

Strengthening our Region's:

Communities	
NTRPDC Leads Prioritization of Needed Transportation Projects	page 4
LTAP and Equipment Show	page 5
NTRPDC Community Development	page 6
Businesses	
Loan Success Stories	page 8
Stacey Urban Earns EDFP	page 9
NTRPDC Export Program Helps 27 Local Companies	page 9
NTRPDC Government Contracting Clients Win Contract Awards	page 10
Workforce	
NTRPDC Business–Education Partnership 2017 Highlights	page 12
Fit4Work Prepares 45 Individuals for the Workforce	page 13
Healthcare Industry Partnership Trains Incumbent Workers	page 14
2017 Summer Employment Program Prepares 29 Youth for the Workforce	page 15
Sector Partnership Grant Provides Training for 24 Dislocated Workers	page 16
EARN and Rapid Response Support Northern Tier Employment	page 16



Cover photo: Stony Fork Creek courtesy Mark Bixby

Our Mission

To help businesses expand their markets, generate employment, improve the local economy, and plan for the future development of the Northern Tier region.

Our Vision

To be a leader in developing people, businesses, and communities for a globally competitive region.













Building our Communities

What we do to assist the Northern Tier's counties and municipalities:

- Provide grant-writing services
- Coordinate economic development resources
- Facilitate regional transportation planning
- Provide technical and website assistance to municipalities
- Assist with community, economic, and transportation development projects
- Provide training to municipal employees

The following pages highlight 2017 accomplishments.



Communities

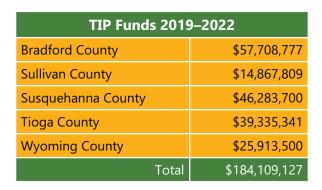
NTRPDC Leads Prioritization of Needed Transportation Projects

NTRPDC is the Northern Tier's Rural Planning Organization and works with PennDOT, regional and local partners, and stakeholders to prioritize federally-funded transportation projects in Bradford, Sullivan, Susquehanna, Tioga, and Wyoming counties.

Highlights of projects completed or let in 2017:

- Bradford County: Safety project at the intersection of US 220 and SR 2027 (South Main Street) in Towarda Township.
- Sullivan County: Micro-surfacing on US 220 from PA 87 to the Bradford County line in Dushore Borough and Cherry Township.
- Susquehanna County: D and H Rail-Trail Phase II was let and will go to construction in Ararat Township.
- Tioga County: Resurfacing of US 6 from the Potter County line to Long Run in Gaines Township.
- Wyoming County: A major repaving project on US Business 6 and Tunkhannock Bypass in Tunkhannock Borough and Township.

Also in 2017, the 2019–2022 Transportation Improvement Program (TIP) update began. The TIP is a prioritized list of funded transportation projects expected to advance between 2019 and 2022. For more information on the transportation planning and programming process, or to participate in TIP development, contact Brian Baker, NTRPDC Transportation Program Manager, at baker@northerntier.org.





Communities

NTRPDC Supports Municipalities in Making Best Use of Transportation Dollars

LTAP Training Classes

NTRPDC held eight Local Technical Assistance Program (LTAP) classes in 2017, training 119 municipal officials. LTAP is a Federal Highway Administration initiative administered by PennDOT that updates municipalities on best practices in managing transportation infrastructure such as roads and bridges. 2017 classes included:

- Conducting Sign Retroreflectivity Inspections
- Equipment & Worker Safety
- Intersections
- Roadside Safety Features
- Signs & Safety Features for Bridges/Culverts
- Stop Signs and Intersection Traffic Control
- Traffic Calming

NTRPDC will continue to hold LTAP classes across the region in 2018.

Equipment Show

NTRPDC helped host one equipment show during 2017, bringing together municipal officials and equipment vendors. The 2017 Tioga/Bradford Equipment Show was held on August 17 at the Troy Fairgrounds in Bradford County, attracting 177 municipal officials and 47 vendors. Vendors and municipal officials had the opportunity to network and discuss ways to meet the needs of municipalities. The Susquehanna/Wyoming Equipment Show was not held in 2017, but both shows will return in 2018.





The 2017 Tioga/Bradford Equipment Show at the Troy Fairgrounds



Communities

NTRPDC's Community Development Professionals Serve 36 Communities

Throughout 2017, NTRPDC continued to work with local businesses and governments to help make their economic and community development projects a reality. Providing grant application preparation assistance as well as general project development planning has helped many communities move forward on needed projects.

Success Story: Bringing Natural Gas Benefits to Wyoming County

In November 2017, the Wyoming County Chamber of Commerce received a \$1 million grant from the Commonwealth Financing Authority to fund a portion of a \$2.9 million pipeline project to deliver natural gas to Tunkhannock. The grant is a partnership between UGI and the Wyoming County Chamber of Commerce. The project involves installing 18,000 feet of eight-inch-diameter high-density pipe to supply developable properties, 13 existing businesses, the Tunkhannock Area School District, and the Wyoming County Courthouse.

Ironically, although Wyoming County is a natural-gas-producing county, its residents and businesses were not able to directly utilize the resource. Wyoming County's low population density has discouraged natural gas utilities from building infrastructure that would allow area residents and businesses to connect to natural gas supplies, due to the low return on investment. This grant will finally provide Tunkhannock residents and businesses an opportunity to tap into the locally harvested natural gas resource that has previously been transported to more densely populated markets. The project would not have been possible without the grant due to the prohibitively high cost of bringing natural gas infrastructure to Tunkhannock.

NTRPDC worked with the Wyoming County Chamber of Commerce—one of Northern Tier's Partnerships for Regional Economic Performance (PREP) partners—and assisted in preparing the grant application.

For more information on NTRPDC's community and economic development services, contact Lauren Egleston, Economic Development Program Manager, at egleston@northerntier.org.

Community Development – 2017

Cranta Submitted	Local Communities Served	36
Grants Submitted	Grants Submitted	15













Building our Businesses

What we do to strengthen the Northern Tier's private sector:

- Guide businesses in exploring government contracting
- Facilitate business expansion into international markets
- Provide financing for local business development projects
- Provide website, technical assistance, and software training for small businesses
- · Assist business development projects in utilizing state incentives and other business services
- · Maintain a strong network of economic development partners to assist businesses

The following pages highlight 2017 accomplishments.



Businesses

Loans Closed – 2	2017
Yanuzzi's, Inc.	\$100,000
Golden Solutions Education and Wellness, LLC	\$32,000
Wade's Concrete, LLC	\$100,000
Endless Mountains Veterinary Center, PC	\$100,000
C.J. Spray Foam	\$27,850
Farmer Fred's, LLC	\$80,000
Makin' Bacon, LLC	\$400,000*
Pepper Funeral Home & Cremation Facility, Inc.	\$100,000
Mooses Enterprises, LLC	\$100,000
Vishva Corporation	\$70,000
Drew and Lisa Remley	\$400,000*
Buckheit Funeral Chapel & Crematory, Inc.	\$50,000
Wellsboro Woodlands	\$50,000
GLM Properties, LLC	\$50,000
MJ West Farm, LLC	\$100,000
MJ West Farm, LLC	\$400,000*
414 Housing, LP	\$100,000
Integrative Counseling Services, LLC	\$100,000
Total	2,359,850

^{*}Pennsylvania Industrial Development Authority (PIDA) loan

Loan Success Story: Farmer Fred's (Bradford County)

Fred and Kelsey McNeal operate Farmer Fred's retail farm market and produce shop in Towanda, PA. The store opened in 2012 and continues to expand its product offering. The shop sells a wide variety of locally produced goods, including fresh produce, meats, cheeses, honey, canned goods, seeds, plants, compost, mulch, topsoil, fertilizer, outdoor lawn furniture, and an assortment of country crafts and gifts. Most of Farmer Fred's produce comes from the McNeal family farm, which goes above and beyond to provide chemical-free, non-GMO goods. Any of the produce that doesn't come from the family farm is sourced from other local, top-quality farms. Much of Farmer Fred's success can be attributed to its mission to "provide naturally, locally grown food at a reasonable cost, to craft strong relationships with local consumers and producers, and to be as sustainable as possible."

In 2017, Farmer Fred's growth required an expansion to its existing storefront to add a separate pavilion and a loading dock. NTRPDC provided an \$80,000 loan to help finance the \$350,000 project in conjunction with Ag Choice Farm Credit and the Chemung Canal Trust Company. The new expansion has allowed Farmer Fred's to offer additional products, including canning supplies, baked goods, lotions, soaps, crafts, and a gym operated by RTG Training and Performance. The expansion retained five full-time positions and five part-time positions.

Loan Success Story: Makin' Bacon, LLC (Bradford County)

Gary and Darla Kelley own and operate a 57-cow dairy business at Ponder Hill Farm in Granville Summit. The farm has been in operation for more than 30 years and was originally owned by Gary's parents. Gary and Darla raised their son Tim on the farm, and he has recently returned to the family business and has taken an active role in operations. To supplement their dairy operations, the Kelleys formed Makin' Bacon, LLC, to construct a 4,800-hog facility at the Country View Family Farm. NTRPDC provided a \$400,000 Pennsylvania Industrial Development Authority (PIDA) loan and partnered with First Citizens Community Bank to provide financing for the new \$1.38 million facility. Makin' Bacon will create three full-time positions.

Businesses

Stacey Urban Earns Certified Economic Development Finance Professional Recognition

Loan Program Manager Stacey Urban completed the National Development Council's Economic Development Finance Training Program (EDFP). The program entails completing a four-course training series that explores the skills essential for the successful practice of economic development, business credit and real estate finance analysis techniques, loan packaging procedures, negotiating and problem-solving skills, and deal-structuring techniques.

The National Development Council EDFP Certification signifies extensive knowledge and experience in the wide range of subject areas required to provide comprehensive and effective assistance to businesses. Stacey has shown an in-depth understanding of the economic development programs, particularly in her role as Loan Program Manager. Stacey works with businesses to provide financing options for land acquisition, building costs, machinery and equipment, site preparation, and working capital.



Stacey Urban, NTRPDC Loan Program Manager

NTRPDC Export Program Helps 27 Local Companies Do Business in 22 Countries

The NTRPDC Export Program works with area businesses to help them market their products and services to customers in other countries.

Success Story: Penn-Troy Manufacturing, Inc. (Bradford County)

The NTRPDC Export Program has supported this small business as it has expanded its sales and international presence. For example, NTRPDC has helped the company research new markets for its mud valve used in wastewater treatment, and facilitated work orders for sales to Germany, the Czech Republic, and the United Kingdom. In December 2017, NTRPDC provided research for Penn-Troy Manufacturing's participation in the Marintec 2017 trade show in Shanghai, China. Penn-Troy representatives exhibited their new valve that is used in the marine industry as well as the oil and gas industry. The valve was approved by one of the world's largest engine manufacturers and is a direct replacement for Penn-Troy's competitors' valves. In 2017, the company exported to six new countries and increased export sales by 96 percent.

Export Program – 2017		
Local companies served	27	
Countries exported to	22	
Total export sales	\$28 million	



Businesses

NTRPDC Government Contracting Clients Win \$18.5 Million in Contract Awards

NTRPDC's Procurement Technical Assistance Center (PTAC) continues to build relationships with area businesses, connecting them to government contracting opportunities at the state and federal levels.

PTAC provides assistance for government contracting prerequisites including Dunn & Bradstreet registrations, System for Award Management (SAM) registrations, PA Supplier Portal registrations, marketing reports on prime contractors and government contracting officers, assistance with applications for Disadvantaged Business Enterprise certification, procurement histories and government forecasts for specific products, technical data packages for solicitations, and technical training on specific contracting databases.

In addition, NTRPDC offers a free "bid-match" system to all procurement clients. This system is connected to the various federal, state, and local solicitations and matches the company's products and services to what is being purchased by the government on a daily basis. The company is notified by e-mail with a direct link to the solicitation, saving staff hours of research time. Clients in construction-related fields receive the daily construction project reports. These reports include projects in the planning, bidding, and results stages throughout Pennsylvania and the southern tier of New York.















Building our Workforce

What we do to assist the Northern Tier's employers, workers, and students:

- Provide area employers with labor market information, job fairs, and prospective employees
- Provide local youth with employment and training programs
- Coordinate industry-specific training for incumbent workers
- Facilitate programs that assist qualifying unemployed, underemployed, or displaced workers find employment
- Provide information and assistance to employees affected by a layoff
- Administer workplace-defined skills assessment testing for job seekers
- Conduct career planning and outreach in area high schools

The following pages highlight 2017 accomplishments.



BEP Participating Schools – 2017

Athens Area High School

Canton Area Junior/Senior High School

Montrose Area Junior/Senior High School

Northeast Bradford High School

North Penn-Liberty High School

North Penn-Mansfield High School

Sayre Area High School

Sullivan County High School

Susquehanna Community High School

Susquehanna County
Career and Technology Center

Towanda Area Junior/Senior High School

Tunkhannock Area High School

Northern Tier Career Center

Troy Area Junior/Senior High School

Wellsboro Area High School

Wyalusing Valley Junior/Senior High School

Northern Tier students served: 3,300



NTRPDC Business-Education Partnership 2017 School Year Highlights

The Business–Education Partnership (BEP) worked to connect Northern Tier students to local businesses during the 2016-17 and 2017-18 school years. Students at 16 schools across the five-county region learned about job offerings, career pathways, and the educational requirements of occupations in our region through career fairs, presentations, mock interview days, and job-shadowing opportunities. Working with school partners, the BEP assisted with career fairs, including a "Career Day" event held at Towanda High School (Bradford County) on March 17, 2017. This event drew nearly 500 students from Sullivan and Bradford counties to meet with local employers. Employers and students alike provided positive feedback, and all businesses reported that it was an excellent opportunity for their company to connect with the future workforce.

The NTRPDC BEP program consists of five career coaches who work with students in 16 participating schools across the Northern Tier. They meet with students in their assigned schools both individually and in small-group settings for career education and exploration activities. Some schools have career coaches meet with students in specific grades, while other schools have sign-up sheets for students so coaches can meet with any student regardless of age. The career coaches offer small-group instruction on various topics including soft skills, post-secondary education, interest inventories, job searching, and many others. Career coaches are helping schools implement K-12 Comprehensive Counseling Plans and work closely with guidance departments in each school to support effective career outreach to students. BEP events in 2017 included:

- Susquehanna Community HS Mock Interview Day
- Entrepreneurial Program North Penn Mansfield HS
- Career Day Bradford and Sullivan Counties
- Sullivan County Career Fair
- Montrose Career Fair

- Blue Ridge HS Tour of SCCTC
- Carpentry Apprenticeship Presenter North Penn Liberty HS
- Tioga County Healthcare Career Fair
- Employer/Business Presentations Wellsboro HS
- Canton Alumni Panel

For more information please contact Jody McCarty, NTRPDC Workforce Program Manager, at mccarty@northerntier.org.

Fit4Work Reengagement Project Prepares 45 Individuals for the Workforce

NTRPDC was awarded a \$139,000 Strategic Innovation Grant from the PA Department of Labor and Industry to implement the Fit4Work Reengagement Project in 2017. The focus is on individuals who have been disengaged from the workforce due to incarceration or other barriers contributing to long-term unemployment. Fit4Work provides skills needed to gain employment while simultaneously working with employers to provide a skilled, reliable workforce to meet their needs.

This project includes pre-release activities for incarcerated individuals, classroom training, and a work-based component. In all, there are six modules to Fit4Work: Personal Management, Financial Management, Soft Skills, Workplace Education, Workplace Preparation, and Additional Workshops. The work-shops encompass interviewing, resume writing, career exploration, and other training available through PA CareerLink®.

The work-based component includes an opportunity for Fit4Work graduates to participate in a work crew up to 20 hours per week. This provides a hands-on work experience for those who cannot easily transition from incarceration or long-term unemployment to unsubsidized employment. Fit4Work completers can earn a wage and gain work skills while continuing to work on barriers. This allows for observation at a work site to determine which areas are problematic so they can be addressed before sending the individual to a traditional employer. The work crew rotates throughout the county to assist in a variety of community projects.

More than half of the Fit4Work completers have gained employment.

For more information, please contact Melissa Fleming, NTRPDC Deputy Director, at fleming@northerntier.org.



The Fit4Work crew working at Gorman's Pond in Towanda

Fit4Work – 2017	
Incarcerated individuals receiving orientation	160
Participants in individualized service	103
Classroom trainings	9
Individuals completing training	45





Healthcare workers from Soldiers + Sailors Hospital, The Green Home, and Broad Acres completed a Perfecting Patient Care training session in May 2017.

HIP-Funded Trainings – 2017		
CPAN Examination Review Course	16	
CNOR Examination Review Course	11	
Medical-Surgical Nursing Examination Review Course	27	
Perfecting Patient Care	21	
Oncology Review Course	10	
Total healthcare workers trained	85	



Healthcare Industry Partnership Trains Incumbent Workers

The Northeast Regional Healthcare Industry Partnership works as "one voice" in the industry to address common or overlapping needs. Sixty healthcare employers participate in the industry partnership, including every major healthcare facility in the Northern Tier. The partnership brings together healthcare employers for common training and education needs; acts as a channel for training curriculum development to address industry demand; and collaborates with secondary schools, parents, and career coaches to increase career awareness of the healthcare field.

Healthcare professionals at Geisinger Wyoming Valley attended a two-day Certified Post Anesthesia Nurse (CPAN) Examination Review Course conducted by MED-ED. This course reviewed perianesthesia care of the most common surgeries, covering preoperative through post-discharge care with an emphasis on the behavior, cognitive, physiologic, and safety needs of the patient.

Nurses from various Guthrie facilities attended a Certified Nurse Operating Room (CNOR) Examination Review Course at Robert Packer Hospital, also conducted by MED-ED. After the nurses who completed this course take the examination, they will receive their CNOR credential and skills upgrade to better care for patients and expand their skill sets. Nurses from Guthrie Towanda Memorial Hospital, Guthrie Troy Community Hospital, and Guthrie Robert Packer Hospital participated in a Medical-Surgical Nursing Examination Review conducted by MED-ED at Robert Packer Hospital in Sayre. The course is designed to provide nurses with the tools, confidence, and knowledge to successfully complete the Medical-Surgical Nursing Exam.

A Perfecting Patient Care training was held at Soldiers + Sailors Memorial Hospital in Wellsboro, with incumbent healthcare workers from Soldiers + Sailors, The Green Home, and Broad Acres completing the training. The training, conducted by Pittsburgh Regional Health Initiative (PRHI), is designed to address the challenges healthcare organizations are facing today, including patient safety, staffing shortages, and rising costs. An Oncology Review Course was taken by nurses at Robert Packer Hospital. The course prepared those trained to become oncology-certified nurses and to be recognized for their specialized knowledge in oncology nursing.

2017 Summer Employment Program Prepares 29 Youth for the Workforce

NTRPDC's Summer Employment Program began in June 2017, providing 29 young adults with academic enrichment and work experience. Coordinated through Bradford County Action and Trehab, this program is a pathway to careers and education while also teaching participants valuable job skills.

During the academic enrichment portion of the program, participants learn how to write a resume, refine interview skills, search for jobs, and excel in the workplace through "soft skill" development.

Youth were employed at a variety of worksites throughout the region. Real-world job experience is an essential aspect of connecting local youth with long-term job opportunities as well as educating them on what types of careers are available. They have the opportunity to observe proper management and leadership skills first-hand in the workplace while also gaining paid work experience.

The government agencies, non-profits, and businesses that participate in this program as employers provide invaluable experience to young adults who otherwise may not have these opportunities. The Northern Tier Workforce Development Board encourages all area employers to become involved with this excellent program for young adults so we can continue to offer our unique summer work experience that will prepare them for the future.

For more information, please contact Jody McCarty, NTRPDC Workforce Program Manager, at mccarty@northerntier.org.



2017 Summer Employment Program participants



Workforce Development – 2017 WIOA programs 216 Individuals trained 60 Healthcare 52% Transportation and Logistics 28% Information Technology 17% Other Fields 3%

Companies

Employees

135

289

Sector Partnership Grant Provides Training for 24 Dislocated Workers

In 2017 the Northern Tier Workforce Development Board partnered with the Lackawanna, Luzerne/ Schuylkill, and Pocono Workforce Development Areas to train long-term dislocated workers for high-priority occupations. The project was funded by a \$100,000 Sector Partnership Dislocated Worker Grant (DWG).

A total of 24 dislocated workers learned skills for new careers through classroom or on-the-job training in healthcare, logistics and transportation, advanced diversified manufacturing, and/or utilities/energy. Examples of specific specialties are phlebotomy, medical secretary, medical assistant, medical billing and coding specialist, medical administrative assistant, clinical medical assistant, business office accounting, Microsoft Office Specialist certification, CDL-A driver's license, general manufacturing, and extrusion product technician. Upon completion of their training, customers received individual assistance with job search needs such as resume writing, interview skills, and the job application process.

For additional information contact Bonnie Warner, NTRPDC Workforce Program Manager, at warner@northerntier.org or 570-265-1513.

EARN and Rapid Response Services Support Northern Tier Employment

The Employment, Advancement and Retention Network (EARN) provides employment and training services to eligible individuals who are currently receiving cash assistance. All program participants are referred to the program through their local County Assistance Office. The program offers short-term training opportunities, job readiness skills, job search assistance, and employment retention services. Case managers support the individual through all phases of the program. EARN seeks to assist all participants in finding employment, thus becoming self-sufficient and eliminating their need for cash assistance.

Rapid Response is an early intervention service that assists workers and employers affected by layoffs, plant closures, or natural disasters. The Rapid Response program was developed to provide dislocated workers the resources and services needed in an effort to get individuals back to work as quickly as possible.



EARN program

Rapid Response Services

NTRPDC Executive Committee

Elizabeth Arnold

Susquehanna County Commissioner

Roger Bunn

Tioga County Commissioner

Edward Bustin

Bradford County Commissioner

Erick Coolidge (Alt.)

Tioga County Commissioner

Staci Covey

Private Sector

Tom Freeman

Private Sector

Alan Hall

Susquehanna County Commissioner

Mark Hamilton

Tioga County Commissioner

Craig Harting

Private Sector

Thomas Henry

Wyoming County Commissioner

Brian Hoffman

Sullivan County Commissioner

Donna Iannone (Alt.)

Sullivan County Commissioner

Doug McLinko (Alt.)

Bradford County Commissioner

Judy Mead

Wyoming County Commissioner

Daryl Miller

Bradford County Commissioner

Mike Narcavage

Private Sector

Wylie Norton

Sullivan County Commissioner

Jody Place

Private Sector

Rick Soden

Private Sector

MaryAnn Warren (Alt.)

Susquehanna County Commissioner

Ronald Williams (Alt.)

Wyoming County Commissioner



Economic Development Advisory Committee

Local Loan Review Committee

Rural Transportation Advisory Committee

Rob Carleton

Dan Close

William Dovin

Craig Eccher

Karen Evangelisti

Mark Haas

Brian Hoffman

Nichole Lefelhoc

Robert Neira

Joe Quatrini

Gina Suydam

Bobbi Jo Turner

Tony Ventello

Cathy Voda

Lynnelle Welch

Peggy Black

Matt Dougherty

Joe Ferretti

Fred Fiester

Anthony Gabello

Kevin Green

Keith Kline

James Rogers

Ryan Satalin

Richard Schwoebel

Rick Soden

Ronald Williams

Sue Williams

Jeff Wilson

Keith Yurgosky

Rick Biery

Jack Conroy

Lori Copp

Bob Getz

Alan Hall

Mark Hamilton

Thomas Henry

Brian Hoffman

Fred Jugan

Alex Komar

Doug McLinko

Kerry Miller

Jean Ruhf

Lynnelle Welch

Matt Williams

Workforce Development Board

Samuel Anderson

Krystle Bristol

Paul Casparro

Colleen Engler

Daria Fish

Thomas Freeman

Amy Gilbert

Mark Haas

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Cheyanne Johnson

Jackie Johnson

Mike Narcavage

Heather Nelson

Jody Place

Karen Russell

Ronald Vogel, Jr.

Linda Walsh

Michael Wilson

Deb Wivell

Donna Yale

NTRPDC Staff

as of May 2018

Kevin Abrams

Executive Director

Brian Baker

Regional Planning Program Manager

Kim Barnes

Special Projects Coordinator

Amy Benjamin

Fiscal Manager

Jerika Brown

Career Coach

Patricia Chappell

Career Coach

Susan Dillon

Business Development Specialist

Lauren Egleston

Economic Development Program Manager

Melissa Fleming

Deputy Director

Barbara Knapp

Career Coach

Nancy Kulick

Administrative Support Specialist

Laurie Lentz

Procurement Program Manager

Jody McCarty

Workforce Development Program Manager

Katie Prichard

Regional Planning Assistant

Ethan Sexton

Community Development Program Manager

Sara Studenski

Career Coach

Patty Sturzen

Fiscal Assistant

Frank Thompson

Deputy Director

Cynthia Traore

International Trade Program Manager

Stacey Urban

Loan Program Manager

Bonnie Warner

Workforce Development Program Manager

IN MEMORIAM



This "Year in Review" is dedicated to our friend and colleague Jeffrey Field, who passed away in September 2017 after more than 25 years of service to NTRPDC and the communities of the Northern Tier.

