

2017 ANNUAL REPORT

Greater Reading Economic Partnership

WELL CONNECTED TO ALL THE RIGHT RESOURCES



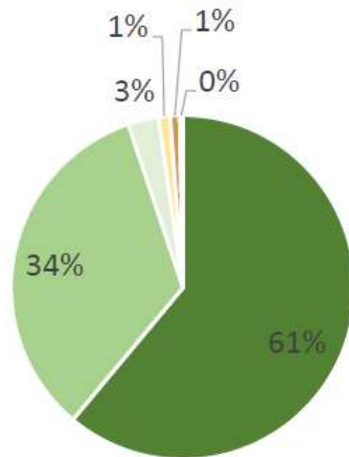
2017 ORGANIZATIONAL OVERVIEW

Our Mission:

To lead regional efforts to attract, retain, and grow business and to market Berks County as a competitive and attractive location for business.

Economic development is the lifeblood of every community. It creates jobs, builds neighborhoods, supports businesses and provides a higher quality of life. Greater Reading Economic Partnership drives economic development in our community.

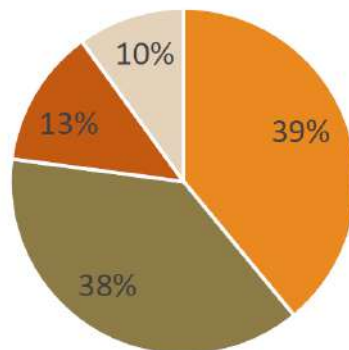
We align business with opportunities to help them.
Be Something Greater.



Revenue

Total: \$818,531

- County: \$500,000
- Private Sector: \$276,286
- Grants: \$23,492
- InKind: \$8,920
- Admin Fees: \$7,200
- Interest: \$2,633



Expenses

Total: \$753,899

- Attraction: \$294,266
- Growth: \$286,921
- Admin: \$97,350
- Collaboration: \$75,362

Thank You...

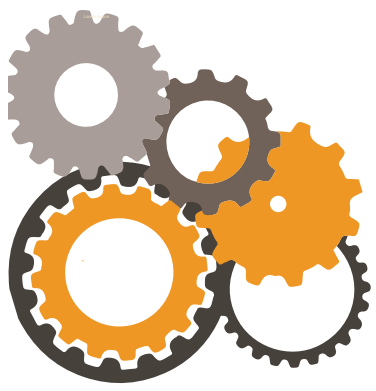
To the County of Berks and the County Commissioners for continuing to recognize the significant contribution GREP has made to our region. As a result, they have reinforced their commitment to economic development in the County with a dollar match. In 2017, all private-sector contributions were matched dollar per dollar, up to \$200,000 by the County of Berks.

To our 2017 Investors and Supporters for working with us to build a supportive business community and create opportunities for everyone to be something greater.

IN 2017 GREP 

WORKED WITH **85** BERKS COUNTY COMPANIES


17 BERKS COUNTY COMPANIES ARE 





MADE **68** REFERRALS

EXPANDING IN NEXT **12-18** MONTHS 

 GENERATED **64** LEADS IN 2017

50%  ADVANCED MANUFACTURING

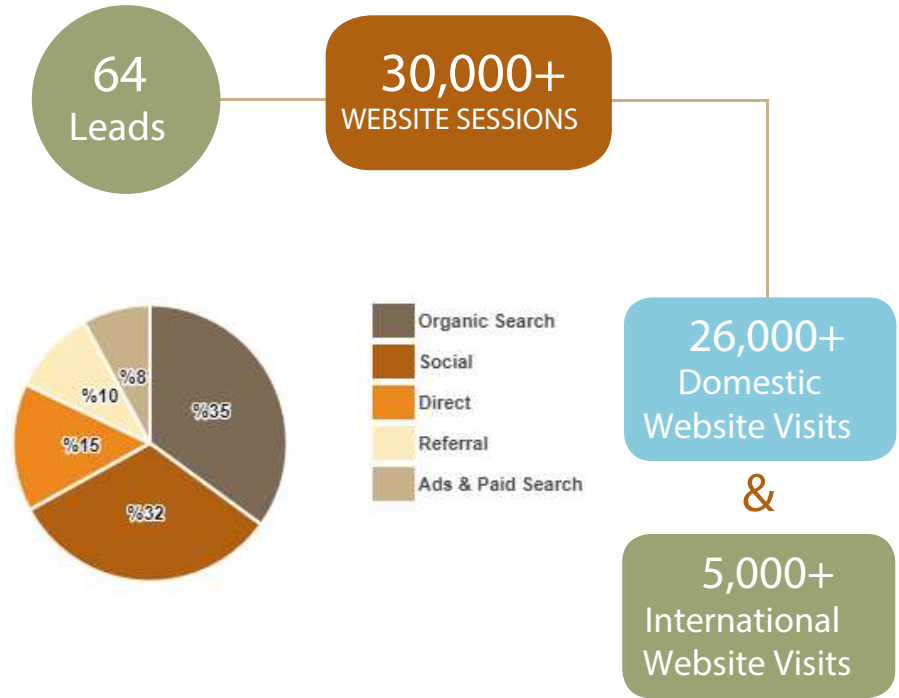
 **14%** FOOD AND BEVERAGE MANUFACTURING

11%  LOGISTICS/DISTRIBUTION

WORKED WITH DEVELOPERS TO BRING **7+** MILLION SQUARE FOOTAGE OF NEW INDUSTRIAL SPACE IN BERKS COUNTY IN 2018/2019



GREP WEBSITE & SOCIAL MEDIA RESULTS



3,600+ FACEBOOK FOLLOWERS 711 LINKEDIN FOLLOWERS 3,732 TWITTER FOLLOWERS 853 INSTAGRAM FOLLOWERS

3,753 FACEBOOK REFERRALS 545 LINKEDIN REFERRALS 247 TWITTER REFERRALS 4,545 WEBSITE REFERRALS

2017 BOARD OF DIRECTORS

The Greater Reading Economic Partnership Board of Directors provides the organization with the guidance on mission driven strategies and activities to retain, attract, promote, and grow economic development in a collaborative and unified manner in the Greater Reading region.

*Executive Committee Member

Dan	Ahern	Tower Health
Joe	Butto	Tompkins VIST Bank
David	Byrne	East Penn Manufacturing
David	Capitano	Baker Tilly
Marcelino	Colon	Reading Eagle
Pete	Connors	Connors Investors Services
Bill	DeFalco	Meridian Bank
Tim	Dietrich	Barley Snyder
Mike	Duff*	Penske Truck Leasing
Mike	Fischetti	Cambridge Lee
Bill	Gage	Gage Personnel
John	Gallen*	EthoSource
Thad	Gelsinger	GR Young Professionals
Brian	Hassinger	PA American Water
Roger	Heasley*	FirstEnergy
Jack	Hoy	Kinsley Construction
Ernie	Jones	Carpenter
Michael	Kautter	Kautter & Kelley Architects
Mike	Malinowski*	EHD
John	Massaro*	Wells Fargo
Rae	McGarr	JC Ehrlich
John	Morahan	Penn St Health, St Joseph
Barbara	Pattison	BB&T
Michele	Richards	Fulton Bank
Peter	Rye	Brentwood Industries
Eric	Schippers	Penn National Gaming
Barry	Schlouch	Schlouch Incorporated
Alan	Shuman	Shuman Development Group
Liz	Sterner*	Comcast
John	Weidenhammer*	Weidenhammer
Dr. Anna	Weitz	RACC
Barry	Wentzel	UGI
Steve	Willems*	NAI Keystone



HONORARY BOARD MEMBERS

Kevin	Barnhardt	Berks County Board of Commissioners
Christian	Leinbach	Berks County Board of Commissioners
Mark	Scott	Berks County Board of Commissioners
Wally	Scott	Mayor, City of Reading

GRCA's Mission & Origin:

The Greater Reading Chamber Alliance (GRCA), was formed as a result of a strategic alignment of three existing business organizations serving Berks County – Greater Reading Chamber of Commerce & Industry; Greater Reading Economic Partnership; Greater Berks Development Fund. This unique and innovative partnership, which includes a 1,200-member Chamber of Commerce and Berks County's two leading economic development organizations, represents a comprehensive approach to support the business community. The primary mission of the GRCA is to encourage business attraction, business expansion, job creation and business investment, in an effort to foster and promote a thriving economy throughout Berks County. By aligning the three organizations, the GRCA can provide a more comprehensive set of supports and services, and act as the single point of contact for companies looking to locate or expand in Berks County. In addition, through effective and ongoing advocacy efforts, the GRCA represents a powerful voice in promoting policies that foster a more business friendly environment throughout the region.



Pamela Shupp, the President and CEO of GREP is transitioning into the role of Executive Vice President of GRCA. She will oversee all economic development for GRCA. GREP is an affiliate of GRCA.



In 2017, Randy Peers became President & CEO of the Greater Reading Chamber and Economic Development Corporation, publically known as the Greater Reading Chamber Alliance.