimahosky has experience in economic development and marketing from his role as a business development and research analyst at Mericle Commercial Real Estate. Prior to his role at the Chamber, AJ was the manager of continuing education at Johnson College.

Cimahosky earned his Bachelor of Science in energy, business and finance from Pennsylvania State University and is a graduate of Honesdale High School. He resides in Glenburn Township with his wife, Sara.

Jonathan W. Cox, Member, Co-Chair, Public Finance, Eckert Seamans Cherin & Mellott, LLC

Jon serves a broad range of clients in the public finance sector as bond counsel to school districts, counties, cities, boroughs, townships, municipal authorities and industrial development authorities, as well as nonprofit corporations, such as continuing care retirement communities, colleges, hospitals, fire companies and other community and economic development organizations.

Jon has significant experience with the following public finance transactions and structures:

- general obligation financing for local government units;
- revenue and guaranteed revenue financings for sewer, water and stormwater projects, including financings through the Pennsylvania Infrastructure Investment Authority (Pennvest) and the United States Department of Agriculture Rural Utilities Service;
- health and higher education revenue financing;
- infrastructure bank lending pools; and
- tax increment financing.

In addition, Jon serves as bank counsel to regional and community banks, documenting or reviewing commercial real estate, construction, equipment and working capital loans, as well as taxable and tax-exempt loans to governmental entities and nonprofits.

Jon also works closely with colleagues in the firm's interdisciplinary Opportunity Zone Practice Group to assist individuals, partnerships and economic development organizations in attracting, structuring and establishing Qualified Opportunity Funds and Qualified Opportunity Zone Businesses.

Prior to entering the practice of law, Jon obtained a variety of academic, government and business experience teaching geology, consulting with the U.S. Geological Survey and then planning and engineering fiber optic networks for an international telecommunications company.

Jonathan's full bio can be viewed at <https://www.eckertseamans.com/our-people/jonathan-w-cox>.

The Honorable Mary Jo Daley, Majority Chair, House Tourism & Economic & Recreational Development Committee

First elected to represent Montgomery County's 148th Legislative District in the Pennsylvania House of Representatives in 2012. Her election to state office continues a deep commitment to community service, the environment and social justice.

Daley is committed to focusing on the needs of her constituents through the assistance provided by a capable district office staff and a lot of community outreach. As a representative, she believes strongly that it is possible to practice the politics that are about getting things done and delivering services that people want and need.

Keeping her promise to be a strong voice for her constituents, Daley is leading efforts in Harrisburg to stop further erosion of women's rights, fighting for non-discrimination in Pennsylvania, and advocating for investing in Pennsylvania public schools to ensure funding that is adequate, equitable and sustainable.

Daley serves as the Majority Chair of the House Tourism & Economic & Recreational Development Committee and is a member of the House Rules Committee. In addition, Daley co-chairs the bicameral, bipartisan Women's Health Caucus and is one of five co-chairs of the Irish American Caucus.

Daley's public service began with 20 years as a member of Narberth Borough Council, including 10 years as council president starting in 2001. She often cites her years on Borough Council as invaluable experience for serving as a state representative and why she believes so strongly in supporting local governments, no matter how small the municipality.

Barbara Dillon, Partner, Nikolaus & Hohenadel, LLP

Barbara Dillon is a partner with the Lancaster law firm of Nikolaus & Hohenadel, LLP. She concentrates her practice on business transactions, real estate and estate planning and administration. Some of her clients include EDC Finance Corporation and the Lancaster County Conservancy.

She received her BA, cum laude, from Franklin & Marshall College, Lancaster PA and her J.D. from George Washington University Law School, Washington D.C. She is a member of the Lancaster and Pennsylvania Bar Associations and has served as an adjunct instructor of Business Law for Lebanon Valley College.

Barbara is a Past- President of the board of directors of the North Museum of Natural History and Science, Lancaster, PA. She lives in Reamstown with her husband, Jesse and has two adult children, Miranda and Alexander.

Michael Gaynor, Assistant VP, Field Operations, GoRail

Michael Gaynor manages the field staff and operations for GoRail. He brings two decades of political experience to his position, having served as a congressional staffer, political consultant and public relations director to a

national non-profit. Gaynor has taught campaign schools across the nation and consulted for numerous congressional and statewide campaigns, levies and local municipal elections. He has assisted clients in the business, transportation, agriculture and environmental sectors. A graduate of the University of Dayton, he also attended the RNC Campaign Management College. Gaynor and his wife, Elizabeth, have two sons, Nathaniel and Collin, and live in Columbus, Ohio.

The Honorable Chris Gebhard, Majority Chair, Senate Community, Economic & Recreational Development Committee

Senator Chris Gebhard was elected to serve the residents of the 48th Senatorial District in a special election on May 18, 2021. The district, which is composed of the heart of Pennsylvania Dutch Country, contains all of Lebanon County and portions of Berks and Lancaster counties.

In the 2023-24 session, he serves on the Banking and Insurance; Consumer Protection and Professional Licensure; Environmental Resources and Energy; Law and Justice; and Rules and Executive Nominations committees. Gebhard will serve as the chairman of the Community, Economic and Recreational Development Committee, which oversees the Department of Community and Economic Development.

A graduate of Vanderbilt University, Chris has spent the past 25 years working in the insurance field. He currently owns Hoaster Gebhard & Co., an insurance and risk management firm in Lebanon, PA.

Demonstrating his commitment to the community, Gebhard is an active member of numerous community organizations including: the Lebanon Lions Club, the Lebanon Community Library, Mt. Gretna Theatre and the Lebanon Valley Chamber of Commerce. He has previously served as a chairman and board member of the Lebanon Valley Chamber of Commerce.

During his time in office, Gebhard wants to protect our Constitutional individual liberties; ensure that Pennsylvania has secure and honest elections; strengthen the Commonwealth's economy and schools; assist small business owners competing in a world of overregulation; and help draft fiscally responsible budgets that put families and taxpayers first.

A lifelong resident of Lebanon County, he resides in North Cornwall Township with his wife Sarah and their two sons, Davis and Drew.

Laura Goodrich Cairns, Commerce Director, Delaware County Commerce Center

Laura Goodrich Cairns has spent over 20 years working in economic development and she currently serves as the Commerce Director for Delaware County, PA in the southeast region of Pennsylvania. Laura has worked on major public/private projects, including redevelopment of a shipyard to a racino, and development of an MLS

Stadium. She has also administered over two-dozen state capital grants, totaling north of \$52MM, although her favorite projects throughout the years were completed with smaller firms which created family sustaining wages, and views economic development as more than just private investment and job creation.

Andrea Heberlein, Executive Director, Pennsylvania Early Learning Commission

Andrea L. Heberlein is the Executive Director of The Pennsylvania Early Learning Investment Commission. The Commission was created by an Executive Order for the purpose of mobilizing business leaders across Pennsylvania to secure support for investments in early learning.

Before joining the Pennsylvania Early Learning Investment Commission, Andrea served as the Vice President of Strategic Impact for United Way of Lancaster County, where she helped to lead and support community initiatives focused on improving the educational, health and financial outcomes for children, youth and adults. Under her leadership, United Way of Lancaster County was recognized nationally and statewide for unprecedented increases in health and social service collaboration and innovative place-based strategies related to social determinants of health.

Andrea has an extensive background and experience around community-building work, service coordination for adults with disabilities, community systems development for children with disabilities and directing an employer-sponsored, NAEYC accredited, early childhood learning center for Penn Medicine/Lancaster General Health and Franklin & Marshall College. She currently serves as the Chair for the Lancaster County Homelessness Coalition's Steering Committee, on the Advisory Council for Nurse-Family Partnership, the State Advisory Council on Early Childhood Education and Care and the Early Childhood comprehensive Systems Advisory Committee.

Andrea received her Master of Social Work degree from Millersville University, where she is an adjunct professor and teaches undergraduate and graduate social work classes. She is a Policy Fellow alumna from the Pennsylvania Office of Child Development and Early Learning and a graduate of the United Way Worldwide Leadership Program.

Lori Irwin, Chief Counsel, Pennsylvania DCED

Lori Irwin currently serves as the Chief Counsel to the Department of Community and Economic Development (DCED), an agency which provides strategic technical assistance, training and financial resources to promote economic development in communities across the Commonwealth. Preceding her appointment, Ms. Irwin served in a variety of capacities at DCED including as counsel to the various economic development financing programs, tax credit programs and the Governor's Action Team. She also served as a Deputy General Counsel with the Governor's Office of General Counsel, where her primary practice area was legislative initiatives.

The Honorable Leanne Krueger, Majority Caucus Administrator, Pennsylvania House of Representatives

State Representative Leanne Krueger represents Pennsylvania's 161st Legislative District in Delaware County. Leanne made history in 2015 as the first woman to represent the district. A progressive champion and tireless advocate for women, school kids, the environment and working families, Leanne was elected by her peers to serve on the House Majority Leadership team as House Democratic Caucus Administrator, where she is the first woman to hold the office. She convenes the Blue Green Working Group and is a co-founder of the Climate Caucus. Leanne was the first woman to chair the Pennsylvania House Democratic Campaign Committee, where she spent four and a half years working to flip control of the Chamber.

Prior to elected office, Leanne served as the first Executive Director of the Sustainable Business Network of Greater Philadelphia (SBN), and Senior Director of Strategy and Development at the Business Alliance for Local Living Economies (BALLE), an organization which supported over 50,000 locally-owned, independent businesses across the country to create a stronger, fairer economy. She has received local and national attention for her work in economic development and public policy.

Leanne holds an MBA in Urban Economic Development from Eastern University and a BA from Rutgers University. She is also a BALLE Fellow, a Senior Fellow of the Environmental Leadership Program and a 2009 Pennsylvania Fellow of the Center for Progressive Leadership.

The 161st District is comprised of Aston Township, Brookhaven Borough, Chester Township, Middletown Township (part), Nether Providence Township, Ridley Township (part), Rose Valley Borough and Upland Borough. Leanne lives in Wallingford with her son, Wendell.

Kristina M. Kurjiaka, Deputy Chief Counsel, Pennsylvania DCED

Kris joined the Office of Chief Counsel of the Pennsylvania Department of Commerce (predecessor to the Department of Community and Economic Development) in 1994 after three years in private practice at Barley, Snyder, Senft & Cohen in Lancaster. As counsel to the Department's economic development financing programs, Kris advises the Department on programmatic and operational issues related to financing programs. Over the last thirty years, Kris has closed hundreds of economic development assistance loans. She also created and manages an efficient and customer-driven loan satisfaction process for the Department.

Mark Longietti, Director of Business & Community Development, City of Hermitage

Mark Longietti serves as Director of Business and Community Development for the City of Hermitage. Previously, he represented the 7th District, Mercer County, in the Pennsylvania House of Representatives from 2007-2022. In the House, Longietti was the Minority Chairman of the House Education Committee, 2021-2022, and Co-Chair of the House/Senate Early Childhood Education Caucus, 2015-2022. He also served as a member

of the Basic Education Funding Commission, Special Education Funding Commission, the State Board of Education and the Pennsylvania Higher Education Assistance Agency (PHEAA).

Longietti is a graduate of Sharpsville Area High School, Westminster College and Boston College Law School. He has been a practicing lawyer since 1988 and serves as Of Counsel at Brouse McDowell law firm. He also serves as Vice President of the United Way of Mercer County, which supports early childhood education through its Success By Six program and Dolly Parton's Imagination Library program in Mercer County. Longietti also serves on the boards of Buhl Park Corporation, Primary Health Network Charitable Foundation, Sharon Community Development Corporation and First Baptist Church of Sharon. He lives in Hermitage with his wife, Tina.

Stephen McKnight, President & CEO, Altoona Blair County Development Corporation

Stephen has more than 30 years' experience in "placed-based" economic development strategies, project management and public policy. He has assisted with numerous business expansion projects resulting in millions of total investment. During his career, Stephen has worked for both private development companies and industry trade organizations in Washington, D.C. He contributed to the formation of federal transportation and economic development policy.

As a co-founder of Fourth Economy Consulting, he worked with communities and industry across the country building competitive operational growth strategies. Stephen has demonstrated core competencies in site selection, budget analysis, government relations, proposal development, public/media relations, event planning, membership development, fundraising, image branding, public policy analysis and issue driven coalition building.

Stephen currently serves on the Board of Directors of Goodwill of the Southern Alleghenies and the Pennsylvania Economic Development Association. When not working, and sometimes even while he is, he can be found skiing, hiking and cycling throughout our great mountain communities.

The Honorable Donna Oberlander, Minority Chair, House Tourism & Economic & Recreational Development Committee

Continuing to rely on her proven entrepreneurial and public sector experience to advance economic development opportunities and preserve traditional values to make Clarion and Armstrong counties an even better region to live, work and raise a family, Donna Oberlander was elected to serve her eighth term as state representative for the 63rd Legislative District in November 2022.

Donna currently serves as the Republican Chairman for the House Tourism and Economic and Recreational Development Committee. She previously served as Republican Whip (2020-2022); Policy Chairman (2018-2020); and Caucus Secretary (2015-2018). She was the first Republican woman to serve as both Republican Whip and Policy Chairman and the first representative from the 63rd District to achieve this advanced leadership role.

She continues to serve as co-chairman of the House Diabetes Caucus and the House Manufacturing Caucus and is an active member of the House Pro Life Caucus, 2nd Amendment Caucus, Coal Caucus, State System of Higher Education Caucus and the Oil and Gas Caucus. Her tenure in the House has also included membership on the following standing committees: Appropriations, Children and Youth, Environmental Resources and Energy, and Local Government, along with previously serving as a board member of the Pennsylvania Infrastructure Investment Authority (PennVEST).

To date, seven of her bills have been signed into law, including Act 130 of 2022, which would permit for the driverless testing and deployment of autonomous cars and trucks on Pennsylvania roadways, leading to the creation of thousands of new jobs and billions of dollars in investment in the Commonwealth. Her other laws include: Act 25 of 2021, which exempts large data centers from the sales and use tax for the purchase of large-scale equipment; and Act 7 of 2020, which requires the Pennsylvania Department of Health to regulate milk banks, which are entities that gather, process and distribute mothers' milk for medically fragile newborns.

Other laws she has authored include Act 45, which renamed a local bridge in memory of a local hero who died in action in Afghanistan, and Act 13, which allowed Pennsylvania to opt out of abortion coverage through federal health care exchanges as part of the Affordable Care Act. She also authored Act 171 of 2016, which requires the state Department of General Services to establish a process to formally recognize all Pennsylvania-based minority-, woman- and veteran-owned businesses – also known as “diverse/disadvantaged” businesses – to make it easier to do business. She began her legislative career in spearheading the repeal of a Uniform Construction Code mandate that required sprinkler systems to be installed in all newly constructed residential housing (Act 1 of 2011).

Supplementing her work with the small business community and job creators, Donna is a member of the Pennsylvania Small Business Development Center's (SBDC) Advisory Board and the Pittsburgh Supercomputing Center's Advisory Committee. She is able to use her experience as a certified finance professional from the National Development Council, a former business outreach manager with Clarion County Economic Development Corporation and a former small business owner to help other entrepreneurs and business owners.

In recognition of her strong support for pro-business legislation, Donna has earned consecutive “Guardian of Small Business” awards from the Pennsylvania chapter of the National Federation of Independent Business (NFIB). She was also named the Be Someone for Kids Award (PA Partnerships for Children); the 2021 Legislative Leadership Award (Rehabilitation and Community Providers Association); 2019 Henry G. Toll Fellowship Program participant (Council of State Governments); 2019 Legislator Leader (PA Association of Conservation Districts); 2018 Rural Health Legislator of the Year (PA Office of Rural Health); 2015 Rural Educator of the Year (PA Association of Rural and Small Schools); Robert C. Keaton Government Leader Award (PA Defense Institute); and a Recovery Champion (Armstrong-Indiana-Clarion Drug and Alcohol Commission).

Donna is an active member of Women in Government, which convenes state legislators and stakeholder experts with broad perspectives and experiences to amplify the work of female lawmakers. She serves on the Board of Directors and is one of two Eastern Regional Directors for the organization.

Before her time in the state House, Donna was elected to the Clarion County Board of Commissioners, where she aggressively worked to control local government spending and took an active role in strategic planning for economic development and growth. A proud graduate of Clarion University, Donna served on the Council of Trustees for 14 years. In 2022, California, Clarion and Edinboro Universities integrated to form Pennwest University of Pennsylvania and she was appointed to the newly constituted Council of Trustees in 2022.

Donna and her husband, Derek, a United States Marine Corps veteran, have two children, Tori and Tanner.

The 63rd Legislative District includes all of Clarion County and the Armstrong County communities of Boggs, Bradys Bend, Cowanshannock, Hovey, Kittanning, Madison, Mahoning, Perry, Pine, Plumcreek, Rayburn, Redbank, Sugarcreek, Valley, Washington, Wayne and West Franklin townships; Atwood, Dayton, Elderton, Kittanning, Rural Valley, South Bethlehem and Worthington; and Parker City.

Erik R. Pages, President, EntreWorks Consulting

Erik R. Pages is President and Founder of EntreWorks Consulting, an economic development consulting and policy development firm focused on helping communities and organizations achieve their entrepreneurial potential. Since its founding, EntreWorks has worked with communities in 46 states and overseas. Recent engagements include work for the Appalachian Regional Commission, the Pentagon's Office of Local Defense Community Collaboration, the National Association of Counties, the US Small Business Administration and for communities in Alabama, Georgia, Indiana, Louisiana, Maryland, Pennsylvania, Texas, Virginia and Wisconsin.

He previously served as Policy Director for the National Commission on Entrepreneurship and has also held senior positions at the U.S. Department of Commerce's Economic Development Administration and on Capitol Hill. He is a Senior Fellow at the Center for Regional Economic Competitiveness and serves on the Alexandria/Arlington Regional Workforce Council and on the Board of Directors of the Global Entrepreneurship Network. He received his Ph.D. from Georgetown University, where he has served as an Adjunct Professor. He also holds degrees from Dickinson College (Phi Beta Kappa) and the University of Pittsburgh.

Alex Rahn, Vice President, Wanner Associates

Alex Rahn has over twenty-four years of experience in the advocacy, corporate, government, association, non-profit and political sectors. Alex works extensively on funding issues as well as education, health and human services, economic development and workforce legislative issues. Prior to joining Wanner Associates, Alex owned his own state, municipal and federal government relations firm. He also served as the Southeast Political

Director for Senator Arlen Specter and spent more than six years working as both the District Director and Campaign Manager for Congressman Curt Weldon. Alex is also former Vice President of Government Affairs for the Rajant Corporation, Government Affairs Manager for Galaxy Scientific and Executive Director for the Delaware County Transportation Management Agency. A member of the PA Association of Government Relations, Alex serves(d) on the Board of Directors for several organizations, including the American Red Cross of Chester County, United Way of Delaware County and CASA/Children's Advocates of Delaware County. Alex is a former Councilman of Ridley Park Borough, Political Party official for Chester County and Veteran with the PA Army National Guard and holds a Bachelor of Arts in Political Science from West Chester University.

Bruce Reddock, Director of Economic Development, The Greater Scranton Chamber of Commerce

Bruce Reddock joined The Greater Scranton Chamber of Commerce in July 2015 as part of the Scranton Lackawanna Industrial Building Co. (SLIBCO), the economic development affiliate of the Chamber.

As Director of Economic Development, Bruce is responsible for managing the attraction of new industries and the expansion of local businesses within Lackawanna County, as well as overseeing land development projects within SLIBCO's portfolio. These initiatives generate economic development projects that assist in the creation and retention of jobs, providing significant economic impact to Lackawanna County.

After graduating from Misericordia University in 2013 with a Bachelor of Arts degree in Government, Law and National Security, Bruce relocated to New York City to begin his professional career, taking a job in the education and technology industry.

Prior to his role at The Chamber, Bruce held several marketing positions with multi-national companies dealing in both the B2B and B2C channels. Bruce served as the Graduate Program Territory Manager for The Princeton Review of NYC and, prior to his work at the Chamber, held the role of Market Development Manager for Coca-Cola Refreshments.

In 2015, Bruce was recognized by the Northeast Pennsylvania Business Journal as a Top 20 Under 40 business professional. Bruce also serves on the Economic Revitalization Committee for Scranton Tomorrow, as well as NEPA Moves, an initiative focused on providing equitable transit solutions to the residents of Northeast Pennsylvania. In 2021, Bruce was recognized by the Industrial Asset Management Council (IAMC) as a Fellow through his completion of IAMC's leadership development program.

Bruce currently resides in Peckville, Pennsylvania, with his wife Holly and two pit bulls, Maverick & Charlie.

Aaron Riggleman, Manager, Government Affairs, Pennsylvania Chamber of Business & Industry

Aaron Riggleman joined the PA Chamber's Government Affairs team in April of 2023. His responsibilities include grassroots coordination with local and regional chambers, as well as tackling education policy and policies aimed at improving the Commonwealth's workforce. Prior to joining the PA Chamber, Riggleman served in various roles in the campaign world varying from the federal to the local level. He most recently worked for the House Republican Campaign Committee where he helped orchestrate victorious State House campaigns. A recent graduate of Grove City College, where he earned his Bachelors of Arts in Political Science in 2022, Riggleman is a proud son of western Pennsylvania where he was born and raised.

Lisa Riggs, Senior Managing Director, Economic Growth Strategy & Partnerships, Team Pennsylvania

Lisa Riggs is Team Pennsylvania's Senior Managing Director, Economic Strategy & Partnerships. She previously served as the President of the Economic Development Company of Lancaster County for nine years, leading a focus on business retention and expansion and economic analytics. Ms. Riggs has served in a number of other economic development roles over her more than two decades of experience, including as the President of the James Street Improvement District, a community and economic development organization focused on parts of the City of Lancaster, and as Vice President of Economic Development for the Downtown Partnership of Baltimore (Baltimore, MD). She also served for two seasons as the President of the Lancaster Barnstormers, a professional minor league baseball team.

A graduate of Johns Hopkins University, Ms. Riggs resides in Lancaster County. She currently serves on the boards of the Pennsylvania Economic Development Association, Ben Franklin Technology Partners of Central PA, the Lancaster STEM Alliance, Discover Lancaster and the Lancaster Clean Water Partners.

Sherwood P. Robbins, Managing Director, Seedcopa

Seedcopa is a private, non-profit organization created over 40 years ago to help small businesses get the money they need to start, grow and expand their businesses. In the role of Managing Director, Sherwood works with a staff of 8 professionals; interacts with banking partners throughout Pennsylvania and Delaware; manages the partner relationships with numerous statewide economic development agencies; and is responsible for the enhancement of Seedcopa's process and menu of financing services. He is proud of Seedcopa's history and its staff, with 85 combined years of dedicated government lending experience.

Sherwood joined Seedcopa in 2007 as a Relationship Manager to further expand its SBA 504 loan program and to develop SBA and USDA facilitation services for banks looking to enter the Government Loan arena. Since that time, the organization has added new loan programs to its offering as well. During his tenure at Seedcopa,

over 650 loans across all programs have been approved. Borrowers have committed to creating nearly 7,200 local jobs through these Federal and State economic development loan programs.

Prior to joining Seedcopa, Sherwood spent over 15 years in the banking industry, acquiring experience and developing skills in Commercial Banking, Retail and Investment departments. For many of those years, he's served as a dedicated Government Loan lender, developing an extensive network of business associates and centers of influence. He enjoys many national and local guest-speaking invitations each year, covering the key aspects of SBA and other Federal and State government loan programs. He currently serves on the Board of the National Association of Development Companies (NADCO) as the Region 3 Director and currently chairs the Central Servicing Agent (CSA) Committee. NADCO is the national trade organization for the SBA 504 industry.

The Honorable Rick Siger, Secretary, Pennsylvania DCED

Rick Siger was appointed by Governor Josh Shapiro as Acting Secretary of the Department of Community and Economic Development on January 17, 2023.

In his current role, Rick leads the commonwealth's efforts to grow our economy and build a better future for Pennsylvanians. He is committed to helping small businesses thrive, spurring innovation and increasing opportunities in communities to make Pennsylvania a national leader in growth and innovation.

Prior to his current role, Rick served as Chief of Staff and Senior Advisor to the President at Carnegie Mellon University (CMU) in Pittsburgh and led CMU's growth strategy at Hazelwood Green, a former Pittsburgh industrial site re-envisioned as a new model for economic development and translational research.

Rick served President Barack Obama for more than seven years in multiple roles, including as Chief of Staff at the White House Office of Science and Technology Policy (OSTP) and Deputy Chief of Staff at the Department of Commerce. He also worked as former Governor Tim Kaine's Deputy Secretary of Commerce and Trade in the Commonwealth of Virginia.

Rick was born and raised in Pittsburgh and currently lives there with his wife Kinsey Casey, daughter Margaret, and dog Amos. He holds a B.A. in political science from Columbia University.

Robert Swales, Chief Executive Officer, Clearly Ahead Development

Born and raised in Clearfield, Pennsylvania, Rob Swales returned to his hometown to make a difference and begin his career working in economic development in 2000.

Clearly Ahead Development specializes in redevelopment projects such as Brownfields, business park development and industrial multi-tenant building management, and provides resources for local manufactures to grow their operations, business recruitment strategies and financial packaging for capital projects.

As CEO, Swales has spearheaded the redevelopment of dozens of Brownfield projects in Clearfield County that have leveraged over \$384M in private investment, the creation of over 500 jobs and retained over 2,100 full time jobs to date.

Swales' most notable redevelopment efforts in recent years include the downtown Clearfield Riverfront, Howe's Leather Tannery, DuBois Brewery & Icehouse, FCI Electronics and the Harbison Walker Refractory in Clearfield to reinvent over 120 acres of land for private businesses in Clearfield County.

Swales serves on multiple Boards and committees, locally and throughout the Commonwealth. Most notably, Swales serves as Vice President of the Pennsylvania Economic Development Association and is a member of the PA Wilds Center for Entrepreneurship Board of Directors.

Swales resides in Clearfield with his wife, Kellie, and children, Denis, Elli, and Lily.

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2024 PEDA SPRING LEGISLATIVE CONFERENCE - SESSION OVERVIEWS

Agenda is subject to change

Pre-Conference Session: Fundamentals of Collateral

Collateral plays a critical role in the world of lending. This session, geared toward economic development finance professionals, will explore types of collateral, the processes to perfect them and relevant considerations when underwriting loans.

Keynote Presentation: Building Future Ready Economic Development Organizations

The past five years have seen a major spike in public and private investment in Pennsylvania's economic development ecosystem. Thanks to new programs spurred by the COVID 19 pandemic, Pennsylvania's economic development organizations have introduced new initiatives, addressed the worst impacts of the pandemic and the Great Recession, and built much needed in-house capacity and expertise. But, it is likely that this investment flow is coming to an end, creating new challenges for local economic developers. What can economic developers do to thrive in a tougher budget environment? How can they continue to support new programs and innovations, while remaining ready and resilient in the face of future economic shocks? In this talk, Erik R. Pages of EntreWorks Consulting will discuss how economic development leaders can respond to a tougher budget environment while also preparing their organizations for long-term success and prosperity.

Beyond a Workforce Barrier: Quality Child Care is Economic Development

The statistics and data show a clear connection between workforce challenges and a lack of affordable, quality child care. However, this insufficient child care problem has a dramatic, negative, economic impact on families, employers and Pennsylvania's overall economy. What if the model was flipped and quality child care was intentionally included in strategic economic planning and community development in communities across the commonwealth? How would current and future employers benefit from this proactive approach? Join the Pennsylvania Early Learning Investment Commission and the PA Chamber to explore why and how child care should be integrated in economic development work.

Hot Topic Session

Following the selection of a session for this time slot, an overview will be made available.

Tax-Exempt Financing for Economic Development

The intent is for this session to focus on qualified private activity bonds to finance 501(c)(3) projects and certain manufacturing projects. As time and interest permit, our presenter also may provide an overview of tax

increment financing, neighborhood improvement districts, monetizing LERTAs and developments related to direct pay tax credits under the Inflation Reduction Act for certain renewable and clean energy projects.

Preparing Your Local Team to Meet with Your Legislators

As PEDDA continues its efforts to ensure economic development remains at the forefront of Pennsylvania's agenda, it recognizes the critical importance of establishing and maintaining relationships with the Administration, the Legislature and other key decision makers. To maximize the impact of our efforts, it's critical that both PEDDA's relationships and your own – in these areas – remain strong and that we all carry the same message(s). This session is designed to address the tools economic development professionals need to effectively interact with legislators in their home districts. Join us for this session, moderated by Alex Rahn, Vice President of Wanner Associates and PEDDA Government Affairs Consultant, to learn about why you should and how you can become an advocate, the basics of the legislative process, advocacy strategies and tools, and more.

Rail-Focused Economic Development & Federal Grants

GoRail will present on various rail grants available through the \$1.2 trillion Bipartisan Infrastructure Law (BIL), signed into law in November 2021. These new programs provide 80% federal funding directly to local communities for freight and passenger railroad safety and economic development projects. Some of the many projects included in these new programs include track relocation, grade separations, pedestrian bridges and culvert improvement.

Get Some Help!

We need to know. What best practices would you like others to share? Are external items affecting your work? What is troubling you at work or keeping you up at night? Is there anything that you need help sorting out? In short, this session will be built upon thought-provoking questions, ideas and opportunities for collaboration. The goal is to have a lively discussion, to provide potential solutions and to get / give some help.

Legislative Panel

This session, moderated by Alex Rahn, Vice President with Wanner Associates, features panelists who are deeply involved in the day-to-day efforts to develop and pass state legislation pertinent to economic development. Our plan is to explore current affairs, the upcoming state budget and economic development policies under consideration.

Efforts to Strengthen PA's Economic Competitiveness

During this session, Lisa Riggs (Senior Managing Director, Economic Growth Strategy & Partnerships, Team Pennsylvania) will:

- explore key aspects of the Commonwealth's 10-year Economic Development Strategy that are prioritized for early actions
- elevate specific areas of focus for Team PA that align with the Strategy
- reflect on how having a PA Strategy can be impactful at a local and regional level