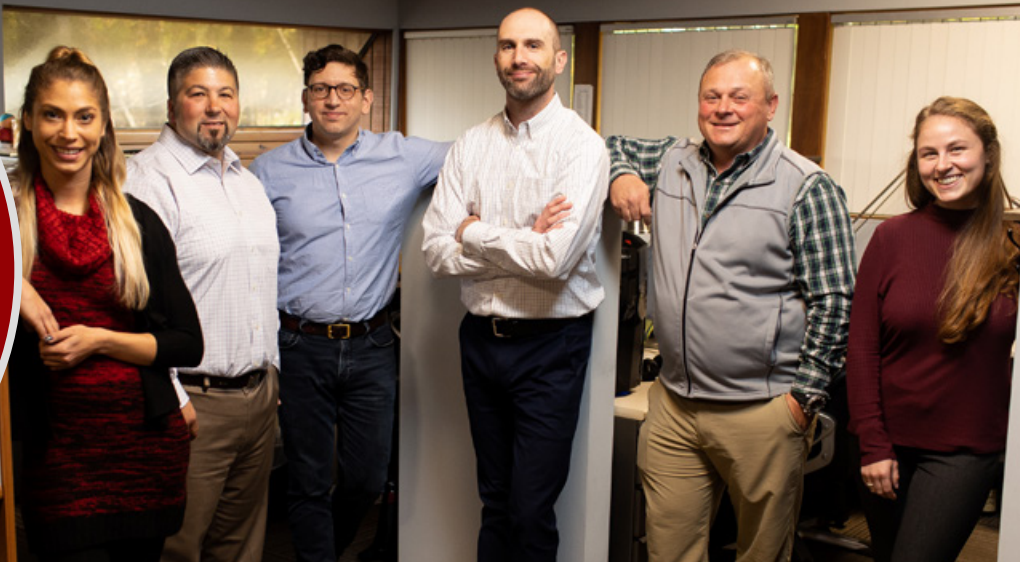


# The Small Business Spotlight

is on...

**COLWELL-NAEGELE ASSOCIATES**  
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[WWW.C-ENGINEERING.COM](http://WWW.C-ENGINEERING.COM)



Located in Clarks Summit, Colwell-Naegele Associates (CNA) is a civil engineering consulting firm that provides its clients with innovative, cost-effective solutions to civil and municipal engineering projects. In this month's Small Business Spotlight, Matthew Walsh of CNA shares some of the firm's secrets of success.

**CNA serves three states, but calls our region home—what are some of the benefits of being located here?**

Most of the projects our firm has worked on are within an hour's drive of our region. Working on so many local projects allows us to establish relationships with the staffs of the municipalities and agencies who review the site plans we develop.

**How does your experience in transportation engineering set you apart from other firms?**

Transportation engineering is a specialized subdiscipline under the civil engineering umbrella, and not every firm offers it in-house. Developments that will generate a high volume of traffic can necessitate improvements to nearby roads,

such as road widening, adding a turn lane, or adding a traffic light. By offering transportation engineering in-house, we are able to advise the developer of the off-site improvements the traffic from their development is likely to require.

**CNA has completed public, private and municipal projects. Can you give us an idea of some of those projects?**

For our municipal clients, we assist them in identifying grants and preparing applications that may be available for infrastructure maintenance and upgrades. In the private sector, we have provided site design and permitting services for a variety of residential, commercial, institutional, and industrial clients. For projects that generate significant traffic, we also perform traffic studies and signal design.

**How has being a Chamber member helped your business?**

The Chamber's many social and networking events have been invaluable to us, enabling us to meet new clients as well as other professionals who offer services to compliment ours. It has done a fantastic job of attracting new development to the region, and our involvement in Chamber events has helped us make connections with developers and other design professionals.

**“The Chamber has done a fantastic job of attracting new development.”**

## Get in the Spotlight!

Every month, The Greater Scranton Chamber of Commerce features a member small business in the Small Business Spotlight. Don't miss your chance to be seen! Visit [scrantonchamber.com](http://scrantonchamber.com) to apply for membership or to fill out a Small Business Spotlight application today!