



BEN FRANKLIN TECHNOLOGY PARTNERS *of*  
NORTHEASTERN PENNSYLVANIA

ANNUAL REPORT 2017

# INCUBATING ENTREPRENEURSHIP



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BEN FRANKLIN TECHNOLOGY PARTNERS *of* NORTHEASTERN PENNSYLVANIA

INCUBATING ENTREPRENEURSHIP

“AT BEN FRANKLIN TECHNOLOGY PARTNERS, WE HAVE LEARNED  
THAT AN ENTREPRENEURIAL DISPOSITION MUST BE FOCUSED AND HONED.  
SUCCESSFUL ENTREPRENEURS ARE BOTH BORN AND MADE.”

—R. CHADWICK PAUL, JR.



The best way to predict the future  
is to create it.

- Abraham Lincoln



OUR NATION'S ECONOMY WAS BUILT BY ENTREPRENEURS. Innovating, persisting, and succeeding against the odds embody the American Dream. We are passionate about the boldness, the brilliance, and the raw capitalism of entrepreneurs.

At Ben Franklin Technology Partners, we have learned that an entrepreneurial disposition must be focused and honed. Successful entrepreneurs are both born and made. Our organization's namesake, Ben Franklin, expressed this eloquently: "If passion drives you, let reason hold the reins." Our ability to help clients hold the reins is part of the secret sauce that makes our organization successful, unique, and difficult to emulate.

Ben Franklin Technology Partners' job is to support technology-oriented entrepreneurs and the entrepreneurial spirit in established manufacturers. Ben Franklin provides seed investments to well-vetted early-stage firms and matching investments to innovative manufacturers, and we support all of our clients with in-house guidance and external business and technical experts.

SINCE 1983,  
BEN FRANKLIN'S INCUBATOR  
HAS GRADUATED **69** SUCCESSFUL  
COMPANIES, TOGETHER GROSSING  
MORE THAN **\$1.2 BILLION**  
IN ANNUAL REVENUE AND  
CREATING MORE THAN  
**6,900** JOBS.

Young firms that are residents of a Ben Franklin business incubator are surrounded by resources that will help them succeed. In the fall of 2017, we completed a significant West Wing addition to the Ben Franklin TechVentures® business incubator. This is a third expansion of our two-time International Incubator of the Year award-winning facility on Lehigh University's Mountaintop Campus in Bethlehem. Once again, demand for space necessitated construction. We sincerely thank the U.S. Economic Development Administration, the Commonwealth of Pennsylvania's Redevelopment Assistance Capital Program, and the BB&T Economic Growth Fund for the grant support that helped us fund the TechVentures expansion.

In addition to owning and operating two business incubators, we lead one of the largest business incubator networks in the nation. Growing again in 2017, Ben Franklin's now-15-member business incubator network lets us leverage our years of incubation experience to the benefit of start-ups throughout northeastern Pennsylvania. Member incubators share best practices and the collective wisdom of the group, enhancing the benefits to resident companies in all of the facilities.

Ben Franklin also supports innovation in established manufacturers that allows them to compete effectively worldwide. Leaders with an entrepreneurial mindset are often the drivers of innovation in established companies. Ben Franklin links firms with college and university experts who analyze companies on an enterprise-wide basis. Making their products better, cheaper, and faster through technology helps our manufacturing clients prosper and creates highly paid, family-sustaining jobs in northeastern Pennsylvania.

Ben Franklin's expertise, networks, and accomplishments are grounded in decades of dynamic experience. Ben Franklin Technology Partners is recognized as the worldwide gold standard in technology-based economic development. We provide financial investments, a network of support, and incisive business and technical acumen to the benefit of client companies, Pennsylvania workers, and the Commonwealth's tax coffers.

Thank you for your ongoing support of the Ben Franklin Technology Partners. I invite you to read more about our work in incubating entrepreneurship in the pages that follow.

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



# PROGRAM OVERVIEW

THE BEN FRANKLIN TECHNOLOGY PARTNERS OF NORTHEASTERN PENNSYLVANIA (BFTP/NEP) is part of a four-center, state-funded economic development initiative that began in 1983. The Ben Franklin program was created by the Commonwealth to play a leadership role in strengthening regional economies, building Pennsylvania’s technology-based economy, and creating and retaining highly paid, sustainable jobs. The northeastern center is headquartered at Ben Franklin TechVentures®, a technology incubator/post-incubator facility on Lehigh University’s Mountaintop Campus in Bethlehem, Pa. Regional offices are located in Bloomsburg, Reading, and Scranton.

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

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

Ben Franklin works with the most promising ventures that offer significant potential for future job growth through the development of a new technology or an innovative application of existing technology. To qualify as clients, companies must be located in, or relocate to, BFTP/NEP’s 21-county northeastern Pennsylvania service area: Berks, Bradford, Carbon, Columbia, Lackawanna, Lehigh, Luzerne, Lycoming, Monroe, Montour, Northampton, Northumberland, Pike, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, and Wyoming. We refer companies in other Pennsylvania counties to one of our three colleague Ben Franklin Technology Partners organizations headquartered in Philadelphia, Pittsburgh, and State College.

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

**CAPITAL** — Ben Franklin makes investments that typically range from \$25,000 to \$150,000 per company 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.

**THE BEN FRANKLIN/ LEHIGH ESC PARTNERSHIP HAS ENGAGED 2,000 STUDENTS.**

Lehigh University’s Enterprise Systems Center (ESC) is a key university resource that provides pivotal technical expertise and support to BFTP/NEP clients. This is a model partnership among higher education, the private sector, and economic developers that benefits all.

**BUSINESS AND TECHNICAL EXPERTISE** — Each company in the Ben Franklin portfolio benefits from the collective experience of seasoned professionals who focus on turning high-potential ideas into high-growth businesses. In-house expertise is complemented by the Ben Franklin Solutions Network of advisors, professional service providers, investors, and college and university experts. Members of the Solutions Network number more than 600, many of whom are called upon multiple times a year, creating a powerful and comprehensive support program for clients.

**COLLEGE AND UNIVERSITY RESOURCES** — We tap into the strength of Pennsylvania’s colleges and universities, whose faculty and students work directly with many of our clients. Ben Franklin provides an essential link between client companies and the wealth of knowledge, facilities, and human resources in the Commonwealth’s higher education institutions.

**INFRASTRUCTURE** — BFTP/NEP staff partner with economic development colleagues to create and develop a comprehensive support system for early-stage and established technology-based companies throughout northeastern Pennsylvania. For example, we apply more than 30 years of business incubation expertise in leading the 15-member Ben Franklin Business Incubator Network. This collaboration is among the largest incubator networks in the United States.

## BFTP: SUPPORTING CLIENTS THROUGHOUT THEIR DEVELOPMENT







# INCUBATING ENTREPRENEURSHIP



TECHVENTURES RENDERING COURTESY OF SPILLMAN FARMER ARCHITECTS



To kick off the expansion of Ben Franklin TechVentures West Wing, BFTP/NEP hosted a gala fundraising dinner and public dedication in October 2017.

The events included a surprise visit by “Ben Franklin” himself, portrayed by Touchstone Theater founder Bill George. To officially open the West Wing, Ben handed Chad Paul the keys “to new spaces for the next generation of Ben Franklin entrepreneurs.”





THE REDUCED OPERATING COSTS OF STARTING A COMPANY IN A BUSINESS INCUBATOR are typically what initially draw early-stage companies. But the business development assistance and sharing of best practices among tenants are often even more important. Incubators provide vital support to entrepreneurs and early-stage firms at their most vulnerable times and are often pivotal to their survival and prosperity.

Business incubation provides a venue, setting, and culture that have become key components of the entrepreneurial and technology ecosystem in north-eastern Pennsylvania. BFTP/NEP owns and manages both Ben Franklin TechVentures and the Bloomsburg Regional Technology Center.

A TOTAL OF  
**41 FIRMS** CALLED  
BEN FRANKLIN TECHVENTURES  
HOME IN 2017, EMPLOYING  
AS MANY AS  
**170 PEOPLE.**

BEN FRANKLIN TECHVENTURES

## WEST WING EXPANSION

BFTP/NEP LAUNCHED THE BEN FRANKLIN BUSINESS INCUBATOR at Lehigh University in Bethlehem soon after the statewide Ben Franklin program began in 1983. The location on a major university research campus allows resident companies ready access to the equipment, faculty, and students at Lehigh, which complement Ben Franklin's in-house expertise and network of experts and other resources well.

In 2007, we relocated the incubator program across the street on Lehigh's campus to Ben Franklin TechVentures, a former Bethlehem Steel

laboratory, tripling our available space. Just 18 months after its grand opening, TechVentures was filled to near capacity. Ben Franklin TechVentures<sup>2</sup>, which opened in October 2011, was a major expansion to the original facility that increased the total space to 109,000 square feet.

By 2016, Ben Franklin TechVentures' current rentable space was nearly full yet again. To address this escalating demand, we expanded and opened TechVentures West Wing in autumn of 2017. This new 20,000-square-foot expansion to our business incubator provides additional, much-needed

office and meeting spaces. The necessary expansion was funded in part by generous grant support from the U.S. Economic Development Administration, the Commonwealth of Pennsylvania's Redevelopment Assistance Capital Program, and the BB&T Economic Growth Fund.

The West Wing addition will support the creation of dozens of new technology-based jobs. The expansion will allow BFTP/NEP to build on its history as a "job creation factory" by accommodating accelerating needs for incubator space that fuels economic growth.

### TECHVENTURES HOSTS INAUGURAL INTERCOLLEGIATE ENTREPRENEURIAL COMPETITION.

Lehigh Valley college students presented their business plans to entrepreneurs, investors, business leaders, and other students at the event, hosted by LVTech at Ben Franklin TechVentures in April. The competition complements entrepreneurship education, providing students with opportunities to develop and practice investment pitches.

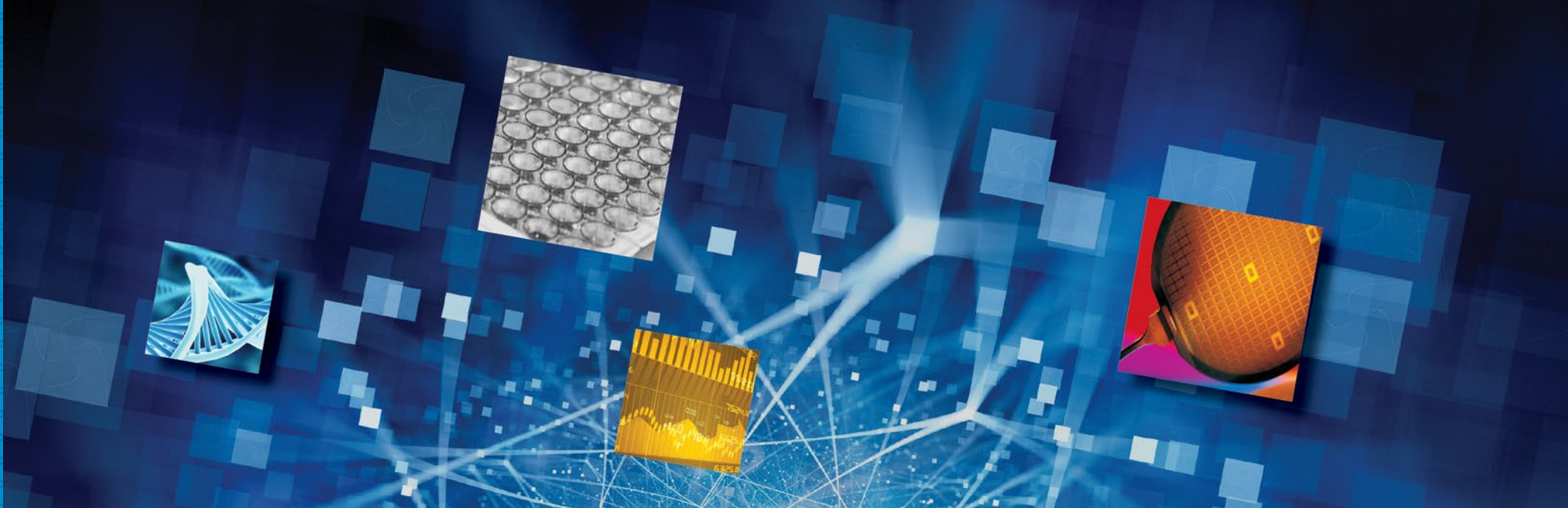




BUSINESS INCUBATION  
MILESTONES



- 1983** Launched the Ben Franklin Business Incubator on Lehigh University's Mountaintop Campus
- 1992** STC Technologies (now OraSure Technologies) graduated from incubator, went public in 2000
- 1994** Quantum Epitaxial Designs (now IQE) graduated from incubator, went public in 2000
- 2001** Won the International Business Innovation Association Incubator of the Year Award
- 2002** Launched the Ben Franklin Business Incubator Network
- 2007** Relocated the Ben Franklin incubator across the street to Ben Franklin TechVentures
- 2009** CICLON Semiconductor acquired by Texas Instruments, expanded to 70 employees, and became TechVentures' anchor tenant
- 2011** Opened Ben Franklin TechVentures<sup>2</sup>, a major expansion to the original facility  
MicroInterventional Devices became 100th Ben Franklin incubator company
- 2012** Won an unprecedented second International Business Innovation Association Incubator of the Year Award
- 2017** Opened Ben Franklin TechVentures West Wing, a substantial building addition  
Expanded the Ben Franklin Business Incubator Network to 15 members



"An investment in knowledge pays the best interest."

—BEN FRANKLIN



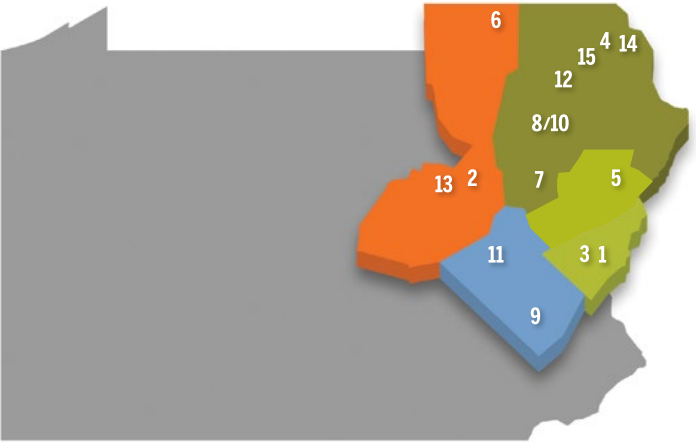
INCUBATOR NETWORK EXPANSION

With 34 years owning and managing its own incubator, BFTP/NEP was one of the pioneers of business incubation in the nation. Ben Franklin's experience has been recognized with Ben Franklin TechVentures winning the International Business Innovation Association (InBIA) Incubator of the Year award on two occasions.

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

After adding four new incubators in 2016, our network grew again this year. In February 2017, StartupLewisburg, the Bucknell University Entrepreneurs Incubator, joined the network. The Ben Franklin Business Incubator Network is now 15 members strong and one of the largest incubator networks in the United States. Members of the Ben Franklin Business Incubator Network fuel innovation, catalyze the regional technology economy, and create the jobs of the future.

- |   |  |   |
|---|--|---|
| 1. BEN FRANKLIN TECHVENTURES®<br>Bethlehem                              | 9. JUMP START INCUBATOR<br>Reading   | 13. STARTUPLEWISBURG<br>Lewisburg             |
| 2. THE BLOOMSBURG REGIONAL<br>TECHNOLOGY CENTER<br>Bloomsburg           | 10. ALLAN P. KIRBY ENTERPRISE<br>CENTER AT WILKES UNIVERSITY<br>Wilkes-Barre | 14. THE STOURBRIDGE<br>INCUBATOR<br>Honesdale |
| 3. BRIDGEWORKS ENTERPRISE<br>CENTER<br>Allentown                        | 11. POTTSVILLE/SCHUYLKILL<br>TECHNOLOGY INCUBATOR<br>Pottsville              | 15. THE TEKRIDGE CENTER<br>Jessup             |
| 4. CARBONDALE TECHNOLOGY<br>TRANSFER CENTER<br>Carbondale               | 12. THE SCRANTON ENTERPRISE<br>CENTER<br>Scranton                            |   |
| 5. EAST STROUDSBURG UNIVERSITY<br>INNOVATION CENTER<br>East Stroudsburg |  |   |
| 6. THE ENTERPRISE CENTER<br>Sayre                                       |  |   |
| 7. THE GREATER HAZLETON CAN BE<br>West Hazleton                         |  |   |
| 8. THE INNOVATION CENTER<br>@ WILKES-BARRE<br>Wilkes-Barre              |  |   |



LESSONS IN  
INCUBATING  
INNOVATION

BEN FRANKLIN'S MANAGER OF ENTREPRENEURIAL SERVICES, Wayne Barz, shared the many lessons he learned over his two decades in business incubation in his blogs, "Lessons from Incubating Innovation." Barz's thought leadership pieces were picked up by *Keystone Edge*, *Network Magazine*, and the International Business Innovation Association e-newsletter. Read the posts at [nep.benfranklin.org](http://nep.benfranklin.org) or @teconomicman on Twitter.





## BEN FRANKLIN TECHNOLOGY PARTNERS *of* NORTHEASTERN PENNSYLVANIA INCUBATION SUCCESS IN THE NEWS

“Resolve to perform what you ought; perform without fail what you resolve.”

—BEN FRANKLIN



The significance of business incubation to the success of early-stage firms is best presented in some of the 2017 accomplishments of Ben Franklin incubator clients and alumni.

### Arkados Acquired SolBright Renewable Energy

Arkados Group, Inc. (OTC:AKDS), a leading software developer and system integrator enabling Internet of Things (IoT) applications for commercial and industrial customers, acquired SolBright Renewable Energy, LLC, a renewable energy design and development company.

### Bio Med Sciences Mask Used in Fight Against Acid Attacks

Natalia was a beautiful, successful young business-woman, until the day a stranger threw acid in her face. It happened in Colombia, where there used to be no laws against it. Natalia recovered by wearing a special mask made by Bio Med Sciences and went on to raise awareness about the issue.

### Cernostics' TissueCypher® in Fight Against Esophageal Cancer

A study indicates that Cernostics' TissueCypher identifies Barrett's Esophagus patients, who are 46 times more likely to develop esophageal cancer, three times more effectively than current practices. Esophageal cancer is the fastest-growing cancer in western countries.

### Digestive Care Earned FDA Approval of Medication to Treat Pancreatic Insufficiency Due to Cystic Fibrosis

Digestive Care, Inc. and its marketing partner, Chiesi, Italy, earned U.S. Food and Drug Administration approval of PERTZY® in a 24,000 USP lipase units capsule. The newly available dosing strength may allow for consumption of fewer capsules to reach the needed dose.

### LAMPIRE Acquired H.B. Custom Media

BFTP client LAMPIRE Biological Labs, with 130 Pa. employees, acquired BF TechVentures alumnus H.B. Custom Media, which will accelerate the company's development of reagents for stem cell therapy.

### Micro Interventional Devices Won Top Cardiovascular Award and Completed Tricuspid Procedures Utilizing MIA Technology

Micro Interventional Devices received the Cardiovascular Research Technologies 2017 award for its Minimally Invasive Annuloplasty (MIA™) technology, which allows heart repair without sutures or other intervention for mitral and tricuspid procedures. The company also successfully completed first-in-human tricuspid valve bicuspidization procedures utilizing its MIA technology with 100% procedural success.

### OraSure Technologies Expands & Earns Accolades

In 2017, OraSure Technologies, Inc. (NASDAQ:OSUR) announced plans to add manufacturing capacity and jobs at its Bethlehem headquarters. It received a \$20 million Bill & Melinda Gates Foundation grant for affordable HIV self-testing in developing countries. In addition, the company earned endorsements from The World Health Organization and The Global Fund for its OraQuick HIV self-test.

### Particle Sciences to be Expanded by Lubrizol

The Lubrizol Corporation, which acquired Ben Franklin client Particle Sciences, will invest millions of dollars to add commercial drug product manufacturing at the company's Bethlehem facility.

### Saladax Licensed Alzheimer's Diagnostics Tests

Saladax Biomedical licensed diagnostic tests for Alzheimer's disease to Siemens Healthineers. These tests can lead to early identification of Alzheimer's disease, which is the sixth leading cause of death in the U.S., affecting nearly 50 million patients worldwide, with 10 million new cases each year.

### RCN SHOW HIGHLIGHTS BFTP'S SUPPORT OF ENTREPRENEURS.

The RCN cable TV *Community Spotlight* September show featured Ben Franklin incubator alumni and current residents Ozzie Lopez of CICLON Semiconductor Device Corp., now Texas Instruments Lehigh Valley; Joe Cellucci of Xverity; and Dr. Ray Glemser of Glemser Technologies Corp., as well as BFTP/NEP CEO Chad Paul and Chief Marketing Officer Laura Eppler.

VIEW THIS AND MORE @  
[NEP.BENFRANKLIN.ORG](http://NEP.BENFRANKLIN.ORG).



## COMPANY INVESTMENTS CHALLENGE GRANT

TO BUILD THE REGIONAL TECHNOLOGY ECONOMY, the Ben Franklin Technology Partners of Northeastern Pennsylvania invests in companies through a Challenge Grant provided by the Pennsylvania Department of Community and Economic Development. Many BFTP clients reside in business incubators in the Ben Franklin Business Incubator Network. These incubators are noted in the company investment descriptions on the following pages.

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 viable market niche. Ben Franklin works with the most promising ventures on an enterprise-wide basis to enhance their entire way of doing business.

### ABEC, INC.

Bethlehem

University Partner: Lehigh University's Enterprise Systems Center

Optimize purchasing and inventory processes at this provider of engineering, equipment, and related services to the biopharmaceutical manufacturing industry. ABEC manufactures bioreactors and related process equipment used by biopharmaceutical companies around the world. These supply chain enhancements will help ABEC respond to customers' higher volume and shorter lead time requirements.

**BFTP Investment: \$10,000    Total Project Budget: \$35,977**

### AMERICAN PAPER BAG, LLC

Wilkes-Barre

Support marketing and sales efforts at this producer of customizable and environmentally friendly paper bags. Currently, most retail carrier bags in the U.S. are plastic and produced in China. APB's paper bags are greener and provide users with many distinctive branding opportunities. Its proprietary manufacturing process and new shape give APB a competitive advantage over other U.S. bag producers.

**BFTP Investment: \$100,000    Total Project Budget: \$2,040,000**

### BAZZINI, LLC

Allentown

University Partner: Lehigh University's Enterprise Systems Center

Streamline the nut production line, reduce waste, and increase productivity at this producer of nuts, dried fruits, and confections. Identify further cost-saving opportunities and process improvements in the manufacturing facility that will allow the company to compete more effectively and support the company's continued growth.

**BFTP Investment: \$25,000    Total Project Budget: \$165,796**

### BIO MED SCIENCES, INC.

Allentown

University Partner: Lehigh University's Enterprise Systems Center

Complete implementation of a new Enterprise Resource Planning system at this producer of innovative and specialized materials for burn and wound care, and aesthetic skin care. Expected growth over the next three to five years necessitates a robust information technology system to improve operational efficiency, provide scalability and flexibility of operation, and meet customers' demands.

**BFTP Investment: \$25,000    Total Project Budget: \$170,119**

### BLASCHAK COAL CORPORATION

Mahanoy City

University Partner: Lehigh University's Energy Research Center

Conduct anthracite coal characterization and Rare Earth Element (REE) technology transfer activities at this producer of anthracite coal. REEs have a wide variety of applications in electronic, optical, and magnetic devices. Currently, China produces nearly all REEs, and there is great demand for domestic suppliers.

**BFTP Investment: \$25,000    Total Project Budget: \$114,944**

### BOSCH REXROTH CORPORATION

Bethlehem

University Partner: Lehigh University's Enterprise Systems Center

Develop and implement a process to automate data collection that will drive process improvements and enable predictive maintenance for machining centers throughout the company. Bosch Rexroth manufactures motion control equipment, including hydraulic and pneumatic components.

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

### BRENTWOOD INDUSTRIES, INC.

Reading

University Partner: Lehigh University's Enterprise Systems Center

Complete manufacturing process improvements in scheduling, capacity, and plant layout as well as efficiency and yield in order to support Brentwood's new contract in the transportation industry. Brentwood produces custom thermoformed plastic solutions for a wide variety of consumer, manufacturing, and environmental applications.

**BFTP Investment: \$25,000    Total Project Budget: \$185,000**

### CHANNELAPE

Scranton

Launch marketing and sales efforts for a software platform for e-commerce store owners. ChannelApe offers a Software-as-a-Service (SaaS) cloud-based platform that helps e-commerce stores automate and integrate their redundant inventory, order, and fulfillment management tasks. The product connects associated channels across numerous platforms into a single point of access.

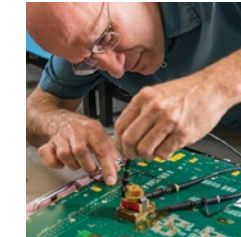
**BFTP Investment: \$150,000    Total Project Budget: \$680,000**

### COLUMBIA COUNTY BREAD & GRANOLA

Bloomsburg

Finalize a sales and marketing strategy and implement a digital marketing campaign for this baker of sprouted grain foods that targets health-conscious individuals and people with dietary constraints. There is surging market interest for the minimally processed foods that Columbia County Bread & Granola provides.

**BFTP Investment: \$50,000    Total Project Budget: \$112,800**



### CORNELLCOOKSON

Mountain Top

University Partner: Wilkes University

Develop a new overhead door device that will be utilized primarily in high-traffic areas such as parking garages and high-capacity warehouses. The overhead door will incorporate a novel design that will reduce hazards and common failure points in competing products while adding functionality around electronics, high performance, energy efficiency, and aesthetics.

**BFTP Investment: \$24,943    Total Project Budget: \$110,466**

### EAST PENN MANUFACTURING COMPANY

Lyon Station

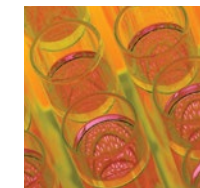
College Partner: Northampton Community College's

Emerging Technology Applications Center

Develop a complete analysis of recycling considerations at East Penn, especially as it relates to the need for new battery technology. This is necessitated by growth in the hybrid electric vehicle market and other alternative energy uses. East Penn is a leading manufacturer and recycler of advanced lead-acid battery products and the largest manufacturing employer in Berks County.

**BFTP Investment: \$25,000    Total Project Budget: \$191,000**

*Continued*





ECO<sub>2</sub>DYE, LLC  
Allentown

Commercialize a new process for the waterless dyeing of fabrics, threads, and yarns for B-to-B sales to clothing manufacturers and textile companies. Current practices utilize large amounts of energy and water. With the developing worldwide water shortage, the industry is actively seeking methods to significantly reduce its water usage. Using supercritical carbon dioxide (scCO<sub>2</sub>) in a proprietary way, the new process eliminates water use as well as substantially reduces energy consumption, drying time, amount of dye used, and waste.

**BFTP Investment: \$26,000    Total Project Budget: \$53,000**

ETHNIC BEAUTY STORE, LLC  
ESU Innovation Center, East Stroudsburg

Complete the formal launch of an e-commerce platform, EnchantedLife.com, which features personal care and wellness brands targeted to multicultural consumers. Ethnic Beauty Store intends to become the central online ecosystem for ethnic personal care, a one-stop destination to purchase, learn, and share beauty ideas within the ethnic community. The company has also expanded the retail distribution of its Game Face skin care line into national retailers such as Rite Aid and Walmart.

**BFTP Investment: \$165,000    Total Project Budget: \$491,000**

FMI  
Allentown  
University Partner: Lehigh University's Enterprise Systems Center

Upgrade FMI's Enterprise Resource Planning system to accommodate growth so the company can operate more efficiently and access new opportunities with larger customers. FMI provides contract manufacturing for a wide range of clients in the skin care, personal care, hair care, and pet care markets.

**BFTP Investment: \$25,000    Total Project Budget: \$190,619**

FRAMECRAFTERS  
Scranton

Complete the launch of FrameCrafters' new e-commerce platform for eye care professionals. Its Frameworks platform enhances the doctor-patient relationship by leveraging technology to let doctors offer a larger array of frames, allowing them to develop, retain, and monetize their patient bases while sharing in eyeglass revenue. Patients enjoy a greater selection of fashionable frames at more competitive prices.

**BFTP Investment: \$30,000    Total Project Budget: \$282,000**

FRESHPET, INC.  
Bethlehem  
University Partner: Lehigh University's Enterprise Systems Center

Complete the analysis of process, product, and environmental data in order to determine key yield influencers in Freshpet's proprietary process for manufacturing food for dogs and cats. Freshpet's products are all-natural and refrigerated.

**BFTP Investment: \$13,750    Total Project Budget: \$48,498**

GROVARA, LLC  
Ben Franklin TechVentures, Bethlehem

Develop a web-based platform for this trade brokerage service that helps U.S. specialty food manufacturers identify international retail markets. Grovara provides a cultural intermediary to lower barriers to entry for American companies that engage in global trade.

**BFTP Investment: \$100,000    Total Project Budget: \$400,000**

HEUDIA HEALTH, LLC  
East Stroudsburg

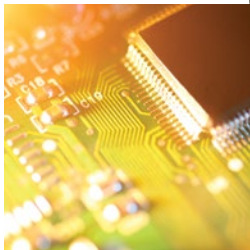
Begin a focused sales effort in the expanding commercialization of Heudia Health's new software platform in the Medicaid marketplace. The platform improves the delivery of health care and related services by motivating beneficiaries to seek care at the right place and time, improving patient outcomes at a lower cost to providers.

**BFTP Investment: \$50,000    Total Project Budget: \$237,500**

INDOOR SKY, LLC  
Williamsport

Develop a sales promotion plan to increase market awareness for this manufacturer of innovative interior shading for windows and skylights. Work will include developing an external sales network, internal sales support team, and opportunity management system. Indoor Sky's Dayliter Shading System increases the amount of diffused sunlight in a room while still blocking the glare and harmful effects of direct sunlight. Effective management of usable daylight improves patient outcomes, worker productivity, student focus, and the attendance and moods of indoor inhabitants, as well as substantially reduces energy consumption in buildings.

**BFTP Investment: \$80,000    Total Project Budget: \$215,000**



INTERMETRO INDUSTRIES CORPORATION  
Wilkes-Barre  
University Partner: The Pennsylvania State University

Analyze and improve coating adhesion, thickness, uniformity, and durability for this manufacturer of wire rack shelving products. Optimize the manufacturing process to increase performance and reduce corrosion.

**BFTP Investment: \$25,000    Total Project Budget: \$71,000**

INTERSTATE BUILDING MATERIALS  
Pittston  
University Partner: Lehigh University's Enterprise Systems Center

Develop labor time standards that will allow the company to develop more accurate labor costing at this manufacturer of custom windows and doors made from vinyl and composites.

**BFTP Investment: \$25,000    Total Project Budget: \$135,494**

JED POOL TOOLS, INC.  
Scranton  
University Partner: Lehigh University's Enterprise Systems Center

Identify and select an appropriate Enterprise Resource Planning software solution at this manufacturer of pool and spa maintenance equipment. JED Pool Tools also provides plastic fabrication toll manufacturing through its custom injection molding division, Northeastern Plastics. As the only U.S.-based producer of its line, JED seeks to improve production efficiencies to address difficult international competition and promote reshoring initiatives.

**BFTP Investment: \$7,800    Total Project Budget: \$79,672**

JSM  
Kutztown  
University Partner: Lehigh University's Enterprise Systems Center

Increase productivity in the laser imaging department at this full-service marketing communications company. The work will enhance manufacturing and technology processes designed to improve quality and customer return on investment in various print and mail campaigns.

**BFTP Investment: \$25,000    Total Project Budget: \$237,188**

MINDME, INC.  
Ben Franklin TechVentures, Bethlehem

Expand commercialization of a web-based marketing and business productivity platform designed for small businesses and solo entrepreneurs. Also, facilitate the beta release of MindMe Solo, a new mobile marketing, communication, and productivity app. MindMe Solo offers a robust contact manager, communication via SMS, email and voice calling, and multi-channel lead capture. Future capabilities will include dynamic mobile landing pages, chat, scheduling, lead generation, payment management, and more.

**BFTP Investment: \$66,000    Total Project Budget: \$148,596**

NEW HORIZON BIOTECH, INC.  
Nazareth

Complete testing to demonstrate the effectiveness of a new, proprietary, and patented design for single-use microbial fermentation as compared with designs currently in use. Microbial fermentation is the basis for the production of a wide range of biopharmaceutical products, including antibiotics, vaccines, and therapeutic proteins.

**BFTP Investment: \$50,000    Total Project Budget: \$130,960**

OCEAN SPRAY CRANBERRIES, INC.  
Breinigsville  
University Partner: Lehigh University's Enterprise Systems Center

Conduct a plant-wide analysis of this agricultural cooperative's beverage facility to identify opportunities for increased efficiency. Productivity, production flow, maintenance, and other areas will be analyzed to maintain premium quality while managing costs.

**BFTP Investment: \$10,000    Total Project Budget: \$37,997**

ORBWEAVER SOURCING, LLC  
Bethlehem

Complete an e-commerce solution for this proprietary cloud-based software platform for electronic component distributors. The work will allow selected component data and pictures to automatically upload to clients' websites. Current sourcing and procurement models in the electronics manufacturing industry are highly inefficient. Orbweaver's solution allows for more well-negotiated terms with suppliers, thereby reducing costs and increasing productivity for clients.

**BFTP Investment: \$100,000    Total Project Budget: \$264,036**

Continued



CHALLENGE GRANT INVESTMENTS

Continued from previous page

PDQ PRINTING

Taylor  
University Partner: Lehigh University's Enterprise Systems Center

Analyze and improve estimating and operational overhead, tracking of project costs, facility layout, scrap reduction, and cost structures at this custom offset and digital printer, bindery, and direct mail house. Streamlined manufacturing processes will continue to position PDQ, ranked among the largest printers in northeastern Pennsylvania, strongly in this highly competitive sector.

BFTP Investment: \$25,000    Total Project Budget: \$120,118

PENNSYLVANIA GLASSWORKS COMPANY

Reading

Complete the set-up of a manufacturing facility and begin production of decorative architectural cast-glass panels made with a proprietary process. This process will allow architects and designers to apply their own designs into glass wall panels. Deep sculptural patterns or imagery is cast directly into the surface of the glass. The process will also address current product limitations in color and sound transmission with better manufacturing throughput than competitors.

BFTP Investment: \$80,000    Total Project Budget: \$212,115

PENN-TROY MANUFACTURING, INC.

Troy  
University Partner: The Pennsylvania College of Technology

Complete the final design of the BICERA relief valve and the subsequent testing and certification of that valve. Penn-Troy manufactures wastewater treatment valves and crankcase explosion relief valves for the water processing and large engine industries. These credentials endorse the products' safety and will allow the company to increase sales and compete more effectively internationally.

BFTP Investment: \$50,000    Total Project Budget: \$191,830

PERFORMANCE BIOMEDICAL, LLC

Mountain Top  
University Partner: Lehigh University's Enterprise Systems Center

Evaluate, select, and procure an Enterprise Resource Planning system that will allow the company to increase operational efficiency, better manage inventory and goods in process, provide scalability, and meet customers' demands. Performance Biomedical assembles, refurbishes, and distributes medical equipment to hospitals and VA medical centers.

BFTP Investment: \$7,730    Total Project Budget: \$71,470

PLANGURU, LLC

Allan P. Kirby Enterprise Center at Wilkes University  
Wilkes-Barre

Expand marketing efforts to increase leads and develop customer-requested feature sets at this producer of Software-as-a-Service (SaaS)-based tools that support budgeting, forecasting, and intelligent financial analysis. The output of PlanGuru's tools enables CEOs and CFOs of small- and medium-sized companies to make timely and accurate financial decisions.

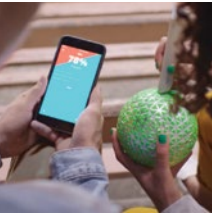
BFTP Investment: \$100,000    Total Project Budget: \$271,400

PLAY IMPOSSIBLE

StartUpLewisburg, Lewisburg

Support Play Impossible in launching its new Gameball™, a multi-sport "smart ball" that provides connected games designed to keep 5- to 15-year-old boys and girls challenged, entertained, and moving with active play. The 10-inch-diameter ball is for indoor and outdoor recreation and will contain sensors, a microcontroller, Bluetooth radio, and ultra-capacitor. It will use a battery-powered, hand-held charger and will connect via Bluetooth to Android and iOS applications.

BFTP Investment: \$138,095    Total Project Budget: \$288,095



PRIZER-PAINTER STOVE WORKS, INC.

Blandon  
University Partner: Lehigh University's Enterprise Systems Center

Improve factory flow and efficiencies at a new building purchased by Prizer-Painter Stove Works to accommodate rapid increases in demand. Prizer-Painter Stove Works manufactures high-end cooking and ventilation equipment under brands like BlueStar, Prizer Hoods, and Big Chill as well as a new premium refrigeration line.

BFTP Investment: \$19,100    Total Project Budget: \$121,311

SIGNALLAMP HEALTH, LLC

Scranton

Complete work with a strategic partner to develop Signallamp Health's Care Management technology platform. Signallamp utilizes technology to efficiently deliver chronic care management services to Medicare beneficiaries. Using Signallamp's services, doctors provide a value-added service to a larger number of patients, generate new practice revenue, and achieve better health outcomes for patients.

BFTP Investment: \$150,000    Total Project Budget: \$401,000

SIMPLEX HOMES, INC.

Scranton  
University Partner: Lehigh University's Enterprise Systems Center

Fully integrate AutoCAD 3D architecture and finalize the implementation plan to transform two plants into one for production and the other for finishing, improving production processes, and increasing throughput. Simplex is a manufacturer of high-quality modular residences and is positioning itself as an industry-leading builder of energy-efficient homes.

BFTP Investment: \$25,000    Total Project Budget: \$152,619

SNOWVATION, INC.

Ben Franklin TechVentures, Bethlehem

Complete development and commercialization of additional software modules for this producer of cloud-based software tools for the ski and snowboard industry. Snowvation's platform manages all aspects of ski resort operations, including scheduling, e-commerce, reservations, inventory management, and more to allow resorts to better engage with their guests.

BFTP Investment: \$125,000    Total Project Budget: \$366,000

SPRAY-TEK, INC

Bethlehem  
College Partner: Northampton Community College's Emerging Technology Applications Center

Complete development of a new encapsulation process at this provider of contract spray-drying for consumer goods companies. Spray drying transforms liquid suspensions into a free-flowing, ultra-fine powder by drying with a hot gas in less than 20 seconds. The method is utilized in the production of many thermally sensitive materials such as foods and pharmaceuticals.

BFTP Investment: \$25,000    Total Project Budget: \$140,000

SUSTAINABLE ENERGY MANAGEMENT SYSTEMS

Scranton

Complete a new strategic plan to expand market focus for this manufacturer of a proprietary solar tracking device. Its patented Reflective Solar Tracker enhances the performance of solar panels by tracking the sun's position and utilizing reflectors to capture more sunlight, increasing solar energy production by 40 to 50%.

BFTP Investment: \$16,000    Total Project Budget: \$32,000



UNICAST COMPANY

Boyertown  
College Partner: Northampton Community College's Emerging Technology Applications Center

Conduct an energy assessment of the entire operation at this custom manufacturer of grey iron castings and provide environmental assistance. Energy is a significant cost for foundries, so energy reduction and other cost-saving measures will help Unicast to remain globally competitive.

BFTP Investment: \$17,260    Total Project Budget: \$79,520

VIIHEALTH, INC.

Ben Franklin TechVentures, Bethlehem

Provide sales and marketing support for a cloud-based platform that allows pharmaceutical companies and health care providers to seamlessly implement turnkey, tailored patient engagement support initiatives at a lower cost and with faster turnaround. Research shows that there is substantial patient noncompliance with prescriptions. An increased emphasis on outcomes-based health care will encourage health care providers to help patients adhere to their drug regimens through this mobile-enabled platform.

BFTP Investment: \$100,000    Total Project Budget: \$403,328

WACKER CHEMICAL CORPORATION

Allentown  
University Partner: Lehigh University's Enterprise Systems Center

Employ advanced analytics tools to create a predictive maintenance system to improve manufacturing operations at this producer of polymeric binders and additives. These products are used in a variety of products including paint, adhesives, and textiles. The predictive maintenance system will provide the company with significant savings.

BFTP Investment: \$25,000    Total Project Budget: \$90,000

XVERITY

Ben Franklin TechVentures, Bethlehem

Complete development of an infrastructure to greatly expand marketing and sales efforts for Xverity's platform. The software platform is for patient interaction with health care providers. It addresses the needs of patients with chronic diseases and other at-risk individuals who wish to stay at home during treatment while engaging with care teams to reduce ER visits and hospitalizations. The platform targets provider cost problems like readmissions and also accommodates customer needs such as long-term care management.

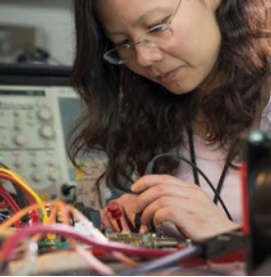
BFTP Investment: \$100,000    Total Project Budget: \$200,000

ZUKAY LIVE FOODS, LLC

Hereford Township

Provide marketing and distribution support for a new product line and support sales expansion for the Jacob's Raw product line into additional retailers at this manufacturer of raw, probiotic, and vegan condiments and beverages. Natural and raw, fermented foods are increasingly becoming mainstream in conventional shopping channels.

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







# COMPANY INVESTMENTS BUSINESS & TECHNICAL ASSISTANCE

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

## 3LINX

Center Valley

Produce a strategy, financial model, and executive summary with this worldwide provider of order fulfillment and third-party logistics.

## AMERICAN POLARIZERS, INC.

Reading

Provide sales support to this provider of polarized and nonpolarized optical products for aircraft, electronics, photographic animated display, and scientific industries.

## AMMERAAL BELTECH MODULAR, INC.

Reading

Provide process improvements to this manufacturer of plastic modular belts and chains for internal transport.

## BISON ANALYTICS, LLC

StartUpLewisburg, Lewisburg

Provide sales and marketing support to this producer of an analytics suite of software tools for users of QuickBooks™ and mid-market Enterprise Resource Planning systems.

## CHANNELAPE

Scranton

Provide network assessment and support for enhanced fulfillment services and better customer communication to this producer of an e-commerce automation tool.

## DISCOVERY MACHINE, INC.

Williamsport

Provide business development services to this producer of software tools that allow users to create realistic training simulations that help trainees learn faster and see the cause/effect relationship of their decisions.

## ETHNIC BEAUTY STORE, LLC

ESU Innovation Center, East Stroudsburg

Provide QuickBooks support to this e-commerce platform for personal care products targeted to various ethnic groups and a new product line, Game Face, for distribution in various retail outlets and online.

## EVENTUOSITY

Bethlehem

Provide QuickBooks support to this producer of cloud-based software that allows event planners and groups of attendees to manage their event experiences.

## G35 SOFTWARE, INC.

StartUpLewisburg, Lewisburg

Conduct an “Under the Lens” session — an interactive evaluation of marketing/sales approach, under the direction of a highly seasoned strategist — for this producer of cloud-based software that empowers B2B sales teams to configure and price recurring-revenue service quotes.

## HEUDIA HEALTH, LLC

East Stroudsburg

Refine the funding presentation with this producer of a software platform that increases the efficiency of delivering health care into a given community.

## INDOOR SKY, LLC

Williamsport

Provide QuickBooks support to this manufacturer of innovative interior shading for windows and skylights that reduces glare and improves energy efficiency.



## JACOBSON HAT COMPANY INC.

Scranton

Develop a social media marketing strategy with this manufacturer and wholesaler of hats for the costume and accessory markets.

## KEYSTONE AUTOMATION, INC.

Duryea

Provide financial counseling to this designer and contract manufacturer of specialized automated equipment.

## LIFEAIRE SYSTEMS, LLC

Allentown

Provide financial strategy support to this producer of a proprietary in-duct air purification system for environments in which air quality is critical, such as *in-vitro* fertilization laboratories.

## MEDICINE IN PRACTICE, INC.

Bloomsburg

Provide QuickBooks and accounting support to this producer of a customized, proprietary learning delivery system for compliance for life sciences practitioners.

## MINDBRIDGE INNOVATIONS, LLC

Allentown

Conduct an “Under the Lens” session with this producer of specialized equipment for orthopedic-related rehabilitation.

## OPTOVIBRONEX, LLC

Mt. Bethel

Provide business plan and market research support to this producer of a non-invasive test to measure the mechanical properties of synthetic materials and tissues.

## PENNSYLVANIA GLASSWORKS COMPANY

Birdsboro

Create molds for glass for this producer of architectural glass panels utilizing a proprietary, low-cost process.

## PIVITEC, LLC

Ben Franklin TechVentures, Bethlehem



Provide sales coaching to this producer of equipment that processes and distributes audio signals and uses mobile devices or PCs to control the audio mix.

## QUADRANT ENGINEERING PLASTIC PRODUCTS

Reading

Automate the rod feeder for this producer of engineered plastics.

## RxTOOL KIT

Ephrata

Provide technology niche analysis to this producer of diverse applications that support clinical excellence in all aspects of pharmacy practice and are cost effective and easy to implement.

## SIGNALLAMP HEALTH, LLC

Scranton

Conduct a technical review of the SaaS platform for this provider of technology that allows health care professionals to efficiently and effectively deliver chronic care management services to Medicare beneficiaries.



## SNOWVATION, INC.

Ben Franklin TechVentures, Bethlehem

Provide business development support to this producer of cloud-based software tools for the ski and snowboard resort industry.

## TSG SOFTWARE

Ben Franklin TechVentures, Bethlehem

Provide CFO advisory support to this producer of a cloud-based software tool that commercial cleaning services and building management contractors use to manage their on-site staff.

## US SPECIALTY FORMULATIONS, LLC

Ben Franklin TechVentures, Bethlehem

Provide software installation, configuration, and training to this producer of compounded sterile injectable pharmaceuticals.

## VAXFORM, LLC

Ben Franklin TechVentures, Bethlehem

Provide legal support to this provider of consulting and contract services for the development of vaccine formulations.

## VIIHEALTH, INC.

Ben Franklin TechVentures, Bethlehem

Provide financial documentation assistance to this mobile-enabled platform that allows drug companies and health care providers to better engage consumers and improve drug adherence.

## WACKER CHEMICAL CORPORATION

Allentown

Conduct a predictive maintenance pilot for this producer of a wide range of polymeric binders and additives.



# iXCHANGE

iXchange keynote speaker Dustin Garis is known as “Chief Troublemaker” for his innovative approach to brand building, new business ventures, and corporate entrepreneurship.

Many guests donned crazy socks in following with the theme of “Revolt Against Routine” at the Ben Franklin Technology Partners iXchange, held on May 9 at the Zoellner Arts Center on Lehigh University’s campus in Bethlehem. More than 450 technology entrepreneurs, business people, venture capitalists, economic developers, political leaders, and regional influencers from Ben Franklin’s 21-county service area attended.

The iXchange combined the presentation of Ben Franklin’s 23rd annual Innovation Awards and executive networking sessions with Dustin Garis’ keynote, “Disruptive Innovation.” Garis is known as “Chief Troublemaker” for his innovative approach to brand building, new business ventures, and corporate entrepreneurship. In his talk, Garis vividly described approaches for reinventing the way team members view consumers, the market, and their role as innovators.

BFTP/NEP CEO Chad Paul presented Innovation Awards to seven winners who have achieved business success through Ben Franklin funding and assistance, have helped others to achieve success, or have improved their companies through innovation.

**The 2017 Ben Franklin Technology Partners of Northeastern Pennsylvania Innovation Award winners are:**

## ENTREPRENEURIAL ACHIEVEMENT

*The company that best exemplifies the quintessential entrepreneurial spirit: a combination of ingenuity, hard work, and innovation that has resulted in the creation of a successful and growing business venture.*

**WINNER: Core Business Solutions, Inc., Lewisburg**

Scott V. Dawson, president, and Michael J. Dawson, vice president

Core Business Solutions helps small companies become ISO 9001 certified as quickly and easily as possible. ISO 9001 is an internationally recognized quality management system for which certification is required of suppliers by many major purchasers. Core Business’ online approach and customized expert consulting have helped its clients achieve certifi-

cation in four or fewer months with a 100% success rate. Brothers Mike and Scott Dawson co-founded Core Business Solutions, and Ben Franklin provided the young company with business plan and sales process assistance, seed investments, and Solutions Network support. With updates to the ISO standards recently released, companies need to recertify, creating an even stronger demand for the company’s offerings. Core Business has been growing 30 to 40% annually, more than tripling revenue over the last three years, and now employs 18 and supports 12 service subcontractors.

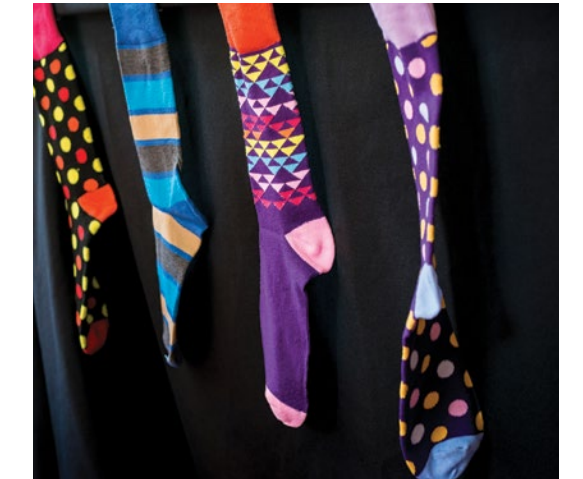
## INCUBATOR GRADUATE

*The company that best demonstrates 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.*

**WINNER: Glemser Technologies Corporation, Bethlehem**  
Raymond G. Glemser II, Ph.D., president

Glemser Technologies delivers life science IT and compliance solutions that bring safer pharmaceuticals to market faster and cheaper. Glemser’s content and quality management solutions, as well as consulting services, ensure a customer’s ability to meet and exceed regulatory standards. Founded in 1987 at the Ben Franklin Business Incubator, Glemser received seed capital, laboratory access, and business and commercialization assistance from Ben Franklin and Lehigh University’s Enterprise Systems Center. Glemser later established its headquarters in a restored historic Bethlehem building. It currently employs 27. Ray Glemser, president, gives back to the community, advising and mentoring Lehigh University students as well as founders of emerging software companies.

*Continued*





PRODUCT INNOVATION

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

**WINNER: Industrial Vision Systems Inc., Bryn Mawr (formerly Lehigh County)**

Walter B. McIlvain, president, and Paul M. Bennett, vice president



Industrial Vision Systems (IVSi) developed the VisionTally, a machine that utilizes digital cameras, laser line generators, laser rangefinders, and software algorithms to determine the dimensions of boards within a bundle of lumber without opening the bundle. VisionTally scans and measures bundles from both ends at once, providing actual board measurements that include wane and other defects. No board marks, special bundle preparation, nor attention from lumber personnel during the scanning process are required. VisionTally is currently the only tally system that has been certified by the National Hardwood Lumber Association. Ben Franklin investments in the company complemented substantial management capitalization. After overcoming difficult technical challenges, IVSi has grown its revenue, and VisionTally has emerged as the most accurate, labor-free, and efficient end-tally system available in the marketplace.

**INNOVATIVE APPLICATION OF TECHNOLOGY**  
*The company that strongly demonstrates a “break-the-mold” approach to integrating new or existing technology into its business.*

**WINNER: RADIUS Corporation, Kutztown**  
Saskia Foley, CEO and president

RADIUS designs and manufactures premium personal care products including eco-friendly toothbrushes, molded travel cases, dental floss, and organic toothpastes. The completely solar-powered, certified woman-owned company is committed to ongoing R&D to identify innovative and sustainable manufacturing approaches to make everyday products distinctive. Its Source™ Toothbrush uses replacement head technology with a handle made from recycled dollar bills, paper, and wood, reducing waste by 93%. Through Ben Franklin funding and connections, RADIUS received marketing and strategy support, teamed with the Plastics Manufacturing Center at Penn College to address a breakage problem with toothbrushes, and more recently worked with Lehigh University’s Enterprise Systems Center on facility optimization. Since last year, RADIUS has increased employment from 30 to 35, and in the past five years, company revenue has increased by 3½ times. The firm is in the process of renovating and relocating into a larger building to respond to burgeoning demand.

**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.*

**WINNER: Simplex Industries, Inc., Scranton**  
Patrick Fricchione, president

Over its 45 years in business, Simplex Industries has become an industry leader in the manufacture of high-end, top-quality modular homes by incorporating innovative designs, working through complicated customized projects, and providing energy-efficient modular manufacturing. Simplex builds first homes through dream homes and commercial buildings from dormitories to hotels to light industrial facilities. Ben Franklin linked Simplex to Lehigh University’s Enterprise Systems Center to fully integrate AutoCAD 3-D printing, develop plans to transform two plants, and address production bottlenecks. The 3-D modeling significantly reduces change orders, unexpected costs, and delays. The efficiencies achieved by this work have helped Simplex to grow and employ more than 215 people in Scranton. In response to escalating demand, the company announced plans to add 40 more jobs and increase production with a \$3 million investment in the plant.

**PARTNERSHIP – TWO WINNERS**  
*Individuals 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.*

**WINNER: Paul Browne, executive director**  
Carbondale Technology Transfer Center, Carbondale

Paul Browne has led the Carbondale Technology Transfer Center for more than 20 years. CTTC’s space is divided among early-stage firms in technology-

oriented, light industry, and food production sectors. In order to meet emerging needs in the region, Browne recently established an Electronics Makerspace that allows companies to rent time with pick-and-place machines, reflow ovens, and other equipment used in electronics production for prototyping and short production runs. As he has done in the past, Browne identified needs in the regional economy and found a way to secure the resources for the CTTC to address them. CTTC is a member of the Ben Franklin Business Incubator Network. Ben Franklin clients Prova Systems and Crew Systems are among CTTC’s resident companies. These firms benefit from Ben

Franklin investments and staff support as well as Browne’s on-site expertise in business incubation.

**WINNER: Mary T. Webber, president**  
Webber Associates, Lemoyne

Mary Webber has provided legislative advocacy to the Ben Franklin Technology Partners statewide network since the program’s inception in the mid-1980s. She is well respected by both Democrats and Republicans for her in-depth institutional knowledge, her vast experience, and her calm, reasoned demeanor. As a result of her tireless efforts, the Ben Franklin program has been funded through

seven administrations, from Gov. Thornburgh through Gov. Wolf. The momentum and institutional wisdom generated over those years have allowed the Ben Franklin Technology Partners to emerge as the internationally recognized gold standard for technology-based economic development. In addition to her consuming and successful work as a lobbyist, Webber has served generously on a number of boards and as a volunteer and mentor. As she works toward retirement, she can reflect with satisfaction on the many Pennsylvanians whose jobs exist thanks to her outstanding work.





# VENTURE IDOL

Ben Franklin Venture Idol, which included pre- and post-event executive networking receptions, attracted a record 300 guests this year.

ChannelApe, Scranton, won Ben Franklin Venture Idol, hosted by BFTP/NEP on Nov. 14 as one of the first public events held in the newly expanded Ben Franklin TechVentures West Wing. Ben Franklin Venture Idol is a cross between Shark Tank® and American Idol® and illustrates a significant way in which early-stage entrepreneurs seek and obtain seed capital.

Eight entrepreneurs were selected as competitors. In addition to ChannelApe, the 2017 Ben Franklin Venture Idol competitors were Ethnic Beauty Store, LLC, East Stroudsburg; GiveGab, Inc., Dunmore; Grovara LLC, Ben Franklin TechVentures, Bethlehem; Medtrics Lab, LLC, Lewisburg; PlanGuru, Wilkes-Barre; webCemeteries.com, Fleetwood; and Xverity, Ben Franklin TechVentures, Bethlehem.

Three of the eight start-up technology companies — ChannelApe, GiveGab, and Xverity — earned their way to finalist status in a round of afternoon judging. Following a networking session, the evening program began with a keynote address by Kirstie Chadwick, CEO and president of the International Business Innovation Association. Chadwick identified methods to building “amazing entrepreneurial ecosystems.” Ben Franklin TechVentures serves as an “entrepreneurial super hub” in that capacity, anchoring and accelerating the region’s economic growth.

The three company finalists then pitched their ventures to investors and the audience. After short critiques from the 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 a total of \$15,000

in real dollars to the companies, prorated based on the audience vote.

ChannelApe offers a cloud-based integration platform as a service (iPaaS) that helps e-commerce storeowners automate redundant data tasks between any two systems. ChannelApe is targeting the 29,000 e-commerce businesses in the U.S. with at least 1,000 online orders per month. Most e-commerce storeowners waste time on redundant tasks like product catalog, inventory, order, and fulfillment management using patched-together software, spreadsheets, and manual copying/pasting of data. ChannelApe offers the first and most flexible commerce integration platform as a service on the market.

The evening’s investor panelists were:

James Marciano, *Strategic Exit Advisors*

Paul Martino, *Bullpen Capital*

Doug Petillo, *Leading Edge Ventures*

Don Yount, *Activate Venture Partners*



BFTP/NEP President and CEO Chad Paul and ChannelApe Founder/CEO Mike Avertio



# IMPACTS AND FINANCIALS

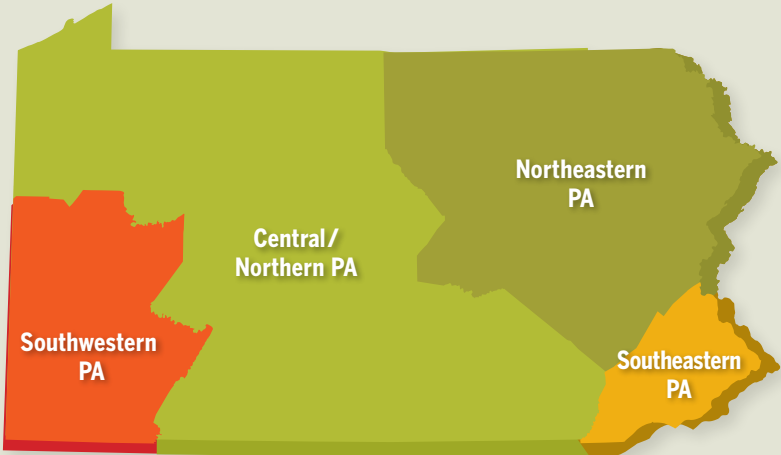
The Ben Franklin Technology Partners provides early-stage technology firms with access to seed capital, business and technical expertise, and a robust network of other resources. We also enhance the competitiveness of established manufacturers by developing and implementing key product and process innovation strategies. The Ben Franklin Technology Partners of Northeastern Pennsylvania is part of a four-center statewide network that serves all of Pennsylvania. For 34 years, the Ben Franklin Technology Partners has delivered results, earning international recognition for outstanding performance in technology-based economic development.

## STATEWIDE IMPACTS

The Ben Franklin Technology Partners commissioned an independent, third-party evaluation of its impact on the state's economy that was conducted by the Pennsylvania Economy League and KLIOS Consulting. The report focused on Ben Franklin's role in providing financial investments and related services to early-stage technology firms and established manufacturers in Pennsylvania.

The study shows that Pennsylvania's investment in Ben Franklin Technology Partners statewide from 2007 to 2011 returned **\$3.60** in new tax revenue for each **\$1** spent. The study also concluded that, since 1989, the Ben Franklin statewide network has created **51,000** additional jobs in client firms and has boosted the Pennsylvania economy by more than **\$23.5 BILLION**. Jobs created by Ben Franklin's clients pay **36%** more than the average nonfarm wage in Pennsylvania.

The Pennsylvania Department of Community and Economic Development, which funds and oversees Ben Franklin Technology Partners statewide, has earned international acclaim for the success of the program in creating and retaining highly paid, sustainable technology-based jobs throughout the Commonwealth.



## BEN FRANKLIN TECHNOLOGY PARTNERS of NORTHEASTERN PENNSYLVANIA

### NORTHEASTERN PA IMPACTS

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. BFTP/NEP reports these figures to the Pennsylvania Department of Community and Economic Development.

BFTP/NEP ACHIEVED THE FOLLOWING RESULTS IN 2016:

- Created **429** New Jobs
- Retained **3,623** Existing Jobs
- Started **10** New Companies
- Developed **158** New Products and Processes

BFTP/NEP WAS ESTABLISHED IN 1983 AND HAS ACHIEVED THE FOLLOWING CUMULATIVE RESULTS:

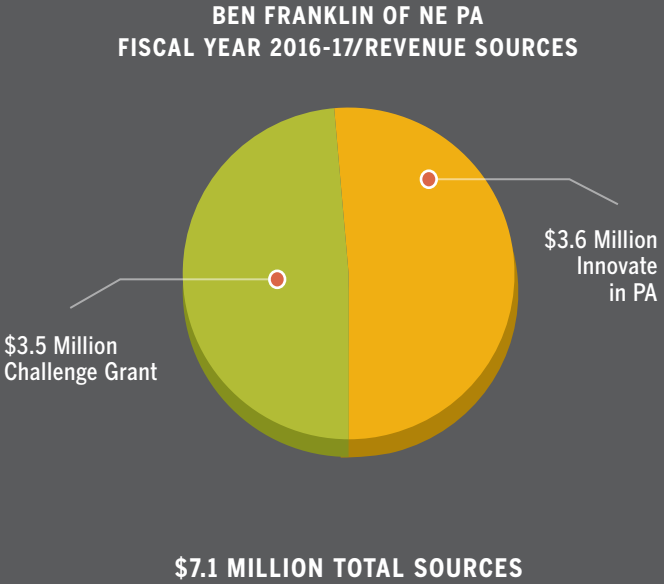
- Created **17,415** New Jobs
- Retained **27,384** Existing Jobs
- Started **492** New Companies
- Developed **1,591** New Products and Processes

Since 2007, companies in our portfolio have together generated **\$1.4623 BILLION** in follow-on funding.

[ THE INNOVATE IN PA STATE FUNDING THAT PROVIDES **51%** OF BFTP'S BUDGET WILL END ON JUNE 30, 2018. ]

## FINANCIAL INFORMATION

In 2017, the Pennsylvania Department of Community and Economic Development funded the Ben Franklin Technology Partners of Northeastern Pennsylvania with a Challenge Grant as well as with an allocation from the Innovate in PA initiative. Innovate in PA was created to increase investments in technology-based companies throughout the Commonwealth. New technology companies create highly paid, sustainable jobs that generate additional state tax revenue. Innovate in PA is a three-year program, and investments are scheduled through June 2018.





# BOARDS

## BOARD OF DIRECTORS

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CEO of the General Partners  
Mid-Atlantic Venture Funds

Ronald L. Bauer  
Retired, Bosch Rexroth Corp.

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

Kenneth P. Guito  
Independent Business Development  
Consultant  
Biopharma Industry

Jan S. Heller  
Finance Chair  
President  
JS Heller, LLC.

Patricia Johnson  
Vice President for Finance and  
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Lehigh University

Barbara T. Lampe  
Retired, Weyerbacher Brewing Company  
Board Vice Chair

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

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

James J. Peters  
Founder, Skyward Health

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

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State Senator

Jon Balthrop  
Plant Manager  
Prizer-Painter Stove Works,  
Maker of Blue Star

Anthony Baran  
Retired CEO, Extol International, Inc.

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

Heather A. Chandler  
President, Sealstrip Corporation

June Clougher  
Director, Jump Start Incubator

Stephen Cygan  
President, Appeeling Fruit

Michael Duddy  
Project Manager, WORLD electronics

Daniel W. Fogarty  
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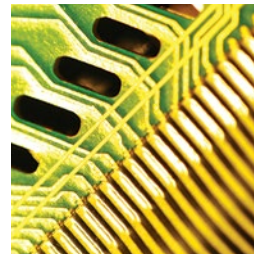
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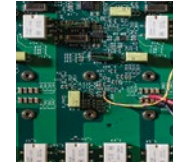
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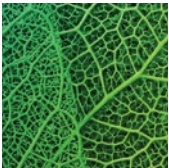
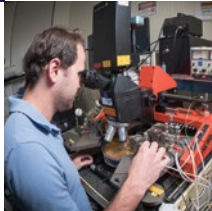
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