



## introduction Northeastern Pennsylvania (NEPA), which encompasses Northern I-81 Corridor communities such as Scranton, Pittston, Wilkes-Barre, and Hazleton, has a long history of supporting a diverse array of manufacturing operations.

Several factors in NEPA combined to grow the manufacturing industry. These include a highly productive and cost competitive labor supply, quick access to raw materials, close proximity to the Northeast's major metropolitan areas and ports, a superior interstate network, abundant and reliable utilities, and available industrial sites and buildings in tax abatement zones.

According to the Pennsylvania Department of Labor and Industry, in 2021 there were 562 establishments with manufacturing operations in Lackawanna and Luzerne counties, employing more than 25,000 people.

Well-known companies with manufacturing plants in the region include Lockheed Martin, General Dynamics, Simmons Company, PepsiCo., Tempur Sealy, Procter & Gamble, Sanofi Pasteur, Bimbo Bakeries, Hershey Company, ON Semiconductor, Wren Kitchens, Henkel (Dial Corp.), Bemis, Ball Corporation, CANPACK, Cargill, and Sandvik Materials Technology.

COMPANY	PRODUCTS	COUNTY
A. Rifkin Company	Textile bags	Luzerne
Acton Technologies	Fluoropolymers	Luzerne
Alphia/Vita-Line Products	Pet food	Luzerne
Altadis USA	Cigars, boxes, & wrappers	Carbon
American Silk Mills	Fiber, yarn, & thread mills	Luzerne
Arlington Industries, Inc.	Electrical fittings	Lackawanna
Aspire Bakeries	Frozen bakery products	Luzerne
Azar Int'l, Inc.	Retail displays	Luzerne
AZEK Company	Compression molded polyethylene slab	Lackawanna
Bakkavor USA	Fresh foods	Lackawanna
Ball Corporation	Aluminum beverage packaging	Luzerne
Barry Callebaut	Chocolate and cocoa products	Lackawanna
Berry Global	Plastics products	Luzerne
Bemis Company, Inc.	Polyfilm	Luzerne
Bimbo Bakeries, USA	Bakery products	Luzerne
Bridon-Bekaert	Wire & wire rope	Luzerne
CANPACK	Aluminum beverage packaging	Lackawanna
Cardinal Glass Industries	Insulating, laminated glass	Luzerne/Lackawanna
Cargill Cocoa and Chocolate	Cocoa products	Luzerne
Cargill Meat Solutions	Meat processing facility	Luzerne
CCL Tube	Tube packaging and labels	Luzerne
Citterio U.S.A	Meat products & processing	Luzerne
CornellCookson, LLC	Steel rolling doors	Luzerne
Crystal Windows and Door Systems	Windows	Lackawanna
Dial Corporation (Henkel)	Household laundry products	Luzerne
Diamond Manufacturing Co.	Perforated metal & plastic	Luzerne
EAM Mosca	Plastic strapping	Luzerne
EFS Plastics	Plastics products & packaging	Luzerne
E.S. Kluft & Company	Luxury mattresses	Luzerne
Fabri-Kal Corp.	Packaging products	Luzerne
Freedom Corrugated	Corrrugated boxes	Luzerne
FXI	Polyurethane foam	Lackawanna
General Dynamics	Military tanks & shells	Lackawanna/Luzerne
Gentex Corporation	Personal protective products	Lackawanna
Gertrude Hawk Chocolates	Chocolate & cocoa products	Lackawanna
Graphic Packaging Int'l	Paper packaging	Luzerne
Greenfiber	Cellulose insulation	Luzerne

TOP MANUFACTURING EMPLOYERS IN NEPA

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COMPANY	PRODUCTS	COUNTY
Greiner Packaging	Plastic food containers	Luzerne
Hershey Company	Molded chocolate	Luzerne
Hydro Mountain Top, PA	Aluminum anodized & fabricated extrusions	Luzerne
i2M	Flexible polymers	Luzerne
Insteel Wire Products	Structural mesh, welded, drawn wire	Luzerne
InterMetro Industries Corp (HQ)	Wire shelving, material, & handling storage	Luzerne
Interstate Window and Door Co.	Vinyl windows and doors	Luzerne
International Paper	Corrugated shipping containers	Luzerne
Iris USA, Inc.	Clear plastic storage containers	Luzerne
J&J Snack Foods	Ice cream & frozen desert manufacturing	Lackawanna
JohnsManville	Roofing systems	Luzerne
Kappa Graphics L.P.	Commercial printer	Luzerne
LBP Manufacturing	Food packaging	Lackawanna
Lesjofors Springs America, Inc.	Springs and pressings	Luzerne
Leviat/Meadow Burke	Concrete accessories	Luzerne
Lion Brewery	Beverages	Luzerne
Lockheed Martin Tactical Defense	Nuclear components, armaments, etc.	Lackawanna
Logoplaste	Plastic packaging	Luzerne
LOOK Trailers	Trailers	Luzerne
Luzerne Optical Laboratories	Ophthalmic lenses	Luzerne
MACtac	Electro sensitive paper	Lackawanna
Maid-Rite Specialty Foods	Frozen portion control meats	Lackawanna
Mesko Glass	Glass & glass product manufacturing	Lackawanna
Mission Foods	Tortilla manufacturing	Luzerne
Morgan Technical Ceramics	Technical & decorative ceramics	Luzerne
Multi-Plastics Extrusions, Inc.	Plastics	Luzerne
Nammo Pocal, Inc.	Mortar training ammunition	Lackawanna
Nardone Brothers Baking Co.	Bakery	Luzerne
Noble Biometrics	Conductive fiber & fabric	Lackawanna
Northeastern Envelope Company	Commercial printer	Lackawanna
Olympia Chimney and Venting	Chimney venting components	Lackawanna

#### COMPANY PRODUCTS COUNTY

Offset Paperback Inc., Div Bergelsman Corp.	Commercial printer	Luzerne
ON Semiconductor	Semiconductor manufacturer	Luzerne
P.A. Hutchison Company	Book Printer	Lackawanna
PepsiCo.	Beverages	Luzerne
PFNonwovens	Nonwoven fabric	Luzerne
Preferred Meals	Prepackaged frozen food items	Lackawanna
Pretium Packaging	Clear polyester bottles	Luzerne
Pride Mobility Products, Inc.	Lift & power wheelchairs & scooters	Luzerne
Procter & Gamble Paper Products	Paper products, tissues, & diapers	Wyoming
Progressive Converting (Pro Con)	Paper converting services	Luzerne
Pulverman	Engineered components	Luzerne
Quadrant Engineering Plastic Products	Plastic sheets	Lackawanna
Quietflex/Goodman Mfg.	Ductwork	Luzerne
Radienz Living	Home/personal care products	Luzerne/Lackawanna
Saint-Gobain	Technical ceramics	Lackawanna
Sandvik Materials Technologies	Seamless tubular products	Lackawanna
Sanofi Pasteur	Vaccines	Monroe
Schott North America	Optical, ophthalmic, & specality glasses	Luzerne
Silgan White Cap	Metal closures	Luzerne
Simmons Company	Mattresses	Luzerne
Simona-America	Plastic sheets	Lackawanna
Simplex Industries, Inc.	Modular homes	Lackawanna
Tech Packaging	Multi-packaging	Luzerne
Tobyhanna Army Depot	Electronics repair, fabrication, & component manufacturing	Monroe
Trion Industries Inc.	Store fixtures	Luzerne
Universal Printing Co.	Commercial printer	Lackawanna
USHydrations	Bottled beverages	Luzerne
Westlake-United Corp.	Polymer molding	Lackawanna
Wyman-Gordon Mountaintop	Aerospace product & parts manufacturing	Luzerne
Wren Kitchens	Residential kitchens	Luzerne

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NEPA is in the center of the Boston/Washington Corridor and is at the confluence of five major highways. Interstates 81, 80, 84, 380, and 476 meet here and provide excellent access to firms wishing to serve Maine to Virginia and west to Ohio. I-78 can be reached in just one hour.

Interstates 81, 80, 84, and 380 are toll-free. There are no major bridges or tunnels in the region to delay truck departures or arrivals. The region's main highway, I-81, runs from the US/Canadian border in the North to Knoxville, Tennessee in the South.

I-81 intersects several major East-West highways, which include I-80 (access to New York City), I-78 (access to the Lehigh Valley and New Jersey), I-84/I-90 (access to Boston), I-76 (access to Pittsburgh and Philadelphia), I-70/I-270 (access to Washington DC), and I-83 (access to Baltimore).

More than 100 million people, about one third of the nation's population, live within a 500 mile radius of NEPA, and close to 53 million people live within 200 miles. New York City, Philadelphia, Harrisburg, and Syracuse can all be reached in about two hours. Close to 48 million people live within a four-hour drive from the center of NEPA.



## DISTANCES TO MAJOR CITIES FROM CENTER OF NEPA

CITY	MILES	KILOMETERS
Allentown, PA	67	108
Morristown, NJ	96	154
Philadelphia, PA	113	182
Harrisburg, PA	116	187
Port Newark, NJ	126	203
New York, NY	128	206
Syracuse, NY	152	245
Baltimore, MD	194	312
Hartford, CT	198	319
Washington, DC	237	381
Pittsburgh, PA	290	467
Boston, MA	301	484
		Source: Mapquest



Close to 48 million people live within a four-hour drive from the center of NEPA.



#### ACCESS TO CONSUMPTION ZONES FROM CENTER OF NEPA

	POPULATION	DRIVE TIME	POPULATION	RADIUS
	1,010,876	One Hours	15,935,443	100 Miles
	8,966,862	Two Hours	52,606,479	200 Miles
	32,982,823	Three Hours	71,909,336	300 Miles
	47,509,602	Four Hours	85,772,213	400 Miles
	59,941,993	Five Hours	104,391,686	500 Miles
Source: E			Source: Esri	



Numerous nationally-known truckload and less than truckload firms are active in NEPA, including ABF Freight, A. Duie Pyle, Central Transport International, Estes Express Lines, FedEx, J.B. Hunt Transport Services, New Penn Motor Express, NFI Logistics, Old Dominion Freight Line, Pitt Ohio Transportation Group, Prime, Inc., R+L Carriers, Schneider National, SAIA Motor Freight Line, UPS, Ward Trucking, Western Express, XPO Logistics, and YRC Freight. Dozens of locally-owned trucking companies also serve the market.

In addition to the trucking companies with operations in NEPA, there are also numerous national and local third party logistics (3PL) companies located here. Some of the most active 3PLs in NEPA include Calex Logistics, DHL, FedEx Supply Chain, J.B. Hunt, Karchner Logistics, LeSaint Logistics, Neovia, NFI, Penske Logistics, The Patton Logistics Group, Romark Logistics, Saddle Creek Logistics Services, Valley Distributing and Storage, and XPO Logistics.

FedEx Ground, FedEx Authorized Ship Center, UPS, and DHL have multiple facilities in NEPA. FedEx SmartPost and UPS have operations near the main entrances of CenterPoint Commerce & Trade Park East, near Pittston, PA, while FedEx Ground, FedEx Authorized Ship Center, and DHL are located in an adjacent business park.

NEPA is served by two main airports, the Wilkes-Barre/Scranton International Airport (AVP) and the Lehigh Valley Airport (ABE).

The Wilkes-Barre/Scranton International Airport provides direct daily flights to Charlotte, Chicago, and Washington DC. Carriers include United and American Airlines. AVP is also served by Aviation Technologies, one of the finest fixed-base operators in the Northeastern United States. Learn more at flyavp.com.

The Lehigh Valley International Airport (flyabe.com) provides direct daily flights to Atlanta, Charlotte, Chicago, Newark, Detroit, Orlando, Sarasota, and Washington D.C.

Several rail freight carriers serve the region, including Class One railroads (Canadian Pacific Railway and Norfolk Southern Railway) and short line railroads (Luzerne and Susquehanna Railroad, Reading Blue Mountain & Northern Railroad, and Pennsylvania Northeast Regional Railroad Authority). Several local business parks are rail served.

#### LABOR AVAILABLITY

Local employers report that most non-skilled workers commute up to 20 miles to work while skilled workers will commute more than 30 miles. Local commutes are enhanced by an excellent interstate and local road network. For example, a 20-mile commute can typically be made in less than 30 minutes. According to the United States Census Bureau, average daily commutes to work range from 20 to 25 minutes throughout NEPA.

Recent unemployment information for 20, 30, and 40 miles from the center of NEPA follows:

MILES FROM CENTER OF NEPA	YEAR 2021	CIV. LABOR FORCE <b>225,938</b>	<b>EMPLOYED 210,846</b> — TOTAL POP	UNEMPLOYED 15,092 (6.7%) ULATION = 463,506
MILES FROM CENTER OF NEPA	YEAR 2021	237,796	<b>313,306</b> TOTAL POP	UNEMPLOYED 24,490 (7.2%) ULATION = 699,744
MILES FROM CENTER OF NEPA	YEAR 2021	CIV. LABOR FORCE 480,575	EMPLOYED  445,581  TOTAL POPU	UNEMPLOYED  34,994 (7.3%)  JLATION = 990,170

The following statistics, released by the Pennsylvania Department of Labor and Industry, demonstrate how the region's unemployment rate has compared to the state and nation in recent years. These are seasonally adjusted rates that have been rounded:

YEAR	CIV.LABOR FORCE	ЕМР.	UNEMP.	NEPA	PA	U.S.
2021	267,300	247,500	19,800	7.4%	6.9%	5.8%
2020	274,400	246,200	28,200	10.3%	9.1%	8.1%
2019	277,300	262,200	15,100	5.4%	4.5%	3.7%

Source: PA Department of Labor and Industry

Labor availability for companies needing seasonal help is enhanced by the fact that there are close tp 50,000 college students in the immediate NEPA area, many of whom often seek part-time employment.

#### LABOR MANAGEMENT

The rate of unionization of private employers in NEPA has been steadily declining since the 1980s. In 1986, 18.4% of the private workforce in NEPA was unionized. By 2020, the percentage had dropped to 9.6%. Source: unionstats.com



#### LABOR COST

In addition to being readily available, NEPA's labor force is also cost competitive compared to major metro areas in the Northeast US.

According to 4th quarter of 2020 data supplied by the Pennsylvania, New York, and New Jersey Departments of Labor & Industry, wage rates in NEPA compare favorably to those in competing areas:



#### **Manufacturing Employment**

	AVERAGE MFG WEEKLY WAGE	AVERAGE MFG ANNUAL WAGE	STATE
Scranton/ Wilkes-Barre/Hazleton	n \$1,370	\$71,240	PA
PA Average	\$1,396	\$72,592	PA
NY Average	\$1,510	\$78,520	NY
Essex County	\$1,545	\$80,340	NJ
Long Island	\$1,554	\$80,808	NY
NJ Average	\$1,754	\$91,208	NJ
Middlesex County	\$1,825	\$94,900	NJ
Union County	\$2,068	\$107,536	NJ
Morris County	\$2,075	\$107,900	NJ
Somerset County	\$2,347	\$122,044	NJ

Source: PA, NJ, NY Departments of Labor and Industry, Quarter 4 2020

## Transportation & Warehousing Employment

LOCATION	AVERAGE T&W WEEKLY WAGE	AVERAGE T&W ANNUAL WAGE	STATE
Scranton/ Wilkes-Barre/Hazleto	n \$965	\$50,180	PA
PA Average	\$1,011	\$52,572	PA
Middlesex County	\$1,051	\$54,652	NJ
Somerset County	\$1,077	\$56,004	NJ
NY Average	\$1,099	\$57,148	NY
Long Island	\$1,140	\$59,280	NJ
NJ Average	\$1,145	\$59,540	NJ
Morris County	\$1,182	\$61,464	NJ
Essex County	\$1,589	\$82,628	NJ
Union County	\$1,739	\$90,376	NJ

Source: PA, NJ, NY Departments of Labor and Industry, Quarter 4 2020



























There are **18 colleges and universities** with close to **50,000 enrolled students** located within about a one-hour drive from the center of NEPA. Several of these schools offer programs of study that support the manufacturing sector. These schools often work together to provide customized training programs to local employers. In addition, Pennsylvania College of Technology, which specializes in training manufacturing employees, is just 90 minutes away.

## 18 college campuses

Bloomsburg University
bloomu.edu

Clarks Summit University

clarkssummitu.edu

**East Stroudsburg University** 

**Geisinger Commonwealth Medical College** 

geisinger.edu/education

Johnson College

johnson.edu

**Keystone College** 

keystone.edu
King's College

kings.edu **Lackawanna College** 

lackawanna.edu

Luzerne County Community College

luzerne.edu

Marywood University

marywood.edu
Misericordia University

misericordia.edu

**Northampton Community College** 

northampton.edu

**Penn State - Hazleton** 

hazleton.psu.edu

Penn State- Schuylkill schuylkill.psu.edu

Penn State - Scranton

scranton.psu.edu

Penn State - Wilkes-Barre

wilkesbarre.psu.edu

University of Scranton
scranton.edu

Wilkes University

wilkes.edu



Some of the schools known for providing programs of study that are of interest to manufacturing employers include:

#### Pennsylvania College of Technology (pct.edu)

An affiliate of The Pennsylvania State University, Pennsylvania College of Technology is an established institution focused on applied technology education. Located in Williamsport, Pennsylvania, Penn College is MSCHE accredited. Programs include:

- Applied Technology Studies
- Automated Manufacturing Technology
- Mechatronics
- Robotics & Automation
- Automotive Technology
- Baking & Pastry Arts
- Brewing & Fermentation Science
- Culinary Arts Technology
- Diesel Technology
- Electrical Technology
- Electronics & Computer Engineering
- Manufacturing Engineering Technology
- Machine Tool Technology
- Welding Technology
- Heating, Ventilation & Air Conditioning

#### Lackawanna College (lackawanna.edu)

Located in Scranton, Lackawanna College is a private, two-year college that began in 1894 as the Scranton Business College. This premier institution offers many degree and certificate programs including:

- Baking & Pastry
- Culinary Arts
- Agribusiness
- Petroleum & Natural Gas Technology
- Surgical Technology

#### **Johnson College** (johnson.edu)

A private, two-year college, Johnson College offers 18 degree programs that focus on providing its students with technical skills. The 44-acre campus is located in Scranton in Lackawanna County and has on-site live labs at its Industry Partners locations, providing real-world experience for students. Areas of study include:

- Automotive Technology
- Diesel Truck Technology
- Heavy Equipment Technology
- Biomedical Equipment Technology
- Computer Information Technology
- Electronic Engineering Technology
- Mechatronics Technology
- Carpentry & Cabinetmaking Technology
- Welding, Fabrication, & Manufacturing Technology
- Heating, Ventilation & Air Conditioning
- Electrical Construction Technology
- Logistics & Supply Chain Management
- Advanced Manufacturing Technology

#### **The Pennsylvania State University** (psu.edu)

The Pennsylvania State University is a public, state-related research university with 24 campuses across Pennsylvania, including four in NEPA. Known as one of the leaders in higher education, Penn State has been highly ranked by many well-known sources, including U.S. News & World Report, Kiplinger's Personal Finance, The Wall Street Journal, Academic Rankings of World Universities (AWRU), and National Science Foundation. Some of the school's areas of study include:

- Automotive Technology
- Electronics Engineering Technology
- Heating and Air Conditioning Technology
- Mechatronics
- Welding
- Culinary Arts
- Pastry Arts
- Surgical Technology
- Industrial Maintenance
- Diesel Truck Technology







# training institutions and grant programs

In addition to the higher education institutions that serve the region, several local businesses and technical schools provide training programs that benefit area employers. These include:

#### **FORTIS**

A leading post-secondary network of institutions, FORTIS provides its students with reliable learning and training. FORTIS offers career-based training, diploma, and degree-granting programs at over 40 different schools in 14 states. These campuses, like the ones located in Forty Fort and Scranton, offer programs in healthcare, business, technology, as well as many other trades. **fortis.edu** 

#### **GUARANTEED FREE TRAINING PROGRAM (WEDnetPA)**

This program provides grants through the Pennsylvania Department of Community and Economic Development (DCED) for essential skills and advanced technology training. The maximum amount that can be provided is up to \$2,000 per eligible employee, not to exceed \$100,000 per company per eligible fiscal year. To be eligible, employees must be full-time and earn at least \$12 per hour.

Training costs must be "reasonable" as defined by market rates and/or other criteria. Regardless of how it is conducted (classroom, online, etc.), each training session must be a minimum of 30 minutes in length. Training is given through a network of community colleges, state system universities, and other educational institutions. **dced.pa.gov** 

#### **New Horizons Computer Learning Centers** (nhnepa.com)

New Horizons Computer Learning Centers has a convenient location in Plains Township in Luzerne County. New Horizons offers innovative training programs to assist companies and their employees.

#### **WORKFORCE INNOVATION & OPPORTUNITY ACT**

This federal program, which is administered by local Workforce Development Boards (WDBs), provides grants to train individuals who meet certain eligibility requirements such as those who recently lost their job or are underemployed, were formerly self-employed, are a displaced homemaker, or are the spouse of a member of the Armed Forces. Through the program, job seekers can access employment, education, training, and support services to succeed in the labor market while employers gain the skilled workers they need.



Many manufacturing companies in Northeastern Pennsylvania benefit from local support organizations including Northeast Pennsylvania Manufacturers & Employers Association (MAEA), Northeastern Pennsylvania Industrial Resource Center (NEPIRC), Ben Franklin Technology Partners of Northeastern Pennsylvania (BFTP-NEPA) and Northeastern Pennsylvania Alliance (NEPA Alliance). These organizations help manufacturing companies with training, consulting, networking, and much more.

Northeast Pennsylvania Manufacturers & Employers Association (MAEA) provides continuing education and training to employees, certification programs, workshops, and networking to help companies remain competitive. MAEA also consults in human resources, process improvement, supply chain management, information technology, and safety. maeaweb.biz

**Ben Franklin Technology Partners of Northeastern Pennsylvania** (BFTP-NEPA) provides companies with funding and business assistance and introduces them to a prominent network of innovative expert resources. BFTP-NEPA has a regional headquarters in Bethlehem, PA with local offices in Wilkes-Barre.

BFTP-NEPA invests in early-stage companies that cannot secure seed funding through conventional means and assists young, unproven firms as they prepare to raise additional capital. Investments are typically up to \$50,000 per year for up to three years. http://nep.benfranklin.org

#### Northeastern Pennsylvania Industrial Resource Center (NEPIRC)

provides consulting services specifically to the manufacturers in Northern and Northeastern Pennsylvania. NEPIRC assists their clients with lean and continuous improvements, quality management systems, industry certification, innovation, sustainability, workforce development, and supply chain development. **nepirc.com** 

#### Northeastern Pennsylvania Alliance

The Northeastern Pennsylvania Alliance (NEPA) is a private, non-profit, regional community and economic development agency, which serves the seven counties of Northeastern Pennsylvania including Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne. NEPA Alliance services include Business Financing, Government Contracting Assistance, International Trade Assistance, Non Profit Assistance, Transportation Planning, and Research and Information Services.

The NEPA Business Finance Center, through its pool of federal, state and local funds, provides low-interest loans to qualified small businesses. Interest rates range from 1% to 4% and are fixed throughout the term of the loan — regardless of any upward movement in prime lending rates. **nepa-alliance.org** 









#### MERICLE COMMERCIAL REAL ESTATE SERVICES

In the late 1980s, Mericle Commercial Real Estate Services became the first private for-profit developer to construct industrial shell buildings on speculation in NEPA. Mericle purchased land that had been developed by area chambers of commerce and constructed speculative buildings ranging from 40,000 square feet to 100,000 square feet. Since that time, Mericle has developed more than 26 million square feet of industrial, office, and flex space in NEPA, including numerous bulk industrial buildings. More than 20,000 people work in Mericle-developed properties.

Today, Mericle owns and maintains approximately 18 million square feet in NEPA. Mericle is a vertically integrated builder that self-performs its development projects. The company's 350+ employees design, construct, and maintain all of its facilities.

Among its in-house team are several Leadership Energy & Environmental Design (LEED) Accredited Professionals who obtained Silver LEED status for Mericle buildings occupied by Amazon.com, Kimberly Clark, and Benco Dental.

By constructing tight building envelopes, installing energy-efficient LED lighting and HVAC systems, improving ventilation and indoor air quality, and by using native and adaptive landscaping and recycled/regional materials, Mericle is making a concerted effort to "go green."

In addition to regularly constructing buildings on speculation, Mericle also prepares sites in advance for new construction. In fact, through its ReadyToGo!™ Program, Mericle is fully preparing dozens of sites in business parks throughout NEPA.

More than 20,000 people work in Mericle-developed properties.

Mericle's Design Services and Tenant Services Departments obtain all necessary permits and approvals, and its in-house Sitework and Maintenance team, considered to be one of the largest of its kind in the US, clears, grades, and compacts the ReadyToGo!™ Sites and makes them ready for the immediate construction of building foundations. These sites also have all permits and approvals in hand, all utilities in place, and can accommodate buildings ranging from less than 20,000 square feet to more than one million square feet.

For more information about Mericle's available buildings and sites visit **mericle.com**.

#### COLD CHAIN SPACE

Some of the nation's largest **cold storage** companies have major industrial facilities in NEPA. For example, Henningsen Cold Storage Company, United States Cold Storage, Inc., Americold, and RLS Logistics, together operate about 1 million square feet of cold chain space here. In addition, PRIME Inc., one of North America's largest refrigerated trucking companies, has a large terminal in NEPA.

#### COST COMPARISON

A study done by site consulting firm The Boyd Company for the economic development agency Penn's Northeast, determined annual operating costs for a hypothetical 225,000 SF, 350-employee production facility in NEPA to be significantly lower than in competing metro areas.

### TOTAL GEOGRAPHICALLY-VARIABLE OPERATING COST RANKING: NATIONAL

225,000 SF, 350 EMPLOYEE PRODUCTION FACILITY

#### **REGION**

Long Island, NY
Newark/North NJ
Boston, MA
Poughkeepsie/Hudson Valley, NY
Philadelphia, PA

Camden/South Jersey

Chicago, IL

Baltimore, MD

Lehigh Valley, PA Lancaster County, PA

Scranton/Wilkes-Barre, PA

Source: The Boyd Company

#### TOTAL ANNUAL OPERATING COSTS

\$31,638,536 \$30,341,466 \$29,509,537 \$29,421,140 \$29,249,322 \$28,760,328 \$28,475,530 \$27,239,553 \$26,667,960 \$26,335,369



#### UTILITIES

Northeastern Pennsylvania is utility strong with public water and sewer, abundant power, and fiber service readily available to business parks.

NEPA is strategically located within Pennsylvania's Marcellus Shale Natural Gas play. High pressure gas mains owned and maintained by UGI Penn Natural Gas provide service to area business parks.

The discovery of an estimated 500 trillion cubic feet of natural gas in the rock located under a 22.4 million acre area that covers much of NEPA and the Northern Tier of Pennsylvania has had an enormous impact on the regional economy. The Marcellus Shale region has been recognized as the "largest unconventional natural gas reserve in the world."

Thousands of acres in NEPA and the Northern Tier have been leased by natural gas firms. Billions of dollars have been invested here by Southwest US energy companies. Because of this investment in Marcellus Shale, NEPA is expected to have access to abundant and affordable natural gas for decades to come.

Water quality and pressures are very good in the area. In fact, in some business parks, companies choose to install pressure reducers to control water pressure to their buildings.

Water is primarily supplied in NEPA by Pennsylvania American Water Company (PAWC). PAWC is part of American Water, which has one of the most advanced water quality laboratories in the US, located in Belleville, Illinois.



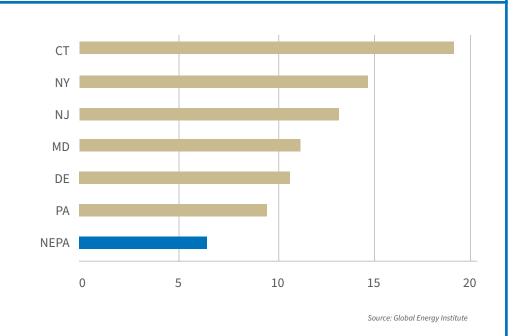
There, the company performs tests to monitor for approximately 100 regulated contaminants and other "emerging contaminants" that are not currently regulated. Additionally, PAWC provides input to the US Environmental Protection Agency as new testing regulations are developed.

Several local sewage treatment facilities can accept large amounts of biochemical oxygen demand (BOD) and suspended solids without requiring businesses to pretreat their effluent.

Redundant power is supplied to several local industrial and office parks via PPL Electric Utilities and UGI Utilities. In most parks, 4000 Amp service is offered.

Numerous telecom vendors, including Verizon, Frontier Communications, Earthlink, Comcast, and PenTeleData provide fiber, copper, and cable service to local business parks.

## AVERAGE 2020 RETAIL PRICE (CENTS PER KWH) FOR NEPA, PA, AND SURROUNDING STATES



LOCATION

#### ANNUAL NATURAL GAS COST (1)

Scranton/Wilkes-Barre, PA	\$120,000
Lehigh Valley, PA	\$190,800
North Jersey	\$236,700
Long Island, NY	\$268,200
Poughkeepsie/Hudson Valley, NY	\$316.800

(1) Annual cost reflects estimated monthly use of 75,000 therms of natural gas, with gas prices that reflect two-year annual averages for 2015 and 2016. Does not include city gate to plant site meter charge. (Source: "Food & Beverage Processing Industry Operating Costs", The Boyd Company, Inc.)



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## incentives

A variety of grant, tax abatement, and low interest loan programs exist to help manufacturing employers reduce their operating costs. Some of the programs commonly used by manufacturers follow. More information about most of these programs can be found at **dced.pa.gov**.

#### **PENNSYLVANIA FIRST PROGRAM**

This Pennsylvania Department of Community and Economic Development (DCED) program provides funding to companies that create/retain a substantial number of jobs. 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 and/or upgrading machinery and equipment, infrastructure, environmental assessments and remediation, and working capital. The company must pay at least \$12/hour. A \$10 to \$1 private investment match is required. The max assistance is \$5,000 per job (discretionary).

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

Businesses must achieve one of the following standards within three years of receiving Pennsylvania First Program funding: (1) create or retain a minimum of 100 full time jobs at the project site; (2) increase their full time employment within the commonwealth by at least 20%; (3) provide a substantial number of new, full time employment opportunities within a high growth industry; or (4) create or retain fewer than 100 full time jobs at project sites that are located in counties or communities suffering from high unemployment.

#### LOCAL ECONOMIC REVITALIZATION TAX ASSISTANCE (LERTA)

Mericle's CenterPoint Commerce & Trade Park offers industrial sites and buildings located in Local Economic Revitalization Tax Assistance (LERTA) Zones. In CenterPoint, all of the local taxing bodies – the county, the municipality, and the school district – have approved the zone status.

Real estate taxes on improvements are abated 100% for 10 years for buildings constructed in CenterPoint. Savings will vary depending upon the cost of construction required to meet a tenant's specifications.

#### **LUZERNE COUNTY'S BUSINESS DEVELOPMENT PROGRAM**

The goal of Luzerne County's Business Development Program is to create improved employment opportunities while strengthening our labor market through job training opportunities. The minimum loan amount is \$50,000 and the maximum loan amount is \$1 million.

In order to receive a loan under this program, the business must demonstrate a positive direct impact on the community in which it is located, on residents of that community, or on the local and/or regional economy. The applicant must demonstrate the need for assistance through the program and commit to creating one permanent full-time equivalent job for every \$35,000 borrowed from the county.

Loan funds are available for eligible businesses at an interest rate of 1.5% for terms of 7 or 15 years. The County may finance up to 50% of the eligible project costs. Monthly repayments of principal will be required for the term of the loan. County funds will be secured by a letter of credit from a financial institution. Funding will be provided for land and/or business acquisition, construction/renovation activities, purchase of machinery and equipment, and professional and financial fees. Funding may also be obtained for working capital by manufacturing firms. To view the details of the program or for more information, please visit **www.luzernecounty.org**.

#### FOREIGN TRADE ZONES

There are more than 2,000 acres of **Foreign Trade Zone (FTZ)** land located in six NEPA business parks. These lands are part of Foreign Trade Zone #24 under the auspices of the Eastern Distribution Center. Much of Mericle's CenterPoint Commerce & Trade Park near Pittston, PA is in an FTZ. Mericle also owns properties in the Jessup Small Business Center and Valley View Business Park near Scranton, which have FTZ status.

FTZs encourage and expedite import/export cargo movements. These specially designated zones are considered outside the Customs territory of the United States, which means that merchandise can be stored, exhibited, assembled, manufactured, and processed without being subject to formal Customs entry procedures and payment of duties unless and until the merchandise enters the Customs territory for domestic consumption. FTZs offer a variety of benefits including duty deferral, relief from inverted tariffs, duty elimination on waste and scrap, duty exemption on re-exports, and no duties on domestic content, added value, and rejected or defective parts.

#### PENNSYLVANIA INDUSTRIAL DEVELOPMENT AUTHORITY (PIDA)

This state program provides low interest, fixed rate loans for real estate (max 15 years) and machinery and equipment (max 10 years), for manufacturing, industrial, office, and R&D firms and others. Companies must apply through a certified economic development organization. A typical interest rate in Pennsylvania in mid 2021 was 2.5%, but the rate is subject to change quarterly. Companies must retain/create jobs (up to \$35,000 per job can be made available for retained jobs and up to \$50,000 per job for created jobs). The max loan for real estate is \$2.25 million and the max loan for M&E is \$400,000.

#### PENNSYLVANIA ECONOMIC DEVELOPMENT FINANCING AUTHORITY

The **PEDFA Tax Exempt Bond (PEDFA)** program assists in financing land and building acquisition, machinery and equipment acquisition and installation, as well as renovations and new construction.

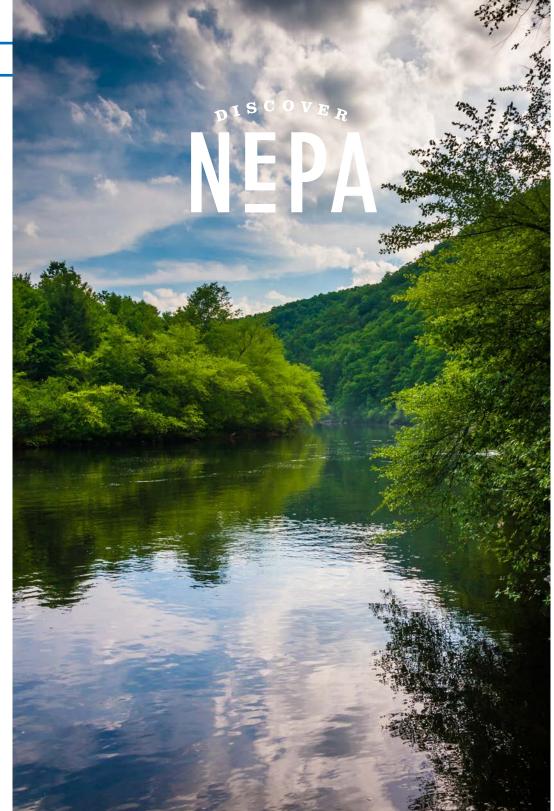
The loan amount must be a minimum of \$400,000 and may be part of a pooled bond transaction or a stand-alone transaction. The loan can be up to a 30-year term. Interest rates are generally 20% to 30% below comparable commercial alternatives. The rate is weekly variable and dependent on a variety of market factors. Those eligible for the PEDFA Tax Exempt Bond Program are industries such as manufacturing, energy, solid waste disposal, wastewater treatment, transportation facilities, assisted living/housing, and nonprofit 501(c)(3). Eligible businesses may apply through Industrial Development Authorities and Industrial Development Corporations.





#### **AVERAGE PRICE OF A FOUR BEDROOM HOME**

COUNTY	STATE	AVG. SALES PRICE	AVG. PRICE/SF	AVG. ANNUAL R.E. TAXES
Lackawanna	PA	\$241,265.00	\$91.00	\$4,530.00
Luzerne	PA	\$242,419.00	\$94.00	\$4,533.00
Dauphin	PA	\$335,142.00	\$111.00	\$5,786.00
Cumberland	PA	\$345,621.00	\$117.00	\$4,577.00
Gloucester	NJ	\$313,629.00	\$118.00	\$9,828.00
Lancaster	PA	\$310,855.00	\$126.00	\$5,020.00
Northhampton	PA	\$337,460.00	\$133.00	\$7,413.00
Orange	NY	\$333,853.00	\$141.00	\$10,912.00
Lehigh	PA	\$349,688.00	\$142.00	\$6,277.00
Burlington	NJ	\$372,417.00	\$142.00	\$9,398.00
Dutchess	NY	\$363,320.00	\$146.00	\$10,169.00
Camden	NJ	\$411,461.00	\$152.00	\$11,851.00
Hartford	СТ	\$404,088.00	\$155.00	\$9,707.00
Montgomery	PA	\$408,373.00	\$156.00	\$6,849.00
Chester	PA	\$495,201.00	\$160.00	\$7,403.00
New Castle	DE	\$380,077.00	\$167.00	\$3,294.00
Bucks	PA	\$476,822.00	\$181.00	\$7,283.00
Prince Georges	MD	\$418,025.00	\$194.00	\$5,312.00
Delaware	PA	\$492,627.00	\$195.00	\$8,953.00
Howard	MD	\$565,370.00	\$204.00	\$6,954.00
Morris	NJ	\$497,086.00	\$206.00	\$10,862.00
Passiac	NJ	\$464,147.00	\$211.00	\$14,298.00
Anne Arundel	MD	\$512,739.00	\$219.00	\$4,611.00
Fairfield	CT	\$611,283.00	\$220.00	\$12,171.00
Middlesex	NJ	\$555,844.00	\$225.00	\$11,689.00
Somerset	NJ	\$561,610.00	\$228.00	\$12,350.00
Suffolk	NY	\$538,539.00	\$233.00	\$11,372.00
Rockland	NY	\$525,006.00	\$234.00	\$13,450.00
Montgomery	MD	\$716,033.00	\$256.00	\$6,492.00
Bergen	NJ	\$633,385.00	\$281.00	\$13,086.00
Union	NJ	\$760,781.00	\$291.00	\$15,792.00



## Ten counties. One region.

## DiscoverNEPATM.

Why is Mericle, a real estate developer, promoting Northeastern Pennsylvania's (NEPA's) quality of life? Mericle has been very fortunate to provide commercial space to several hundred companies since 1985 and we are especially proud that more than 20,000 people work in the buildings we've developed in NEPA. However, when companies are going through the site selection process, more factors come into play than just the availability of a certain type of building or site.

Many skilled workers, especially millennials, are drawn to those communities known as great places to live. Northeastern Pennsylvania offers quick access to big city amenities, affordable living, safe neighborhoods, access to recreation, and the opportunity to be heard and make a difference. NEPA is the Northeast's best bet if you are seeking a stress-free, healthy lifestyle complete with thousands of world-class amenities.

We created DiscoverNEPA™ to show this region's best and brightest that Northeastern Pennsylvania's quality of life does compare favorably with the Austins and the Madisons, that they can do just about everything here, and that they should chose NEPA as the place to start and grow their careers. We hope our tenants and other area businesses will use DiscoverNEPA™ as a tool to recruit talented people and their families to this region.

We invite you to visit DiscoverNEPA.com and to follow us on Facebook, Instagram, and Twitter. Mericle is Northeastern Pennsylvania proud.



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