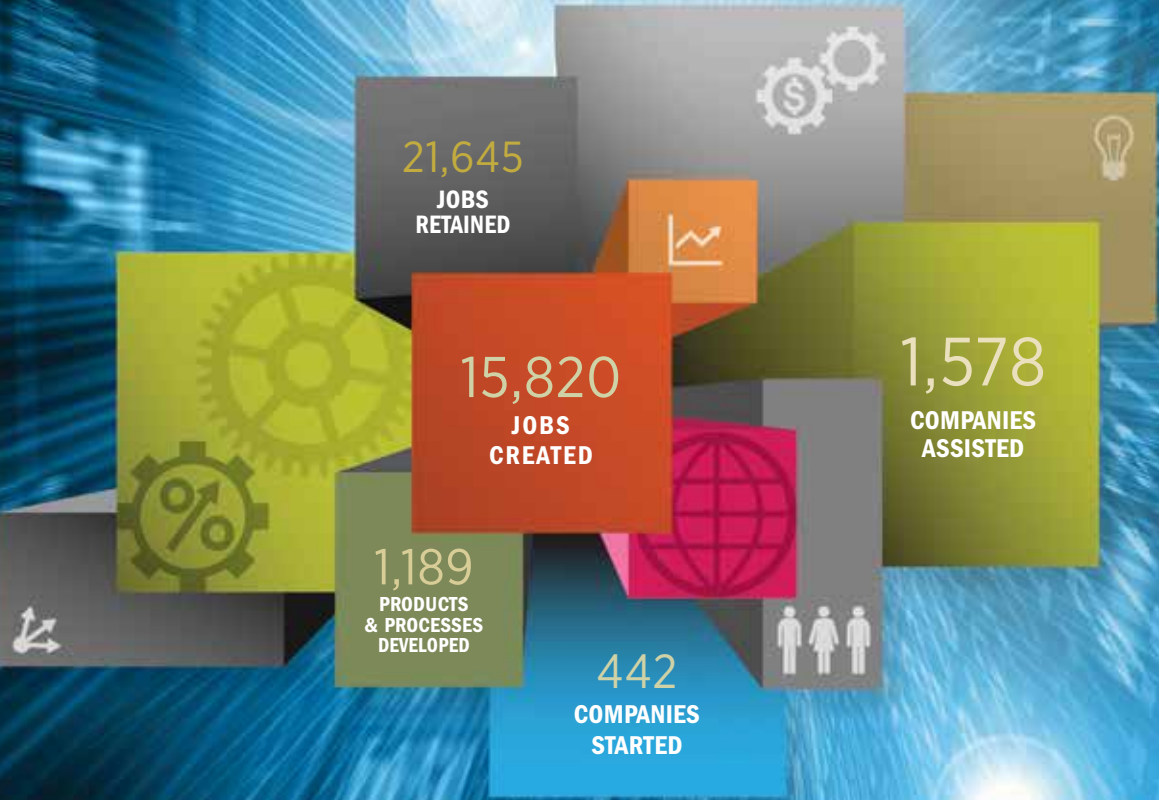


BEN FRANKLIN TECHNOLOGY PARTNERS of NORTHEASTERN PENNSYLVANIA
CUMULATIVE RESULTS



INSPIRING INNOVATION

See our Statewide results page 15 | See more Northeast results page 30


Ben Franklin
Technology Partners
Northeastern Pennsylvania
CELEBRATING 30 YEARS
Ben Franklin TechVentures
116 Research Drive
Bethlehem, PA 18015-4731
www.benfranklin.org
Address Service Requested

Non-Profit Org.
US Postage
PAID
Permit No 504
Lehigh Valley, PA

ANNUAL
REPORT
2013



INSPIRING INNOVATION

BEN FRANKLIN TECHNOLOGY PARTNERS of
NORTHEASTERN PENNSYLVANIA 



INSPIRING INNOVATION

“The Ben Franklin Technology Partners
is a proven and internationally recognized
model of ultra-successful technology-
based economic development.”

—CHAD PAUL



SELECTING, NURTURING, AND SUPPORTING TECHNOLOGY-BASED COMPANIES IS NOT A PRACTICE THAT IS EASILY MASTERED. Since the Ben Franklin Technology Partners (BFTP) began 30 years ago, our team has built and developed its knowledge base, relationships, and networks. This deep experience allows us to effectively fund and support entrepreneurs and established manufacturers. Each client and industry is different. We’ve developed and fine-tuned networks and approaches that combine to support our clients on an individualized, enterprise-wide basis.

Taken together, our investments and efforts create and retain highly paid, sustainable jobs in northeastern Pennsylvania. The Ben Franklin Technology Partners is a proven and internationally recognized model of ultra-successful technology-based economic development.

Due to the budget pressures caused by the recession, Ben Franklin funding has been reduced more than 50% since fiscal year 2007-2008. Because our operating budget is primarily dependent on state funding, these blows to our resources dramatically curtailed our ability to fund companies appropriately. In addition to substantially cutting our staff and expenses, we were forced to reduce funding to clients. We have been unable to invest in deserving companies that may have created the jobs that our economy needs, and we had to seriously short-fund many companies in which we did invest. Our region has missed out on real opportunities for substantial job creation and retention.

We are tremendously grateful for the Innovate in PA legislation that was passed in July 2013 by the Pennsylvania General Assembly and signed into law by Gov. Corbett. This three-year influx of funds will be put to work investing in deserving companies. As we have done so effectively in the past, Ben Franklin will strategically invest in and support regional companies. We will leverage the Innovate in PA funding as a path to creating additional state tax revenue and economic prosperity.

The skills and networks needed to create sustained technology-based economic development are developed over time. Even after 30 years, we continue to learn, collaborate, adapt, and improve. Ben Franklin is a well-oiled job creation machine. We are extremely fortunate that our clients, communities, and elected officials recognize our contributions and capabilities. Thanks to your support, we will continue to help northeastern Pennsylvania companies develop technologies that create and retain jobs, position our regional economy for growth, and improve the human condition.

R. Chadwick Paul, Jr.
*President and Chief Executive Officer
Ben Franklin Technology Partners of Northeastern Pennsylvania*

CONTENTS

A MESSAGE FROM THE CEO	1
PROGRAM OVERVIEW	3
INVESTMENTS	5
Challenge Grant	5
Alternative Energy Development Program	12
Business and Technical Assistance	14
CELEBRATING 30 YEARS	15
Statewide Impact Study Results	15
Governors’ Panel	19
INNOVATE IN PA	20
GOVERNOR’S IMPACT AWARDS	20
BEN FRANKLIN TECHVENTURES	21
LEED Gold Certification	22
PA House Manufacturing Caucus Tour	23
Supporting Regional Entrepreneurship	23
BEN FRANKLIN INCUBATOR NETWORK	24
I XCHANGE	25
BEN FRANKLIN VENTURE IDOL	29
RESULTS/FINANCIALS	30
BOARDS	31
STAFF	33



PROGRAM OVERVIEW

BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA (BFTP/NEP) is part of a four-center, state-funded economic development initiative that began operations in 1983. The northeastern center is headquartered at Ben Franklin TechVentures®, a technology incubator/post-incubator facility on the Mountaintop Campus of Lehigh University in Bethlehem. Regional offices are located in Bloomsburg, Reading, and Scranton.

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

1

Developing early-stage, technology-based companies

2

Helping established manufacturers creatively apply new technology to achieve industry leadership and compete effectively in a global market

3

Promoting innovative community-wide initiatives that foster a supportive business environment for high-growth companies

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

CAPITAL – Ben Franklin makes investments that typically range from \$30,000 to \$150,000 per year for up to three years. We take calculated risks investing 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 endorsement.

We also support established manufacturers by providing investments in innovation and access to our network of university and industry experts and facilities. Work is usually technology development or application-driven and is accomplished with a college or university partner.

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, service providers, and investors, creating a powerful and comprehensive support program for clients.

COLLEGE AND UNIVERSITY RESOURCES – We tap into the strength of Pennsylvania's colleges and

Statewide, the Ben Franklin Technology Partners has returned \$3.60 to the Pennsylvania state treasury for every \$1.00 invested in the program.

universities, whose faculty and students work directly with many of our clients. Ben Franklin provides a crucial link between client companies and the wealth of knowledge, facilities, and human resources in the Commonwealth's higher education institutions.

INFRASTRUCTURE – BFTP staff apply years of business incubation expertise in support of the 10-member Ben Franklin Business Incubator Network. This collaboration is among the largest incubator networks in the nation.

Prospective Ben Franklin clients must offer significant potential for job creation and retention and future growth through innovation. Ben Franklin works with the most promising ventures on an enterprise-wide basis to enhance their entire way of doing business.

Visit www.nep.benfranklin.org for additional information.

IN ORDER TO BUILD THE REGIONAL TECHNOLOGY ECONOMY, the Ben Franklin Technology Partners of Northeastern Pennsylvania allocates a portion of its resources to client investments and business and technical assistance through the Challenge Grant provided by Pennsylvania’s Ben Franklin Technology Development Authority. This year, through the Pennsylvania-funded Alternative Energy Development Program, Ben Franklin also invested substantially in companies that are either developing new energy-related technologies or are seeking to employ energy-conservation processes. All clients were competitively selected as having the greatest potential for creating or retaining highly paid, sustainable jobs, introducing novel products or processes, and filling a promising market niche.

CHALLENGE GRANT INVESTMENTS

A SOUND STRATEGY, INC.

Stroudsburg, Monroe County

Build the infrastructure to roll out a national sales effort to promote A Sound Strategy’s (ASSi) Software-as-a-Service (SaaS) products that help customers utilize web-based platforms to increase sales and enhance efficiency. Small- and medium-sized businesses sometimes underutilize online tools because of the cost and difficulty in implementing and maintaining them. ASSi’s siteMaster® platform helps companies manage their web content, memberships, events, and e-commerce. The company’s newest product, touch-Folio™, allows client companies to develop and manage a mobile application on touchscreen mobile phones and tablets. Clients use the app as a sales tool to showcase products and services easily and at a lower cost, allowing them to compete with larger enterprises.

BFTP Investment: \$30,000 | Total Project Budget: \$220,000

BISON ANALYTICS, LLC

Lewisburg, Union County

Continuing developing business intelligence software for small businesses that use QuickBooks™ accounting software. Bison Analytics’ product allows clients to easily utilize QuickBooks data for comprehensive financial analysis and management. Bison Analytics will implement software enhancements, develop a sales strategy for the company’s cloud-based product, and analyze follow-on funding tactics.

BFTP Investment: \$35,000 | Total Project Budget: \$126,700



BOSCH REXROTH CORPORATION

Bethlehem, Northampton County
University Partner: Lehigh University

Complete manufacturing process analysis in order to increase the capacity of the hydraulic cylinder manufacturing system at this manufacturer of motion control equipment, including hydraulic and pneumatic components. Lehigh’s Enterprise Systems Center team will analyze and evaluate current work processes, then utilize simulations to test alternative system configurations and scheduling methods.

BFTP Investment: \$25,000 | Total Project Budget: \$145,119

CERORA, INC.

Ben Franklin TechVentures, Bethlehem, Northampton County

Re-engineer software and hardware, and commercialize the Cerora brainwave sensor. This medical-grade, portable sensor is an electro-encephalogram (EEG) that measures and records the electrical activity of the brain. Rapid diagnosis of brain disease and injuries can lead to early and effective intervention with improved clinical outcomes and cost savings for patients with concussions, Alzheimer’s disease, and other neurologic and neuropsychiatric conditions. There are currently no portable and accurate neuro-diagnostics available to physicians, first responders, and certified athletic trainers.

BFTP Investment: \$50,000 | Total Project Budget: \$233,300

CONSOLIDATED STORAGE COMPANIES, INC.

Tatamy, Northampton County
University Partner: Lehigh University

Complete a plant-wide production analysis at this manufacturer of storage systems and tool chests in order to optimize manufacturing processes. Consolidated Storage’s Equipto division will work with Lehigh’s Enterprise Systems Center to optimize facilities and productivity, identify costs and benefits of various improvements, and develop a plan for future growth.

BFTP Investment: \$25,000 | Total Project Budget: \$157,442

CRISPIN VALVE

Berwick, Columbia County
University Partner: Bloomsburg University

Install and implement an Enterprise Resource Planning system at this manufacturer of butterfly valves for the municipal water industry. This software package will increase internal process efficiencies through the production and collection of accurate data metrics. Once implemented, the company will better understand and control shop operations and turnaround times to compete even more effectively.

BFTP Investment: \$18,302 | Total Project Budget: \$105,142

“An investment in knowledge pays the best interest.”

—BEN FRANKLIN



DEMCO AUTOMATION

*Quakertown, Bucks County
University Partner: Lehigh University*

Select and implement a new Enterprise Resource Planning system for this developer and manufacturer of custom automation equipment and controls. Demco's patented modular and reconfigurable automation platforms are used for assembling, testing, inspecting, and packaging small parts. The new system will enable Demco to substantially increase its sales.

BFTP Investment: \$19,876 | Total Project Budget: \$96,042

ECOTECH MARINE LLC

*Allentown, Lehigh County
University Partner: Lehigh University*

Complete implementation of a new Enterprise Resource Planning system with features to accommodate expansion and maintain quality. EcoTech's patented VorTech™ propeller pump allows the motor to be located outside of the aquarium through a magnetically coupled design for better heat control and flow to protect aquatic life. EcoTech has enjoyed outstanding sales with the pump. Its Radion™ LED lighting unit improves aquarium growth, coverage, and energy efficiency, and provides a customizable spectral output.

BFTP Investment: \$22,700 | Total Project Budget: \$118,506

EGGZACK

Ben Franklin TechVentures, Bethlehem, Northampton County

Complete efforts to improve the inbound sales process, which promotes EggZack through informative social media content marketing. Inbound marketing earns the attention of customers and draws customers to the website by providing interesting and useful content. EggZack markets a patent-pending SaaS



solution that requires only a single entry to update a client's website and other marketing functions, broadcasting the information immediately to 19 types of media, including social media such as the company website and Twitter, Facebook, and LinkedIn; email; local media; and publications. Such tools are needed by small- to medium-sized retailers, restaurants, and other companies to promote themselves more effectively and profitably.

BFTP Investment: \$48,000 | Total Project Budget: \$192,600

ELECTRO CHEMICAL ENGINEERING & MANUFACTURING CO.

*Emmaus, Lehigh County
University Partner: Lehigh University*

Develop an adhesive that will allow lined vessels used in production to be implemented in applications requiring a greater range of temperature and pressure conditions than the company's current product line. Electro Chemical Engineering & Manufacturing Company produces thermoplastic- and fluoropolymer-lined steel vessels used to manufacture, distribute, and store corrosive chemicals. The company will work with the Lehigh team to characterize the properties of existing adhesives against the required criteria of the new applications. Once



the new adhesive is optimized and tested, the company will transfer the new adhesive to production.

BFTP Investment: \$5,000 | Total Project Budget: \$20,145

GIVEGAB

Dunmore, Lackawanna County

Implement a sales and marketing strategy to begin commercializing premium features of GiveGab's proprietary web-based software platform. GiveGab.com is a social network of volunteers, nonprofits, schools, and businesses. It is available for free, and premium features will be offered for a subscription fee. GiveGab's proprietary tool allows volunteers and nonprofits to connect, manage communications, and record and promote achievements using a single network solution rather than multiple, separate networks.

BFTP Investment: \$35,000 | Total Project Budget: \$105,000

HB CUSTOM MEDIA, INC.

Ben Franklin TechVentures, Bethlehem, Northampton County

Establish HB Custom Media's production facility and begin commercializing custom tissue culture media, reagents, cell culture supplements, and mouse embryo culture media to the Research-Use-Only market. These products are essential for life sciences companies in various applications, including drug development, cancer research, nerve cell regeneration investigation, and treatments for heart attacks.

BFTP Investment: \$75,000 | Total Project Budget: \$165,000



LONGO'S BAKERY, INC.

*Hazleton, Luzerne County
University Partner: Lehigh University*

Establish and implement an Enterprise Resource Planning system at this producer and distributor of whole pizzas, pizza shells, pizza kits, tomato sauce, and doughballs throughout several states. This software package will establish an information technology infrastructure that is necessary for the company to continue its growth. The system will help Longo's to enhance manufacturing control and improve profitability.

BFTP Investment: \$25,000 | Total Project Budget: \$157,075

MAP DECISIONS, LLC

Ben Franklin TechVentures, Bethlehem, Northampton County

Identify resources for marketing and sales support to help commercialize Map Decisions' field information management software system. Map Decisions' MapCollect™ software platform replaces outdated methods of data collection such as paper forms, cameras, video, spreadsheets, and hard-to-use expensive professional GPS units. MapCollect is a simple, affordable, and flexible solution that operates on consumer-grade mobile devices and allows users to process data on an integrated web-based information management and work order system.

MapCollect provides local government and field-oriented industries such as engineering and construction companies with a solution that transforms how and where customers collect, visualize, and utilize field data to improve business processes and decision-making.

BFTP Investment: \$13,200 | Total Project Budget: \$39,700

OPTIMO INFORMATION TECHNOLOGY, LLC

*Bloomsburg Regional Technology Center
Bloomsburg, Columbia County*

Establish and expand OPTiMO's digital forensics suite of information technology products and services through the addition of business development and sales resources and implementation of a new marketing strategy. OPTiMO delivers enterprise-level information technology products and services to federal government and commercial clients. Products include software related to the digital forensics, e-discovery, and litigation support industries.

BFTP Investment: \$25,000 | Total Project Budget: \$105,000

PIVITEC, LLC

Ben Franklin TechVentures, Bethlehem, Northampton County

Complete design and begin commercialization of five hardware products and one software control

application for this developer of audio streaming and distribution products. Modern performances in theaters and houses of worship require a variety of approaches to provide performers the ability to hear their own performances as well as cues. Wired systems currently in use require extensive cabling, limiting performers' movements, and have limited audio source reception. Pivitec uses wireless mobile devices as interactive controllers for its network devices to address problems in live professional audio products.

BFTP Investment: \$40,000 | Total Project Budget: \$354,733

PRECISE GRAPHIX

*Emmaus, Lehigh County
University Partner: Lehigh University*

Improve the production layout and optimize the job cost analysis process at this designer, fabricator, and installer of interior décor, signage, and store fixtures. The analysis will lead to more effective scheduling, utilization, and increased profitability, as well as an improved layout of the manufacturing operations to streamline process flow. Precise Graphix performs short production runs primarily for retail clients.

BFTP Investment: \$10,300 | Total Project Budget: \$64,510

PROVA SYSTEMS

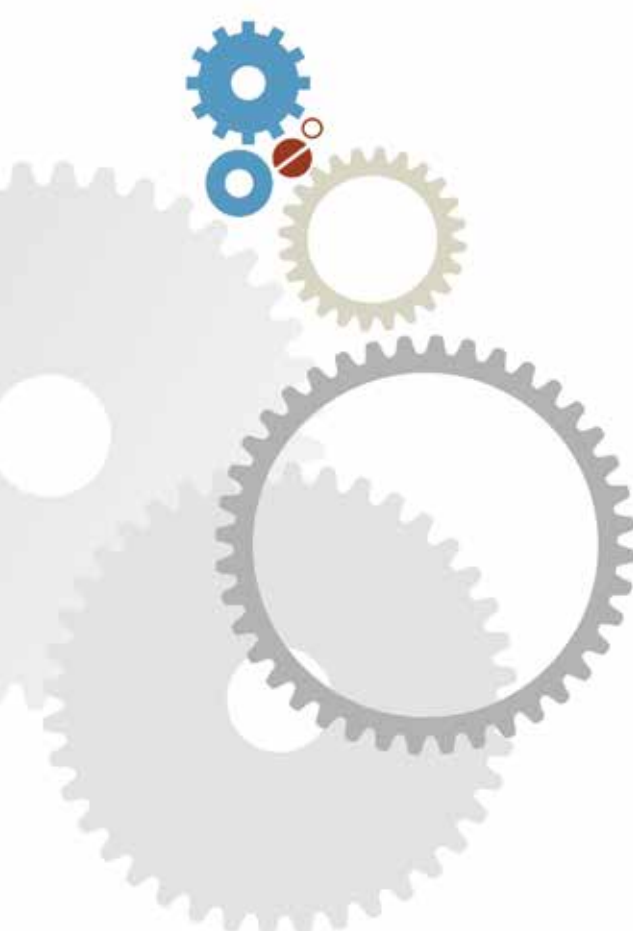
Carbondale, Lackawanna County

Support the launch and commercial development of PROVA™ Systems' new Fleet Genius™ Pro SaaS application for fleet management. PROVA manufactures a diagnostic device that links with its cloud-based software to collect, monitor, and analyze the performance of every vehicle and every driver in a vehicle fleet. The system works for small and medium enterprise (SME), larger enterprise, and local government fleets using PROVA's plug-and-play Fleet Manager-in-a-box™. This device allows proactive management of vehicles using data derived from their usage patterns and collected from on-board computers, thereby increasing efficiency. PROVA's data can also be shared with third-party fleet management systems. The system can reduce fleet operations costs by more than 60% versus current technology and in many instances pays for itself in less than a year.

BFTP Investment: \$50,000 | Total Project Budget: \$126,000



BFTP has partnerships with **30** colleges and universities in its 21-county service area. These relationships allow client companies to benefit from the students, faculty, facilities, and equipment in Pennsylvania's colleges and universities, and provide students with real-world experiences in companies.



SUCCESSTSM LLC

East Stroudsburg, Monroe County

Commercialize a proprietary new disaster recovery management software tool, called Maggie Bare Server Restore (MBSR), and establish procedures that will be used to implement a repeatable sales process. This software application supports Tivoli Storage Manager, IBM's widely used enterprise-wide network storage management solution. The MBSR process requires only a 15-minute downtime following a disaster or test, versus the current industry standard of at least four hours.

BFTP Investment: \$85,000 | Total Project Budget: \$345,075

VIRTUAL CELEBRATION, LLC

Ben Franklin TechVentures, Bethlehem, Northampton County

Support the development of a “back-end” transaction automation system and analytics for growing a network of virtual event planners. Virtual Celebration is a proprietary virtual platform in which hosts and guests privately gather to connect, play, share, give, and gift with provided celebration tools and content. This on-line celebration can either supplement a live

celebration or stand alone, and can be used by individuals or small businesses. Online, more guests are able to participate and, as a result, create an enduring virtual scrapbook and experience that can be enjoyed by all. With the Ben Franklin investment, Virtual Celebration will be able to utilize online tools to recruit and train 1,000 event planners.

BFTP Investment: \$65,000 | Total Project Budget: \$222,000

WALTON MOTIVATION, INC.

Allentown, Lehigh County

Support sales and marketing efforts at this producer of a cloud-based employee recognition and reward system. Walton provides a web-based application, Recognition PRO, which allows company managers to more systematically and cost-effectively reward employees in ways that are most meaningful and motivating to them, thereby improving employee morale. The application is built on and incorporates the exclusively licensed content of Dr. Bob Nelson, *NY Times* best-selling author of *1001 Ways to Reward Employees*.

BFTP Investment: \$20,000 | Total Project Budget: \$336,244



The **30** manufacturing clients that have retained the most employees as a result of their work with BFTP/NEP average 400 jobs retained each.

ALTERNATIVE ENERGY
DEVELOPMENT PROGRAM INVESTMENTS

BIO-ENERGY HOLDINGS, INC.

Greentown, Pike County

Continue commercializing the patented A-Ceptor, a unit that separates oils and grease from “gray” restaurant sink effluent before it goes into underground traps or wastewater treatment systems. Trap buildup can cause odor, bacteria, and drain back-ups inside the restaurant, and sewer blockages and discharge issues outside. The end-product from the A-Ceptor is recycled for bio-diesel energy production.

BFTP Investment: \$50,000 | Total Project Budget: \$227,502

FIDELITY TECHNOLOGIES CORPORATION

Reading, Berks County

University Partner: Northampton Community College

Develop a new power distribution and illumination system at this manufacturer of electronic, electromechanical, computer products, systems, and services primarily for the U.S. Department of Defense. This system will incorporate smart grid technology and be used in modular power distribution units for military field applications.

BFTP Investment: \$55,000 | Total Project Budget: \$185,000

GEORG FISCHER HARVEL

Easton, Northampton County

University Partner: Lehigh University

Complete a sustainability analysis to reduce energy consumption by more than 20%. Georg Fischer Harvel is an international leader in thermoplastic extrusion, primarily manufacturing PVC and CPVC piping for a diverse set of customers. Energy costs are a top manufacturing expense, so savings in this area will yield a significant competitive advantage.

BFTP Investment: \$50,000 | Total Project Budget: \$521,773

HYDRO RECOVERY LP

Blossburg, Tioga County

University Partner: The Pennsylvania State University

Investigate the economic extraction of useful materials from residual “frac” water, used in the development of natural gas wells. Hydro Recovery is located in Tioga County, a central location in the Marcellus Shale drilling region. The company's process converts the used water to a Hydraulic Stimulation Fluid (HSF™) that can subsequently be reused to extract



Continued

INVESTMENTS

Continued from previous page



more natural gas. This process will eliminate the need to transport wastewater over long distances. Further, recycling frac water into a reusable product will reduce the environmental impact of gas extraction by saving millions of gallons of freshwater each year. Hydro Recovery recycles 100% of recovered waters used in the treatment process, thereby eliminating discharge of treated water into Pennsylvania waterways.

BFTP Investment: \$50,000 | Total Project Budget: \$200,000

MEDICO INDUSTRIES, INC.

Wilkes-Barre, Luzerne County
University Partner: Northampton Community College

Assess current energy usage procedures at this manufacturer of machined metal components for the automotive, energy, and defense industries. Identify the amount of potential savings in the procurement of energy, use of equipment, and improved efficiency of energy resources. Further, identify other opportunities to improve productivity, reduce waste, and increase process throughput to enhance Medico's competitiveness in the market.

BFTP Investment: \$26,500 | Total Project Budget: \$79,500

SHARP CORPORATION

Allentown, Lehigh County
University Partner: Lehigh University

Conduct a plant-wide analysis with the goal of reducing energy consumption by at least 10% at this provider of contract packaging services for pharmaceutical companies. Energy consumption at the company represents a substantial percentage of overhead, and Sharp operates in a highly price-sensitive market. Reducing these costs will allow the company to compete more effectively.

BFTP Investment: \$45,000 | Total Project Budget: \$253,897

VITRIUS TECHNOLOGIES, LLC

Wilkes-Barre, Luzerne County

Develop and commercialize new window products that combine three proprietary new innovations specific to materials and glazing. These metal-clad composite windows actually produce heat and power as well as greatly increase energy efficiency. Vitrius' products are longer lasting and more economical, and provide a superior renewable energy profile to the architectural and industrial window market when compared with competitors' products.

BFTP Investment: \$120,000 | Total Project Budget: \$575,500



BUSINESS AND TECHNICAL ASSISTANCE INVESTMENTS



AMERICAN TRAVEL CENTER, INC.

Hellertown, Northampton County

Support an investment-grade plan for this unique travel service that utilizes database search tools.

BIO-ENERGY HOLDINGS, INC.

Greentown, Pike County

Provide QuickBooks™ Purchase Accounting support to this manufacturer of the patented A-Ceptor, a unit that separates oils and grease from “gray” restaurant sink effluent before it goes into underground traps or wastewater treatment systems.

BRITECH, INC.

Allentown, Lehigh County

Conduct a “Tiger Session” – an intensive enterprise-wide analysis by a team of business experts – for this contract manufacturer for clients who need electro-mechanical components and assemblies.

CENT, LLC

Bethlehem, Northampton County

Provide financial statement training for this developer of nano-sized material that will be used to attack cancer cells. This technology will permit the nanoparticles to bind to cancer cells and then heat up slightly to kill the cancer cells.

DEMCO AUTOMATION

Quakertown, Bucks County

Conduct a “Tiger Session” for this designer, developer, and manufacturer of custom automation equipment for assembling and packaging small parts.

DISCOVERY MACHINE, INC.

Williamsport, Lycoming County

Conduct a “Tiger Session” for this producer of software tools that focus on expert-driven capture, leverage, and execution of strategic expertise.

HB CUSTOM MEDIA, INC.

Bethlehem, Northampton County

Provide business plan assistance to this producer of customized cell culture media.

KEYSTONE AUTOMATION, INC.

Duryea, Luzerne County

Provide stage-gate process development to this designer and manufacturer of specialized automated equipment.

LIFEAIRE SYSTEMS, LLC

Allentown, Lehigh County

Provide an engineering and cost estimate for this producer of sophisticated air purification systems for hospital and laboratory settings.

SUNSTREAM EARTH

Allentown, Lehigh County

Provide QuickBooks support to this manufacturer of a new type of solar-powered thermal generator for use in producing electricity.

TAB INDUSTRIES

Reading, Berks County

Provide operational process improvements to this contract manufacturer and distributor of the TAB Wrapper Tornado, an orbital industrial-strength packaging machine.



[illegible]

18



Sen. John Gordner, Gov. Tom Ridge, Gov. Tom Corbett, and Gov. Dick Thornburgh at Ben Franklin Technology Partners Day in Harrisburg

GOVERNORS' PANEL

Gov. Tom Corbett delivered opening remarks for the June 3 afternoon celebration of Ben Franklin Technology Partners Day. He introduced a Pennsylvania governors' panel that also consisted of former governors Dick Thornburgh and Tom Ridge. The topic was the importance of Ben Franklin Technology Partners to the statewide technology economy.

Corbett said, "The Ben Franklin Technology Partners continue to be a national model, powering the next generation of entrepreneurs and helping to transfer new technologies into the marketplace. My administration will continue to support Ben Franklin to help create the innovative, high-tech, and high-wage jobs that emerge from the work of the Partners. Congratulations on celebrating 30 years of success and enabling Pennsylvania to remain the state of innovation."

With an introduction by State Sen. John Gordner, member of the Ben Franklin Technology Development Authority, a lively discussion ensued, moderated by Robert Atkinson, President of the Information Technology and Innovation Foundation in Washington, D.C. Ridge said, "I am very glad to be part of the 30th anniversary of Ben Franklin Technology Partners. Ben Franklin has an enviable track record launching successful new technology companies and helping

established manufacturers innovate. As Chairman of the State Science and Technology Institute, I know firsthand that Ben Franklin has become the gold standard for technology-based economic development and the advantage that gives our state at many levels. Ben Franklin is truly one of the things that keeps Pennsylvania a leader among states and a competitor among nations."

Thornburgh commented, "While it is hard to believe it has been 30 years since the founding of Ben Franklin Technology Partners, I am gratified by the positive impact it has had on Pennsylvania's economy. We knew back in 1982 that Pennsylvania had to diversify toward a knowledge-based economy and leverage the research and talent coming from our many institutions of higher education. Ben Franklin has helped the Commonwealth do just that and has built a powerful innovation network that is second to none in the country."

"Ben Franklin Technology Partners is a leading example of the benefits of technology-based economic development, illustrating the positive impact government investment in innovation can have on entrepreneurship and economic growth," noted Atkinson. "Over its 30-year history, Ben Franklin has been a major catalyst in the development of the modern high-tech economy, and I am confident they will continue to play a major role in the development of next-generation technologies, businesses, and industries."

INNOVATE IN PA

Investment capital providers for Pennsylvania's technology entrepreneurs applauded Gov. Corbett's July 11, 2013 signing of legislation creating the Innovate in PA tax credit program. It is a significant advance in improving the environment for innovative companies to start and grow in the Commonwealth.

The revenue from the sale of the credits will be invested through the Ben Franklin Technology Development Authority, which, in turn, will invest these funds in the Ben Franklin Technology Partners, Pennsylvania's Venture Investment Program, and the Life Sciences Greenhouses. These proceeds will help address the seed capital needs of start-up and early-stage technology-based firms that are growing and expanding in Pennsylvania. The investments will facilitate job growth, new products and services, and increased tax revenues for the Commonwealth.

"On behalf of our clients, the Ben Franklin Technology Partners is grateful to Gov. Corbett and the Innovate in PA champions in the legislature. Their advocacy and support directly benefit the companies that are Pennsylvania's most powerful job creators," said Chad Paul, President and CEO of BFTP/NEP. "With a return of \$3.60 for every dollar invested in the program, Ben Franklin increases our state's tax revenue while creating and retaining those high-paying, sustainable jobs. The Innovate in PA tax credit program will help ensure that impact continues."

GOVERNOR'S IMPACT AWARDS

TEN CLIENTS AND ALUMNI of the Ben Franklin Technology Partners of Northeastern Pennsylvania were recognized by Gov. Corbett as Pennsylvania companies and entrepreneurs that are creating high-value, sustainable jobs and making positive contributions to the state's economy. Nearly 700 attended the inaugural Governor's Impact Award luncheon on May 29, 2013, at which the companies were honored.

BEN FRANKLIN CLIENT AND ALUMNI WINNERS:

ABEC, Inc., Bethlehem – Export Impact Award
Bosch Rexroth Corporation, Bethlehem – Jobs First Award
Cornell Iron Works, Inc., Mountain Top – Export Impact Award
Custom Processing Services, Inc., Reading – Small Business Impact Award
Originate Ventures, Bethlehem – Entrepreneur Impact Award
Puritan Products, Inc., Bethlehem – Small Business Impact Award
sanofi pasteur, Swiftwater – Community Impact Award
Solar Innovations, Inc., Pine Grove – Entrepreneur Impact Award
TMG Health, Jessup – Jobs First Award
Vigon International, East Stroudsburg – Small Business Impact Award

BEN FRANKLIN CLIENT AND ALUMNI FINALISTS:

Discovery Machine Inc., Williamsport
East Penn Manufacturing Company, Inc., Lyon Station
EcoTech Marine LLC, Allentown
Effort Foundry, Inc., Bath

BEN FRANKLIN TECHVENTURES®

BEN FRANKLIN LAUNCHED ONE OF THE FIRST BUSINESS INCUBATORS IN THE NATION in 1983 and developed its award-winning incubator to be among the best in the world. In 2007, BFTP/NEP relocated its original incubator across the street on Lehigh University's Mountaintop Campus to Ben Franklin TechVentures, a former Bethlehem Steel laboratory.

Since 1983, the Ben Franklin incubator program has graduated 55 successful companies, together grossing more than \$984 million in annual revenue and creating more than 5,400 jobs.



Ben Franklin TechVentures helped address the region's increasing incubator and wet lab space needs by more than doubling the available wet lab space and more than tripling the office and dry laboratory space available at the original facility. Staff projected that the 35,000 square feet of rentable space would meet the region's requirements for about five years. Just 18 months after the grand opening, however, TechVentures was filled to near capacity.

Ben Franklin TechVentures², opened in October 2011, is a 47,000-square-foot addition to the original facility that increases the total facility size to 109,000 square feet. The architect was Spillman Farmer Architects, and the construction manager was Allied Building Corporation.

The addition has a photovoltaic solar array on its rooftop and the latest energy-management and light-harvesting technologies from Coopersburg, Pa.-based Lutron Electronics integrated throughout the building.

The Ben Franklin TechVentures expansion allows Ben Franklin to accommodate start-up companies that create more highly paid, sustainable technology jobs in the region. Thirty early-stage firms, employing



171 people, are currently located in Ben Franklin TechVentures. Since 1983, the Ben Franklin Business Incubator and TechVentures have graduated 55 successful companies, together grossing more than \$984 million in annual revenue and creating more than 5,400 jobs.

Since its grand opening in October 2011, the expansion has won an abundance of recognitions. The National Business Incubation Association (NBIA) selected Ben Franklin TechVentures as the 2012 National Incubator of the Year, a remarkable repeat of Ben Franklin's 2001 honor. The State Science and Technology Institute named TechVentures the winner of its Building Entrepreneurial Capacity 2012 national award. Ben Franklin TechVentures² won the Pennsylvania Economic Development Association Project of the Year Award in 2011 and received first-place national honors in the U.S. Environmental Protection Agency's 2011 ENERGY STAR Challenge Contest. The facility also won the American Institute of Architects Eastern Pennsylvania Award of Merit and two *Mid Atlantic Real Estate Journal* awards. In October 2013, the TechVentures expansion won a Lehigh Valley Sustainability Award from the Delaware Valley Green Building Council.

LEED GOLD CERTIFICATION

THE UNITED STATES GREEN BUILDING COUNCIL'S (USGBC) LEADERSHIP IN ENERGY AND ENVIRONMENTAL DESIGN (LEED) COMMITTEE awarded Ben Franklin TechVentures² LEED Gold Certification in spring 2013. LEED is an internationally recognized standard that promotes sustainability in building design, construction, and operation.

The USGBC developed LEED to facilitate the identification and implementation of sustainable and environmentally friendly design and construction. LEED provides third-party verification of green buildings. Participation in the voluntary process demonstrates leadership, innovation, environmental stewardship, and social responsibility.

"We congratulate Ben Franklin Technology Partners for their decision and their leadership in building a LEED building in Ben Franklin TechVentures," said Janet Milkman, Executive Director of the Delaware Valley Green Building Council, at a celebratory event in the facility's Lutron Lobby on June 25, 2013. "TechVentures is the first LEED Gold certified facility with laboratories in the Lehigh Valley, which is important because labs can be more difficult to certify. TechVentures is the largest building to achieve LEED certification in Bethlehem since 2011, and it received the most points for any LEED NC 2.2 project in Bethlehem."

"This is a technology business incubator, where not only companies are incubated, but ideas are nurtured, jobs are created, and dreams are realized. We change lives here," said Chad Paul, President and CEO of BFTP/NEP. "LEED Certification means that we are doing all these important things sustainably. It's fitting that a facility that is creating the economy of the future is also protecting the environment of the future."

In order to earn LEED certification, buildings must employ a number of sustainable strategies. Based on the number of credits they receive, qualified buildings can achieve a status of Certified, Silver, Gold, or Platinum.





Ben Franklin TechVentures brings together entrepreneurs, Ben Franklin staff, and Lehigh faculty and students to accelerate the growth of the region's technology economy. The facility's Innovation Institute meeting, learning, and conference facilities serve clients and local partners. Ben Franklin TechVentures provides an entrepreneurial culture that supports early-stage firms at their most vulnerable times, fueling innovation and creating the jobs of the future.



Photo courtesy of Keystone Edge

PA HOUSE MANUFACTURING CAUCUS TOUR

Ben Franklin hosted the Pennsylvania House Manufacturing Caucus at its Ben Franklin TechVentures headquarters on Nov. 14. More than a dozen elected officials and state dignitaries toured the facility, stopping at resident company XiGo Nanotools and post-incubator client Saladax Biomedical. Guests then traveled to successful

Ben Franklin alumni clients IQE and OraSure Technologies at the John M. Cook Technology Center in Bethlehem and toured those facilities as well.



30 was the average age of the founders of BFTP alumni client OraSure Technologies (NASDAQ:OSUR) when they created the company. OraSure's OraQuick Rapid HIV Test, recently approved for over-the-counter sales, uses saliva rather than blood to simplify and speed testing for HIV. Beginning in 1987 with four founders, today OraSure employs 313 and has introduced products that have monumental positive impact on global health.

The purpose of the Pennsylvania House Manufacturing Caucus is to encourage manufacturing in the Commonwealth in a bipartisan effort through a variety of methods, including providing an opportunity for visits and tours of manufacturing facilities across the Commonwealth.

"Manufacturing is key to creating and maintaining highly paid, sustainable jobs in Pennsylvania and is a fundamental element of Ben Franklin's mission," said Chad Paul, President and CEO of BFTP/NEP. "We support innovation in established manufacturers, and we develop tech-based early-stage firms that become Pennsylvania's future manufacturers. The jobs that our clients create typically pay 36% more than the Commonwealth's average."

SUPPORTING REGIONAL ENTREPRENEURSHIP

In support of regional entrepreneurship, Ben Franklin TechVentures partnered with Lehigh Valley Tech on a number of initiatives. Founded in March 2011, Lehigh Valley Tech is a group of designers, developers, engineers, entrepreneurs, investors, technologists, and enthusiasts dedicated to promoting technology and entrepreneurship in the Lehigh Valley. Through its grassroots efforts, Lehigh Valley Tech aims to help transform the regional economy into a vibrant, self-sustaining entrepreneurial ecosystem that creates jobs for the Lehigh Valley and surrounding regions.

The organization holds its monthly Tech Meetups at Ben Franklin TechVentures.

Ben Franklin TechVentures' Innovation Institute was the venue for Lehigh Valley Start-Up Weekend in 2012 and 2013. Startup Weekend is a 54-hour, hands-on experience in which entrepreneurs and aspiring entrepreneurs gather and review venture ideas to determine if they are viable. The Lehigh Valley events both spanned a weekend and attracted more



Photo courtesy of Lehigh Valley Tech

than 100 participants, coaches, and organizers.

The Lehigh Valley's first-ever hackathon, called Lehigh Valley HACK 2012, was also presented by Lehigh Valley Tech at Ben Franklin TechVentures. The event was a weekend-long session of technology brainstorming. Hackathons are held regularly throughout the world, particularly in the technology-heavy Silicon Valley, Calif. More than 70 people attended the hackathon at TechVentures.

BEN FRANKLIN INCUBATOR NETWORK

THE CONCEPT OF BUSINESS INCUBATORS IN PENNSYLVANIA originated with the Ben Franklin Business Incubator in Bethlehem, predecessor of Ben Franklin TechVentures. BFTP/NEP collaborated with other economic development organizations to establish and support a 10-member group of incubator facilities throughout northeastern Pennsylvania. This collaboration is among the largest incubator networks in the nation.

The reduced operating costs of starting a company in a business incubator are typically what initially draw early-stage companies to an incubator facility. But the business development assistance and sharing of best practices among tenants are also key benefits. With 30 years of business incubator experience, Ben Franklin staff meet with incubator network managers to exchange ideas and information, work collaboratively, and provide guidelines and training that are in accordance with NBIA standards.

BFTP/NEP owns and manages both Ben Franklin TechVentures and the Bloomsburg Regional Technology Center (BRTC). The 2010 acquisition of BRTC allows companies in the Columbia County area to benefit even more directly from Ben Franklin support.

- 1 BEN FRANKLIN TECHVENTURES
- 2 BLOOMSBURG REGIONAL TECHNOLOGY CENTER
- 3 BRIDGEWORKS ENTERPRISE CENTER
- 4 CARBONDALE TECHNOLOGY TRANSFER CENTER
- 5 EAST STROUDSBURG UNIVERSITY INNOVATION CENTER
- 6 THE ENTERPRISE CENTER
- 7 THE GREATER HAZLETON BUSINESS INNOVATION CENTER
- 8 THE INNOVATION CENTER @ WILKES-BARRE
- 9 POTTSVILLE/SCHUYLKILL TECHNOLOGY INCUBATOR
- 10 THE SCRANTON ENTERPRISE CENTER



ON TUESDAY, MAY 7, 2013, Ben Franklin hosted its annual i xchange at the Zoellner Arts Center on the campus of Lehigh University in Bethlehem. More than 550 technology entrepreneurs, business people, venture capitalists, economic developers, political leaders, and regional influencers from Ben Franklin's 21-county service area attended.



The i xchange combined the presentation of Ben Franklin's 19th annual Innovation Awards and executive networking sessions with a keynote address by Todd Buchholz. In his presentation, "Competing in a Chaotic Economy," Buchholz addressed why we need competition to keep us going and going strong. Weaving in everything from neuroeconomics to evolutionary biology to renaissance art to General Motors, Buchholz said that the race to compete has not only made us stronger and smarter, it's what we love and need. He explained why laid-back firms get entangled in their own red tape and why contented CEOs end up driving their companies to bankruptcy court. He argued that businesses need internal competition and described how to inspire creative competition rather than a shark-infested culture.

Buchholz is an international economist, former White House senior economic advisor, Tiger Hedge Fund manager, former Harvard lecturer, and frequent TV and radio commentator. He has written several best-selling books on the economy, including *New Ideas from Dead Economists*, *New Ideas from Dead CEOs*,

and *Market Shock*. The 2013 Ben Franklin Technology Partners of Northeastern Pennsylvania Innovation Awards were presented:

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.

CyOptics, Inc., Breinigsville
Ed J. Coringrato, Jr., Chief Executive Officer

The early- to mid-2000s were filled with uncertainty in the telecom optoelectronics sector. CyOptics not only survived this difficult time; it thrived by building intellectual property and market share. In addition to developing its own technology and products, the company made key acquisitions that helped it to become a global leader in its sector.

CyOptics manufactures Indium Phosphide-based optical components that enable applications in the fiber, cable, data center, and long haul/metro segments of the communications network, as well as in defense and aerospace, high-performance computing, and security sectors. CyOptics is one

of the few companies in the optoelectronics component industry with vertically integrated technology and manufacturing platforms that span from device fabrication to proprietary, highly automated assembly and test facilities.

Thanks to astute leadership and outstanding execution, CyOptics has grown rapidly and expanded its client base to more than 180 customers worldwide, including many of the nation's largest fiber optic-based bandwidth carriers. Despite a recessionary economy, the company achieved a compound annual sales growth rate of 34% from 2005 to 2012. In early 2005, 86 people worked at CyOptics in the Lehigh Valley. Today, the company employs more than 330 regionally and 837 worldwide.

Industry leader Avago Technologies (NASDAQ: AVGO), a leading analog semiconductor manufacturer with \$2.4 billion in sales, purchased CyOptics for \$400 million in July 2013. This sale is the largest acquisition in the optical components industry since 2001 and represents great opportunities for the local operations.

INCUBATOR GRADUATE

The company that has best demonstrated successful Ben Franklin business incubation. The business has been operated skillfully and

confidently, meeting all challenges from the development of the product concept, execution of the business and technical plan, successful start-up and operation, to graduation from the incubator.

Computer Aid, Inc., Allentown
Anthony J. Salvaggio, President

From its start in the early 1980s, Computer Aid, Inc. (CAI) has focused on building a business that provides dramatically improved productivity for the information technology software sector. For most of its life, CAI has been a worldwide leader in IT metrics, process, and productivity. That capability typically provides CAI's clients with a 30% cost reduction and improved quality and capability.

Now a global operation, Computer Aid traces its beginning and initial success to support within the Ben Franklin Business Incubator. The company is a classic incubator success story, benefitting not only from the affordable working space, but also from the assistance and mentorship that helped accelerate the start-up's growth.

CAI now manages active engagements with Fortune 1000 companies and is a trusted partner of these clients. In addition to its U.S. headquarters, CAI also has offices in the Philippines, India, Australia, England, and Brazil. Starting with just two employees at its inception, Computer Aid today has more than 4,000 full-time associates.



PRODUCT INNOVATION

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

Micro Interventional Devices, graduate of Ben Franklin TechVentures, now headquartered in Langhorne
Michael Whitman, President and Chief Executive Officer

Beginning at Ben Franklin TechVentures in 2010, Micro Interventional Devices has developed a new, minimally invasive product for surgeons and cardiologists to use in life-saving and life-extending structural heart valve repair and replacement procedures. The company's Permaseal™ closure device is a disruptive technology that will enable crucial procedures to be conducted through a small incision between the ribs as opposed to open heart surgery. Before the product, only 10% of patients in need of aortic valve repair were considered candidates for the high-risk procedure. Permaseal will reduce operating room time, abate blood loss, and simplify complex structural heart repair procedures, addressing critical unmet needs in structural heart repair.

Permaseal is particularly appropriate for the increasingly popular Transcatheter Aortic Valve Implantation (TAVI) procedure. Company leaders have attracted substantial follow-on funding that complements Ben Franklin's \$450,000 investment. Micro Interventional



expanded to its own manufacturing facility in Langhorne in early 2013 and will continue its clinical trials in Europe. It is estimated that the global transapical closure device market will exceed \$400 million by 2015.

MANUFACTURING ACHIEVEMENT

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

East Penn Manufacturing Co., Lyon Station
Robert P. Flicker, Executive Vice President and Chief Operating Officer

East Penn Manufacturing has been producing and recycling lead-acid batteries for a wide variety of markets for more than 67 years. The company is a very significant regional employer that has worked with Ben Franklin repeatedly since 1987, partnering with Lehigh University and the Enterprise Systems Partners, the Penn College of Technology's Plastics Innovation

and Resource Center, and Northampton Community College's Emerging Technology Applications Center. These connections assisted East Penn in implementing innovations that increase efficiencies, reduce costs, and enhance profitability.

East Penn's most recent work focused on developing a special process for the company's new UltraBattery®. This advanced battery is being used in Smart Grid projects with or without renewable energy, such as wind turbines and solar power, as well as in hybrid electric vehicles, thereby enabling these alternative energy solutions. East Penn recently increased battery manufacturing capacity and created jobs with an expansion of its Lyon Station-based manufacturing campus. East Penn currently employs more than 6,500 people in the Greater Reading area, and its growth has consistently exceeded average industry rates.

PARTNERSHIP

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

Edward Thompson, CPA
Consultant, Clarks Summit

As a seasoned finance and accounting advisor to a number of Ben Franklin early-stage clients,

Ed Thompson is enormously helpful, supportive, and proficient. Many start-ups experience the exhaustion of their initial capital investments, revenues that are not ramping up as quickly as planned, and panic setting in. Thompson enters with analysis and advice, helping young firms successfully navigate their typically difficult cash flow challenges.

Thompson rapidly and effectively collects data, enhances financial reporting structures, and analyzes a client's fiscal position. Then he presents the facts, along with short- and long-term solutions, in a clear manner without alienating the company's management team. Addressing crucial activities from managing cash flow, to restructuring debt, to serving as part-time CFO, Thompson rolls up his sleeves to help companies at their most vulnerable times. His consulting work has saved companies that, together, have created numerous sustainable technology-based jobs throughout the region.



30-year-old BFTP/NEP alumnus Computer Aid employs more than 4,000. Among the first clients in BFTP/NEP's original business incubator, Computer Aid today is a global IT services firm that is managing active engagements with more than 100 Fortune 1000 companies and government agencies around the world.

BEN FRANKLIN VENTURE IDOL

IT WAS LIKE A CROSS BETWEEN SHARK TANK® AND AMERICAN IDOL®, but with entrepreneurs and investors instead of vocalists and celebrities. Ben Franklin Venture Idol 2013 was the first “in-person” crowdfunding event ever to be presented in northeastern Pennsylvania.

Approximately 225 guests attended the sold-out event, which was held on Thursday, Nov. 21 at the Innovation Institute in Ben Franklin TechVentures. Ten company candidates were identified as Ben Franklin Venture Idol competitors, including Bison Analytics, LLC; Cerora Inc.; eVendor Check; GiveGab; Impatient; Map Decisions, LLC; Orbweaver Sourcing LLC; Pivitec, LLC;

PROVA Systems and Technologies, Inc.; and Skaffl, LLC.

After an executive networking session, the evening event began with a keynote address on crowdfunding by Brian Meece, CEO of RocketHub.com. Three company finalists pitched their ventures to investors and the audience: Cerora, Inc.; eVendor Check; and Pivitec, LLC.

Following short critiques from a panel of investors, the audience members “funded” the companies, crowdfunding style. With \$100 of “Ben Bucks,” each guest distributed his or her “investment dollars” in whole or part among the three finalists.

Ben Franklin awarded \$15,000 in real dollars to the companies based on the “crowdfunded” audience vote.

Pivitec, LLC, Bethlehem, won the largest investment at Ben Franklin Venture Idol. Pivitec develops and markets leading-edge, networked audio streaming and distribution products. Wired systems currently in use require extensive cabling, limiting performers’ movements, and have limited audio source reception. Pivitec uses wireless mobile devices as interactive controllers for its network devices to address problems in live professional audio productions. Pivitec is a resident company in Ben Franklin TechVentures.

Ben Franklin Venture Idol illustrates a significant way in which early-stage entrepreneurs seek and obtain seed capital. The evening’s investor panelists were Glen Bressner, Originate Ventures; Paul Martino, Bullpen Capital; and Brett Topche, MentorTech Ventures. Chad Paul, Ben Franklin Technology Partners President and CEO, hosted and Fred Beste, CEO of the General Partners, Mid-Atlantic Venture Funds and Ben Franklin Technology Partners Board Chairman, was the emcee.



Preparing a Pivitec Personal Monitor Mixing System for Roger Hodgson’s 2013/2014 World Tour. Ben Franklin Venture Idol winner Pivitec produces sophisticated equipment that enhances the experience of live music for performers and audiences worldwide.

RESULTS/FINANCIALS

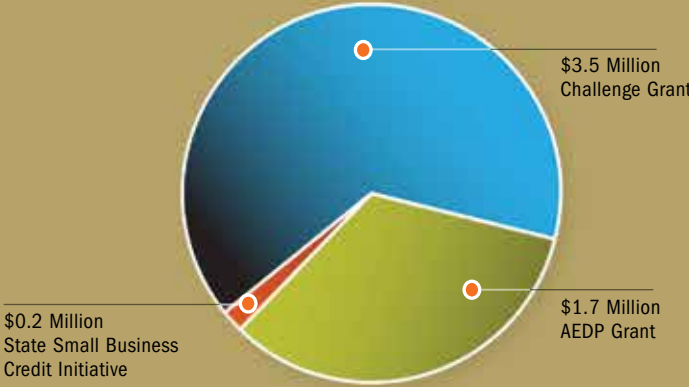
BEN FRANKLIN NE PA ECONOMIC IMPACT

The Ben Franklin Technology Partners of Northeastern Pennsylvania surveys its client companies on the economic impacts that are accomplished as a direct result of its investments. These figures are reported to the Pennsylvania Department of Community and Economic Development and are used to evaluate Ben Franklin’s effectiveness. BFTP/NEP has achieved the following results:

	2012	CUMULATIVE
NEW JOBS CREATED	341	15,820
EXISTING JOBS RETAINED	186	21,645
NEW COMPANIES STARTED	13	442
NEW PRODUCTS AND PROCESSES DEVELOPED	62	1,189
COMPANIES ASSISTED	282	1,578
		(since 2007)

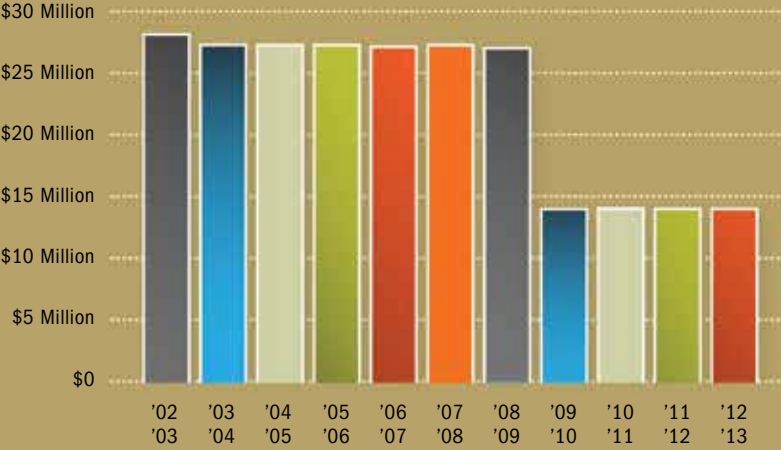
FINANCIAL INFORMATION

BEN FRANKLIN OF NE PA
FISCAL YEAR 2013 / REVENUE SOURCES



\$5.4 MILLION TOTAL SOURCES

COMMONWEALTH APPROPRIATIONS
TO BEN FRANKLIN STATEWIDE





BOARDS

BOARD OF DIRECTORS

Frederick J. Beste III
Board Chairman
CEO of the General Partners
Mid-Atlantic Venture Funds

Ronald L. Bauer
Retired
Bosch Rexroth Corp.

Dean B. Girton
President
Girton Manufacturing Co., Inc.

Kenneth P. Guito
Senior Director, Corporate Development
sanofi pasteur

Jan S. Heller
Retired
Wells Fargo

Barbara T. Lampe
Vice President
Weyerbacher Brewing Company, Inc.

Peter Molinaro, Jr.
Chief Executive Officer
Adhezion Biomedical, LLC

R. Chadwick Paul, Jr.
President and Chief Executive Officer
Ben Franklin Technology Partners
of Northeastern Pennsylvania

James J. Peters
Managing Partner, Geisinger Ventures
CEO
MedMining

Margaret F. Plympton
Finance Chair
Former VP, Finance and Administration
Lehigh University

Alan J. Snyder, Ph.D.
Vice President and Associate Provost for
Research and Graduate Studies
Lehigh University

ADVISORY BOARDS

GREATER READING/ BERKS AND SCHUYLKILL REGION

The Honorable David Argall
State Senator

Anthony Baran
Chief Executive Officer
Extol International, Inc.

Nicholas K. Bentley
President
American Polarizers, Inc.

Robert S. Carl, Jr.
Executive Director
Schuylkill Chamber of Commerce

Heather A. Chandler
President
Sealstrip Corporation

Andrea Chapdelaine
Provost and Vice President
Academic Affairs
Albright College

Forest Crigler
Senior Vice President
Fulton Bank

Michael Duddy
Project Manager
WORLD electronics

Christopher J. Fell
Corporate Manager, Engineering
and Alternative Fuels
Interstate Resources

Saskia Foley
CEO
Radius Toothbrush

Walter F. Fullam
Director of Continuing Education
The Pennsylvania State University,
Berks Campus

Andrea Funk
CEO
Cambridge-Lee Industries, LLC

Ellen T. Horan
President and CEO
Greater Reading Chamber of
Commerce & Industry

Steve R. Horvat, CPA
Partner, Small Business
ParenteBeard LLC

Edward Kerins, Jr.
Former CEO
Cambridge-Lee Industries, LLC

Richard A. Leiby, Jr.
Vice President, Metals Operations
East Penn Manufacturing Company

Edward J. McCann, Jr.
Chief Operating Officer
Berks County Workforce Investment Board

Thomas C. McKeon, AICP, CECd
Executive Director
Berks County Industrial Development Authority

Peter Molinaro, Jr.
Regional Advisory Board Chairman
Chief Executive Officer
Adhezion Biomedical, LLC

Michael A. Mullen
President
SFS Intec, Inc.

Douglas R. Myers
Economic Development Analyst
First Energy

Brian Noecker
Learning and Development Coordinator
East Penn Manufacturing Company

Thomas Palamar
Pottsville City Administrator
Bureau of Economic and
Community Development

Russell Relkin
Operations Manager
Ametek, Inc.

Timothy D. Romig
Executive Vice President
Chief Lending Officer, Berks and
Schuylkill Markets
Customer USA Bank

The Honorable Judith L. Schwank
State Senator

Jon C. Scott
President
Berks Economic Partnership

Gregory J. Shemanski
President
Custom Processing Services, Inc.

Randy Simcox
President
RAS Packaging

Edward J. Swoyer, Jr.
President
Greater Berks Development Fund

Anna D. Weitz, D.Ed.
President
Reading Area Community College

Frank J. Zukas
President
Schuylkill Economic Development Corporation

LEHIGH VALLEY REGION

Donald M. Bernhard
Manager of Economic Development
and Community Affairs
PPL Corporation

Ray C. Biery
Managing Partner
ProtoCam

Ed J. Coringrato
Director, General Management
Product Line Optical Components
Avago Technologies

The Honorable Charles W. Dent
U.S. Congressman

Louis DiRenzo
President and General Manager
Puritan Products, Inc.

Thomas J. Garrity
President
Compass Point Consulting, LLC

Michael J. Gausling
Managing Partner
Originate Ventures

Ned D. Heindel, Ph.D.
Professor of Chemistry
Lehigh University

Bernard M. Lesavoy
Partner
Lesavoy Butz & Seitz LLC

Alvin T. Philpotts
Director, Emerging Technology
Applications Center
Northampton Community College

Michael S. Reffle
Vice President, Modules
Infinera Corporation

Matthew A. Tuerk
VP of Administration and
Investor Relations
Lehigh Valley Economic
Development Corporation

Kerry A. Wrobel
Executive Vice President
Lehigh Valley Industrial Park, Inc.

POCONO/NORTHEAST REGION

John L. Augustine
Community Outreach Manager
Marcellus Shale Coalition

Kristine L. Augustine
Vice President
Scranton Chamber of Commerce

The Honorable Elisabeth J. Baker
State Senator

The Honorable John P. Blake
State Senator

Jeffrey K. Box
President/CEO
Northeastern Pennsylvania Alliance

Austin J. Burke
The Scranton Plan

Penny S. Cannella
President
Penn's Northeast

The Honorable Matthew A. Cartwright
U.S. Congressman

Michael Duffy
Founder
Keystone Automation

Eric J. Esoda
Executive Director
NEPIRC

Kenneth P. Guito
Senior Director, Corporate Development
sanofi pasteur

Kristopher B. Jones
Founder & CEO
KBJ Capital Group

Deborah A. Kolsovsky
Regional Manager, Wealth Management
PNC Bank

The Honorable Phyllis Mundy
State Representative

W. Kevin O'Donnell
President
CAN DO, Inc.

Raj Pawar
Consultant
Valmont Newmark

James J. Peters
Regional Advisory Board Chairman
Managing Partner, Geisinger Ventures
CEO, MedMining

Mary Frances Postupack
Chief Operating Officer,
Center for Research and
Economic Development
East Stroudsburg University

Darlene J. Robbins
President
Northeast Pennsylvania Manufacturers
& Employers Association

Julie Schumacher Cohen
Director of Community Relations
University of Scranton

William W. Scranton III
Scranton Family Offices

Robert C. Sprung
Principal
Brook Venture Partners

Michael Sullivan
Executive Director
Pike County Economic
Development Authority

Donald A. Webster
President
Marathon Strategies, LLC

Mary Beth Wood
Executive Director
Wayne County Economic Development

UPPER SUSQUEHANNA REGION

Scott Dawson
President
Core Business Solutions, Inc.

Dean B. Girton
Regional Advisory Board Chairman
President
Girton Manufacturing Company, Inc.

The Honorable John R. Gordner
State Senator

Robert Hook
Regional Advisory Board Vice Chairman

Robert A. Hormell
Consultant

Dr. Robert P. Marande
Dean, College of Science and Technology
Bloomsburg University

Donna Palombo
Chief Financial Officer
Acurlite Structural Skylights, Inc.

Rachel Smith
Executive Director
Workforce Development
Corporation of Central PA

Kristof A. Swartzentruber, PE
Mechanical Engineer
Metso Minerals Industries, Inc.

Anthony Ventello
Executive Director
Central Bradford Progress Authority

The Honorable Gene Yaw
State Senator





STAFF

R. Chadwick Paul, Jr. *President and Chief Executive Officer*

Diane I. Albert
Database Coordinator

Joseph M. Lane
*Vice President
Enterprise Development*

Linda A. Stark
Accounting Administrator

Matthew J. Aucker
*Facilities Assistant
Bloomsburg Regional Technology Center*

Laura L. Lawrence
Project Manager

Bonnie K. Stohl
Accounting Assistant

Aaron B. Balch
Chief Information Officer

Evelyn Leon
Administrative Assistant

Robert S. Thomson
*Regional Manager
Lehigh Valley*

Wayne K. Barz
*Manager
Entrepreneurial Services*

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

Louise A. Brong
Client Services Specialist

James Z. Mickey
Systems Administrator

Charles N. Diefenderfer
Senior Project and Facilities Manager

Kathy Ann B. Minnich
Chief Financial Officer

Laura S. Eppler
Director of Marketing

Kenneth G. Okrepkie
*Regional Manager
Pocono Northeast*

Connie R. Faylor
*Regional Manager
Greater Reading/Berks and Schuylkill*

Julianne Riedy
Administrative Assistant

Lori F. Hertzog
Administrative Assistant

Larry A. Seibert
*Regional Manager
Upper Susquehanna*

Craig A. Hill
Client Services Specialist

Janet L. Stainbrook
*Director
Government and Community Relations*

Candace B. Hoffman
Program Evaluator



Photo by Keith Muccilli

Lehigh Valley Business named Ben Franklin's Kathy Ann Minnich the 2013 CFO of the Year, Nonprofit – Small. Pictured (l to r): Bob Oster, CEO, Concannon Miller & Co., P.C.; Larry Delp, Market Director, Corporate Banking Mid Atlantic, Sovereign Santander; Minnich; and David Dent, Sales Manager, JetPay Payroll Services.

BEN FRANKLIN TECHNOLOGY PARTNERS *of* NORTHEASTERN PENNSYLVANIA

HEADQUARTERS

Ben Franklin TechVentures
116 Research Drive, Bethlehem, PA 18015-4731
610.758.5200 800.445.9515 info@nep.benfranklin.org

BEN FRANKLIN TECHVENTURES

Wayne Barz, Manager, Entrepreneurial Services
116 Research Drive, Bethlehem, PA 18015-4731
610.758.5421 wbarz@nep.benfranklin.org

www.nep.benfranklin.org

@benfranklinNEP

Ben Franklin Technology Partners of Northeastern PA

Ben Franklin Tech Partners NEPA

REGIONAL OFFICES

Greater Reading/Berks and Schuylkill

Connie Faylor, Regional Manager
Greater Reading Chamber of Commerce and Industry
Suite 501, 201 Penn St., Reading, PA 19601-4038
610.390.7116 cfaylor@nep.benfranklin.org

Pocono/Northeast

Kenneth Okrepkie, Regional Manager
Scranton Enterprise Center
Suite 201, 201 Lackawanna Ave., Scranton, PA 18503
610.849.9090 kokrepkie@nep.benfranklin.org

Lehigh Valley

Robert Thomson, Regional Manager
Ben Franklin TechVentures
116 Research Drive, Bethlehem, PA 18015-4731
610.758.5262 rthomson@nep.benfranklin.org

Upper Susquehanna

Larry Seibert, Regional Manager
Bloomsburg Regional Technology Center
240 Market St., Bloomsburg, PA 17815-1727
610.849.9091 lseibert@nep.benfranklin.org

Published by the Ben Franklin Technology Partners of Northeastern Pennsylvania
© 2013

Director of Marketing: Laura S. Eppler
Design: Gipson Studio LLC, Orefield, PA
Printer: Christmas City Printing, Bethlehem, PA
CEO Photography: Ryan Hulvat | Ben Franklin TechVentures Photography: © Halkin Photography LLC
i xchange Photography: Hub Willson