

# EAST MOUNTAIN CORPORATE CENTER



# CORPORATE CENTER AT EAST MOUNTAIN

## A MESSAGE FROM OUR LEASING TEAM

Welcome to the Corporate Center at East Mountain, a Class A business park located along Pennsylvania's I-81 Corridor.

Located just one mile from Exit 170A of I-81 and just four miles from Exit 105 of I-476, the Corporate Center at East Mountain offers tax-free sites and space for office and medical companies.

The park is located in Plains Township in Luzerne County, Pennsylvania and is less than 10 minutes from Downtown Wilkes-Barre. The park can accommodate companies needing as little as 2,000 square feet to as much as 100,000 square feet. Park tenants include Mericle's corporate headquarters, the Social Security Administration, Bank of America Merrill Lynch, Geisinger Wyoming Valley Healthcare, PPL Electric Utilities, RCN, and C3i.

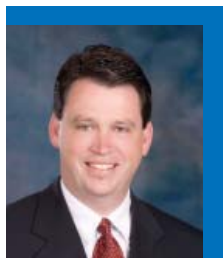
More than 460,000 people live within 20 miles of the park. There are 16 college campuses with more than 49,000 enrolled students within an hour's drive.

Every building constructed on land we own in the park receives a 10-year, 100% real estate tax abatement on improvements via the Local Economic Revitalization Tax Assistance Act (LERTA).

We have constructed seven office buildings that total almost 300,000 square feet in the park. We also own more than 50 acres and plan to construct as many as 10 new buildings.

Please learn more about the Corporate Center at East Mountain on the following pages and then call one of us at 570-823-1100 to request a proposal and/or arrange a park tour.

## WE LOOK FORWARD TO HEARING FROM YOU.



**Bob Besecker**  
*Vice President*  
[bbesecker@mericle.com](mailto:bbesecker@mericle.com)



**Jim Hilsher**  
*Vice President*  
[jhilsher@mericle.com](mailto:jhilsher@mericle.com)



**Bill Jones**  
*Vice President*  
[bjones@mericle.com](mailto:bjones@mericle.com)

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# LOCATION & TRANSPORTATION



## ROAD ACCESS

The Corporate Center at East Mountain is located along S.R. 115 in Plains Township, near Wilkes-Barre, Pennsylvania. Downtown Wilkes-Barre is less than 10 minutes away and Wilkes-Barre's major suburban shopping areas can be reached in just five minutes.

The park is just one mile from Exit 170A of I-81 and four miles from Exit 105 of I-476.

## AIR ACCESS

The Wilkes-Barre/Scranton International Airport ([flyavp.com](http://flyavp.com)) is just eight miles from the park and offers approximately 40 daily arrivals and departures to seven major hubs with one-stop service to more than 450 destinations worldwide. AVP provides direct daily flights to Atlanta, Charlotte, Chicago, Detroit, Newark, Orlando, and Philadelphia. Carriers include Allegiant, Delta Connection, United Express, and US Airways Express. AVP is also served by Saker Aviation, one of the finest fixed base operators in the Northeastern United States.

## EAST MOUNTAIN CORPORATE CENTER IS AN EASY DRIVE FROM MANY KEY CITIES

CITY	MILES AWAY
Wilkes-Barre, PA	3
Scranton, PA	14
Hazleton, PA	34
Delaware Water Gap, PA	51
Allentown, PA	59
Binghamton, NY	78
Morristown, NJ	101
Philadelphia, PA	109
Harrisburg, PA	109
New York, NY	123
Syracuse, NY	148
Baltimore, MD	189
Hartford, CT	206
Washington, DC	232
Pittsburgh, PA	270





# UTILITY INFORMATION

## NATURAL GAS

UGI Penn Natural Gas provides gas service at pressures ranging from 30 PSI to 55 PSI. Gas mains in the park are 4" intermediate pressure.

## WATER

The park's water is supplied by Pennsylvania American Water Company's (PAWC) Watres Reservoir and is treated at PAWC's Watres Treatment Plant. A 500,000 gallon standpipe located in the park supplies both fire protection and domestic service to the park. A 12" main runs throughout the entire park and provides both domestic service and fire protection service to the lots at lower elevation. This 12" main also provides fire protection service to the lots at higher elevation, while a separate 6" main provides domestic service to the lots at higher elevation. The 6" main is fed from a booster pump station that is located near the standpipe. Pressures within the park range from 60 PSI to 95 PSI.

## SANITARY SEWER

Conveyance is provided by the Plains Township Sewer Authority and treatment is provided by the Wyoming Valley Sanitary Authority (WVSA). All sanitary mains within the park are 8" or 10" diameter gravity sewers. The WVSA has an excess capacity of approximately 7 million gallons per day.

## ELECTRIC

Service within the park is provided by PPL Electric Utilities through underground primary and secondary distribution facilities. PPL's East Mountain substation is located immediately adjacent to the park. The substation has two independently supplied 69/12.47KV, 10MVA, step-down transformers. Each transformer in turn supplies a nominal 12.47KV bus section, which is connected through a normally closed bus tie breaker. As a result, the loss of either 69KV transmission feed to the substation or either transformer will not result in any service interruptions.

## TELECOMMUNICATIONS

Verizon, Level 3, Frontier Communications, Comcast, and Earthlink all serve the park. Services available include local, regional and long distance telephone, Internet (high-speed, and dedicated access), T-1 lines, T-3 lines, OC3 to OC196, ISDN, DSL, frame relays, and LAN/WAN services. Local points of presence for these firms are located in Wilkes-Barre, Scranton, Pittston, and Clarks Summit.







MERICLE CORPORATE HQ

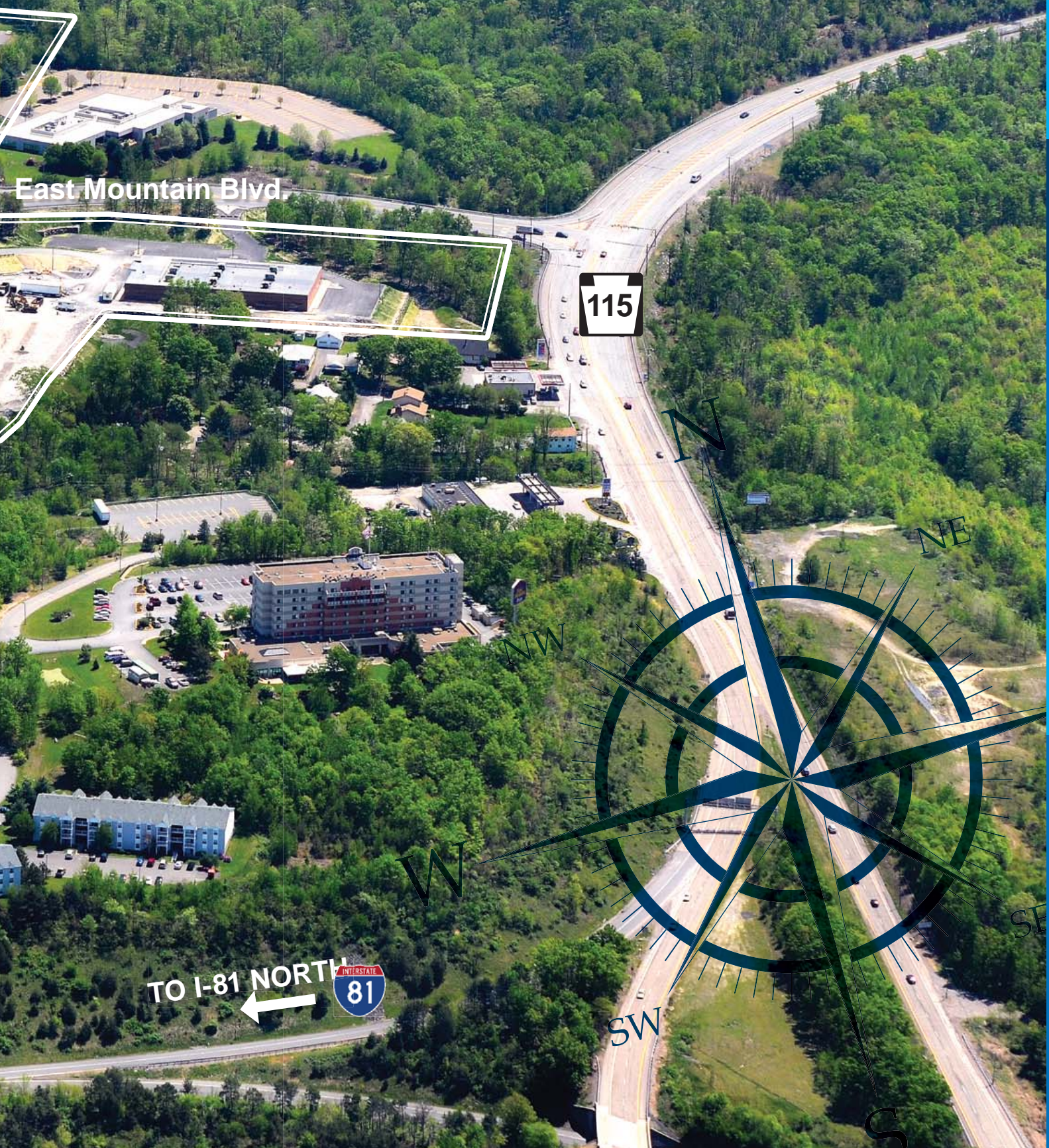
Baltimore Dr.

U.S. SOCIAL SECURITY  
ADMINISTRATION



# PARK AERIAL

BUILDINGS DEVELOPED BY MERICLE ARE OUTLINED



East Mountain Blvd.

115

TO I-81 NORTH





# WORKFORCE & EDUCATION

## EMPLOYER TESTIMONIALS

"We've been operating here 33 years and we've never been closed. But that's what you get when you run a business here in Northeastern Pennsylvania—loyalty, commitment and a great work ethic."

*Rich Calogero*  
Vice President  
MetLife, Clarks Summit, PA

**MetLife**

"We've had an enormous applicant pool because of the number of high-quality universities in this region and we've been able to recruit interns from just about every single university in this area. 98% of our staff has come from local colleges and universities and we're hiring smart people, competent people, qualified people – individuals who have tons and tons of promise. Any company in the country would be happy to have the opportunity we have."

*Kristopher N. Jones*  
Founder  
PepperjamSEARCH.com, Wilkes-Barre, PA

**pepperjam**  
Full-Service Internet Marketing Agency

"When Sallie Mae determined it should expand its IT workforce, we assessed all of our locations. The decision to create those IT jobs here was an easy one. When it comes to performance, our Wilkes-Barre operation is nothing short of exceptional."

*Janine Becker*  
Senior Director - Loan Servicing Operations  
Sallie Mae, Wilkes-Barre, PA

**SallieMae**

"We frequently get relocation offers – particularly from Southeast states that are looking to transform their economies, but we've chosen to remain in Northeast Pennsylvania because the workforce here has world-class qualities. Our people are dedicated, loyal and have an excellent work ethic."

*Carl J. Witkowski*  
EVP of Information Systems and CAO  
Guard Insurance Group, Wilkes-Barre, PA

 **GUARD**  
INSURANCE  
GROUP







"In terms of productivity — when we compare what we do here across other parts of the country, our workforce in Northeast Pennsylvania always comes out on top."

*Gavin J. Cerco*  
Vice President, Participant Services  
Prudential Retirement, Moosic, PA



"I have been a manager in varying industries now for over 35 years. I have had the ability to establish new facilities and have had first hand involvement with varying work forces in 6 different states. During this time the workforce ethics varied from state to state and industry to industry. I can honestly say that coming back to Pennsylvania and managing a facility where the employees care about their job, have a strong feeling of ownership of their company, and the motivation level to exceed is exciting and beneficial to our facility and company. I have not encountered this work ethic in many of the locations I have managed and lived in. Northeast PA is a company's best found option for exceeding their expectations."

*Bill Welliver*  
Facility Manager  
Telerx, Wilkes-Barre, PA



"We know that if we can get prospective clients to this building we can sell them. When we walk them around the floor they see the positive energy and work ethic of our employees. Our folks are passionately committed to providing exceptional customer service and exceptional claim processing every single day. They are determined to get it right the first time. As a native of this area, I am so proud of their desire to go above and beyond to make our clients feel comfortable."

*Antoinette Bonacci*  
Vice President & Site Leader  
Cigna, Scranton, PA



"We are thrilled with the quality of the people we hired, their technical aptitude, and the speed with which they learned C3i's operations. Our customer satisfaction already averages 93% across our client base. This is simply outstanding".

*Robert Piwko*  
Chief Operating Officer  
C3i, Wilkes-Barre, PA





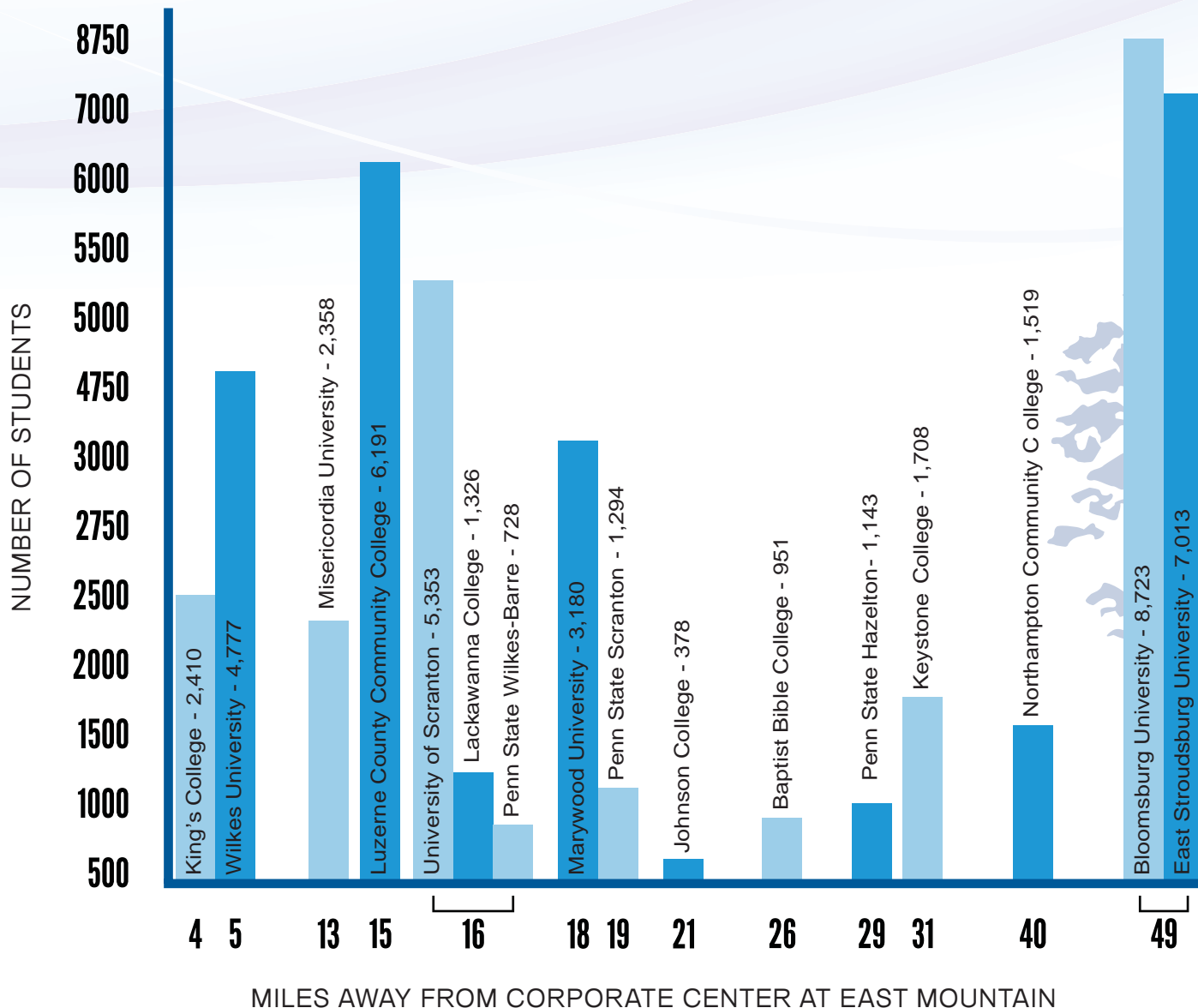
# HIGHER EDUCATION

## TOTAL ENROLLMENT

WITHIN 50 MILES OF

EAST MOUNTAIN CORPORATE CENTER

# 49,052 STUDENTS





Keystone  
College



COLLEGE

CAMPUS

There are 16 college and university campuses with more than 49,000 enrolled students within an hour's drive of the Corporate Center at East Mountain. This network of higher education provides an invaluable resource for employers and their employees, offering ample opportunity for co-ops, continuing education, customized job training, internships and recruiting.



# POPULATION & LABOR DATA

## LARGEST

### OFFICE EMPLOYERS IN NORTHEASTERN PENNSYLVANIA

EMPLOYMENT KEY: A = 750+ B = 501 - 750 C = 250 - 500

COMPANY	FUNCTION	COUNTY	EMPLOYEES
U.S. Social Security Admin.	Data Center	Luzerne	A
Bank of America	Financial Services	Lackawanna	A
Blue Cross/Blue Shield NEPA	Health Insurance	Luzerne	A
PNC Bank	Financial Services	Regional	A
CIGNA Healthcare	Health Insurance	Lackawanna	A
TMG Healthcare	Health care processing	Lackawanna	A
Sallie Mae	Student loan processing	Luzerne	A
Metropolitan Life Insurance Co.	Computer center	Lackawanna	B
Penn Foster Career School	Distance education	Lackawanna	B
Prudential Financial	Pension/profit sharing plans	Lackawanna	B
Altria Group, Inc.	Financial & computer center	Luzerne	B
Menlo Worldwide, Inc.	National accounting office	Lackawanna	C
Telerox	Customer service	Luzerne	C
Diversified Information Tech.	Business process solutions	Lackawanna	C
Travelocity.com	Online tourism & sales	Luzerne	C
Genpact	Financial information	Luzerne	C
Frontier Communications	Telecommunications	Luzerne	C
RCN	Internet, cable service	Luzerne	C



# POPULATION

WITHIN 20 MILES OF  
CORPORATE CENTER AT EAST MOUNTAIN

SOURCE: WWW.PAWORKSTATS.STATE.PA.US

- **TOTAL POPULATION:** 460,276
- **MALE:** 220,327 (47.9%)
- **FEMALE:** 239,494 (52.1%)
- **14 AND YOUNGER:** 79,973 (17.5%)
- **AGE 15-19:** 30,915 (6.7%)
- **AGE 20-24:** 26,266 (5.7%)
- **AGE 25-34:** 55,460 (12%)
- **AGE 35-44:** 68,783 (14.9%)
- **AGE 45-54:** 64,233 (14%)
- **AGE 55-69:** 24,504 (5.3%)
- **AGE 60-64:** 20,975 (4.6%)
- **AGE 65 +:** 89,167 (19.4%)

# EMPLOYMENT

& UNEMPLOYMENT DATA

FOR LACKAWANNA & LUZERNE COUNTIES

SOURCE: WWW.PAWORKSTATS.STATE.PA.US

YEAR	CIVILIAN LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	UNEMPLOYMENT RATE
2012	270,500	247,300	23,200	8.6%
2011	267,200	242,300	24,900	9.3%
2010	270,600	242,000	25,600	9.5%
2009	268,700	245,600	23,100	8.6%
2008	266,400	250,500	15,900	6.0%
2007	264,800	251,900	12,900	4.9%
2006	264,900	250,800	14,100	5.3%
2005	263,900	249,200	14,700	5.9%
2004	262,000	245,200	16,800	6.4%
2003	259,100	242,900	16,200	6.3%



# COST ADVANTAGES & INCENTIVES

## LOCAL ECONOMIC REVITALIZATION TAX ASSISTANCE ACT (LERTA)

Mericle Commercial Real Estate Services has obtained Local Economic Revitalization Tax Assistance (LERTA) approval for the land we own in the Corporate Center at East Mountain. This tax abatement program was approved by the Luzerne County Commissioners, the Wilkes-Barre School Board, and the Plains Township Board of Commissioners.

Every building we construct on land we own in the park will receive a 10-year, 100% real estate tax abatement on improvements. For illustration purposes, a tax rate of \$1.90 per square foot on improvements was used for the first year of the 20,000 SF tax savings example below, with modest annual increases thereafter.

## SAMPLE REAL ESTATE TAX SAVINGS: 20,000 SF OFFICE

YEAR	TAX RATE (\$ / SF)	ABATEMENT (\$ / SF)	PROPERTY TAX DUE ON IMPROVMENTS	PROPERTY TAX SAVINGS
1	\$1.90	100%	0.00	\$38,000
2	\$1.92	100%	0.00	\$38,400
3	\$1.94	100%	0.00	\$38,800
4	\$1.96	100%	0.00	\$39,200
5	\$1.98	100%	0.00	\$39,600
6	\$2.00	100%	0.00	\$40,000
7	\$2.02	100%	0.00	\$40,400
8	\$2.04	100%	0.00	\$40,800
9	\$2.06	100%	0.00	\$41,200
10	\$2.08	100%	0.00	\$41,600
TOTALS			\$0.00	\$398,000.00

*Actual real estate taxes will vary depending upon the cost of construction required to meet a tenant's exact specifications.*

## WORK FORCE INVESTMENT ACT OF 1998

The Work Force Investment Act of 1998 is a federal program that reimburses employers for part of the cost of training. Eligible candidates for this program include: private and public sector employers and employees. Any employer that trains program-eligible applicants can apply for reimbursement through the WIA program. Eligible applicants include dislocated workers, and unemployed persons.

The funds can be used for job search and placement, skills assessment and evaluation, counseling, training services for

individuals and companies, supportive services and labor marketing information.

Companies can receive reimbursement for up to 50% of wages paid to eligible employees during training and up to actual costs of classroom training and related training support services. Reimbursement varies by local workforce investment area. Please visit: [www.newpa.com](http://www.newpa.com) for more information.







The Commonwealth of Pennsylvania, through the Department of Community and Economic Development (DCED), offers a wide variety of grant, low interest loan, job training and tax credit programs to help businesses grow. Some of the state programs more commonly used by office companies are listed below. For more information on these and other Pennsylvania programs please visit [www.newpa.com](http://www.newpa.com).

## GUARANTEED FREE TRAINING PROGRAM

The Guaranteed Free Training Program provides basic skills and information technology training for eligible employees of new and expanding businesses. The program can be used towards basic and entry level skills training and Information Technology/Advanced Information Technology training. Introductory level training, such as word processing, etc. is not eligible.

The Program is available to Pennsylvania manufacturing and technology-based businesses; and for Information Technology

training. Trainees must be Pennsylvania residents, employed in Pennsylvania, be permanent full-time employees, and earn at least 150% of the current federal minimum wage.

The program's Basic Skills training provides up to \$450 per trainee and \$75,000 per company. The Information Technology training provides up to \$850 per trainee and \$50,000 per company. To see if your business qualifies, please visit: [www.newpa.com](http://www.newpa.com)

## JOB CREATION TAX CREDIT PROGRAM

The Job Creation Tax Credit Program offers a \$1,000 state tax credit per new full-time job per year to employers who demonstrate effective development or deployment of leading technologies in business operations. Businesses must create at least 25 new full-time jobs or expand their existing workforce by at least 20 percent within three years of approval. Tax credits will not be applied until the workforce increase requirement has been met.

In order to count as a full-time employee under the JCTC program, new employees must earn an average of 150% of the federal minimum wage, excluding benefits. The credit may be utilized to pay a number of state business taxes. At least 25% of all available tax credits will be awarded every year to businesses that employ 100 or fewer employees. An eligible business must agree to maintain its operation in Pennsylvania for a minimum period of five years from the start date of approval. Please visit [www.newpa.com](http://www.newpa.com) for specific requirements and restrictions.

## PENNSYLVANIA FIRST PROGRAM

The Pennsylvania First Program is a comprehensive funding tool used to enable increased investment and job creation within the Commonwealth. The program assists businesses, municipalities, or IDCs who intend to create or retain a significant number of jobs and make a substantial investment within Pennsylvania. These businesses can receive support in the form of grants, loans and loan guarantees for job training, property acquisition, site preparation, land and building improvements, purchasing or upgrading machinery and equipment, infrastructure, environmental assessments, job training, and working capital.

The program requires participants to commit to operating at the approved project site for a minimum of seven years. Businesses

aided by Pennsylvania First must create or retain at least 100 full-time positions, or increase their full-time employment by 20% within the Commonwealth. Full-time employees must earn at least 150% of the federal minimum wage. Other requirements include offering a substantial economic impact for the region and, at the least, matching the Pennsylvania First assistance requested with private investment.

Loan terms can be up to 15 years for real estate and infrastructure and up to 10 years for machinery and equipment. Interest rates will be set at the time of approval and will be based on the 10-year Treasury rate. Please visit [www.newpa.com](http://www.newpa.com) for more information.



# MERICLE OVERVIEW

Mericle Commercial Real Estate Services has developed more investment-grade industrial, flex and office space than any developer in the history of Northeastern Pennsylvania.

## WHAT SEPARATES US FROM OUR COMPETITION?

### WE SELF-PERFORM ALL PHASES OF OUR PROJECTS.

We are a true Master Builder and take sole responsibility for all phases of our client's projects from site selection to design to excavation to construction. In short, we do it all.

### WE DELIVER A QUALITY PRODUCT AT THE BEST VALUE IN THE MARKET.

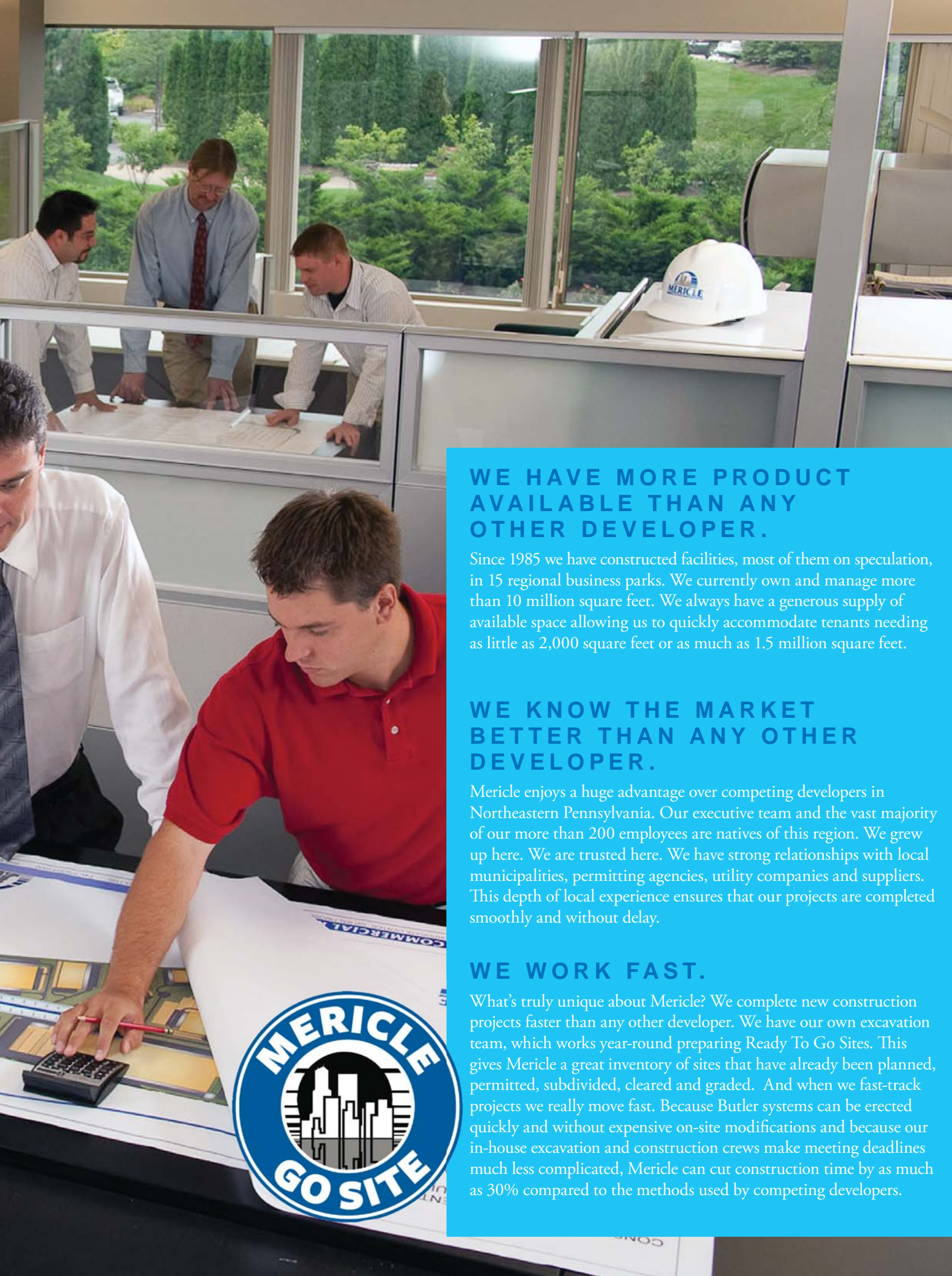
Mericle is the authorized Butler Builder® for our region. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, allows us to offer our clients an unmatched level of innovation and flexibility. Our in-house design and engineering team includes some of the industry's most experienced professionals in dealing with Butler systems. Every material, coating, part and process is tested to ensure strict compliance with exact Butler standards.

Because we utilize the Master Builder concept we are able to cut out unnecessary profit centers and provide very competitive prices to our clients. Our construction division self-performs mechanical, electrical, plumbing, and carpentry functions. These are just a few of the reasons Mericle has become known as the low cost provider of quality commercial real estate in Northeastern Pennsylvania.

## QUICK FACT

30 OF MERICLE'S 130+ TENANTS ARE  
FORTUNE 1000 COMPANIES





## **WE HAVE MORE PRODUCT AVAILABLE THAN ANY OTHER DEVELOPER.**

Since 1985 we have constructed facilities, most of them on speculation, in 15 regional business parks. We currently own and manage more than 10 million square feet. We always have a generous supply of available space allowing us to quickly accommodate tenants needing as little as 2,000 square feet or as much as 1.5 million square feet.

## **WE KNOW THE MARKET BETTER THAN ANY OTHER DEVELOPER.**

Mericle enjoys a huge advantage over competing developers in Northeastern Pennsylvania. Our executive team and the vast majority of our more than 200 employees are natives of this region. We grew up here. We are trusted here. We have strong relationships with local municipalities, permitting agencies, utility companies and suppliers. This depth of local experience ensures that our projects are completed smoothly and without delay.

## **WE WORK FAST.**

What's truly unique about Mericle? We complete new construction projects faster than any other developer. We have our own excavation team, which works year-round preparing Ready To Go Sites. This gives Mericle a great inventory of sites that have already been planned, permitted, subdivided, cleared and graded. And when we fast-track projects we really move fast. Because Butler systems can be erected quickly and without expensive on-site modifications and because our in-house excavation and construction crews make meeting deadlines much less complicated, Mericle can cut construction time by as much as 30% compared to the methods used by competing developers.

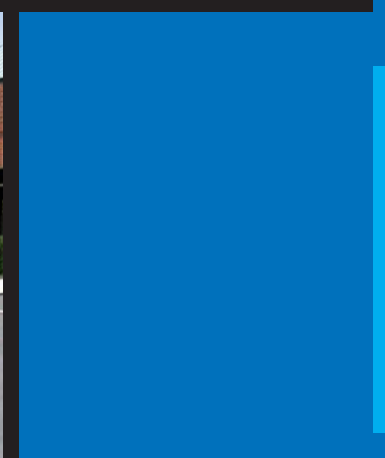
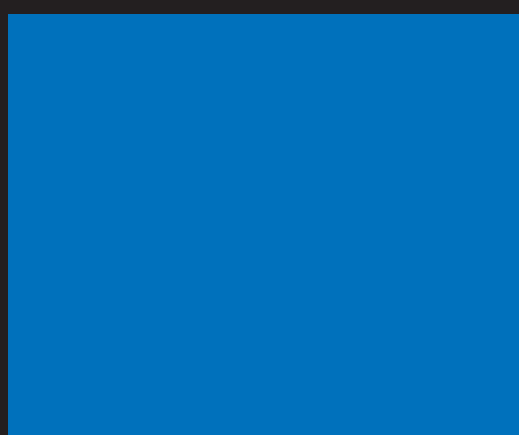




# MERICLE BUILDINGS





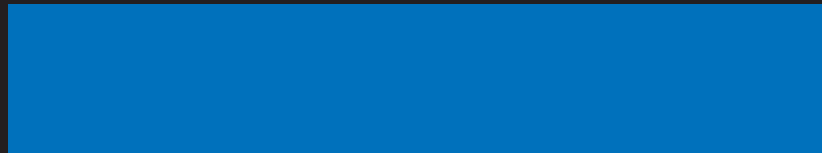
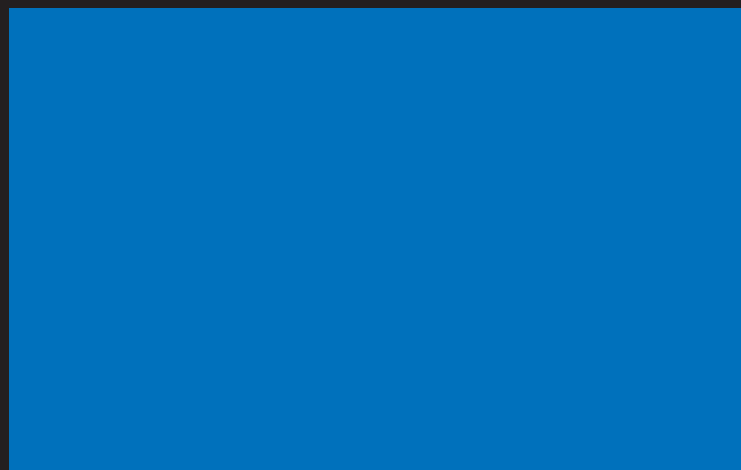




# MERICLE INTERIORS









# MEET A FEW MERICLE TENANTS AND CLIENTS



**PEPSICO**



**CORNING**



**amazon.com**

**Level(3)**  
COMMUNICATIONS

**Telerx**



**FedEx**  
Ground



*Neiman Marcus*

**CVS**  
**CAREMARK**

**PATTERSON**  
DENTAL SUPPLY, INC.



**Bank of America**  
**Merrill Lynch**



**CINTAS**  
THE UNIFORM PEOPLE



*Michaels*  
THE ARTS AND CRAFTS STORE

*Borden*



**Benco Dental**  
We deliver success smile after smile.



**Cardinal**



**emery** building materials  
On the level. Every day.

**BAKKAVOR**

**BAE SYSTEMS**

**AIR PRODUCTS**

**Kimberly-Clark**

**GEISINGER**



# EAST MOUNTAIN CORPORATE CENTER



DEVELOPING PENNSYLVANIA'S I-81 CORRIDOR SINCE 1985



EAST MOUNTAIN CORPORATE CENTER  
100 BALTIMORE DRIVE  
WILKES-BARRE, PA 18702

PHONE: 570.823.1100

FAX: 570.823.0300

[WWW.MERICLE.COM](http://WWW.MERICLE.COM)  
[MERICLE@MERICLE.COM](mailto:MERICLE@MERICLE.COM)



**EAST MOUNTAIN**  
CORPORATE CENTER



**A PREMIER  
LOCATION FOR  
YOUR BUSINESS**



**SCAN TO ACCESS OUR  
YOUTUBE CHANNEL.**

CALL OR VISIT US ONLINE AT [WWW.MERICLE.COM](http://WWW.MERICLE.COM) TODAY

