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THURSDAY, AUGUST 29, 2019


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Trammell Crow Company Breaks Ground in Jessup



Trammell Crow Company

Trammell Crow Company broke ground on a 90.05-acre parcel of land in the Valley View Business Park that it purchased from the Scranton Lackawanna Industrial Building Company (SLIBCO) in late 2018 for the construction of a new one-million-square-foot speculative distribution facility. SLIBCO is the industrial development affiliate of the Greater Scranton Chamber of Commerce.

*...quality
workforce,
prime location,
and access to
major markets...*

"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."

Contact the Scranton Plan at (570) 342-7711 to learn more about leasing space in Lackawanna County.

Founded in 1948, Trammell Crow Company is the largest commercial real estate developer in the United States and has developed or acquired more than 2,700 buildings totaling 590 million square feet with a value of more than \$65 billion. With professionals in 16 major U.S. cities, Trammell Crow Company serves occupiers and investors in office, industrial, retail, healthcare, mixed-use, and multi-family residential properties.



EDUCATORS IN THE WORKPLACE:

Bridging the Gap Between Education and Business

Offered through a collaboration between Skills in Scranton and the Lackawanna County Workforce Development Board, the Educators in the Workplace program seeks to align and connect business and industry leaders with local school districts, the career and technical center and the local intermediate unit.

Educators in the Workplace provides Lackawanna County educators with a week-long industry immersion experience in one of four industry specific cohorts. Educators will get a sneak peek inside a Lackawanna County company or organization.

Educators play an important role in connecting students of all ages to the world of work. The Chamber's role is to provide opportunities and resources to strengthen an educator's ability to guide students in making informed career and education decisions.



IMMERSION EXPERIENCES WITHIN LACKAWANNA COUNTY'S LEADING AND EMERGING INDUSTRIES INCLUDE:

- LOGISTICS & TRANSPORTATION
- ADVANCED MANUFACTURING
- HEALTH CARE
- CONSTRUCTION AND TRADES

FOR BUSINESSES

Businesses can gain a better understanding of what is being taught in the classroom and gain valuable insight from experienced teachers. Educators can gain a more robust understanding of the technical skills, behaviors and mindsets students need to be successful in today's professional environment. The Educators in the Workplace experience seeks to ensure K-12 students are being taught the essential knowledge and skills, as well as guidance to prepare them for the workplace of today and tomorrow.



WHO CAN APPLY?

- TEACHERS FROM KINDERGARTEN TO 12TH GRADE
- GUIDANCE COUNSELORS
- ADMINISTRATORS
- CAREER & TECHNICAL EDUCATION INSTRUCTORS

SUBMIT AN APPLICATION TODAY!

Visit www.scrantonchamber.com/educator or call (570) 342-7711 for more information!



Scranton LERTA Ordinance Approved

Through the work of SLIBCO (Scranton Lackawanna Industrial Building Company) and The Scranton Plan, The Greater Scranton Chamber of Commerce has successfully worked with the City of Scranton, the Scranton School District, and Lackawanna County to approve a LERTA (Local Economic Revitalization Tax Assistance) ordinance for the city.

"Incentives like LERTA can drive investment in land and buildings, resulting in jobs and, in the long run, an expanded tax base to support local governments," said Bob Durkin, president, The Greater Scranton Chamber of Commerce.

LERTA is a tax abatement program, passed by the Commonwealth of Pennsylvania in 1977, that incentivizes property investment and redevelopment of difficult or undesirable properties.

A LERTA ordinance can offer abatement of taxes that would otherwise be assessed on qualifying new construction and/or improvements to qualifying existing buildings, resulting in an increased assessment value. The owner of the qualifying property can delay paying the taxes that would be assessed due to the new construction/improvement for a period of up to 10 years, depending upon the time frame set forth in the local ordinance.

To determine whether a project would qualify for LERTA, contact Jessica Eskra, solicitor for the City of Scranton, at (570) 348-4105.



City of Scranton LERTA:

- 100% tax abatement
- 10-year term

Eligible properties:

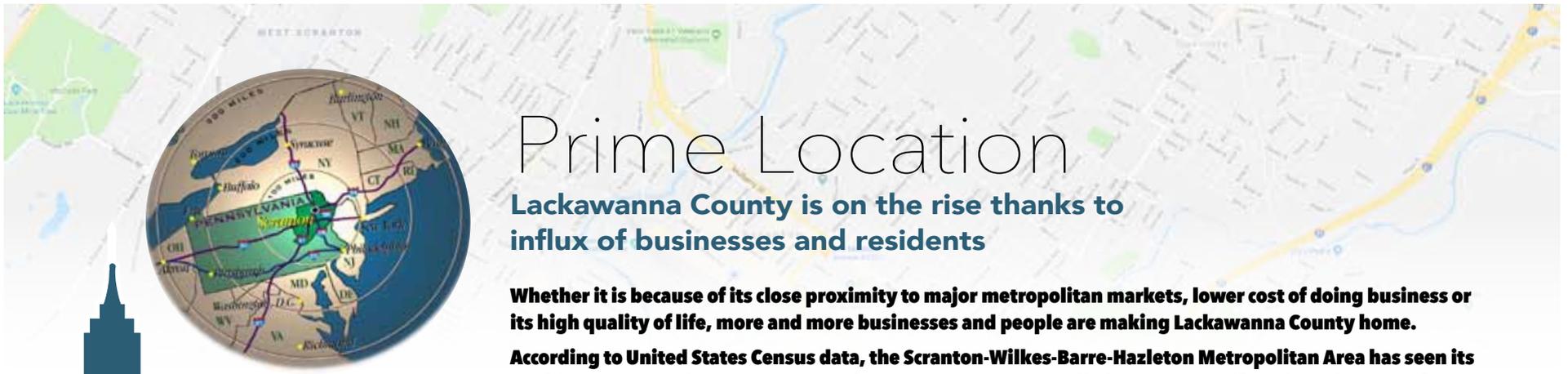
- Commercial
- Industrial
- Residential



NORTHPOINT DEVELOPMENT PURCHASES LAND IN JESSUP

NorthPoint Development has purchased 70.22 acres of land in the Valley View Business Park from the Scranton Lackawanna Industrial Building Company (SLIBCO) for the construction of a new one-million-square-foot speculative distribution facility. SLIBCO is the industrial development affiliate of the Greater Scranton Chamber of Commerce.

The NorthPoint building will be available for lease in Spring 2020. Contact The Scranton Plan at (570) 342-7711 to learn more.



Prime Location

Lackawanna County is on the rise thanks to influx of businesses and residents

Whether it is because of its close proximity to major metropolitan markets, lower cost of doing business or its high quality of life, more and more businesses and people are making Lackawanna County home.

According to United States Census data, the Scranton-Wilkes-Barre-Hazleton Metropolitan Area has seen its workforce increase by 3.2 percent. Lackawanna County especially has seen an influx of residents, with 2.2 percent of newcomers originally hailing from other states, including the New York Metropolitan Area.

What makes Lackawanna County a viable location to live and work? The response to that question could be just as varied as the types of businesses choosing to locate here.

2.2%

OF NEW LACKAWANNA COUNTY RESIDENTS COME FROM OTHER STATES



+ 130 JOBS

This past summer, Socafé purchased the former Grove Textiles building in Dunmore Borough, making it their corporate headquarters and bringing 130 jobs to the region. Founded in 1987 and originally based in Newark, N.J., Socafe provides the coffee roasting industry with quality coffee and machinery, as well as the branding, packaging and distribution of single serve pods to thousands of retail stores across the nation and dozens of online outlets. It also manufactures single serve coffee for its own brands, as well as existing customer brands, while offering private label brands for other roasters and retail chains.

"For our company, the reasons why we relocated to Lackawanna County were multipronged," said Joseph Fernandes III, vice president of Socafe. "The cost of utilities is much lower and the workforce is hardworking and productive. Together with a lower tax rate and a very pro-business atmosphere, our new location opens us up to raw materials that we didn't have before. In addition, we found the lower shipping rate to distribute our products is positioning us as more competitive to clients."



3.2%

WORKFORCE INCREASE



Simon Roozrokh, chief executive of Select Products Holdings LLC, Long Island, invested in Lackawanna County by purchasing a building in Vandling, where it will produce its own line of commercial tissue products, and branded labels for companies such as Redner's Markets, Big Lots and Cascade.

"Our new location will serve as our manufacturing hub, providing efficient service and distribution of our product lines to our network along the East Coast," Mr. Roozrokh said. "The business assistance provided by The Greater Scranton Chamber of Commerce made for a smooth transition into the community and we are excited to call Northeastern Pennsylvania home."

"...we are excited to call Northeastern Pennsylvania home."



Pennsylvania Medical Solutions Locates in Scranton



Scranton is the first municipality in Lackawanna County to host a medical marijuana pharmaceutical enterprise, according to the Pennsylvania Department of Health.

When the department's Office of Medical Marijuana announced its first growing/processing permits, Pennsylvania Medical Solutions LLC was among the first 12 recipients. Its facility is located on Rosanna Avenue, in Scranton's Green Ridge section, and employs approximately 30 people. Pennsylvania Medical Solutions' parent company is Vireo Health, which has subsidiaries in New York and Minnesota. A physician-led company, Vireo Health both cultivates and manufactures pharmaceutical-grade marijuana. Vireo Health is a member of The Greater Scranton Chamber of Commerce.

"Clearly we are entering a new age with respect to the emerging Medical Marijuana industry," said Bob Durkin, president, The Greater Scranton Chamber of Commerce. "We are pleased that a respected organization like Pennsylvania Medical Solutions has chosen to establish this operation - with its quality jobs and commitment to community, right here in Scranton."



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**NEARLY
 100 NEW
 WORKERS**

For Flushing, New York-based Crystal Window and Door Systems, its expansion into Benton Township happened because of its location.

"There is nothing in the New York Metro area that matches the scale of our new 226-acre, 336,000 sq. ft. facility in Benton Township," said Steve Chen, chief operating officer of Crystal Window and Door Systems. **"Our plant in Northeast Pennsylvania has great access to highways so we can move products to market easily. Round trip to New York City, Philadelphia, upstate New York, and other major metropolitan areas in one day is very manageable."**

"Operating costs, construction costs, energy costs, and regulatory costs are also significantly less in Northeast Pennsylvania," he continued. "The supportive business economic development climate focused on manufacturing has made it easy to start up and expand. The outstanding labor pool demonstrates strong work ethics, experience, education, and skills, and we are pleased to have added nearly 100 new local workers in the past two years."

"Operating costs, construction costs, energy costs, and regulatory costs are also significantly less in Northeast Pennsylvania,"

The Chamber expects this trend to continue due to changes in both New York and New Jersey minimum wage laws and an increasingly favorable business climate in northeast Pennsylvania.

The Greater Scranton region's pro-business climate, complemented by our competitive business costs, quality of life and ample labor supply are the factors putting us at the forefront of the site selection evaluation. Our region can continue to attract outside businesses by remaining adaptable and innovative in producing a strong workforce.

The Chamber remains committed to its mission of attracting, sustaining and growing jobs in northeast Pennsylvania, and actively recruits businesses to locate in this region. For more information, visit www.scrantonplan.com.



A Helping Hand

Chamber's financing programs help fuel business growth



Whether you are looking to start or sustain your business, the Chamber and its affiliates, MetroAction and The Scranton Plan, have access to a wide variety of financing programs and loans for businesses of all sizes, from start-up to supersized!

MetroAction, the Chamber's small business affiliate, specializes in providing term loans up to \$100,000 to start-up and expanding businesses. The loan program offers flexible requirements as it pertains to credit, collateral requirements and credit scores. In addition, MetroAction can partner with a local bank or lending institution to provide a complete loan package.

"The support we have received from MetroAction over the years has been unlike any other. While applying for financing can be quite intimidating, all of the staff at MetroAction made the entire process easy and they have cheered us on along the way. I like to think of MetroAction as more of a partner than lender and greatly appreciate everything they have done for us," Amanda Kuhn, Smart Blonde Creative.

MetroAction is one of the only non-profit organizations in northeastern Pennsylvania authorized to provide microloans to small businesses through the U.S. Small Business Administration (SBA) and through the U.S. Department of Agriculture (USDA). It is also certified by the United States Department of Treasury and accredited by the Commonwealth of Pennsylvania as a Community Development Financial Institution (CDFI).

"MetroAction believed in us," said Amy Ware of Learn and Grow Early Childhood Center. "The staff listened to us from the beginning and worked hard to make our dreams a reality."

SLIBCO, the Chamber's industrial development marketing arm, offers help with applications for PIDA and PEDFA loans for large-sized businesses.

The Pennsylvania Industrial Development Authority (PIDA) Loan Program provides low-interest loans and lines of credit for eligible businesses that commit to creating and retaining full-time jobs while expanding their business opportunities. The PIDA program

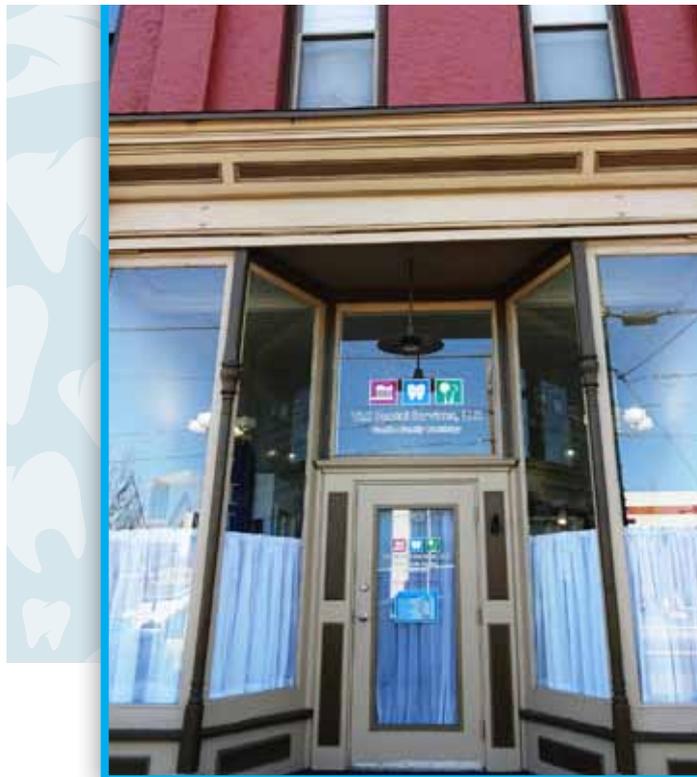
finances a portion of the total project cost and the maximum loan amount is \$2.25 million based on eligible project costs and location.

The Pennsylvania Economic Development Financing Authority (PEDFA) Loan Program provides taxable and non-taxable bonds that may be used to finance land, building, equipment, working capital and refinancing projects.

"We are extremely grateful for the assistance provided by the Chamber," said Dom Pasqualichio of Pasqualichio Brothers Inc. "Their continued support throughout the entire process of securing the financing from PIDA was much appreciated."

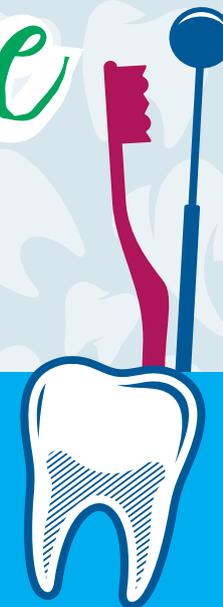


For more information on these programs, call The Chamber at (570) 342-7711.



Taking Care of the Community

TLC Dental fills void in
 Scranton's South Side



When a patient in a dire situation arrived at TLC Dental, owner and hygienist Tracy-Lyn Casey knew that she had to take action.

"He was told he would lose all of his teeth, but was so fearful about coming to this office," she recalled. "You wouldn't believe his smile now. He was the most challenging perio case I have ever done, and I am so proud of him."

It is this desire to go the extra mile for her patients that inspired Ms. Casey to take over the South Scranton-based practice. Since its opening in 2013, TLC Dental Services has grown to serve about 3,000 patients. Involved in every aspect of patient care, Ms. Casey works with a variety of insurances, including national and state, to help provide coverage to as many people as possible. The practice also maintains a diverse staff, including Spanish-speaking staff members to accommodate every patient and ensure effective communication.

"A lot of patients have had bad experiences at the dentist; they really need someone to hold their hand and walk them through the process," Ms. Casey said. "I am happy to be that person for them."

The practice includes four dentists on staff and because it is expanding so rapidly,

7 • The Greater Scranton Chamber of Commerce

Ms. Casey plans on expanding her offices starting next month. The expansion will include entering the space immediately next-door and adding three dental chairs, office space, and handicapped-accessible restrooms. The expansion is set for completion this fall.

"We have a lot of folks that come in who are in a desperate situation, in pain or missing teeth, and who have no confidence," Ms. Casey said. "I am here to help them ease their fears, work with their insurances, and

get them smiling again with the resources they have. This is an underserved location, and I am excited to be the one who gets to help give our patients the care they need and deserve."

For more information:

**TLC Dental | (570) 346-6966
 703 Cedar Avenue Scranton, PA**





GREATER SCRANTON CHAMBER OF COMMERCE AND UNIVERSITY OF SCRANTON LAUNCH SMALL BUSINESS INTERNSHIP FUND

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, The 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."

"Quality, paid internships are a win-win for students and employers."

Those wishing to participate in the program must be for-profit business members in good standing for at least one year 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 OR TO POST YOUR FALL INTERNSHIP OPPORTUNITIES, VISIT SCRANTONCHAMBER.COM/INTERNSHIP



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MISERICORDIA UNIVERSITY

MARYWOOD UNIVERSITY

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UNIVERSITY OF SCRANTON

WILKES UNIVERSITY

SCRANTON CHAMBER RENOVATES THE SCRANTON ENTERPRISE CENTER



The Greater Scranton Chamber of Commerce, along with affiliate organizations SLIBCO (Scranton Lackawanna Industrial Building Company) and The Scranton Plan, recently completed renovations to the Scranton Enterprise Center, 201 Lackawanna Ave., downtown Scranton.

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."

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 Governor 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 IGNITE programs include Net Driven, 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.



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





The Gateway to Scranton

SLIBCO brings new life to historic Scranton site

One of Scranton's historic properties has gotten an upgrade for modern times, thanks to efforts made by the Scranton Lackawanna Industrial Building Company (SLIBCO), the economic development arm of the Greater Scranton Chamber of Commerce.

The site of what is now the Mount Pleasant Corporate Center was acquired by SLIBCO in 2008, after it purchased the property from Keystone Concrete Block and Supply Co. While the site is now considered the "gateway" to the City of Scranton for travelers entering the city via the McDade Expressway, its origins date back to the late Nineteenth Century when it was home to the Mount Pleasant and Diamond coal breakers.

The development of the Mount Pleasant Corporate Center began as a \$7 million reclamation project revitalizing Scranton's gateway, incorporating five building lots on 23 areas. The Center itself is a master-planned business campus, offering commercial and office opportunities near Scranton's vibrant downtown area. Currently, the park is home to Geisinger Health Systems and Mount Pleasant Medical & Professional Center. A Sheetz gas station opened at the Center in early 2019.

"This project is a true public/private partnership by reclaiming a brown field site, thanks to funding available from federal, state, local and private sources," said Andy Skrip, vice president, The Greater Scranton Chamber of Commerce.

Strategically positioned along 7th Avenue and West Linden Street, park tenants enjoy ample parking, immediate highway access and corporate visibility from the McDade Expressway. One of Scranton's two main thoroughfares into the city, the McDade Expressway is traveled by more than 8,000 vehicles daily.

Mount Pleasant Corporate Center is located within a Keystone Innovation Zone (KIZ). For-profit businesses located within Mount Pleasant Corporate Center that are less than eight years old and operating within targeted industries are eligible for a tax credit through the KIZ program. This property is also eligible for tax exemption under the Pennsylvania Local Economic Revitalization Tax Assistance (LERTA) program.



Mount Pleasant Corporate Center Timeline

<p>Mount Pleasant Corporate Center planning begins</p>	<p>SLIBCO purchases land from Keystone Concrete Block and Supply Co. and development begins.</p>	<p>SLIBCO begins highway improvements on Seventh Avenue, including road widening, lane configurations, traffic light changes and intersection upgrades.</p>	<p>Geisinger Health Systems announces that it will locate to the Mount Pleasant Corporate Center.</p>	<p>Randmar purchases parcel for the construction of Sheetz.</p>	<p>Sheetz opens at Mount Pleasant Corporate Center.</p>
2004	2008	2010	2012	2019	
<p>2005 Groundbreaking ceremony held</p> 	<p>2009 Beacon Medical Real Estate purchases a 3.26-acre lot, constructs a two-story 30,000 square-foot office building</p> 	<p>2011 Valley Oral and Maxillofacial Surgery PC, Physicians Health Alliance, and LabCorp locate in the park.</p>	<p>2018 City ordinance granted for new sidewalks.</p> 	<p>New sidewalks installed thanks to collaborative efforts by the City of Scranton, Sheetz, Geisinger Health Systems and SLIBCO.</p>	

Engaged Executives

Leadership Lackawanna's Executive Program seeks to develop community leaders

LEADERSHIP LACKAWANNA

Affiliate of The Greater Scranton Chamber of Commerce

If you are new to your company, or new to your position, applying to Leadership Lackawanna's Executive Program will help you get engaged in the community, broaden your social network and increase your overall knowledge of the greater Scranton area.

Leadership Lackawanna, a 501(c)(3) charitable, nonprofit organization in northeastern Pennsylvania dedicated to community leadership and professional development, annually offers this program to public and private sector administrators and professionals in an executive level position who live or work in Lackawanna County. During their time in the program, participants will meet key business and community leaders as they receive

My experience in the Leadership Lackawanna Executive Program was very valuable on a professional level and very enjoyable on a personal one.

an overview of Lackawanna County's history and culture, economic and political structures, community events, civic groups, recreational activities and nonprofit organizations. Executive Program sessions are held one evening per week for five consecutive weeks at various locations and include cocktails and dinner.

"My experience in the Leadership Lackawanna Executive Program was very valuable on a professional level and very enjoyable on a personal one," said Tracy Brundage, president, Keystone College. "I was able to learn a great deal about our community, which has helped me tremendously in my role as president of Keystone College. I was also fortunate to meet many intelligent, dedicated and caring people. Participating in the program strengthened my belief that northeastern Pennsylvania is a great place to live and work."



Applications for this program will be available starting in August and can be accessed by visiting LeadershipLackawanna.com. Interested candidates should possess an interest in learning how Lackawanna County functions and a commitment to enhancing the area's economy and quality of life.

Established in 1982, Leadership Lackawanna has graduated more than 2,200 community leaders.



For more information about the Executive Program, or any program that Leadership Lackawanna offers, call Nicole Morrstell, Executive Director, at (570) 342-7711 or email nmorrstell@scrantonchamber.com.



The Chamber JOB BANK

**A RESOURCE
AT YOUR
FINGERTIPS!**

Did you know that Chamber member businesses are able to post jobs to our Job Bank? Or that job seekers can discover the latest jobs posted by our members?

The Chamber Job Bank is used by more than 500 people per week. The Chamber also offers a weekly email featuring the latest jobs posted to the bank, so job seekers can get the latest entries delivered straight to their inboxes, simplifying the job search process!

POST. APPLY. HIRE.

Chamber members can log onto our job bank at scrantonchamber.com to begin posting and applying!

Penn's Northeast announces record-breaking year

By Rachel Antosh Hawk
Marketing Director/Penn's Northeast

LONG POND — Penn's Northeast (PNE), Northeastern Pennsylvania's regional economic development agency, recently announced a record-

breaking year at their annual meeting. Held at Pocono Raceway, members, partners, site

selectors and brokers attended to share in the organization's success of the past year.

At the annual meeting, located in the new Pocono Mountains Activities and Welcome Center, attendees were part of a presentation that highlighted the amount of unique leads, prospect visits and new jobs that were created in Northeastern Pennsylvania.

In addition, PNE has expanded their regional approach by adding two new county partners — Pike and Columbia. New members and investors that have joined Penn's Northeast in the past year were also announced, bringing their total membership to its highest number since inception in 2002.

Planned events for the attendees included



Antosh Hawk

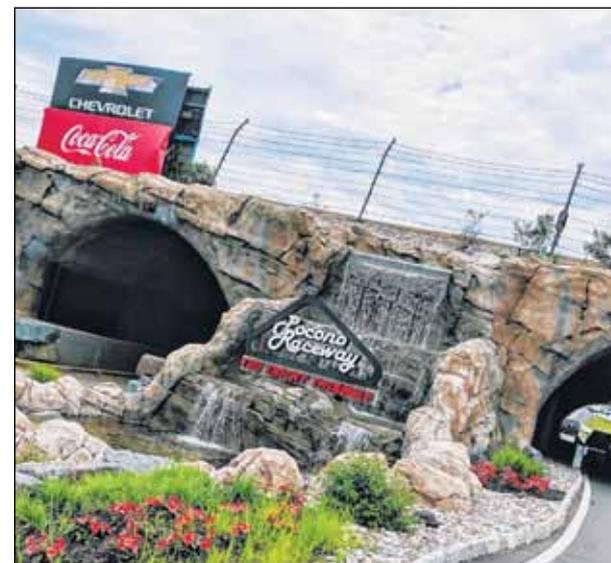


John Augustine, President/CEP of Penn's Northeast, during his presentation at Penn's Northeast's annual meeting at Pocono Raceway in Long Pond.

Submitted photo



Penn's Northeast held its annual meeting at Pocono Raceway in Long Pond.



a stock car ride experience with professional drivers on the Tricky Triangle and a skeet and sporting clay event at Sunset Hill Shooting Range.

Penn's Northeast serves as the single point of contact to assist brokers, site selectors and companies with all 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 PA 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 Columbia, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne Counties.

For more information about Penn's Northeast, or to view the Annual Meeting Presentation, please visit: <http://www.pennsnortheast.com> or call 570-883-0504.

Penn's Northeast hosts international business reps

By Rachel Antosh Hawk
 Marketing Director/Penn's
 Northeast

SCRANTON — Penn's Northeast (PNE), in partnership with the Pennsylvania Department of Community and Economic Development (DCED), hosted 13 international business investment representatives from across the globe for a day-long tour of the region.

The representatives are part of DCED's Office of International Business Development (OIBD), whose network of overseas offices include contractors available to identify prospects and opportunities while supporting international companies that choose to invest in Pennsylvania.

The representatives that attended represent the countries of the Netherlands, Germany, United Kingdom, Ireland, Italy, France, Poland, India, Japan, China, South Korea and Australia.

The day long journey started with the Scranton Plan hosting the international representatives at the Scranton Enterprise Center, a state-of-the-art business incubator located in downtown Scranton. The facility houses several anchor tenants as well as a Business Incubator program for start-up and expanding small businesses.

KANE is Able, the area's largest logistics



Submitted Photo

Boden, a British clothing company, whose first call center in the USA is also located in CenterPoint Commerce and Trade Park, had open arms for the 13 international business investment representatives from across the globe, coordinated by Penn's Northeast.

distribution company specializing in 3PL warehousing and transportation services, was the second stop on the tour. KANE's northeast distribution center, located in the Stauffer Industrial Park in Scranton, is part of its national distribution network - giving their customers enhanced logistics capacity for space, labor, and transportation.

Lunch was provided at The Wilkes-Barre/Scranton International Airport that also included a thorough review of Northeastern Pennsylvania by AVP's Executive Director, Carl Beardsley and Business Development Manager, Thomas Bonin.

The tour resumed in CenterPoint Commerce

and Trade Park at Lesjofors Springs America, an industry leader in the design and manufacture of custom engineered flat mechanical springs and spring assemblies. The representatives learned how Lesjofors began and toured the manufacturing plant based in Pittston.

Boden, a British clothing company, whose first call center in the USA is also located in CenterPoint Commerce and Trade Park, had open arms for the visitors on their journey throughout Northeastern Pennsylvania. All Boden clothing and footwear is exclusively designed in London, England and their clothing has been made to the highest standards

in many different countries around the world. The representatives had fun touring the warehouse portion of Boden's stylish call center.

The tour group made its way to Tobyhanna Township to visit the New Ventures Commercial Park. They learned about the Parkside Medical Campus, A brand-new, state-of-the-art project situated on 22 scenic acres. The group enjoyed a full day of Northeastern Pennsylvania.

Penn's Northeast works with the Office of International Business and Development every two years, to help host the international representatives during Bringing the World to Pennsylvania Tour.



Submitted Photo

Penn's Northeast (PNE), in partnership with the Pennsylvania Department of Community and Economic Development (DCED), hosted 13 international business investment representatives from across the globe for a day-long tour of the region, including a visit to the Wilkes-Barre/Scranton International Airport.



Submitted Photo

The 13 international business investment representatives from across the globe, hosted by Penn's Northeast, toured Boden, a British clothing company located in CenterPoint Commerce and Trade Park.

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Rocket Ismail to speak at NEPA Alliance dinner

By **Bill O'Boyle**

boboyle@timesleader.com

PLAINS TWP. — Raghbir “Rocket” Ismail, one of the most celebrated and accomplished athletes in Wilkes-Barre sports history, will be the keynote speaker at the Northeastern Pennsylvania Alliance’s annual dinner on Thursday, Sept. 26, at The Woodlands Inn.

Ismail, 49, was a standout for Meyers High School in the 1980s and then went on to become one of college football’s most electrifying players at Notre Dame. He was a two-time All-American and finished second in the Heisman Trophy voting to Brigham Young quarterback Ty Detmer in 1990.

Ismail also played a key role in helping the Fighting Irish win a national championship.

A wide receiver, Ismail recorded two 1,000-yard receiving seasons in the

NFL and was a CFL All-Star in 1991, as well as the Most Valuable Player of the 79th Grey Cup.

Rocket was the number one overall pick in the 1991 NFL draft. His NFL career spanned nine years playing for the Oakland Raiders, Dallas Cowboys and Carolina Panthers.

Reservations

- A reception will be held starting at 4:30 p.m., followed by dinner at 6 p.m.

- NEPA Members receive one complimentary ticket; additional member ticket — \$75 per person; NEPA Board Member cost is \$65 per person; non-member — \$85 per person; tables of 10 — \$65 per person. RSVP by Sept. 20; cancellations after Sept. 20, are non-refundable.

- To make a reservation, or for more information, call 570-655-5581, or 866-758-1929, or visit www.nepa-alliance.org.

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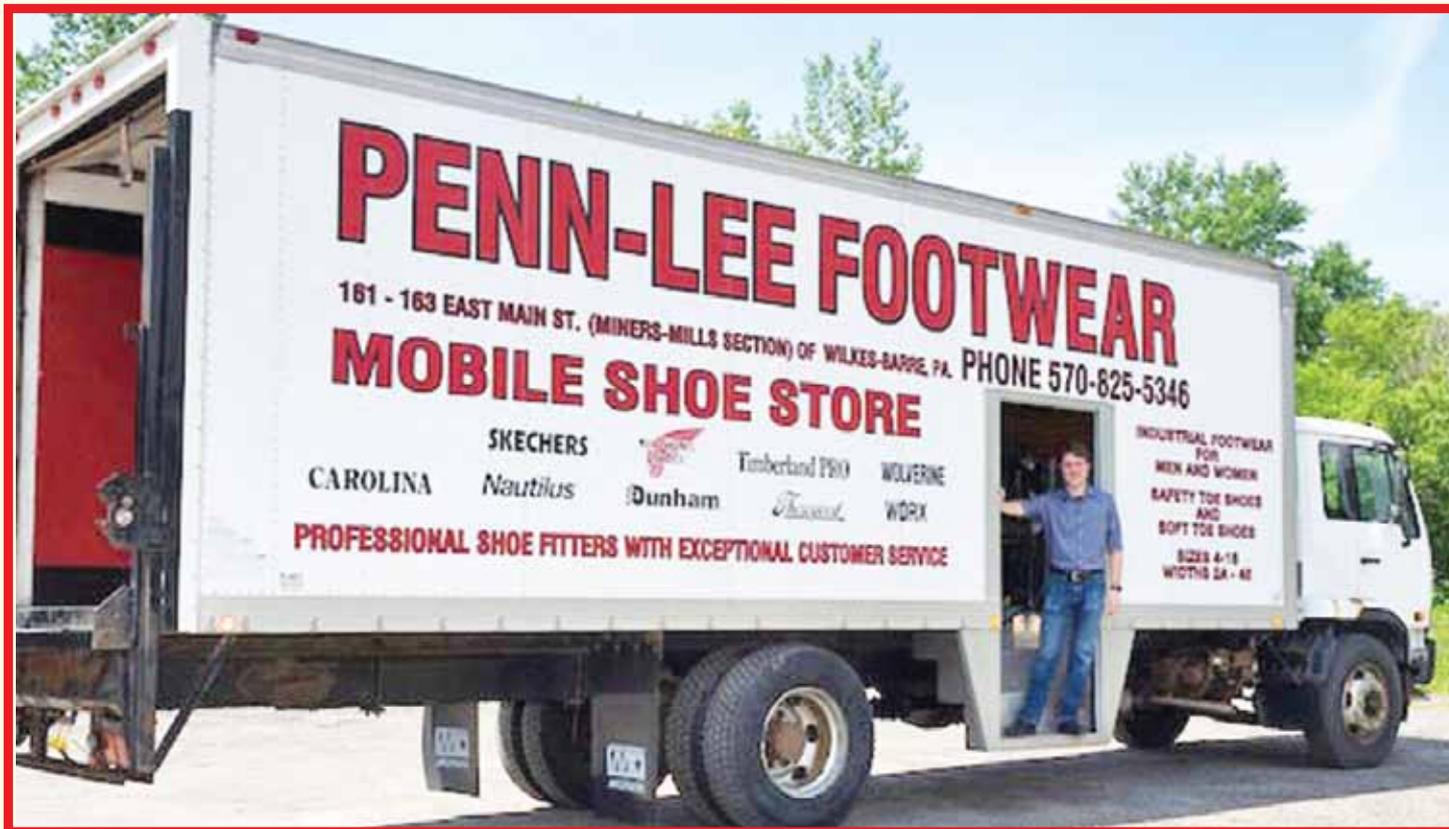


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