

A photograph of two construction workers on a site. On the left, a man with a beard and safety glasses wears a white hard hat and a high-visibility vest over a plaid shirt. On the right, a woman with curly hair and safety glasses wears a yellow hard hat, a red scarf, and a brown jacket with an orange safety vest. She is gesturing with her right hand towards a large blue industrial structure in the background. The sky is overcast.

PennTAP

Pennsylvania Technical Assistance Program

Annual Report 2021

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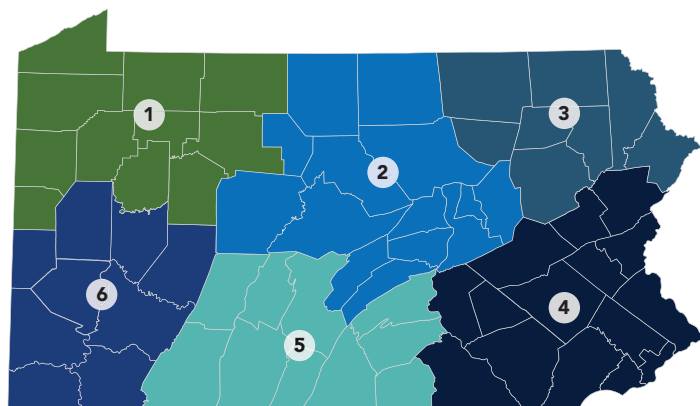
Statewide Expansion

2021 was a year of major growth for the PennTAP team. With the addition of three new expert advisors in the past year, PennTAP is positioned to cultivate deeper client and community relationships across the six major regions of the state (See map below).

Each advisor is embedded within their respective Penn State campus community to better collaborate with

Penn State partners and connect industry clients to student talent and premier university resources.

As the PennTAP team continues to grow, it is equipped to support clients in every corner of Pennsylvania in a holistic manner – through energy and operational assessments, university connections, grant application support, and innovative advancements.



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SUCCESS STORY

“

I had the absolute best experience working with PennTAP, and I will highly recommend them to all sugar makers looking for help with the grant program.”

— Michele Mihailov
Owner, Frost Ridge Maple Farm





SUCCESS STORY

“

Our collaboration with PennTAP has grown to include student projects, property studies, building improvements, and funding opportunities that would not have been possible without the relationship.”

— **Dr. Cynthia Shaw**

Executive Director, Fayette County Career and Technical Institute

Future Investment

PennTAP believes in building up and supporting the next generation’s workforce. In 2021, PennTAP not only connected small to mid-sized businesses with Penn State student talent through Learning Factory projects and capstone courses, but also extended its reach to educating K-12 students in Fayette County on alternative energy with the help of the West Penn Power Sustainable Energy Fund.

For the fifth and final year, PennTAP mentored and connected Penn State student startups with funding through the Inc.U Competition. The competition culminated in “The Investment” television show on

WPSU, featuring six startup companies competing for up to \$30,000 in funding.

In 2021, Girls Code the World, Miss Monroe Collection, and Table Rock Markets split the \$30,000 in funding. Over the five-year length of the US Economic Development Administration (EDA)-funded Inc.U program, PennTAP has distributed a total of \$150,000 in funding to 12 winning student startups.

Over the course of 2021, PennTAP also mentored ten students - two undergraduate and eight graduate - all of whom received training and the opportunity to attend and contribute to on-site assessments.

BY THE NUMBERS

\$38,500

Total Grant Funding Provided to Learning Factory Project Sponsors

292 Penn State Students Engaged

23 Learning Factory Projects

11 Companies Awarded Grant Funding to Sponsor Learning Factory Projects



SUCCESS STORY

“

We were able to obtain grant money for a grain dryer upgrade/replacement. This in turn saved us considerable money and time. [about PennTAP] Great service, great people!”

— **Chris Nickel**
Owner, Nickel Farm

Client & Community Support

Despite the continued challenges presented by the pandemic, PennTAP successfully helped businesses across the Commonwealth reduce operating costs by improving the energy efficiency of their buildings and assisting with grant applications.

The grants were used to offset capital costs of upgrades, freeing up capital for reinvestment in new jobs and business expansion.

In 2021, five manufacturing companies were part of PennTAP's first no-cost Department of Energy-sponsored PA Industry Energy Readiness Cohort.

Over the course of five months, the companies received monthly cohort group training webinars, virtual one-on-one coaching sessions, and on-demand guidance on the use of the Department of Energy's 50001 Ready tools and resources. The program will continue into 2022.

PennTAP's success in 2021, and moving forward to 2022, was made possible through the support of the Appalachian Regional Commission (ARC) POWER Initiative and the five-year renewal of Penn State's US Economic Development Administration (EDA) University Center status.

BY THE NUMBERS

\$5.2M

Economic Benefit

4.8/5

Client Satisfaction

33 Counties Served

64 Jobs Created or Saved

473 Individuals Trained

89 Client Cases

Sustainability Commitment

The technical assistance PennTAP provides results in the reduction of energy use, water use, hazardous materials generation, and business costs. When clients implement PennTAP's sustainable and cost-effective strategies, the economy and overall sustainability of the surrounding community benefits. As a commonwealth-wide service provider, PennTAP is committed to ensuring the eight PennTAP-aligned

UN Sustainable Development Goals and the Penn State Strategic Plan for Ensuring a Sustainable Future guide each PennTAP advisor's work across the state. In 2021, PennTAP more actively incorporated these goals into outreach, education, and training, which can be seen through success stories, webinars, and communications with clients.

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| CLEAN WATER AND SANITATION  | SUSTAINABLE CITIES AND COMMUNITIES  | RESPONSIBLE CONSUMPTION AND PRODUCTION  | INDUSTRY, INNOVATION AND INFRASTRUCTURE  |
| GOOD HEALTH AND WELL-BEING  | DECENT WORK AND ECONOMIC GROWTH  | CLIMATE ACTION  | AFFORDABLE CLEAN ENERGY  |

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