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THURSDAY, MARCH 7, 2019

LACKAWANNA COUNTY BUSINESS AND INDUSTRIAL PARKS

the CHAMBER
GREATER SCRANTON CHAMBER OF COMMERCE

VALLEY VIEW BUSINESS PARK PROFESSIONAL PLAZA
STRATEGICALLY LOCATED ALONG THE I-81 CORRIDOR

Newly developed in 2017, The Scranton Lackawanna Industrial Building Company (SLIBCO), the industrial development affiliate of The Greater Scranton Chamber of Commerce, is seeking developers to provide commercial support services to businesses, employees and residents of the adjacent Jessup Small Business Center and Valley View Business Park.

The Professional Plaza, is a sister development to the business parks, located adjacent to US Route 6 within Jessup Borough. Consisting of 20 acres and four building sites, development opportunities include sites for a hotel, restaurant, day care and convenience store/gas station.

ON SITE UTILITIES

ELECTRIC
Electric service is provided from the 136 KV power lines located in the Valley View Business Park. The park is served by a 12,470 volt, 3 phase, 4 wire, 600 amp overhead electrical distribution system located on Route 247 by PPL Electric Utilities.

NATURAL GAS
The park is served by UGI via an 8" plastic main rated at 60 psi. Each site has intermediate pressure with gas sleeves.

SEWER
Lackawanna River Basin Sewer Authority treats the effluent at their Throop treatment plant via a 2" low pressure forced main.

WATER
PA American Water Company services the park via a 12" main. Available system pressure ranges are from 55 to 137 P.S.I.

TELECOMMUNICATIONS
Telecommunications service is provided by Verizon, Comcast, Level 3 Communications and Frontier Communications. Telecommunications infrastructure, with fiber is located along SR 247. In addition, the park offers wireless telecommunication service via the Lackawanna County Wireless Initiative.

FEDERAL TAX CUT & JOBS ACT OPPORTUNITY ZONE PROGRAM APPROVED

For more information on the Valley View Professional Plaza or to schedule a tour contact The Scranton Plan at 570-342-7711 or visit us on the web at WWW.SCRANTONPLAN.COM

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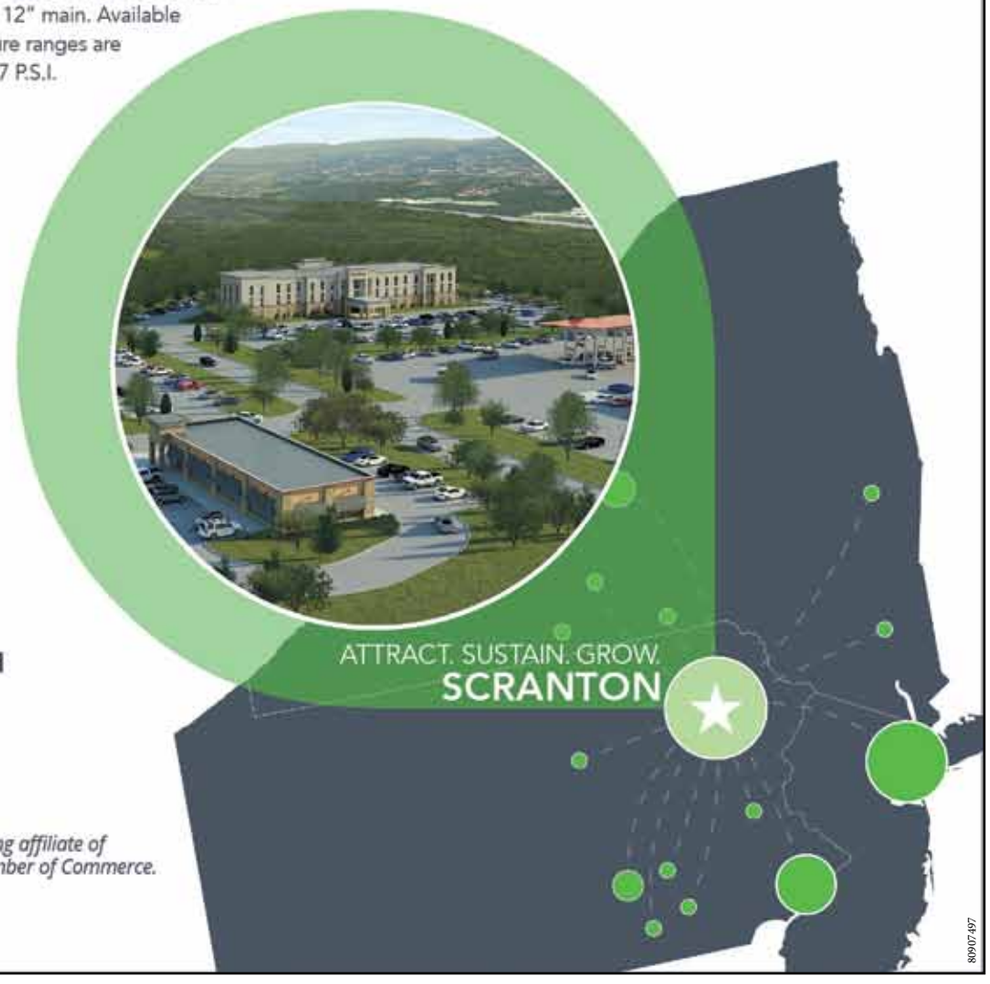

the SCRANTON PLAN
Greater Scranton Chamber of Commerce

Scranton Plan is a marketing affiliate of The Greater Scranton Chamber of Commerce.

8907497

Scranton Chamber working to drive development

By David Cohen
Northeast Real Estate Business

Jessup Small Business Center, Valley View Business Park, Valley View Professional Plaza.

SCRANTON — Since 1945, the Greater Scranton Chamber of Commerce has worked to drive industrial and economic development in what is Pennsylvania's sixth largest city. In recent years, however, the organization has taken more of a hands-on role by working directly with national partners to spur the development of industrial properties, a rarity for a chamber of commerce.

"Our business model is what makes us special," says Amy Luyster, assistant vice president at the Greater Scranton Chamber of Commerce. "In the last five to seven years, we have seen a shift where we are partnering with national developers to identify land for development. Our program is unique in that we have the knowledge and leadership to partner with a developer in various aspects. That includes siting future development, infrastructure development, municipal approvals and zoning, workforce development, incentives, demographics and marketing."

The organization — which boasts a membership of more than, 1,400 businesses — to date has built 15 business parks, developed 3,000 acres and constructed eight buildings in the Lackawanna County/Northeastern Pennsylvania market, which includes Scranton.

The economic development component of The Greater Scranton Chamber of Commerce includes two affiliates: the Scranton Lackawanna Industrial Building Company (SLIBCO), a not-for-profit industrial development corporation; and The Scranton Plan, a marketing arm for the organization.

The greater Scranton area has become an attractive business location due to its close proximity to major metros. Located at the crossroads of five interstate highways, Scranton is within a 500-mile radius of 99 million people and is less than a two-hour drive from Philadelphia, New York, Northern New Jersey, Harrisburg and Syracuse.

Wilkes-Barre/Scranton International Airport is also located 10 minutes from downtown Scranton and offers direct flights to a number of cities including Atlanta, Charlotte, Chicago, Detroit and Philadelphia.

"Enhanced by a vast interstate highway network, many companies have chosen to locate major manufacturing, back-office and distribution facilities here," says Luyster. "Lackawanna County sits in a prime location along the I-81 Corridor, allowing us to service Maine to Virginia and west to Ohio. For companies requiring rail service, Scranton also offers a rail freight system."

Another factor driving the tremendous growth in the greater Scranton area is an influx of manufacturers currently located in New Jersey and New York. Relatively low vacancy rates coupled with healthy rent growth in these markets have caused businesses to look elsewhere for industrial space. In the past year, five companies from the aforementioned areas have purchased property in Scranton, where the cost of doing business is much lower.

The chamber's industrial development affiliate, SLIBCO, recently broke ground on a 1,300-acre tract for a mixed-use business park that will be developed in three phases: The Jessup Small Business Center, Valley

See CHAMBER | 5

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Business landscape rapidly changing

Greater Scranton Chamber of Commerce

Bob Durkin
Guest Columnist

Within the last five years, the Jessup Small Business Center and Valley View Business Park, a mixed-use development serving office, manufacturing and distribution, has been the location of choice for many businesses looking to relocate and grow in Lackawanna County.

SCRANTON — The business landscape is rapidly changing in Lackawanna County.

The Greater Scranton Chamber of Commerce, through our economic and workforce development affiliates, the Scranton Lackawanna Industrial Building Company (SLIBCO), The Scranton Plan and Skills in Scranton, is building a business model upon a platform of business attraction, sustainment and growth.

The Chamber has deep roots in the development of our industrial base in Greater Scranton, providing family-sustaining jobs and community investments. In 2019, changes in industry are happening rapidly, driving our team to be a connector for business and industry with national development firms, workforce development partnerships, business and education collaborations and financing availability.

The Chamber, with a membership for more than 1,400 businesses, has through SLIBCO built 15 business parks, developed 3,000 acres and constructed multiple buildings, including two business incubators, the Scranton Enterprise Center and The TekRidge Center (Jessup).

Within the last five years, the Jessup Small Business Center and Valley View Business Park, a mixed-use development serving office, manufacturing and distribution, has been the location of choice for many businesses looking to relocate and grow in Lackawanna County. In addition, major private developers have invested in these locations, including Mericle Commercial Real Estate Services, NorthPoint Development, First Industrial Realty Trust, Gramercy Property Trust and nationally recognized Trammel Crow, who plans build a one million square feet speculative e-commerce development.

Additionally, SLIBCO properties such as Scott Technology Park (Scott Township), Glenmaura Corporate Center (Moosic), Mt. Pleasant Corporate Center (Scranton) and land holdings in Archbald and Benton Township offer a wide variety of options for industrial and economic development investments.

Companies are finding these areas within Lackawanna County attractive for business growth due to proximity to major markets, prime real estate for purchase or lease, and attractive incentives to support business growth and investment. Available programs include Keystone Opportunity Zones, LERTA, Keystone Innovation Zones and the newly designated Federal Economic Opportunity Zones.

Looking to the future, the Chamber is working to expand our Skills in Scranton workforce development programming. Focused on five growing industry sectors, -Logistics and Transportation, Building and Construction, Business Services, Advanced Manufacturing and Healthcare, this Business-Education partnership is working to undertake tangible, industry-driven efforts that impact regional workforce needs. These partnerships are bringing awareness of current and future job opportunities to both secondary and post-secondary classrooms - through internships, job shadowing, community awareness and partner collaborations, to build a healthy workforce and business ecosystem.

Now, more than ever is the time to be look toward Lackawanna County. We are here to provide leadership and support to grow your business. To learn more about how the Greater Scranton Chamber of Commerce can help you contact us today at 570-342-7711 or visit us on the web at www.scrantonchamber.com.

Bob Durkin is the president of the Greater Scranton Chamber of Commerce.

Chamber

From page 3

View Business Park and the recently completed Valley View Professional Plaza.

The business park has earned the Keystone Opportunity Expansion Zone (KOEZ) designation from the state of Pennsylvania, which allows eligible tenants to be exempt from state and local business taxes through 2024, depending upon the site designation. Tenants at the park currently include TMG Health, McLane Co., LBP and Cardinal LG.

The Pennsylvania Economic Development Association (PEDA) recognized SLIBCO as the Economic Development Large Agency of the Year in 2016. The award recognized the organization's accomplishments in economic development, business attraction and growth related to the announcement and completion of 22 projects in Lackawanna County during 2015 and 2016.

Those projects resulted in the creation or retention of 2,140 jobs, including 1,100 construction jobs, as well as a total community investment of more than $1.25 billion. SLIBCO also received the award in 1994 and 1998.

Areas of greater Scranton that have experienced the most growth in the past few years include the downtown core, suburban business parks with large parcels that can accommodate logistics companies with large footprints and older, single-tenant buildings in the city that are being purchased by manufacturing end-users.

"As a whole, greater Scranton has seen tremendous growth recently, no one specific location stands out," says Luyster.

Luyster is bullish on the future growth of Scranton's industrial market. Over the next five to 10 years, she expects to see the additional adaptive reuse of vacant properties in the downtown core, the redevelopment of entire city blocks in the center of the city and the repurposing of land for additional developments to accommodate large projects.

"There's as much growth here in the past five years as I've ever seen," says Luyster. "It's a prime time to be looking in northeastern Pennsylvania, and specifically Scranton. We are open for business and we'll help in any way to bring jobs and investment here."

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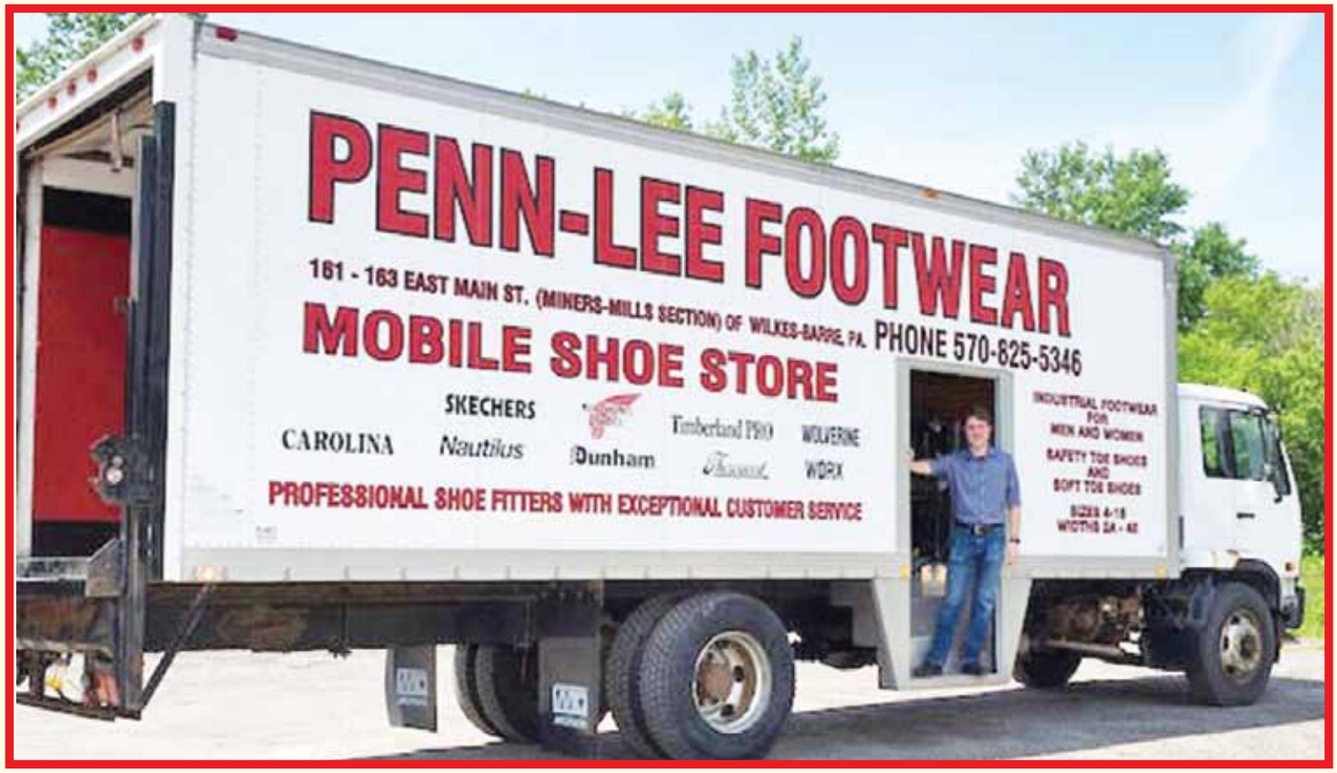

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Small Business Internship Fund launched

Greater Scranton Chamber of Commerce

Announcing the partnership, from left: Bob Durkin, President, The Greater Scranton Chamber of Commerce; Jerry Musheno, Chair, Skills In Scranton; Lisa Hall Zielinski, Director, The University of Scranton Small Business Development Center; Patrick Fricchione, Jr., Vice Chair/Chair Elect, The Greater Scranton Chamber of Commerce & President, Simplex Industries, Inc.

SCRANTON — The Greater Scranton Chamber of Commerce, in partnership with The University of Scranton's Small Business Development Center, has launched the Small Business Internship Fund, which seeks to place the area's best and brightest students in Chamber member businesses.

This program was funded by the business community through the sponsorship of the Chamber's 150th Anniversary Celebration.

"Quality, paid internships are a win-win for students and employers," said Bob Durkin, president, Greater Scranton Chamber of Commerce. "The students gain valuable experience and learn about professional opportunities right here in our region, and our businesses benefit from the unique skills of talented young scholars who will be the foundation of our future workforce."

Those wishing to participate in the program must be for-profit business members in good standing of the Greater Scranton Chamber of Commerce and meet the United States Small Business Administration Size standards. Students participating in the program must be residents of Lackawanna County or enrolled at a Chamber member college or university.

"We are delighted that the Chamber is being proactive in establishing this fund to help connect small businesses with college students in our region," said Lisa Hall Zielinski, director, the University of Scranton Small Business Development Center (SBDC). "Through our Small Business Internship Initiative, the SBDC will offer step-by-step guidance, information and tools so these entrepreneurs can grow their businesses with the help of student interns."

For more information, visit www.scrantonchamber.com/internship.

About The Greater Scranton Chamber of Commerce

The Greater Scranton Chamber of Commerce is a not-for-profit organization that works to improve the area's economic environment and quality of life by providing programs and services which stimulate economic growth, promote business prosperity and nurture educational opportunities. For more information about the Chamber, visit www.scrantonchamber.com.

About the Small Business Internship Initiative

Established by The University of Scranton Small Business Development Center (SBDC) in 2013, the Small Business Internship Initiative offers entrepreneurs the opportunity to grow their businesses with the help of local student interns, while providing students access to experiential learning close to campus. The SBDC provides confidential guidance to help clients determine whether hosting an intern is the right option along with assistance in preparing internship descriptions, guidance with conducting interviews and supervisory skills, and more. Internship opportunities are shared with Career Development partners and students at 11 regional colleges & universities and posted on smallbusinessinternships.com.

Founding partners include the University of Scranton Office of Community Relations, Lackawanna County Commissioners, the Greater Scranton Chamber of Commerce, The City of Scranton, Scranton Tomorrow and the Career Development Departments at Clarks Summit University, Johnson College, Keystone College, Lackawanna College, Marywood University, Penn State Scranton and The University of Scranton.

Scranton Chamber unveils renovations to Scranton Enterprise Center

Greater Scranton Chamber of Commerce

SCRANTON — The Greater Scranton Chamber of Commerce, along with affiliate organizations SLIBCO — Scranton Lackawanna Industrial Building Company — and The Scranton Plan, recently unveiled renovations to the Scranton Enterprise Center, 201 Lackawanna Ave., Scranton, during a ribbon cutting ceremony and open house celebration.

Built in 2003, the Scranton Enterprise Center houses clients of the Chamber's IGNITE Business Incubator Program. Renovations were undertaken in an effort to continue to attract new start-up businesses to the program, as well as to improve the building's efficacy for future business growth.

"The Greater Scranton Chamber of Commerce's IGNITE Program, is designed to help entrepreneurs succeed in today's business climate," said Bob Durkin, president, The Greater Scranton Chamber of Commerce. "Our goal with these recent building renovations is to create a work space where entrepreneurs can collaborate and have access to state-of-the-art technology."

The Scranton Enterprise Center is located at 201 Lackawanna Ave.

Recent renovations were made to the Scranton Enterprise Center in an effort to grow start-up businesses and create family-sustaining jobs in our community.

These renovations include the creation of an incubator lobby, a common-area kitchen, conference rooms and tenant suites, as well as private phone booths, shared co-working areas, state-of-the-art video conferencing equipment and bike racks and storage areas.

This project is a true public/private partnership that would not have been possible without the support of Gov. Tom Wolf, state Sen. John Blake, state Rep. Mike Carroll, state Rep. Marty Flynn, the late state Rep. Sid Michaels Kavulich and state Rep. Karen Boback.

Business incubator programs are designed to support the successful development of entrepreneurial companies through an array of business resources and services. Successful companies that were part of the Chamber's incubator programs include NetDriven, Bedrock Technology, Blackout Design and Iron Tree Data Networks, among others.

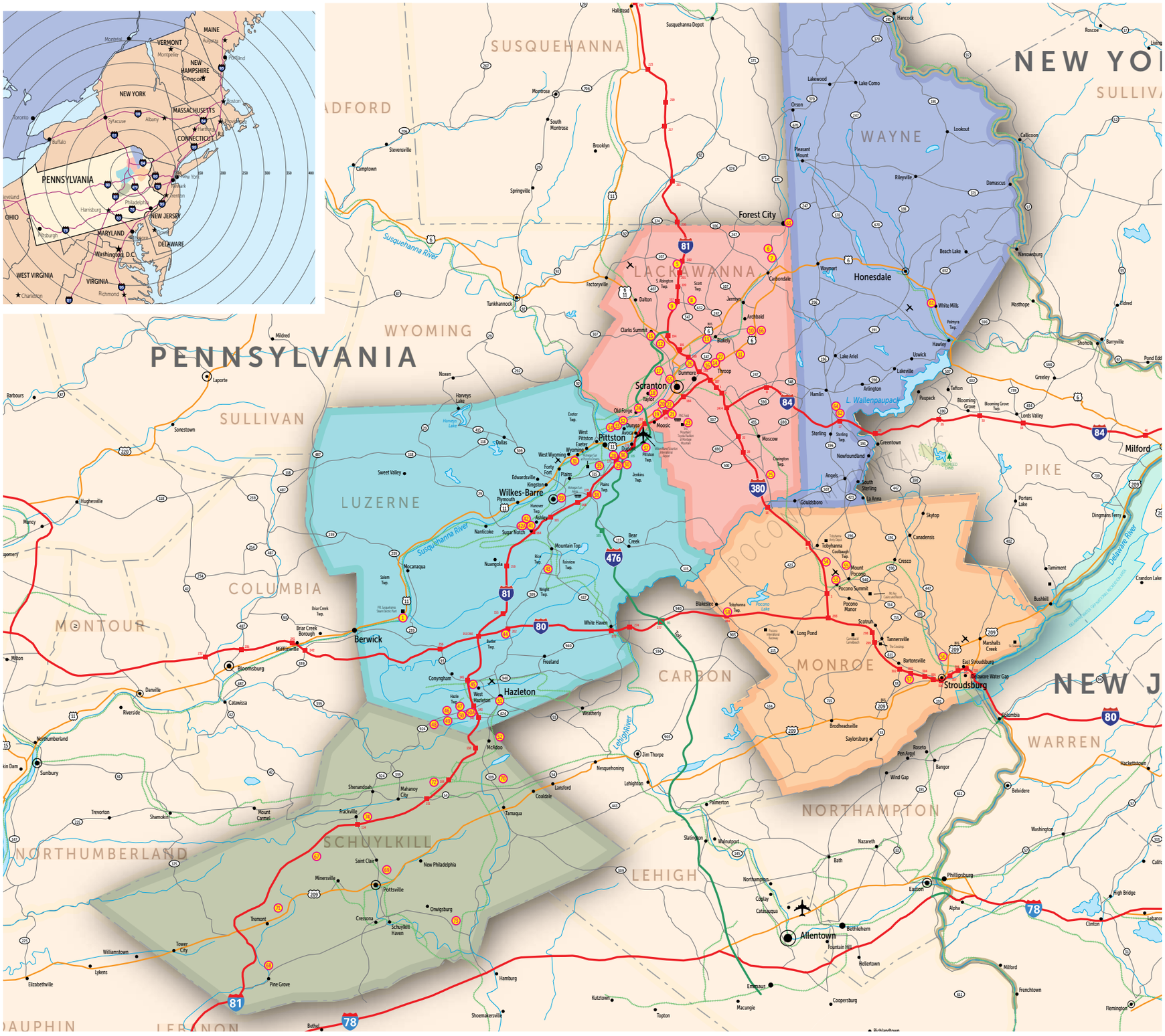
As part of The Greater Scranton Chamber of Commerce's efforts to promote business activity in the region, the Scranton Enterprise Center and The TekRidge Center, offer a number of services to start-up and expanding small business ventures in Northeastern Pennsylvania. Business incubator tenants have access to shared office services, a conference room , equipment, flexible leases and expandable office space.

"The Greater Scranton Chamber of Commerce's IGNITE Program, is designed to help entrepreneurs succeed in today's business climate. Our goal with these recent building renovations is to create a work space where entrepreneurs can collaborate and have access to state-of-the-art technology."

Bob Durkin
president, Greater Scranton Chamber of Commerce

For more information on locating a business at the Scranton Enterprise Center or to participate in the IGNITE program, visit www.scrantonplan.com.

LOCATIONS OF PENN'S NORTHEAST BUSINESS PARKS



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penn's northeast

Northeastern PA Real Estate Summit set for April 24

SCRANTON —Plans are underway for the 2nd annual Northeastern Pennsylvania Real Estate Summit hosted by Penn's Northeast.

Rachel Antosh
Guest Columnist

The event will feature commercial realtors, developers, builders and site selectors who will share their outlook on current and future real estate trends locally and nationally.

In addition, there will be a panel that will discuss the significance and opportunities within the new federal QOZ's or Qualified Opportunity Zones. Investments made by individuals through funds in these zones can defer or eliminate federal taxes on capital gains. There are numerous parcels in Northeastern PA that qualify, and panelists will share what you need to know.

Please mark your calendars for Wednesday, April 24th at the Hilton Scranton & Conference Center from 11:00am – 2:00pm. The event will include networking opportunities, lunch and presentations by the panelists. Additional details will be posted soon on the Penn's Northeast website at www.pennsnortheast.com

Times Leader file photo

Last year's summit drew a large crowd to Mohegan Sun Pocono in Plains Township

Last year, Penn's Northeast hosted the inaugural Northeastern Pennsylvania Real Estate Summit and was attended by nearly 200 business people,

Penn's Northeast President/CEO John Augustine welcomed the crowd and served as moderator for the various panels.

The forum focused on commercial, industrial and office markets, including the growing medical sector as well as downtown development, housing, retail and office.

"The region's nearest competitor is the Lehigh Valley, which is filling up, leaving Northeastern Pennsylvania as the next logical location," Augustine said. "A lot of companies are leaving the New York-New Jersey metro area due to costs. And we have seen an increase in international inquiries as well."

Driven by E-commerce and distribution, the region's industrial/commercial real estate market has become incredibly robust, Augustine said, and it's attracting tenants and developers from around the country and the world.

Penn's Northeast is a membership-based organization with a mission to 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.

This is done in part by promoting the region's assets to regional, national and international businesses. Focus is placed on the counties of Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne, as well the greater Berwick area.

Penn's Northeast was created through a joint effort of private business leaders, local utility companies, governments, economic development organizations and chambers of commerce to market the collective assets of Northeastern Pennsylvania and to facilitate the creation and retention of quality jobs. This is accomplished by providing site selection, labor and incentive financing assistance to businesses, real estate brokers, developers and site selection consultants.

For more information visit – www.pennsnortheast.com.

Rachel Antosh is the marketing director for Penn's Northeast.

Regional facts and figures offered at last year's forum

- The six-county region is home to nearly 900,000 residents.
- Northeastern PA is within a 1-day drive of almost a third of the U.S. population and a half of the Canadian market.
- The region's population has been growing since 2000.
- The region's average unemployment rate is 5.6 percent, typically higher than Pennsylvania and the nation, but a large decrease since the recession of 2009-2011.
- There are about 386,000 jobs in the six-county region. Two thirds of these are in Lackawanna and Luzerne Counties, with the remaining third located in Monroe, Pike, Schuylkill and Wayne.
- The largest industry in the region is health care, employing more than 65,000 workers; followed by retail (more than 48,000 workers) and manufacturing (more than 42,000).
- NEPA has 19 colleges and universities with more than 40,000 students.
- Warehousing and storage industry specifically has been growing at a rate of almost 5 percent per year. Within the region that industry added almost 6,600 new jobs in the last decade.
- Since 2000, more than 41 million square feet of industrial space has been leased.
- In 2017, 5.4 million square feet of industrial leases were signed.

Sheetz coming to Mount Pleasant Corporate Center

Greater Scranton Chamber of Commerce

SCRANTON — The Scranton Plan, the economic development marketing affiliate of The Greater Scranton Chamber of Commerce recently concluded a two-year site selection process resulting in the location of Sheetz to the Mount Pleasant Corporate Center in Scranton.

Working in conjunction with SLIBCO, The Scranton Lackawanna Industrial Building Company, Randmar Development LLC, the developer for Sheetz, broke ground this past July on Lot 1, a 1.76 acre commercial parcel.

Sheetz will construct a brand new, state of the art convenience store, consistent with a new design concept being developed throughout the northeast.

"The Chamber and SLIBCO leadership are pleased that Sheetz, a recognized leader in the commercial arena, has decided to grow their brand with the addition of a store in the Mount Pleasant Corporate Center within the heart of Scranton's central business district," said Chamber President Bob Durkin.

Development of Mount Pleasant Corporate Center began in 2008 with the acquisition of the former Mount Pleasant Breaker site by SLIBCO. Developed at the gateway to Downtown Scranton, the park features fully improved commercial and office sites and is currently home to two medical office buildings owned by Geisinger Health Systems, housing four companies, employing more than 200 people.

"This development will not only add to the appeal of the Mount Pleasant Corporate Center, but will contribute to the ongoing revitalization of Downtown Scranton," Durkin continued. "We expect that these continued efforts will work in getting additional businesses, developers and investors to consider Scranton in their site selection processes."

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Valley View, Jessup parks are thriving

Jim Cummings
Guest Columnist

JESSUP — The Valley View Business Park and the adjacent Jessup Small Business Center are among the premier locations along the I-81 Corridor for the development of Class A industrial, flex and office space.

These parks are growing because of their close proximity to I-81, I-84, and I-380, affordable real estate costs, tax incentives, and the ease with which tenants can recruit qualified labor. SLIBCO and The Scranton Plan have done a nice job positioning the parks for continued success.

Mericle has constructed two speculative flex buildings in Jessup Small Business Center and is finalizing plans to construct a flex building on a 14.57 acres site near the entrance to Valley View Business Park. The new flex building, which will also be constructed on speculation, will exceed 100,000 square feet and will be able to be divided in increments of 6,400 square feet.

See PARKS | 17

Banko North, one of the oldest family-owned wholesale beer distributors in Pennsylvania, relocated its Northeastern Pennsylvania operations to 1 Alberigi Drive in the fall of 2017.

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Keystone Business Center
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Mericle hopes to break ground in 2019 on a speculative flex building on this 14.57 acre site at 36 Valley View Drive in Valley View Business Park, Jessup Borough. Final plans are being developed but Mericle expects to construct between 100,000 square feet and 140,000 square feet on the site. The new building will be able to be subdivided and will accommodate a wide variety of businesses including manufacturing, distribution, office, and medical firms. It will become the 10th building to be constructed by Mericle on speculation in Lackawanna County.

Parks

From page 17

The building will feature an attractive front facade with many windows, ceiling heights in excess of 30 feet, loading doors to the rear, and abundant on-site car and trailer parking. The building will be able to accommodate a wide variety of tenant types.

We have constructed more than one dozen flex buildings throughout Northeastern Pennsylvania including five in Lackawanna County. Our tenants in those buildings include manufacturing, distribution, office, and medical firms. The unique design of our flex buildings makes them suitable for just about any type of company.

A company seeking a business park to house their operations typically goes through a multi-level site selection process that eventually leads them to a preferred location. Every company is different, and some site selection factors are more important to some than to others, but in general, there are a handful of key factors that determine which communities and which business parks are the most successful.

These include quick highway access, skilled labor availability, competitive labor costs, affordable real estate, an attractive quality of life, low corporate tax rates, and the availability of state and local incentives and tax abatements.

The Jessup Small Business Center and Valley View Business Park receive good grades in most of these categories, which is why Mericle has chosen to construct buildings on speculation there. I think we are going to see a lot of jobs created in these parks over the next five years.

Jim Cummings is vice president of marketing for Mericle Development.

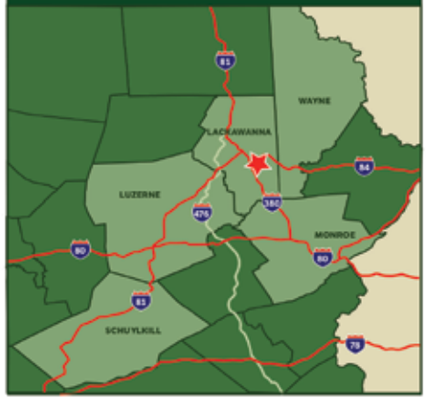
Mericle Commercial Real Estate Services developed on speculation and owns this 96,000 square foot multi-tenant flex building on 10.02 acres in the Jessup Small Business Center, Jessup Borough. The building houses three tenants – Banko North, SWG, Inc., and Harold Levinson Associates. Just over 15,000 square feet remain available for lease.

VALLEY VIEW BUSINESS PARK / ARCHBALD BUSINESS PARK
JESSUP SMALL BUSINESS CENTER

penn's northeast

LACKAWANNA COUNTY • ARCHBALD BOROUGH • JESSUP BOROUGH • PENNSYLVANIA

LOCATION



- KOZ Available (Expires 12/31/24)
- KOEZ Available (Expires 12/31/19)
- KOEZ Available (Expires 12/31/20)
- KOEZ Available (Expires 12/31/22)
- LERTA Available (10 Years)
- Available
- Wetlands
- Occupied
- Water Detention Basin

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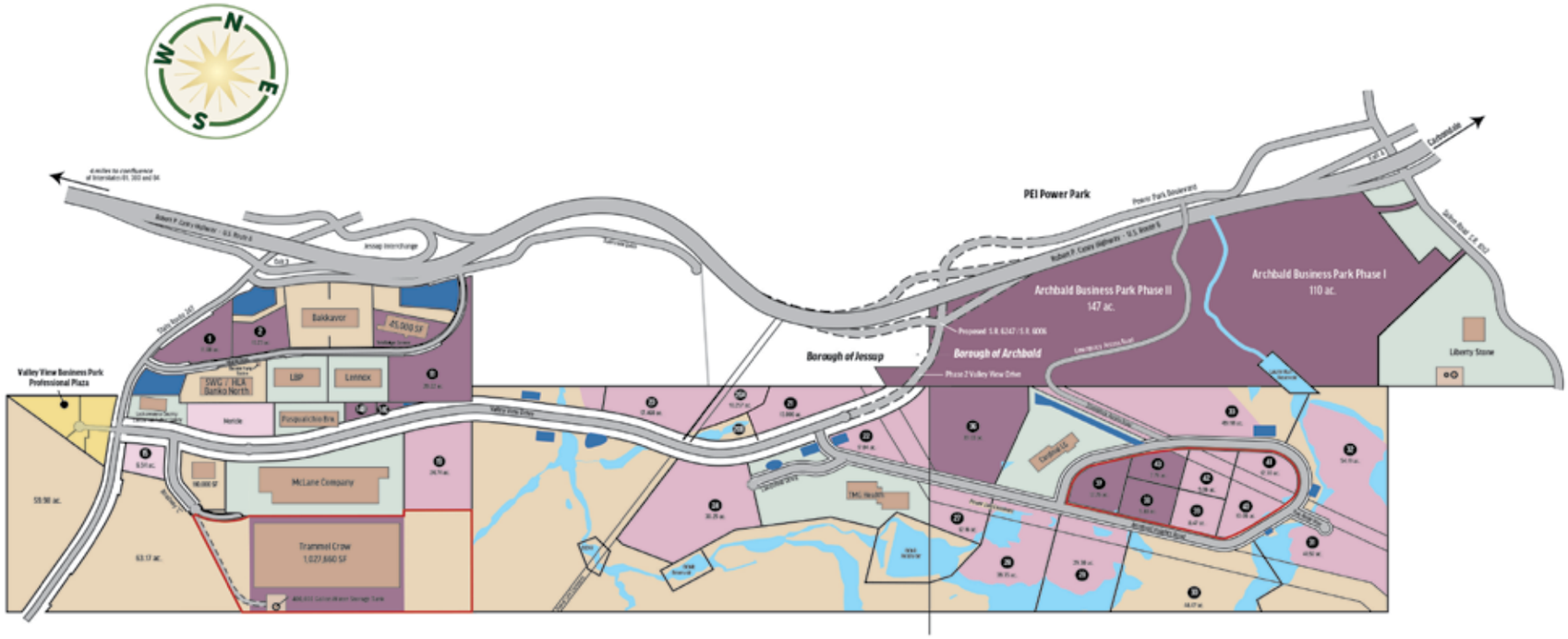

Lackawanna County Commissioner Laureen Cummings, Beverly Merkle, Lackawanna County Commissioner Patrick O'Malley, Bill Pasqualichio, Mike Pasqualichio, Mary Pasqualichio, Patrick Pasqualichio, Patrick Pasqualichio, Domnick Pasqualichio, Bob Durkin, President, Greater Scranton Chamber of Commerce, Sen. John Blake.

Pasqualichio Brothers Inc. breaks ground on facility

Greater Scranton Chamber of Commerce

JESSUP — Pasqualichio Brothers Inc. recently occupied their new facility in the Valley View Business Park in Jessup.

The company purchased the 4.91-acre parcel of land from the Scranton Lackawanna Industrial Building Company (SLIBCO) in October.

"After a long, exhaustive search, and with the invaluable assistance provided by SLIBCO and the Greater Scranton Chamber of Commerce throughout the process, we feel fortunate to have found the property in the Valley View Business Park."

Mike Pasqualichio
president, Pasqualichio Brothers Inc.

SLIBCO is the industrial development affiliate of the Greater Scranton Chamber of Commerce.

The company constructed a 40,000 square-foot office, manufacturing and warehouse facility in the Valley View Business Park, allowing it to expand its operations in addition to its Scranton facility. The expansion allows the company to retain 45 to 50 employees and create 10 to 15 new jobs over the next three years.

"After a long, exhaustive search, and with the invaluable assistance provided by SLIBCO and the Greater Scranton Chamber of Commerce throughout the process, we feel fortunate to have found the property in the Valley View Business Park," said Mike Pasqualichio, president, Pasqualichio Brothers Inc. "Pasqualichio Brothers Inc., began operations more than 37 years ago in downtown Scranton, and as a third-generation, family-owned and operated company, we are very excited to be able to stay in Lackawanna County to grow and expand our company."

Pasqualichio Brothers is a manufacturer and distributor of quality meat products based in downtown Scranton. The company was established in 1980 and began as a wholesale distribution

See FACILITY | 20

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Facility

From page 19

business specializing in the sale of fresh pork, poultry and beef to supermarkets in eastern Pennsylvania, New York and New Jersey.

Over time, the business has grown into an industry leader in the manufacturing of value-added meat products. Pasqualichio Brothers is also the producer of Butcher Van Gourmet meat products, which are sold on a national basis in major club stores, supermarkets, specialty retailers and grocery chains.

"The Chamber's economic development team is proud to have had the opportunity to work with Pasqualichio Brothers in selecting a site for their next manufacturing facility," said Bob Durkin, president of The Greater Scranton Chamber of Commerce and executive vice president of SLIBCO. "The Pasqualichio family has grown the business into a third-generation, family-owned and operated Lackawanna County employer. Their expansion into Valley View Business Park will allow them to achieve company growth for years to come."

Company history

An industry leader in the manufacturing of value added gourmet meats, Pasqualichio Brothers, Inc. is a company rich in both history and heritage. Integrity is the defining characteristic of a business built on decades of experience and determination intertwined with old fashioned hard work and family values that have been passed on from generation to generation.

This integrity originated in the mid 1920's when family patriarch, Dominick Iacobino, launched a successful meat market after immigrating from Italy to Scranton, Pennsylvania. Despite facing both financial and societal hardships, Dominick's entrepreneurial spirit lead him out of the coal mines as he built a reputation of honesty and set a standard of excellence that would be emulated by his children, grandchildren, and great-grandchildren.

Pasqualichio Brothers, Inc. first came into existence as a company in 1980, getting its start as four brothers rented cooler space from a warehouse located at Keyser Avenue in Scranton. The family utilized this facility for the distribution of meats including beef, pork, lamb, veal, and provisions while focusing their attention on sales and quality service.

Today, Pasqualichio Brothers, Inc. embraces the invaluable lessons learned from their predecessors, with an emphasis placed on work ethic and delivering only the highest quality gourmet meat products to their national and international partners. With seven sons now working directly with their fathers who have been entrenched in the industry for decades, Pasqualichio Brothers, Inc. is a family business that has built global relationships and continues to expand every day.

This expansion is present in all facets of the company as they continually develop new products utilizing the latest technologies and exciting flavor combinations, while focusing their efforts on the company's own Butcher Van Gourmet product offerings.

With USDA Federally inspected meat plant located in the heart of Scranton, Pennsylvania, Pasqualichio Brothers, Inc. remains an integral part of the community, contributing to their family legacy of opportunity, growth, and quality gourmet meat manufacturing.

"The Chamber's economic development team is proud to have had the opportunity to work with Pasqualichio Brothers in selecting a site for their next manufacturing facility."

Bob Durkin
President of The Greater Scranton Chamber of Commerce and executive vice president of SLIBCO

Architectural rendering of the new Cardinal Glass facility in Archbald.

Cardinal LG purchases land for new facility in Archbald

Greater Scranton Chamber of Commerce

ARCHBALD — Cardinal Laminated Glass, a division of Cardinal Glass Industries, purchased 30 acres from the Scranton Lackawanna Industrial Business Company (SLIBCO) for the construction of a new manufacturing facility in the Valley View Business Park in Archbald.

SLIBCO is the industrial development arm of the Greater Scranton Chamber of Commerce.

Cardinal Laminated Glass intends to move from its current 60,000 square foot leased space with 75 employees in the Jessup Small Business Center into a new 200,000 square foot facility.

This will allow the company to double production lines, in turn creating at least 60 new jobs in the region over the next three years, with a total project cost of more than $20 million in community investment.

"It is really gratifying when a company with a national standing like Cardinal Laminated Glass chooses to expand their business here in Lackawanna County," said Bob Durkin, president of the Greater Scranton Chamber of Commerce and executive vice president of SLIBCO. "We need to tip our hats to the current Cardinal employees, whose work ethic and productivity demonstrated to management that this is the place to grow their operation."

Every Cardinal Glass Industries facility is exclusive to the product it manufactures. As a strategic focus, typically no other Cardinal products are manufactured in the same facility.

In the current Jessup facility, as well as in the newly-planned Archbald facility, Cardinal will produce its laminated glass line, under the Cardinal Laminated Glass division.

In addition to Chamber efforts, participation from Sen. John Blake was instrumental in allowing for Cardinal Laminated Glass to expand their facility and continue operations in Lackawanna County.

Trammell Crow Company to deliver new Jessup facility

Greater Scranton Chamber of Commerce

JESSUP — Trammell Crow Company recently purchased, a 90 acre site in the Valley View Business Park from the Scranton Lackawanna Industrial Building Company (SLIBCO), for the construction of Valley View Trade Center, a new, one million square foot speculative distribution facility.

SLIBCO is the industrial development affiliate of the Greater Scranton Chamber of Commerce.

This land sale marks SLIBCO's largest since its creation.

"We are very pleased that a renowned developer like Trammell Crow Company has chosen to invest in our region — with our quality workforce, prime location and access to major markets — to create jobs and address the demands of the growing e-commerce industry," said Bob Durkin, president, the Greater Scranton Chamber of Commerce. "We thank Jessup Borough, Valley View School District and Lackawanna County for approving the LERTA tax abatement program in order to make this deal possible."

We are very pleased that a renowned developer like Trammell Crow Company has chosen to invest in our region — with our quality workforce, prime location and access to major markets — to create jobs and address the demands of the growing e-commerce industry. We thank Jessup Borough, Valley View School District and Lackawanna County for approving the LERTA tax abatement program in order to make this deal possible."

Bob Durkin
President, the Greater Scranton Chamber of Commerce

The state of the art building, which is scheduled to be completed 3Q 2019, will feature 40-foot clear height, 190-foot deep truck court with opposing trailer storage, ESFR fire protection, 311 trailer parking spots, 277 car parking and 159 dock positions, expandable to 209. The project will also provide economic and tax incentives, qualifying as a Keystone Opportunity Expansion Zone (KOEZ) and for the Local Economic Revitalization Tax Assistance (LERTA) program.

In addition, the project will serve as a Qualified Opportunity Zone (QOZ) to encourage long term investment in the area.

"We are pleased to be working on this exciting project in Jessup Borough," said Andrew Mele, Managing Director of Trammell Crow Company's NE Metro Business Unit. "In addition to best in class design quality, the project will enjoy proximity to a strong, vibrant labor force and a strategic location with access to over 80 million consumers within an overnight drive."

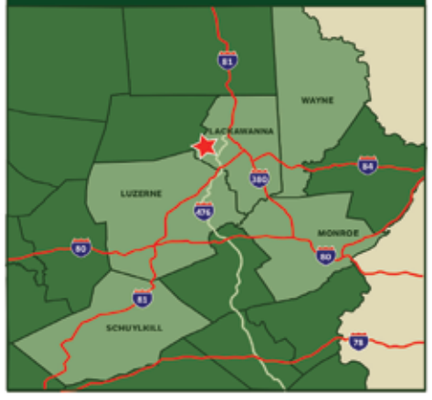
William Wolf, Max Wolf and Sean Bleiler with CBRE Allentown will handle the leasing and marketing of the project.

MOUNT PLEASANT CORPORATE CENTER

penn's northeast

CITY OF SCRANTON • LACKAWANNA COUNTY • PENNSYLVANIA

LOCATION



- *Available*
- *Occupied*
- *Buffer Area*

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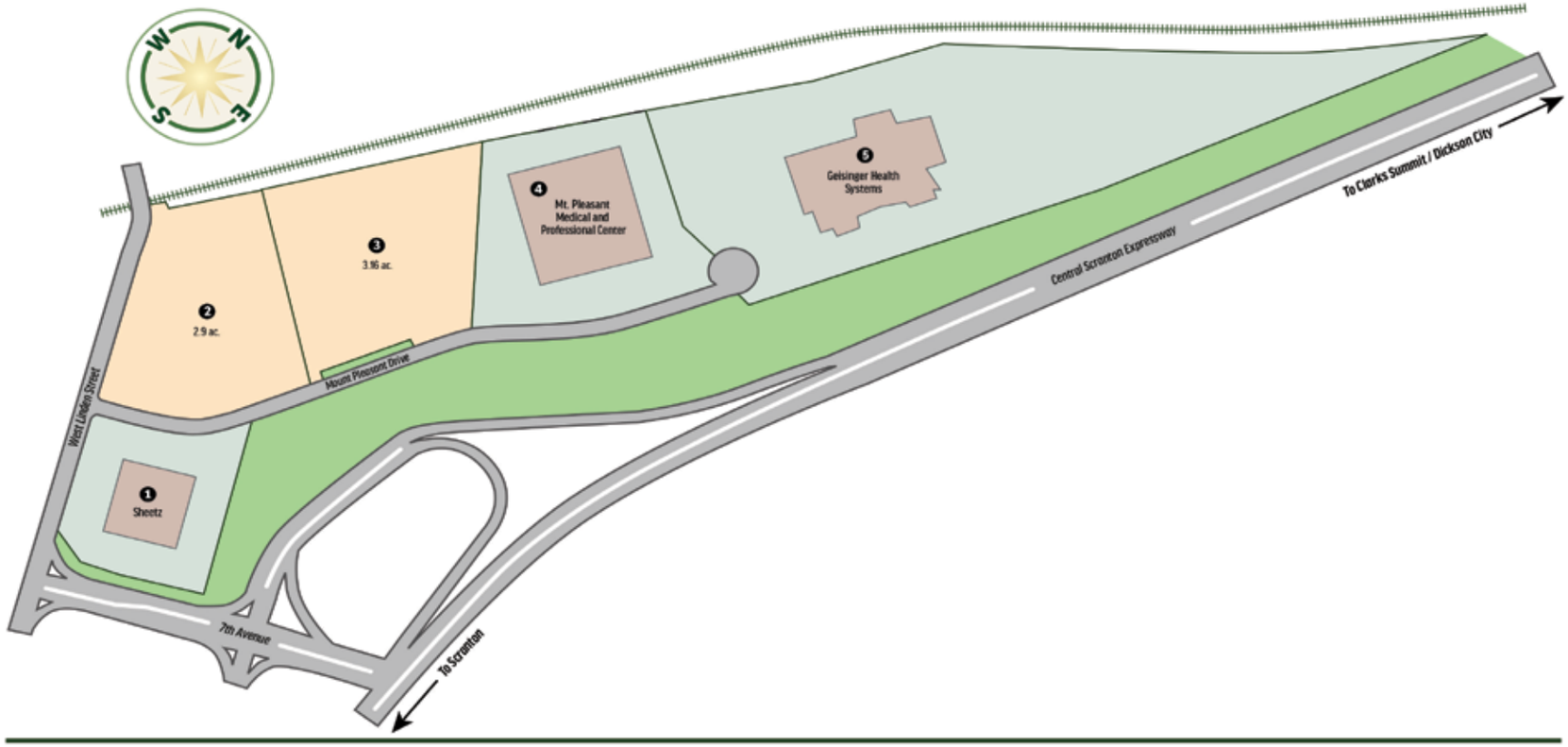
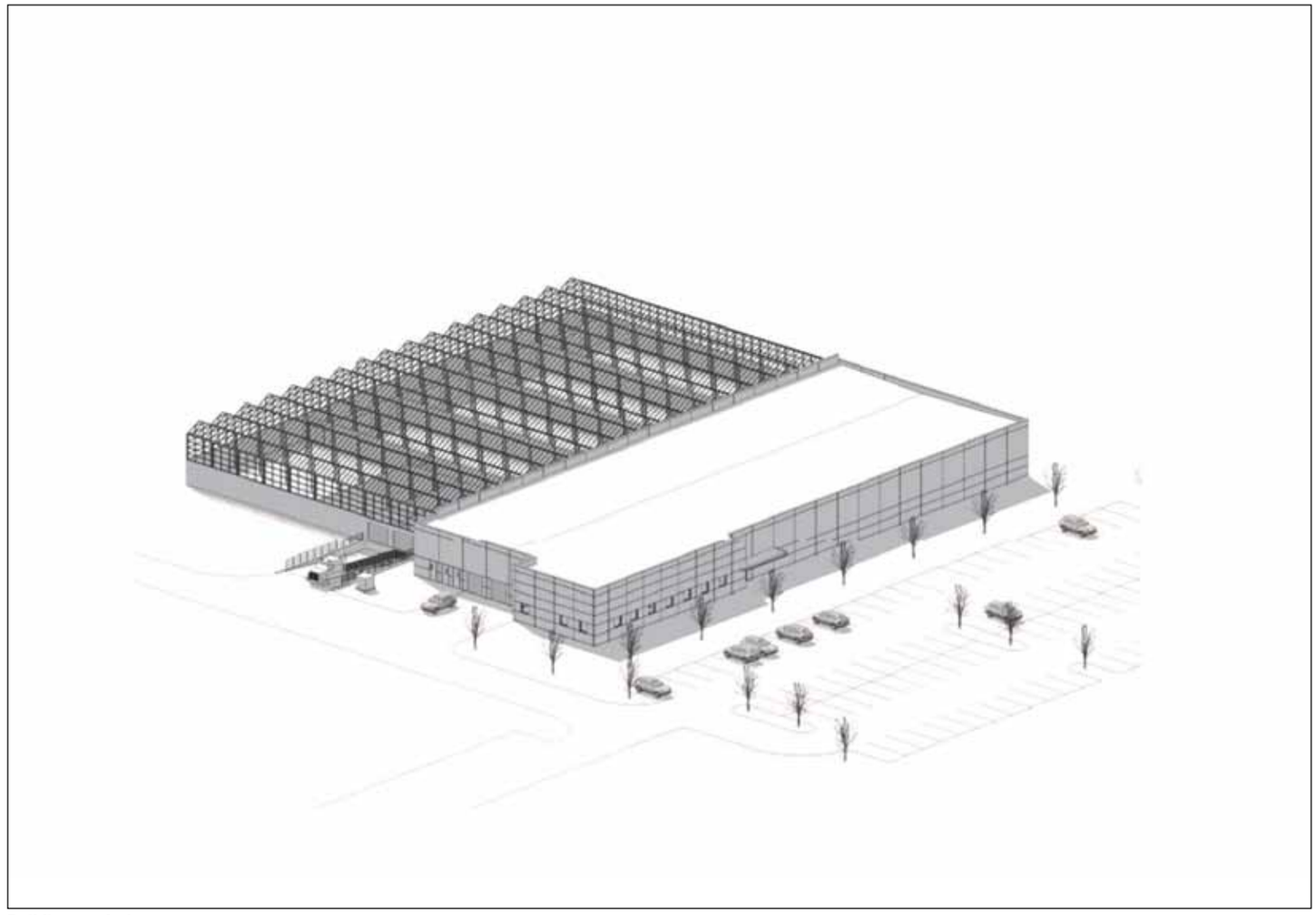


PharmaCann Penn Plant LLC purchases land in Scott Twp.

Greater Scranton Chamber of Commerce



Building rendering

SCOTT TWP. — PharmaCann Penn Plant LLC, a PharmaCann Company, has purchased 18.28 acres of land from SLIBCO, the Scranton Lackawanna Industrial Building Company.

The tract is located at Life Science Drive in the Scott Technology Park and will be used to construct a 36,000 square-foot, state-of-the-art pharmaceutical-grade medical marijuana growing and processing facility in accordance with Pennsylvania state regulations. PharmaCann Penn Plant LLC received a license in July 2018 during the second phase of the Pennsylvania Medical Marijuana program.

"The long-standing focus of the Scott Technology Park has been to nurture businesses at the cutting edge of their respective fields," said Bob Durkin, president, the Greater Scranton Chamber of Commerce. "PharmaCann is doing just that by employing a team of highly skilled professionals both attracted to and drawn from our local talent pool."

The Scott Technology Park currently has five buildings totaling 201, 520 square feet, with businesses employing 787 people. SLIBCO would like to thank Scott Township, the Lakeland School District and the Lackawanna County Commissioners for their assistance in extending the land's KOZ permit to 2024.

Founded in 2014, PharmaCann is the largest vertically-integrated and unified medical cannabis company, with four dispensaries and two cultivation facilities in Illinois, where it is the largest holder of medical cannabis licenses, and four dispensaries and one cultivation facility in New York, where it has been awarded the highest ranked license.

With more than 160 professionals, eight dispensaries and three cultivation sites, PharmaCann is focused on growth and pursuing emerging market opportunities every day, including researching opportunities in new states and for new licenses.

PharmaCann was purchased in 2018 by MedMen Enterprises, a publicly traded United States cannabis company, owning and operating 19 cannabis facilities in cultivation, manufacturing and retail.

About the Greater Scranton Chamber of Commerce

The Greater Scranton Chamber of Commerce is a not-for-profit organization that works to improve the area's economic environment and quality of life by providing programs and services which stimulate economic growth, promote business prosperity and nurture educational opportunities.

For more information about the Chamber, visit www.scrantonchamber.com.

About SLIBCO

The Industrial Development arm of The Greater Scranton Chamber of Commerce, consisting of The Scranton Lackawanna Industrial Building Company (SLIBCO), The Scranton Plan and the Lackawanna Industrial Fund Enterprise (LIFE) have spearheaded the development of 15 business parks, development of 20 million square feet, creating more than 42,000 jobs and a community investment of more than $1.9 billion to Northeastern Pennsylvania.

Attending the announcement, from left: Ken Okrepkie, Ben Franklin Technology Partners of Northeastern Pennsylvania; Molly Lorenzen, Steve Chen, Crystal Windows & Doors; Thomas Chen, Crystal Windows & Doors; Bob Durkin, President, Greater Scranton Chamber of Commerce; Andy Skrip, Vice President, Greater Scranton Chamber of Commerce.

Crystal Window & Door Systems purchases building in NEPA for production

Greater Scranton Chamber of Commerce

BENTON TWP. — National manufacturer Crystal Window & Door Systems, headquartered in New York, recently purchased a 226-acre property in northeast Pennsylvania on Oct. 1, 2015 to expand its production capabilities.

The property, which is comprised of a parcel of undeveloped land and a developed parcel with a 336,500-ft partially outfitted building, was purchased for $5 million.

"Crystal Windows' acquisition in Pennsylvania is the next step in our long history of expansion and growth," said Thomas Chen, Chairman and CEO for Crystal. "For 25 years, Crystal has provided quality products to the construction and fenestration industries, and once up and running, this new production facility will enable us to continue to serve our growing customer base across the nation for a long time to come."

The newly acquired property is located in Benton Township (with a small portion in Scott Township) in Pennsylvania, just north of Scranton , a mile from Interstate 81. Originally owned by Northrop Grumman and then by Owens-Corning, the property was partially but never fully outfitted for production operations. The facility was bought by The Wolfington Companies of King of Prussia, PA and its affiliates in 2003 and has not been further developed. Crystal Windows is looking to change that, and plans major interior renovation and outfitting for production and administrative spaces, as well as major equipment acquisition for a number of vinyl and aluminum window assembly processes.

"This is great news for the greater Scranton area and we are happy that another manufacturer is choosing to expand and create new jobs in Pennsylvania," said Pennsylvania Department of Community and Economic

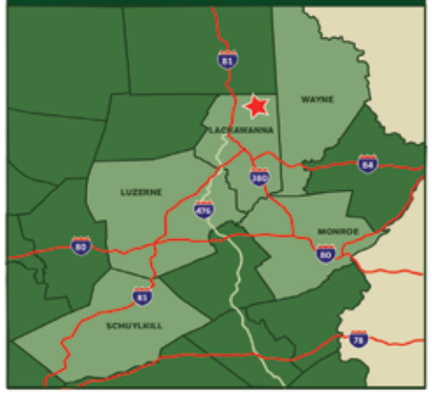
See PRODUCTION | 27

SCOTT TECHNOLOGY PARK

penn's northeast

SCOTT TOWNSHIP • LACKAWANNA COUNTY • PENNSYLVANIA

LOCATION



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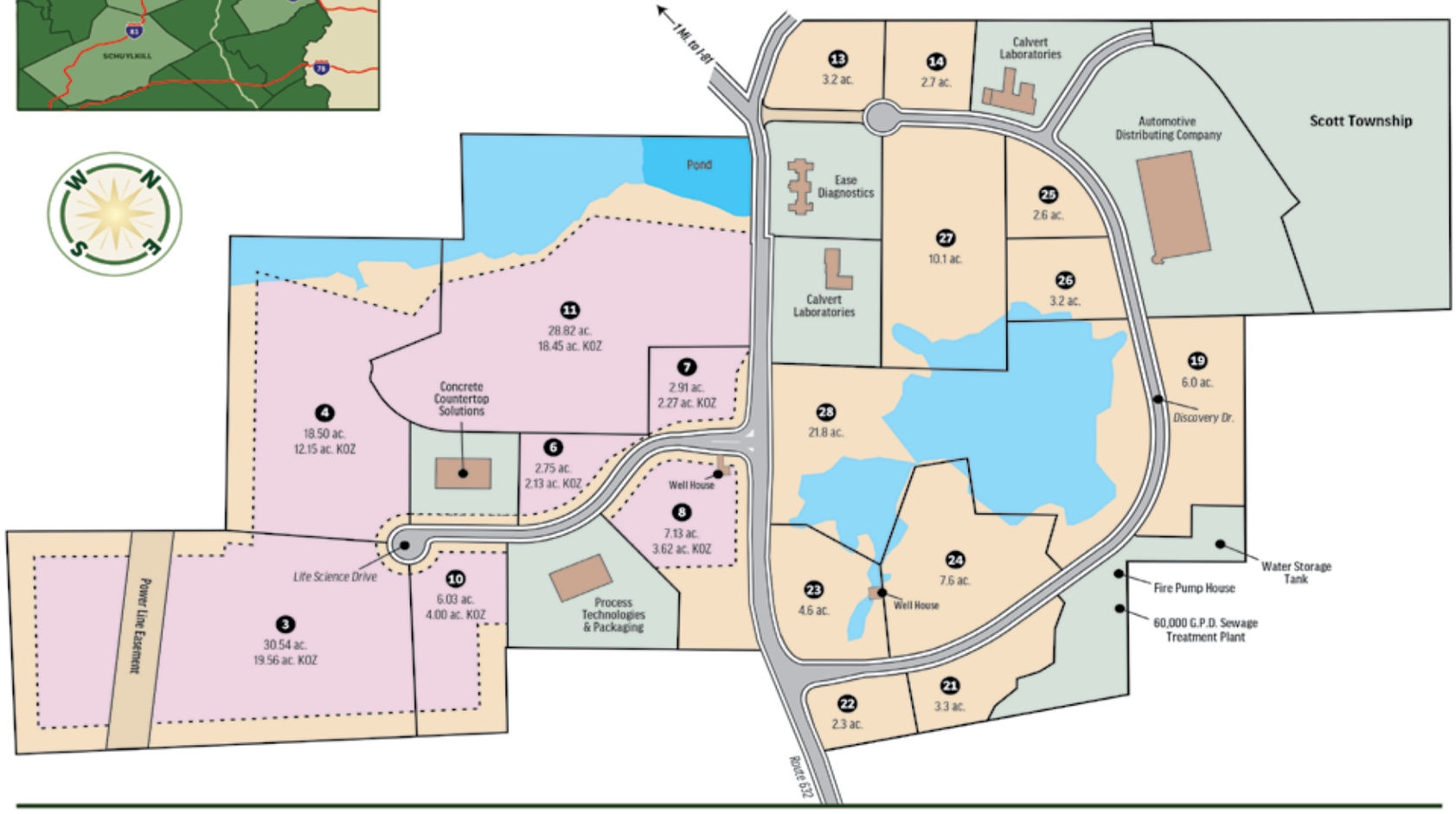

Production

From page 25

Development Secretary Dennis Davin. "Governor Wolf is committed to ensuring that we build a climate that attracts business and supports our manufacturers so that we continue to realize successes like today's announcement."

The company plans initial production of windows and the hiring of 30 to 50 workers to begin early next year. Employment will ramp up as production increases and is expected to exceed 300 when the factory reaches full capacity in a few years.

In the long term, further development of the property may result in even more hires. Crystal's chronology of significant expansion efforts since its startup in New York City in 1990 include an 85,000-ft Chicago factory in 1996, a large new 205,000-ft facility in Queens, NY in 2001, the 2003 acquisition of a 131,000-ft aluminum extrusion plant in Union, MO and the launch of a 116,000-ft Riverside, CA manufacturing operation in 2012.

With the latest acquisition in Pennsylvania, the manufacturing footprint of Crystal Window & Door Systems and its affiliates is approaching one million square feet. The company also operates sales and distribution offices in New York, Chicago, Cleveland, St. Louis and Southern California.

With over 500 employees nationally, Crystal distributes products in over 40 states and the company is ranked among the top 35 window and door manufacturers in North America.

Crystal has worked closely with The Greater Scranton Chamber of Commerce for almost two years to identify opportunities in the region, to facilitate important introductions, and to iron out the details of this specific project.

"I would like to thank everyone at the Chamber for all their hard work in bringing this purchase to fruition," Chen said. "I'd like to particularly recognize Chamber President Robert Durkin, and his economic development experts Andy Skrip and Molly Lorenzen for their professionalism."

The real estate broker representatives for the deal were Kim Meincke and Ruth Wang of Jones Lang Lasalle (JLL).

Law firms representing the buyer were Hourigan, Kluger & Quinn of Wilkes-Barre and Scranton, PA and the O'Brien Law Group of Susquehanna PA.

Law firms Silverang, Donohoe, Rosenzweig & Haltzman of St. Davids, PA and Hamburg, Rubin, Mullin, Maxwell & Lupin of Lansdale, PA represented the seller.

Financing for the acquisition is provided by Webster Bank.

Site inspections, legal and engineering reviews, and property appraisals have been conducted by several local and regional Pennsylvania firms.

"We are excited to expand in Northeast Pennsylvania," Chen said. "We know the potential for further manufacturing expansion here is terrific. As we develop this new facility and expand our production operations, we will not only need new workers but also a wide variety of services and materials from regional Pennsylvania suppliers.

"We're looking forward to being an important part of the community."

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Services within Hazleton incubator help local business organize and grow

Submitted by CAN DO

With the use of several services offered through the CAN BE program, Candelles, a handmade soy candle company located in the CAN BE Innovation Center within Valmont Industrial Park, has tripled the size of its production, distribution and storage facility just 15 months after moving in.

Candelles, which Kelley Major and C.J. Graaf founded in 2013 out of their kitchen, originally occupied 860 square feet of space when moving its operations to CAN BE in November of 2017. Over the past 15 months, the company has tripled the amount of space it occupies within the facility which now includes a loading dock as well. The expansion has allowed Candelles to organize its inventory and operations. The additional space gave the company room to add several tables for workspace and additional shelving and storage racks.

Now that it has access to the loading dock, Candelles has been able to streamline its operations and save time and business expense. Major and Graaf said that, prior to the expansion, the pair had to make multiple trips a week to Lancaster and load up their SUV with boxes of wax flakes and jars and personally drive the supplies back to Hazleton. With the loading dock, the supplies can now be delivered right to the facility plus the company can use the dock to send out large wholesale shipments to its distributors and get a bulk shipping price on the orders.

Cabin Getaway is one of the many scents of candles produced by Candelles.

In addition to the extra manufacturing and distribution space, Candelles capitalized on business development services, including financial planning, business mentoring, networking opportunities and partnerships, to help organize its business operations.

"We were able to get matched up with (accountant) Fred Blasé, who used to be a tenant here, and he's been one of our biggest assets," Major said. "He's helped us a lot with the financial aspects of our business and these are things that, as a start-up, you're not so skilled at."

As a CAN BE client, Major and Graaf were also able to network with business owners whose companies are located throughout CAN DO's parks. Graaf said they met with

Greg Fox, CEO of Best Cigar Prices in the CAN DO Corporate Center, toured his facility and learned about the employment management, warehousing and shipping operations the company uses for their thriving cigar company.

Graaf added that interacting with new business owners entering CAN BE is one of the advantages to operating their business in

See GROW | 31

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Homemade soy candle company Candelles has tripled the size of its production, distribution and storage facility just 15 months after moving in to the CAN BE Innovation Center by using several services offered through the CAN BE program. Pictured are Candelles staff members, from left: Kelley Major, Tabitha Sushko and C.J. Graaf.

Grow

From page 29

the building.

Major said the duo has received valuable business mentorship advice, including being connected to a potential investor, as part of the business development services that CAN BE offers to its clients. CAN DO Coordinator of Entrepreneurial Services Jocelyn Sterenchock, who oversees the CAN BE Innovation Center, has been another valuable advisor for Candelles. Major said Sterenchock is always there to help even outside of normal business hours.

"She's definitely passionate about everything and very dedicated to everyone," Major said. "She's always opening other doors for us. She's the one who introduced us to Greg Fox and Fred Blasé and connected us with Wilkes-Barre PITCH for potential investor seed money."

Less than two years after moving into CAN BE, Candelles is outgrowing the space and hopes to eventually successfully graduate from the incubator into a permanent location. Major said that in just a short time at CAN BE, she feels like Candelles has grown into a real company.

"Coming into this (business), we always said 'fake it until you make it' and now we feel like we are a real business and we have that confidence that we're a real business."

The primary mission of the CAN BE Innovation Center is to foster entrepreneurship and new venture development in the Hazleton area, leading to business expansion and diversity. Whether you are launching a new business, expanding a small home-based business or creating a spin-off venture from an existing business, CAN BE can help.

Conveniently located within the Valmont Industrial Park, at 103 Rotary Drive in West Hazleton, the CAN BE Innovation Center offers the facilities and support services, including business development, financial and legal services, that are necessary and useful to entrepreneurs who are seeking to develop a business in the Hazleton area.

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