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**2018-2019**

**THURSDAY, JANUARY 31, 2019**

**CRESTWOOD INDUSTRIAL PARK, HANOVER INDUSTRIAL ESTATES, HANOVER CROSSINGS & SOUTH VALLEY**



# Business parks helped revitalize region

**WILKES-BARRE**  
 — Our Greater Wilkes-Barre's business parks are key drivers integral to the area's economy — attracting a diversity of businesses, creating thousands of jobs, and powering NEPA's future.

The industrial parks include Crestwood, Hanover Industrial Estates, Hanover Crossings, Highland Park, East Mountain, Center Point and Earth Conservancy's "South Valley" parcels.

Today, the business parks are fundamental components of our local economic engine, but they were born more than 50 years ago out of a regional economic crisis.

Northeastern Pennsylvania's economy had been left in tatters by the dramatic downfall of the anthracite mining industry that had traditionally dominated the health, wealth and well-being of the region. In its wake, we not only hemorrhaged more than 100,000 jobs, but we were left with a scarred landscape of closed mining operations, slag heaps and an economy too weak to attract investors to invest in an area that needed significant mitigation, imagination, foresight and TLC.

## Concerted effort

And so began a concerted effort by local business and community leaders to reclaim, redevelop and re-purpose mine-scarred land, bringing it back to productive use. The initial focus was to leverage our existing transportation infrastructure — the region's strong rail and highway networks — to attract traditional smokestack



**Wico van Gendern**  
 Guest Columnist

industries. This was followed by the difficult task of reclaiming abandoned mines and brownfield sites, bringing them back into the area economy.

As NEPA's logistical and supply chain advantages became apparent, those value propositions were leveraged with our core assets of a labor

force renowned for its productivity and talent pipeline, superb proximity and access to major markets and populations, world class supply chain and energy, affordability in low cost of living/low cost of doing business, and great quality of life in a quality location.

Those attributes allowed us to re-create and re-invent the area as it again became attractive to new industry segments, a diversity of businesses and new jobs.

## Diverse companies

Today our industrial parks are home to 400 diverse world-class companies such as On Semiconductor (semiconductor manufacturing), CCL Tubes (plastic tubes), Cornell Ironworks (steel rolling doors), i2M (calendaring/lamination of paper and polymer), Medico Industries (metal manufacturing), Intermetro Industries Corporation (wire shelving, material and storage), Trion Industries (merchandising solutions), Fabri-Kal (packaging products), Hydro (aluminum extrusions), Itoh Denki (material handling equipment) and Bridon American (wire and wire rope).

Nationally recognized medical equipment and suppliers



Times Leader file photo

## The Hanover Industrial Estates is home to a host of businesses.

like Benco Dental, CVS/Caremark, Luzerne Optical and Pride Mobility are residents in the area.

We are also home to an array of internationally known food and beverage manufacturing plants and distribution operations, such as Quaker Oats, Gatorade, Mission Foods, Nardone Brothers, Nature's Way, PepsiCo, Hershey, Coremark, Bimbo Bakeries and Mondelez.

Many major logistics providers, rail freight carriers and truckload firms, such as Calex Logistics, Valley Distributing, Innovel Solutions and ABF Freight, service the area.

And, the parks also accommodate modern office space housing companies such as Borton Lawson (engineering), Navient (student loan servicing), Genpact (digital transformation services), Geisinger (health care), Mericle (com-

mercial real estate and development) and the US Social Security Administration (Federal government services).

Today, what was once undeveloped or mine-scarred land is now home to office, retail and industrial parks holding close to 15,000 jobs and more than 13 million square feet of space. In terms of property taxes alone, the 400-plus firms in Greater Wilkes-Barre's business parks generate more than \$15 million each year for our county, townships, and local school districts.

## More to come

There's more to come as this growth is far from static. The new Chewy fulfillment center is already expanding to a million square feet, employing more than 1,200 people. Nearby, Patagonia and Adidas are adding another 1,000 jobs with

their respective distribution centers.

Colours just opened a world-class headquarters facility in Hanover Township, and American Paper Bag just opened in Hanover Industrial Estates. And we are diligently working on another 1,500 jobs with the development of an additional two million square feet of business space coming on line soon.

Our value proposition in proximity, supply chain, financials, and land makes our area a clear winner for developers to build new industrial sites, attracting even more commerce to add to the diverse businesses already attracted to our community.

## Strong local developers

Strong local developers, led by Mericle Commercial Develop-



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## Parks

From page 2

opment, North Point Development, and Tambur/TFP Limited, continue to make key strategic investments, making our region attractive to businesses spanning multiple industries.

For example, North Point Development's Hanover 9 site in Nanticoke and Hanover Township is planned to add 2.3 million square feet of business space. At full build-out, this development will create more than 1,500 jobs with an average salary of \$41,000 plus benefits, generating more than \$62 million

in annual wages. And with capital investments north of \$150 million and another \$53 million in tenant capital investment, the total capital investment contribution is over \$200 million.

### Success breeds success

The coalition and collaboration between academia, business, and community in the Wyoming Valley are truly transformative. Through partnerships with our academic, business, and community leaders, the Greater Wilkes-Barre Chamber of Business and Industry is making its own transformation: from a developer of bricks and mortar, to a developer of innovation incubation

and “enabling technology” processes. We are jumping the curve by looking at a business as an economic life-cycle connected together as an economic ecosystem.

While still “3 years new” and growing, this economic development ecosystem, called Wilkes Barre Connect, is taking the Chamber in new directions. We are now executing full throttle on five specific initiatives: Pitch, Spotlight, 101, Intern, and Honor.

- Pitch is our version of Shark Tank, linking entrepreneurs with the investment community.

- Spotlight is our local version of the famous TED Talks, while 101 provides business basics,

videos and pod-casts to get experts and mentors coaching young professionals and entrepreneurs on how to turn their ideas into operational businesses.

- Intern links our college students to the business community to provide a bridge to keeping our best and brightest in the area.

- Honor channels our large Veteran population to leverage their military training into the entrepreneurial business community.

Finally, through its intake process, Wilkes-Barre Connect serves to “connect” businesses into the economic ecosystem — no matter where they are in the business life cycle - to help maximize our community's economic diversity, sustainability, and success. It's a big reason why the Wilkes-Barre region is good for business, good for growth, and a solid investment for the future.

### Workforce main challenge

For 2019, we see workforce as the primary challenge — getting access to the right talent, setting the dialogue, and building for growth and sustainability.

The Chamber's new Wilkes Barre CONNECT “Park Website Initiative” will deliver new websites for each park with a forward-facing approach to educate and promote businesses within the park. The new sites will include a tenant portal to provide businesses with an on-demand platform that will provide access

to a variety of solutions to issues as varied as workforce, internships, academic/industry partnerships, public funding initiatives, and networking. The idea is to attract and retain businesses through technology, providing new tools that map the virtual economic landscape to the physical.

We don't stand alone, this is a collaborative journey of academic, business and community leadership.

For example, Mericle has leveraged their deep area knowledge to create Discover NEPA, whose mission is to recruit talented individuals to the region, promote quality of life assets and communities, encourage Northeastern PA's best and brightest to stay here, and assist local non-profits by cultivating awareness.

The Institute of Public Policy and Economic Development at Wilkes University provides data driven analytics and research to our community to improve the quality of life and standard of living; exemplified by their recent “Talent Report -Turning Information into Insight.”

And, Penn's Northeast, our region's economic development marketing organization, uses its own technology-enabling tools to attract and retain business and promote economic development.

In our search for skilled workers, it is clear that many — especially millennials — are drawn to those areas with strong community bonds and diverse networks

grounded in social/environmental foundations. We have these values on our door step and these initiatives work on highlighting them and building upon them.

For more information, please visit our Chamber website at [www.wilkesbarre.org](http://www.wilkesbarre.org), The WB Connect website at [www.wilkesbarreconnect.org](http://www.wilkesbarreconnect.org), Discover NEPA at [www.discoverNEPA.com](http://www.discoverNEPA.com), The Institute at Wilkes University at [www.institutepa.org](http://www.institutepa.org) or Penn's Northeast at [www.penns-northeast.com](http://www.penns-northeast.com).

### Industrial parks vital

Greater Wilkes-Barre's industrial parks are vital to our economic, workforce and business ecosystem. We are building for growth and sustainability, one new business and one new job at a time.

The secret to success is found in collaboration — and the success of regional economic development is rooted in partnership. Together we are defining our future by actively shaping its outcome.

As JFK once said, “A rising tide lifts all the boats.” The area has seen some stormy seas in its past, but remember: you make your best sea captains in a storm.

Our history and experience is what enables us to now chart a new course, whether through calm or stormy seas, that places our best days ahead of us.

Wico Van Genderen is President/Chief Executive Officer of the Greater Wilkes-Barre Chamber of Commerce.



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## CRESTWOOD INDUSTRIAL PARK

# Frascella has watched park 'grow the mountain'

By Bill O'Boyle

boboyle@timesleader.com

WRIGHT TWP. — Every now and then, Dan Frascella said he drives through his favorite park just to see what's going on in the place that is near and dear to his heart.

No, Frascella doesn't visit a recreational park or an amusement park — he visits the Crestwood Industrial Park, the first of its kind developed in Northeastern Pennsylvania and it's still flourishing today.

Back in 1950, Frascella said a group of men called — "The 100" — began talking about ways to improve "the mountain" — the area now defined as Mountain Top.

"We were all mostly businessmen who worked together with a common goal," Frascella said. "Nobody had a personal agenda. We were looking to establish an industrial park and we were looking for incentives to entice companies to come to Mountain Top."

Frascella, 88, was a Wright Township supervisor for 24 years. He said Mountain Top was just starting to bloom in the 1950s. He said companies like RCA, Eberhard Faber, King Fifth Wheel and American Tobacco were among the first to locate there.

"We were the first



Eberhard Faber

industrial park in the area," Frascella said. "We filled up the first section fast and then opened the second section."

Frascella said the park was a Keystone Opportunity Zone (KOZ) and he recalled working with state, county and local elected officials and school district administrators to get the park approved.

And Frascella noted that none of the companies that moved in have moved out.

"The Crestwood Industrial Park has been a boon to Mountain Top and Luzerne County and the entire region," Frascella said.

Frascella said he and Kenny Malkemes, Lou Welebob, Don Zampetti and Joe Zurawski were all played a role when the park was first conceived and later helped it grow. He said they have always been proud of how Mountain Top has grown



Dan Frascella

over the decades.

"We always paid close attention to the park," Frascella said. "We would have meetings to make sure the park was always in the best shape."

One of the early occupants of the park was Eberhard Faber Pencil Co., which moved into the park in the mid 1950s. Eberhard Faber, whose family founded the company, lives in Bear Creek and he talked about the company's move to Mountain Top.

"We moved into the park during my senior year in college," Faber said. "That would be the mid-fifties."

Faber said "it was a good plant," covering some 160,000 square feet with more than 400 employees.

"It was a very good move for us," Faber said. "I give all the credit to the people who started it — who came up with the idea of an industrial

park. They were a very forwarding looking group."

Faber recalled that the region was economically depressed at the time.

"There just weren't enough jobs available," he said. "The park really helped that."

Frascella said people like John Augustine, Tom Williams, Doug Barbacci and Rob Mericle also helped grow the park.

"The big thing about it is we all worked together," Frascella said. "The Chamber of Commerce,

**"We were all mostly businessmen who worked together with a common goal. Nobody had a personal agenda. We were looking to establish an industrial park and we were looking for incentives to entice companies to come to Mountain Top."**

Dan Frascella

state legislators, county commissioners, they all helped."

Frascella said a lot of the companies considering to move to Crestwood were looking to see what the host community

was like. He said they were looking for answers to their questions."

"We were sure to convince them that Mountain Top was the right place for their company," Frascella said.

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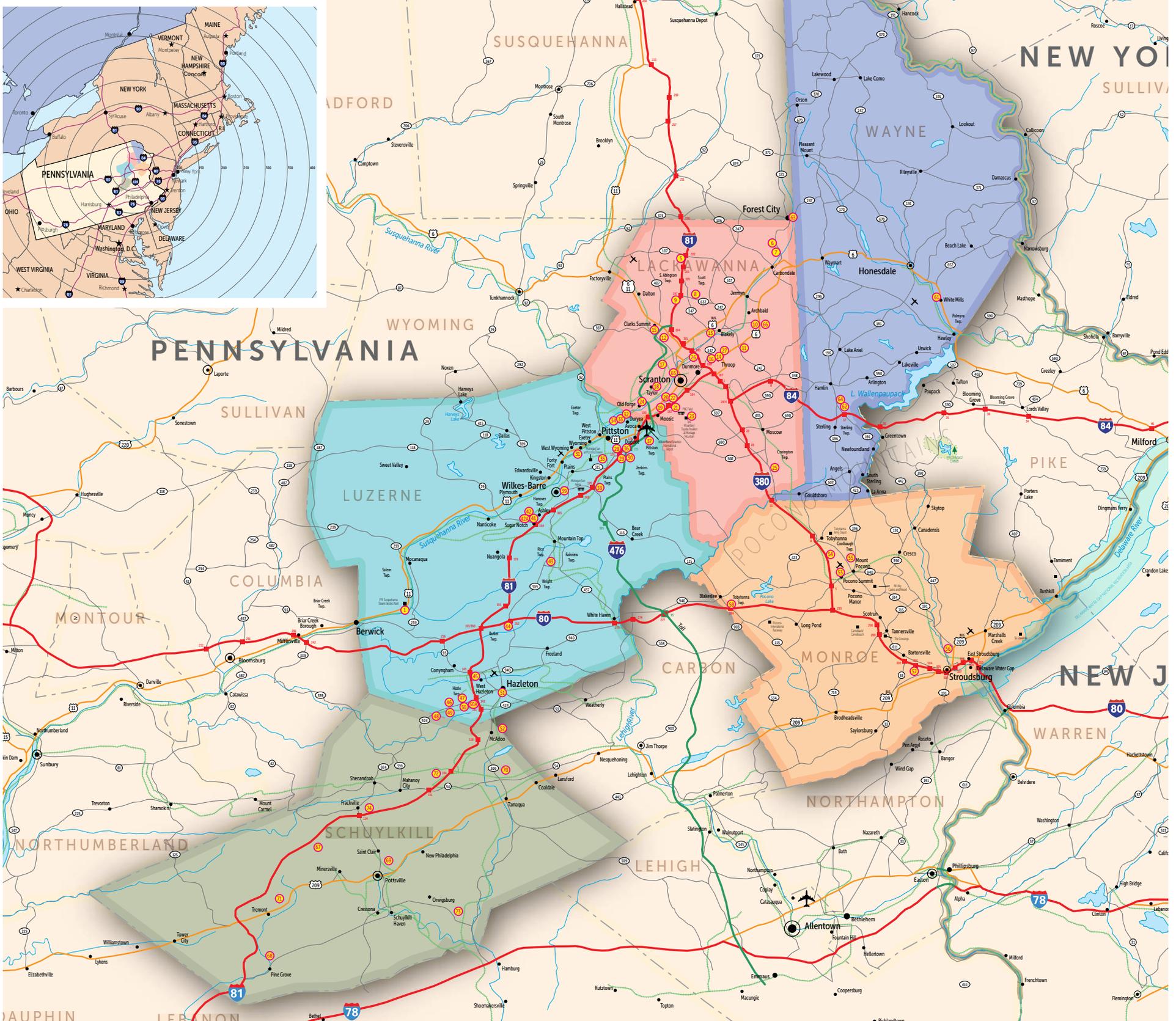
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"Going above normal service and delivery for our customers and our ability to adapt is what sets us apart," Ali Mahalak, CFO.

Colours, Inc. is constantly working to improve customer service and experience. From focusing on enhancing company processes with our Business Development Team to hosting open houses and providing access to expert-led industry training seminars.

Additionally, Colours has built an industry leading Tech Team that helps customers, staff and vendors regarding current products, as well as new products entering the market.

With industry standards changing rapidly with new laws and regulations, Colours, Inc. understands the importance of keeping our customers informed on all the latest standards, compliances, regulations and new technology.

As an exclusive PPG Platinum Distributor, Colours, Inc. provides customers with state-of-the-art training, local market knowledge, new products and additionally hosts an annual summit meeting which brings together suppliers and customers to share products, industry news, training and certifications from top industry leaders.

Looking ahead, Colours is striving to maintain its exceptional customer service and its relationships with suppliers. Continuing to focus on training, technology and commitment to our employees and customers, Colours will continue to foster company growth and development.

"Colours business continues to grow, and with it the demand for increased distribution and fulfillment operations. Our new Pennsylvania facility will be a key factor in the growth of Colours, Inc., and we are pleased to be able to keep investing resources and creating jobs in NEPA and beyond," Tim Evans, President and CEO of Colours, Inc.

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# Crestwood park blazed a trail to improve economy

WRIGHT TWP. — The Crestwood Industrial Park was one of the first industrial parks developed in Northeastern Pa.

In 1950 the “Committee of 100” — a predecessor of the Wilkes-Barre Chamber — was created to address unemployment and diversify the local economy caused by the decline of the anthracite and garment industries.

“Operation JOBS,” was launched and a



**John Augustine**  
 Guest Columnist

campaign to attract new businesses to Greater Wilkes-Barre began. The Committee purchased 750 acres in Wright Township and created the Crestwood Industrial Park, which is now home to 26 companies

with more than 3,000 employees.

The industrial park in Mountain Top was chosen because of its location on Route 309 and it was also on the main line of what was the

**The industrial park in Mountain Top was chosen because of its location on Route 309 and it was also on the main line of what was the Lehigh Valley Railroad and Central Railroad of New Jersey — currently owned by Reading & Northern Railroad.**

Lehigh Valley Railroad and Central Railroad of New Jersey — currently owned by Reading & Northern Railroad.

In addition, the park offers great access to I-81 and I-80 and

is served by very strong utility systems — including recent upgrades by UGI, PPL and PA American Water.

The park is home to world class businesses

like ON Semiconductor which announced a \$51 million expansion last year and intends to create new high tech jobs. Other tenants of the park include Gatorade, Cardinal Glass, FabriKal, Mission Foods, Cornell-Cookson and the newest tenant — Look Trailers.

Because of the Crestwood Industrial Park, taxes in the surrounding Mountain Top communities are some of the lowest in the county. The area consistently ranks at the top in all areas of education and many people have

recently moved there to raise their families in a safe and affordable location that is filled with outdoor amenities and a great sense of community.

Crestwood Industrial Park provides businesses with reliable high-voltage power, natural gas and large quantities of water, its rail access and its proximity to three major highways continue to make it a great competitive location for new businesses.

John Augustine is the president/CEO of Penn's Northeast.



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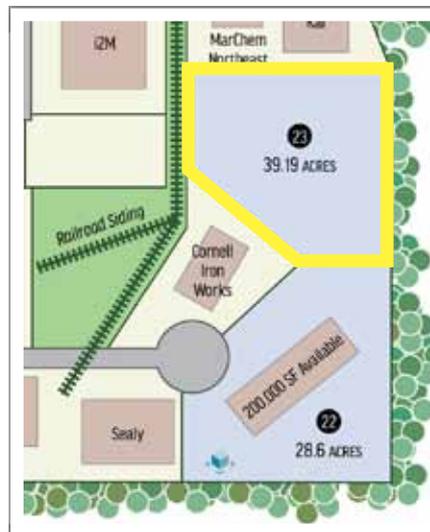
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- 44,680 SF is office, 8,360 SF is high-ceiling warehouse space

**BUILDING CONSTRUCTION**

- Building Walls: Exterior front wall features a Dryvit exterior insulation finish system. Side walls are Butler Shadowrib insulated metal panels and split-face CMU block to a height of 4'
- Insulation: Walls: R-13; Roof: R-19
- Ceiling Height: The nominal eave height of the warehouse is 24'. The ceiling height in the office area is 8' to 9'
- Roof: MR-24 standing seam roof furnished by Butler Manufacturing Company
- Column Spacing: 25' x 50'
- Floor: 11,250 SF mezzanine - 4" reinforced concrete, 11,250 SF area below mezzanine - 4" reinforced concrete, remaining building area - 6" reinforced concrete

**UTILITIES**

- Electrical Service: Main service is 1,000 AMP, 277/480 volt, 3-phase. Circuit breaker panels are located throughout the facility. There is a UPS system and 350KW Cummins/Onan diesel powered generator
- Telecommunications: Copper and fiber lines serve the building. Multiple telecom providers serve the park
- Fire Protection System: 100% sprinkler coverage with an ordinary hazard Class III Commodity system
- Lighting: 2' x 4' fluorescent fixtures in the office and 400-watt metal halide fixtures in the warehouse
- HVAC: RTUs and suspended gas fired, high efficiency unit heaters. The computer room is cooled by a Liebert chilled water air-conditioning system with an additional back-up A/C system

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#### SIZE

- Proposed Building Size: 217,000 SF, Acreage 23.82
- Building Dimensions: 700' (length) x 310' (depth)
- Space can be subdivided as small as 49,600 SF.

#### BUILDING CONSTRUCTION

- Floor: 6" thick concrete floor slab reinforced with welded steel mats
- Roof: MR24 standing seam metal roof system with insulation
- Exterior Walls: Architectural masonry, aluminum/ glazing entrance systems, and metal wall panels with insulation
- Ceiling Clear Height: 33' to 40'



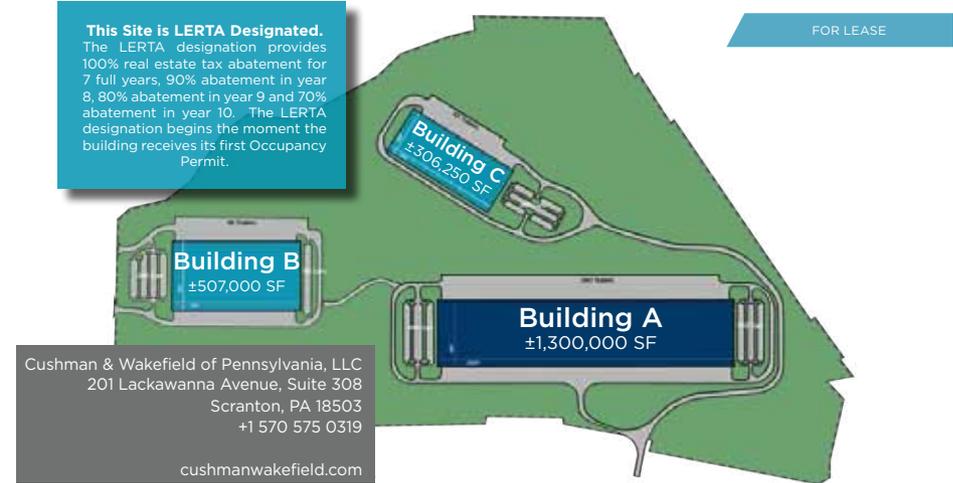
#### LOADING

- Column Spacing: 40' X 50' with 60' staging bay
- Dock Equipment: Twenty-nine (29) 9' x 10' vertical-lift insulated steel loading doors with 30,000 lb. mechanical levelers
- Drive-in Doors: One (1) 12' x 14' vertical-lift insulated steel drive-in door

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Building Dimensions	520' x 2,500'	520' x 975'	350' x 875'
Office Space	To Suit	To Suit	To Suit
Column Spacing	50' x 52' with 60' speed bays	50' x 52' with 60' speed bays	50' x 52' with 60' speed bays
Docks	130 Dock Doors	51 Dock Doors	31 Dock Doors



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# Industrial parks tell the story of economic evolution

WILKES-BARRE — When looking at the Crestwood Industrial Park, the Hanover Industrial Estates, and surrounding Earth Conservancy acreage, you quickly realize that these hundreds of acres tell the story of the economic evolution of Northeastern Pennsylvania.

And understanding the past and present is what helps us prepare and execute on a sustainability and growth strategy to ensure the future economic viability of these locations.

## The past

For decades, the Greater Wilkes-Barre region was the center of the coal universe. Our region supplied urban centers such as Philadelphia and New York City with anthracite and was a critical component to helping fuel the American Industrial Revolution.

However, as time passed, and the dependence on anthracite dwindled, our region was saddled with mine-scarred land, a struggling economy, and an unskilled workforce.

It wasn't until the 1950's when the "Committee of 100" (created by the Greater Wilkes-Barre Chamber) purchased more than 700 acres of land in Wright Township — between the main line of what was the Lehigh Valley Railroad and Central Railroad of New Jersey.

This land was part of our strategy to address the unemployment issues caused by the decline of the anthracite industry and would become



**Joe Boylan**  
Guest  
Columnist

what is now known today as the Crestwood Industrial Park. The goal was simple — reinvigorate and diversify the local workforce and economy, learning from our lessons of dependency on one industry.

This process continued in neighboring communities, to not only attract companies and jobs, but to rehabilitate former mined-scarred land, through partnerships between the Chamber, Luzerne County, and the PA Department of Community and Economic Development.

This strategy proved successful has the Hanover Industrial Estates, Hanover Crossings, and Crestwood Industrial Park began to attract and grow across multiple industries, and in the process, created thousands of jobs and generated millions of dollars in tax revenue for our region.

Our community was finally poised for an economic resurgence, and more importantly, this vision enabled us to break free of our dependence on one industry sector.

## The present

Fast forward to the present, and our parks have never been more active. The parks are home to more than 85 businesses and thousands of jobs — and our vision created by the Committee of 100 continues on.

With great partners such as the Earth Conservancy, land continues to be converted from mine-scarred acres to developable land, attracting developers and companies from across the globe.

Businesses that launched decades ago continue to evolve and expand — seeing ON



Itoh Denki in Hanover Township.

Semi recently announce a \$54 million expansion in the Crestwood Industrial Park, while

the parks continue to attract new companies, such as American Paper Bag in the Hanover

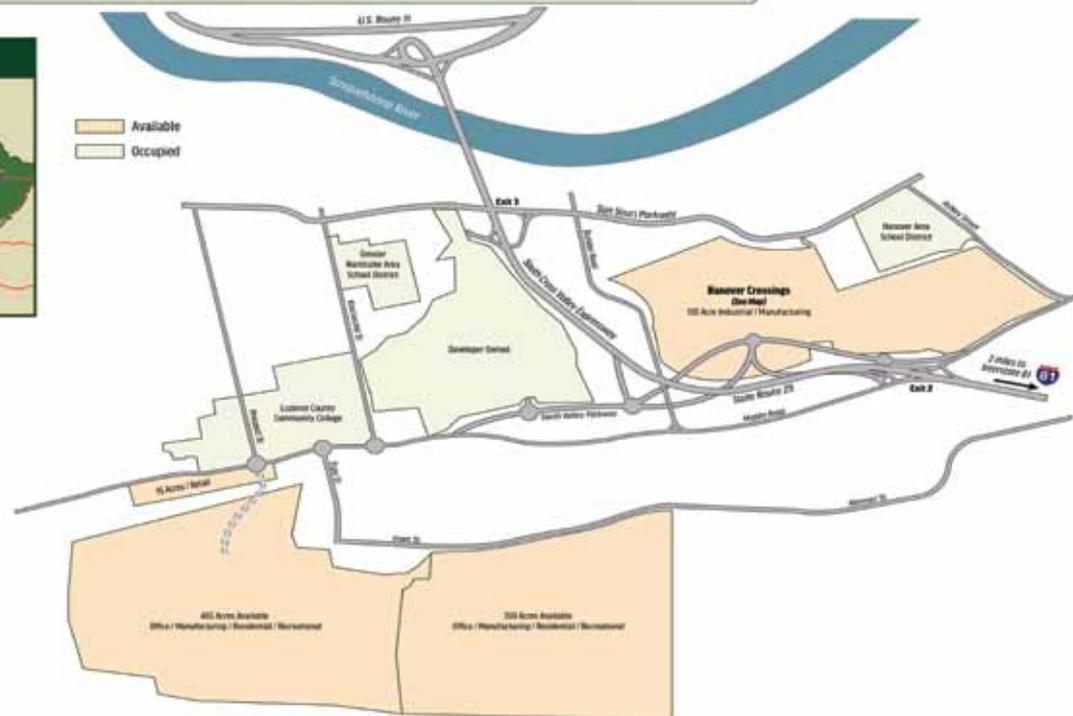
Industrial Estates.

# SOUTH VALLEY

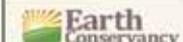
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## LOCATION



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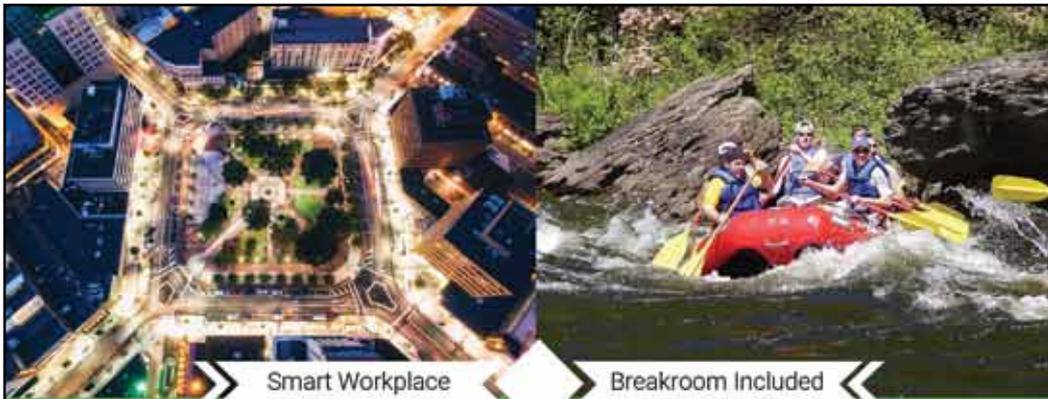


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**Dates:** Monday & Tuesday, February 18 & 19, 2019

**Time:** 8:00 am - 4:00 pm

**\$800 per person**

**What is ISO 9001:2015 Internal Auditor Training?** This course provides an understanding of auditing quality management systems. Participants will learn about auditor conduct and the different roles of an auditor, including how to structure and plan an effective audit, and how to evaluate and communicate audit findings. **This course is ideal for companies with internal auditors who are in need of continued education and for companies with newly-promoted leaders responsible for ISO compliance and internal audits.**

**Pre-Requisite:** Familiarity with the ISO 9001:2008 standard is suggested but not necessary. If you already are an auditor, your knowledge of the audit process will be expanded.

**Who Should Attend?** Individuals responsible for performing or participating in internal audits under ISO 9001:2015.

**How to Register:** Visit [www.NEPIRC.com](http://www.NEPIRC.com) or simply call Ms. Sheree Klemow at 570.819.8966 x 119.

---

### Six Sigma Green Belt Training - NEPIRC Training Facility - 75 Young Street, Hanover Township, PA.

**Dates:** Each Thursday, March 21 - April 18, 2019 (5 Sessions)

**Time:** 8:00 am - 4:00 pm

**\$1,695 per person per person**

**What is Six Sigma?** Six Sigma is a problem solving methodology that uses statistical tools and techniques to greatly reduce the frequency of defect and errors within products and services. Six Sigma initiatives increase customer satisfaction and decrease operating costs by identifying, analyzing and eliminating variation within production, business administration and customer service processes. Typically, Six Sigma is implemented through targeted improvement projects that apply proven approaches to a specific production or administrative process. Most projects can be performed by qualified Six Sigma Green Belts, with Six Sigma Black Belts assisting as needed. More intensive projects may require the extensive experience typically held only by certified Six Sigma Black Belts or Master Black Belts.

**How is the Course Structured?** This five-session course provides comprehensive coverage a variety of Six Sigma statistical tools and other Six Sigma concepts, roles and implementation approaches. Participants will learn how to identify, evaluate and conduct Six Sigma projects within their companies and will apply the Define-Measure-Analyze-Improve-Control (DMAIC) process to a Six Sigma project that spans the length of the course. Participants will also be provided with Minitab statistical software for use during the course. **At the onset of the course, each participant will be encouraged to identify and perform a small Six Sigma project within their workplace. Individuals accepting that challenge will be given additional one-on-one coaching time for help with their unique project.**

**Requirements:** Each participant is strongly encouraged to have a notebook-style computer for his/her own use during the class. NEPIRC has a limited number of notebook computers available for reservation on a first come-first served basis. Individuals using their own computer may purchase Minitab from NEPIRC (at cost) or load their own version of Minitab, provided that it is the latest release. Individuals wishing to purchase Minitab should contact NEPIRC for more information.

**How to Register:** Visit [www.NEPIRC.com](http://www.NEPIRC.com) or simply call Ms. Sheree Klemow at 570.819.8966 x 119.

**For more information and to register go to [www.NEPIRC.com/events](http://www.NEPIRC.com/events) or call at 570-704-0018**

## Evolution

From page 13

These parks continue to flourish. As time moves forward, the private investment continues to occur, with Mericle Commercial Real Estate and recently Northpoint Development Company investing tens of millions of dollars in developing new pad-ready sites for company's such as Itoh Denki, Chewy.com and Adidas.

However, recent success isn't without its share of new issues.

### The future

Now, as we look toward the future, the challenge has become very clear. As an Economic Development Organization, we must work closely with our partners to invest in our infrastructure and embrace technology, to ensure our parks and their tenants, have access to a qualified workforce and the resources necessary to continue to grow and diversify our local economy.

Private industry is moving faster than ever, forcing organizations as the Chamber to provide immediate short- and long-term solutions to ensure the park and its tenants viability.

If we intend to continue the success in our parks such as Crestwood and Hanover, and provide successful investment opportunities in the Earth Conservancy acreage, we must be nimble in our problem solving abilities. As we look



Times Leader file photo

The Chewy distribution center in the Hanover Industrial Estates.

ahead, our resources and energy are focused on key components to guarantee this success.

These components include:

- **Transportation:** Working with our regional partners and the Luzerne County Transportation Authority, regulating and simplifying public transportation routes and schedules is critical to ensure our local workforce can travel to and from their employer – no matter the shift time or location. This is a tall task, but a credit to our region, we continue to work together to solve this problem.

- **Infrastructure:** The recent opening of the South Valley Parkway was a project twenty years in the making, relying on elected officials such as Senator Yudichak who simply would not

take no for an answer. The South Valley project has already opened the doors for significant private investment and development in Hanover Township, Sugar Notch Borough, and the City of Nanticoke. As a region, we must continue to identify the most pressing infrastructure needs and work together to fund and make them a reality. Our investment in the public infrastructure will continue to pave the way (no pun intended) for future private investment, protect our initial investments, and provide businesses with the ability to maintain efficient and effective logistic operations.

- **Workforce:** When you spend time with our local businesses – especially in the parks, it's clear that the number

one issue they are facing is access to a ready and able workforce. This falls squarely on the Chamber, as we maintain strong relationships with our academic partners. We have the rare ability to speak the language of the private and higher ed communities. It's our job to develop stream-lined process, and provide local providers such as PA CareerLink and WIB, with the resources and data they need to deliver. The work they do is amazing – people such as Christine Jensen single-handedly land companies because of their ability to develop successful workforce strategies. As an organization, it's our job to ensure we provide them with the resources they need to deliver. The key is developing stronger pipelines between

employers and job seekers.

- **Access:** If there is one-thing we have identified in our research, private industries have evolved in how they consume and distribute information, by embracing technology. As a Chamber, we are focused on getting to that level by creating online platforms to provide better connectivity in the parks. Later this year we will roll out a WORKFORCE and Park Sites initiative that will provide businesses with the opportunity to address their needs (workforce, R&D, etc.) at a push of a button.

- **Academic-Industry Partnerships:** As technology and market demands shift by the day, industry relies more and more on staying ahead of the curve – whether

its through product and process development, or IP management. Being situated among 14 higher education institutions and having key partnerships with organizations such as NEPIRC and Ben Franklin Technology Partners, allows us access to a wealth of institutional knowledge. As a chamber, our role is to ensure we connect our businesses to these resources.

### In conclusion

I've never been more excited to be a part of the Greater Wilkes-Barre Chamber, but at the same time, we cannot be satisfied with what we have. We must continue to evolve, and that begins with leveraging the amazing partnerships that helped launch these parks and strategy nearly seven decades ago.

If we intend to continue to grow and successfully meet the goals and mission of the Committee of 100, the Chamber must continue to work with our partners in Scranton, Pittston, and Hazleton — and more importantly, leverage the resources and institutional knowledge of our partners at Luzerne County and PA Department of Community and Economic Development.

Together we helped redefine our local economy — and only together will we continue to make our region the perfect place to live, work and play.

Joe Boylan is executive director of Wilkes-Barre Connect.

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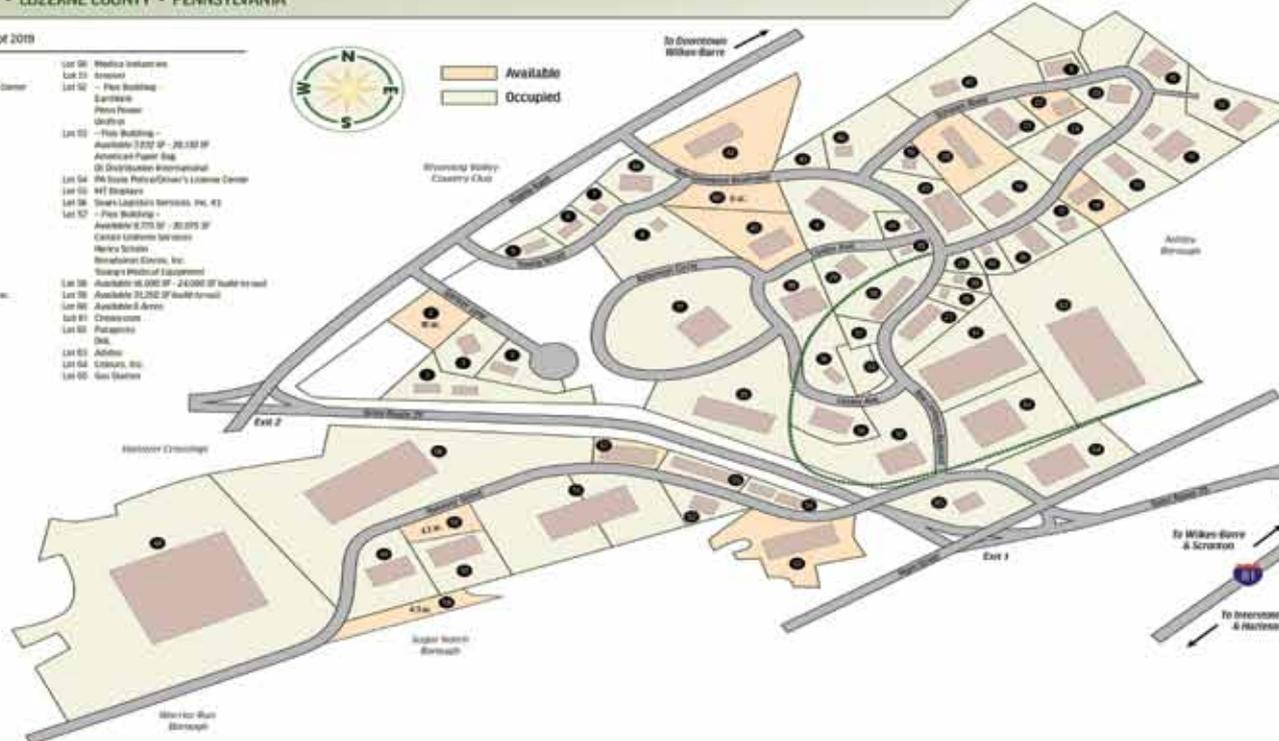
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## PARK TENANTS as of 2019

Lot 2 Available 40 Acres	Lot 58 Medical Instruments
Lot 3 Hanover Transportation	Lot 59 Amcor
Lot 4 Luzerne County WII Communications Center	Lot 60 - Fire Building
Lot 5 MFRMC	Parsons
Lot 6 U.S. Postal Service	Pepsi Center
Lot 7 Hans St. Knicker Knit	Smith's
Lot 8 Hanover Woods Direct Marketing	Lot 61 - Fire Building
Lot 9 South Penna. Craps	Available 7,072 SF - 20,100 SF
Lot 10 Integrated Home Design, Inc.	American Paper Bag
Lot 11 La Sorel Logistics	DE Distribution International
Lot 12 Lehigh Valley, Inc.	26 South Penna/Oberlin's Logistics Center
Lot 13 Western In-Store Test Unit	Lot 62 WJ Bankers
Lot 14 Available 52,000 SF	Lot 63 Smith Logistics Services, Inc. #13
Lot 15 Safety Kevlar, Inc.	Lot 64 - Fire Building
Lot 16 Morgan Advanced Materials	Available 9,770 SF - 20,075 SF
Lot 17 HPW Industrial Services	Central Logistics Services
Lot 18 Chaswell Press, Inc.	Henry Schenck
Lot 19 DeWitt, J.A. Heating, Inc.	Remediation Experts, Inc.
Lot 20 - Fire Building	Stacy's Product Equipment
Available 41,000 SF	Lot 65 Available 48,000 SF - 24,000 SF built to suit
Arcadia's Software & Content Support, Inc.	Lot 66 Available 31,252 SF built to suit
Artisan Equipment Corp.	Lot 67 Available 40 Acres
ASD Security Services	Lot 68 Creamcom
BMFusa.com	Lot 69 Patamark
120 Subcontract Storage	Del.
Lot 21 Multi-Purpose Industrial	Lot 70 Adhesive
Available 4,400 SF - 21,900 SF	Lot 71 Cousins, Inc.
Agria Healthcare	Lot 72 Gas Station
Lot 22 Agri-Media	
Lot 23 Harris Law International	
Lot 24 Luzerne County Race Authority	
Lot 25 Transportation Electric	
Lot 26 Hanover Business Building Company	
Lot 27 - Fire Building	
PK CED	
Spencer	
Lot 29 National Logistics	
Lot 30 TCI Tube	
Lot 31 Mersini	
Lot 32 Morgan Environmental, Inc.	
Flora Family Farms	
Lot 33 Hanover Township	
Lot 34 Hocking Building Products	
Lot 35 Alternative Holdings, Inc.	
Lot 36 AS&B	
Lot 37 Bedrock & Sons Process	
Manufacturing	
Lot 38 Interstate	
Lot 39 Bristol American Corporation	
Lot 40 Modern Handling Company	
Lot 41 Available 66,000 SF	
Lot 42 Handbuilt Iron-oreport	
Available 15,000 SF	
Lot 43 American Red Cross	
Lot 44 Hanover Community Cemetery	
Lot 45 North End Electric	
Lot 46 U.S. Army Reserve Center	
Lot 47 South Logistics Services, Inc.	
Lot 48 Ted Harvey's	



Available  
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## CONTACTS



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# Mericle pioneered development of flex space in NEPA

WILKES-BARRE — Robert Mericle, President and CEO of Mericle Commercial Real Estate Services, pioneered the development of flex space in Northeastern Pennsylvania and constructed several of his company's earliest flex buildings in Hanover Industrial Estates.



Mericle



Cummings

Jim Cummings, Vice President of Marketing for Mericle Commercial Real Estate Services, said

Mericle has developed six flex buildings in the park ranging from 40,000 square feet to 133,000 square feet. A sampling of the tenants in these buildings include ADT, Apria Healthcare, Aramark, Genpact, GE Healthcare, Henry Schein, Penn Detroit Diesel, Snyder's-Lance, and Unifirst.

"We're often asked what a flex building is," Mericle said. "We tell clients to think of it as a building that's finished, but is a blank canvas at the same time. Because of their unique design, we can convert flex buildings to the exact specifications of almost any type of company from manufacturing, to



Mericle Development headquarters

distribution, to medical, to office."

Mericle said his company designs its flex buildings to have very attractive front facades with large windows, multiple entrances, and nice landscaping. However, once inside, you'll see concrete floors, high ceilings, and numerous loading doors. The buildings are equipped with utility systems sized to accommodate all types of businesses and there

is plenty of room on-site for vehicle and trailer parking.

He said he gets the most looks of surprise when he transforms the industrial look of an unfinished flex interior into modern offices.

"Our in-house team of architects knows how to create a Class A office environment," Mericle said. "By adding more windows, dropped ceilings and modern lighting, installing carpeting

and ceramic floor tiles, building out conference rooms, cafeterias, and managerial offices, and including customized high-end mill-work, we create spaces that rival anything you will see in an upscale suburban office park."

He said most of Mericle's flex buildings have multiple tenants and the company is willing to subdivide the buildings into increments as small as 6,000 square feet.

"We have flex buildings with as many as 10 tenants and others with just one tenant," Mericle said. "It's very common to see manufacturing, distribution, and office companies living side by side in the same building."

He said there have been instances where companies have moved into a small Mericle flex space in Hanover Industrial Estates and then grew within the building

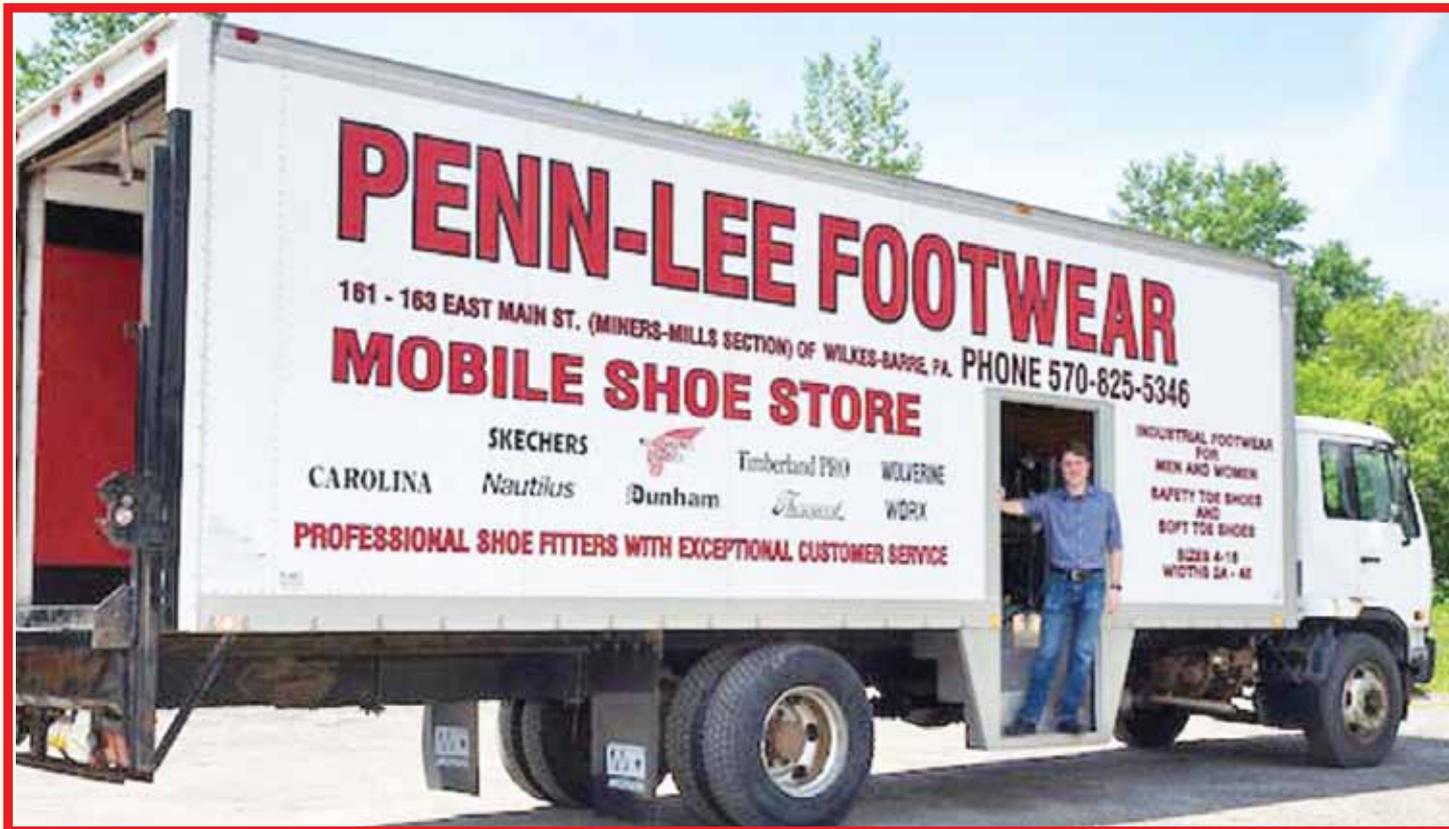
or even moved into their own building.

"Itoh Denki was one of our first flex space tenants in the park," Mericle said. "As they grew their business, we were twice able to provide additional space in the same building and in 2016, we constructed a 46,000 square foot stand-alone building for them in Hanover Crossings. Fortunately, we have flexibility in our real

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Submitted photo

A Mericle flex building on Front Street in Hanover Industrial Estates in Hanover Township.

## Mericle

From page 21

estate portfolio to accommodate our tenants who need more space.”

The newest tenant in Hanover Industrial Estates — Clark Service Group — just moved into a Mericle flex building at 1065 Hanover Street. The family-owned, multifaceted, food service equipment repair and maintenance company is based in Lancaster. The new location will allow the company's trained technicians to have access to a parts warehouse, a space for customer drop-off and pick-up of small equipment repairs, and a parts counter.

Although Mericle's flex buildings in Hanover Industrial Estates typically have very high occupancy rates, there are some spaces available.

More information is available at [mericle.com](http://mericle.com).

### Crestwood Industrial Park

Cummings said Crestwood has been successful largely because of its quick access to both I-81

and I-80, its robust utility infrastructure for manufacturing, and the quality of the local workforce within driving distance of the park.

“We've developed seven buildings totaling just over 1 million square feet in Crestwood and we have land holdings in the park on which we have room to construct three buildings totaling more than 700,000 square feet. We are actively marketing these sites in hopes of recruiting new job-creating industrial companies for the area.”

Cummings said there are 31 buildings totaling approximately 5.6 million square feet in the Crestwood Industrial Park.

He said Mericle has developed seven buildings in the park totaling just over 1 million square feet.

Key tenants overall in the park include:

- Pepsico (Gatorade) - <https://www.cardinal-corp.com/>
- Cardinal Glass

- Mission Foods (GRUMA) - <https://www.gruma.com/en/our-brands/companies/mission-foods-corporation.aspx>

- Philips Lighting - <http://www.aepinc.com/>
- AEP Industries - <http://www.aepinc.com/>
- Mountain Top Foam (mattress company) - <http://www.mountaintop-foam.com/our-products/>

- Cornell Cookson - <https://www.cornellcookson.com/careers>

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- Calex Logistics - <https://www.calexlogistics.com/>

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- LOOK Trailers - <http://www.looktrailers.com/>

- Hydro Extrusions (formerly SAPA) - <https://www.hydroextrusions.com/en-us/locations/north-america/united-states/offices/sapa-mountain-top-pa/>
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# NEPA has lowest operating costs for plastics manufacturing

**MOUNTAIN TOP** — The Crestwood and Hanover Industrial Parks are home to many plastics companies, employing hundreds of workers for good reason.

A recent, independently produced study shows Northeastern Pennsylvania as one of the best locations in the country for companies looking to open new plastics manufacturing facilities.



**John Augustine**  
 Guest Columnist

The Boyd Company, an internationally recognized site location firm based in Princeton, New Jersey, compared cities across the country to Northeastern Pa. The Boyd study shows that Northeastern PA has the lowest plastics manufacturing costs among those surveyed.

The study looked at comparative annual operating costs which included site acquisi-

tion and construction, taxes, utilities, and labor. Locations studied included metro areas in New England, New York and New Jersey, Baltimore, and several areas within Pennsylvania.

This study reaffirms what we have been saying for years. Companies that are looking to grow their business on the East Coast should be looking at all that our region has to offer. One-third of the US population and half of the Canadian population are located within a

one-day drive of Northeastern PA.

We are committed to growing this manufacturing sector in our backyard and we have distributed the report to hundreds of companies in the plastic sector as well as to commercial real estate brokers and national site location consultants.

Penn's Northeast serves as the single point of contact to assist brokers, site selectors and companies with all of their location needs. PNE

provides real estate (land & building) options, workforce and employee recruitment, financial incentives, and additional assistance as needed.

The organization's goal is to attract quality employers to Northeastern Pennsylvania and enhance the region's economy through new investments, job creation and increasing the amount of potential business opportunities for regional businesses through targeted business recruitment and

unique lead generation activities.

Penn's Northeast is a public/private partnership of agencies dedicated to assisting businesses interested in locating within Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne Counties.

For more information about the plastics study or Penn's Northeast, please visit [www.penns-northeast.com](http://www.penns-northeast.com) or call 570-883-0504.

John Augustine is the president/CEO of Penn's Northeast.

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# PSU WB offers many programs to benefit the manufacturing community

By Penn State Wilkes-Barre staff

WILKES-BARRE — Penn State Wilkes-Barre continues to respond to the needs of the local manufacturing workforce by offering many college credit and non-credit educational and training programs.

As the economy has rebounded since the 2008 financial crisis, the need for trained workers is outstripping supply, creating a significant personnel shortage. By locating in NEPA, companies avoid urban America's high costs for utilities and labor, as well as infrastructure congestion. Calendar year 2018 witnessed significant investment in the overall NEPA industrial system by both local organizations and educators.

Continuing Education at Penn State Wilkes-Barre can help your company facilitate investment in learning and employee development. Your employees are your most important asset. We take pride in being your corporate training partner by offering customized programs in order to meet the educational needs of the local workforce.

Organizations hire employees at multiple levels of the educational spectrum. Many employees are not ready to enroll in a formal university degree program, but can take the first step by completing a certificate program, which is a sequence of classes that allows the student to earn college credits.

Over the past two decades, Penn State Wilkes-Barre Continuing Education has awarded over 70 Supply Chain Management Certificates.

"One's knowledge of supply chain

management helps to increase the competitiveness and value that their organization can contribute to the supply chain that they are linked to," said Edwin Daveski, leading industry instructor.

All courses in the Penn State Wilkes-Barre Supply Chain Management Certificate program count toward courses in the Project and Supply Chain Management degree program. Other non-credit courses such as Project Management Certificate Program, ASCM CPIM, and ASCM CSCP are key to understanding supply chain management processes.

Enterprise Planning Resources (ERP) with SAP® Certificate is designed to enhance an employee's understanding of business concepts and better manage business operations through SAP® software - a leader in the industry.

With Northeast Pennsylvania located near two huge metropolitan areas, New York and Philadelphia, companies are looking for Project and Supply Chain Management (PSM) professionals to acquire, produce, and deliver goods and services all over the world.

The Project and Supply Chain Management degree program at Penn State Wilkes-Barre provides the foundation of skills necessary to design and operate today's complex management systems, that enable organizations to cultivate value-creating supply chain networks.

For more information, please contact us at 570-675-9253, [wbce@outreach.psu.edu](mailto:wbce@outreach.psu.edu), or visit [wilkesbarre.psu.edu/ce](http://wilkesbarre.psu.edu/ce).



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# CAN BE collaborates with partners to foster growth

By CAN DO staff

HAZLETON – Entrepreneurs who are taking their first steps toward starting their own business recognize that it's a very exciting time. They have a great idea for a product or service that they believe can turn into a profitable business venture.

However, once they are armed with their idea, the first question business owners often ask themselves is, "Now what?"

There are a lot of factors that determine

business success and having a viable product or service is only one part of that equation. So, it comes as no surprise that 66 percent of businesses fail within the first five years when the owner tries to launch the company alone. But, statistics also show that 87 percent of companies that start in a business incubator are still operating after that same five-year period.

One of the key reasons for that success rate is the partnerships that entrepreneurs find when they launch their busi-

ness in an incubator. Business incubators, like the CAN BE Innovation Center in the Valmont Industrial Park in West Hazleton, are designed to nurture new businesses and help them grow during their initial start-up period, a time when a business is most vulnerable and needs the most support. Incubator programs provide business advice, access to financing and exposure to business and technical support services as well as networking opportunities.

CAN BE is one of

15 partners in the Ben Franklin Incubator Network, which is overseen by Ben Franklin Technology Partners of Northeastern Pennsylvania. The Ben Franklin Incubator Network is one of the largest business incubator networks in the country and includes the Allan P. Kirby Center for Free Enterprise and Entrepreneurship at Wilkes University.

CAN BE Coordinator of Entrepreneurial Services Jocelyn Sterenchock said, "The support network and partnerships we have with

organizations throughout northeastern Pennsylvania is a vital part of building entrepreneurship in the region. Once a business interacts with one organization, they are connected to the larger path of partnering organizations that we have in the area and can find the business resources that they need to succeed."

In addition to its partnerships with Ben Franklin Technology Partners and the Allan P. Kirby Center, CAN BE also collaborates with Penn State Hazleton,

the Downtown Hazleton Alliance for Progress (DHAP), the Greater Hazleton Chamber of Commerce, the Small Business Development Center at Wilkes University and SCORE to help businesses throughout Greater Hazleton.

It is with a sense of collaboration in mind that CAN BE joined Penn State Hazleton, DHAP and the Chamber to form the Hazleton Innovation Collaborative (THInC). Last year, Penn State Hazleton was

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## Growth

From page 28

is being used to help fund the cost of renovating a building at 13-15 West Broad Street in Hazleton, which will be the home of the Hazleton Launch-Box.

The Hazleton LaunchBox will become part of the University's Invent Penn State program, which is a Commonwealth-wide initiative to spur economic development, job creation and student career success. A key strategy of Invent Penn State is the establishment of innovation hubs, commonly known as business incubators, to blend entrepreneurship-focused academic programs, business startup training, mentoring, funding for commercialization and university-community collaborations to facilitate the challenging process of turning

awarded a \$150,000 Invent Penn State seed grant that

**“Our innovation center provides affordable space in a supportive environment that fosters business growth and success. But, we also provide consulting services to help small businesses start and grow to the next level – even without a physical presence in the incubator – through the affiliate member program. Ultimately, our goal is to provide entrepreneurial support to all members of Greater Hazleton so that we can foster new businesses, create jobs and build wealth in the community.”**

**Jocelyn Sterenchock**

CAN BE coordinator of entrepreneurial services

research discoveries into valuable products and services that can benefit Pennsylvanians and others.

Since CAN BE's goal is to foster entrepreneurship and new venture development throughout the Hazleton area, the organization can help businesses even if they aren't located inside the CAN BE Innovation Center.

Sterenchock said, “Our innovation center provides affordable space in a supportive environment that fosters business growth and success. But, we also provide consulting services to help small businesses start and grow to the next level – even without a physical presence in the incubator – through the affiliate member program.

Ultimately, our goal is to provide entrepreneurial support to all members of Greater Hazleton so that we can foster new businesses, create jobs and build wealth in the community.”

The Community Association for New Business Entrepreneurship, or CAN BE, is the entrepreneurial division of CAN DO, Greater Hazleton's economic development organization. In the early 2000s, CAN DO and Penn State Hazleton officials recognized the need of offering support for start-up companies through targeted resources and services and the need for new business assistance in Greater Hazleton. After more than a year of planning, the CAN BE Innovation Center opened in Valmont in 2005. Since its founding, nearly 50 jobs have been created by 16 incubator clients. For more information on CAN BE, visit [www.canbe.biz](http://www.canbe.biz) or email Sterenchock at [jsterenchock@canbe.biz](mailto:jsterenchock@canbe.biz).

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# LOOK Trailers creating jobs in Crestwood Industrial Park

**By Rachel Antosh Hawk**  
 Marketing Director/Penn's  
 Northeast

WRIGHT TWP. — Gov. Tom Wolf cut the ribbon to officially open a new facility for LOOK Trailers on Oct. 11, 2016.

LOOK Trailers is a trailer manufacturing company in the Crestwood Industrial Park in Wright Township. LOOK Trailers has already created 52 jobs and planned to have 75 new full-time employees by the end of the year, said company President

Matt Arnold.

Partnering with the Governor's Action Team — an experienced group of economic development professionals who report directly to the governor and work with businesses that are considering locating or expanding in Pennsylvania — in collaboration with the Greater Wilkes-Barre Chamber of Commerce and Penn's Northeast, LOOK Trailers established a new manufacturing operation at an existing 84,339-square-foot building on Oak

Hill Road. The company said it would invest at least \$2.3 million at the new site.

"The support and collaboration of Gov. Wolf and the many state and local officials that have welcomed us to the community has reaffirmed our commitment to making Luzerne County our home for many years to come," Arnold said. "The Governor's Action Team and the Wilkes-Barre Chamber of Commerce really worked hard to get us here."

The company

received a funding proposal from the Department of Community and Economic Development that includes \$130,000 in Job Creation Tax Credits to be distributed upon creation of the new jobs and \$15,750 in WEDnetPA funding for employee training.

"Today's celebration is a reminder of why LOOK Trailers chose Pennsylvania as the best place to create jobs and invest in the local economy," Arnold said at the time.

"Manufacturing work, like that being done here at LOOK Trailers, is critical to our economy," Gov. Wolf said. "It is what Pennsylvania was built on, and that is why I am committed to continuing to work with the private sector to support robust business growth. That is also why I also recently established a tax credit for manufacturers who create jobs right here in Pennsylvania."

Gov. Wolf said, "If you're in business, you want to succeed, you want to be close to your market, you want a good workforce. We can give that to you right here in Pennsylvania."

Wolf said Arnold and the company "appreciates good jobs, good products" and that's why the company came to town.

"The workforce (in Pennsylvania) is second to none," Wolf praised.

"We're hiring in all departments," Arnold said. "We're interested in hiring additional welders and employees with construction backgrounds so we could take their current skills and help them develop new skills for better-paying jobs."

Arnold said company officials are excited to now be in the new 84,339-square-foot building in Wright Township. The manufacturer has grown into the largest company in the nation that builds cargo trailers. Out of the Wright Township plant, the company "which welds the chassis from the ground up" sends out about 12 to 14 cargo trailers a day. The goal is 25 to 27 a day. "We're half way there," Arnold said.

The Crestwood Industrial Park, where LOOK Trailers is located, started in 1950 and is now home to more than 1,800 employees, mostly in the manufacturing sector, said John Augustine, president and chief executive officer of Penn's Northeast, a regional economic development marketing agency, which attracts quality jobs to Northeastern Pennsylvania.

Augustine said the Mountain Top area is a conglomeration of communities that come together as a team.

"In Mountain Top, they make everything

from tortilla chips to mattresses to Gatorade to semiconductors and now, trailers," Augustine said. "Pennsylvania is open for business."

State Sen. Lisa Baker, R-Lehman Township, who attended the ceremony, also welcomed LOOK Trailers to the building. Baker said she is glad a world class company decided to call Northeastern Pennsylvania home and that LOOK Trailers re-purposed a building that has been a "vital part of the Mountain Top community."

LOOK Trailers, founded in 2010, has been labeled the fastest-growing enclosed trailer company, according to Statistical Surveys Inc.

LOOK Trailers manufactures a wide variety of enclosed steel and aluminum trailers including cargo, auto hauler, ATV, snowmobile, and race.

LOOK also manufactures Pace American and Cargo Express enclosed trailers across four facilities throughout the United States. It has four other locations in Indiana, Georgia, Utah and Arizona.

The company, Arnold said, saw a 439 percent growth rate in 2013, just three years after it began production.



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