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## 2018-2019

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From left: Amber Kuharchik, marketing coordinator for Penn's Northeast; John Augustine, president and CEO of Penn's Northeast; and Rachel Antosh Hawk, marketing director for Penn's Northeast.

# Pocono region defines the concept of live, work and play

**By John Augustine**  
 President/CEO Penn's Northeast

**WILKES-BARRE** — Monroe County is one of four counties located in the Pocono Mountains Region.

Visitors had always flocked to this 2,500-square-mile outdoor playground, only 80 miles from Manhattan and Philadelphia — but the new highways provided more and more people with the chance to make the Poconos their permanent home.

Though the region has been

a center of hospitality and tourism for decades, its economy has developed key industry sectors that include technologically driven manufacturing, life sciences and logistics.

One of the first regional projects that came from Penn's Northeast to Monroe County was the Johnson & Johnson Sales & Logistics facility in Coolbaugh Township that currently employs approximately 400 people.

The region offers a lower-cost location advantage between New York City and

Philadelphia, and educated workforce and lifestyle opportunities that leverage the region's abundant outdoor recreation.

It is truly an area that defines the concept of live, work and play. With a total workforce of approximately 80,000 people, major employers like Tobyhanna Army Depot and Sanofi Pasteur are able to recruit the best of the best.

In addition, thousands of local residents and visitors alike enjoy the region's numer-

ous amenities like ski resorts, outlet shopping centers, NASCAR racing at the Pocono International Raceway, a casino, indoor and outdoor water parks — including the largest in the United States — zip lines and other outdoor activities with more to come in the near future.

According to the 2014 Visitor Report about the Pocono Mountains from Longwoods Travel USA, there were an estimated 25.6 million total person-trips that consisted of 9.3 million in overnight trips

and 16.3 million day trips during 2014. Total spending that resulted from overnight visits was \$1.4 billion and total spending that resulted from day visits was \$964 million.

Currently the chairwoman of our Board of Directors is Michelle Bisbing, the Director of Marketing for the Pocono Mountains Economic Development Corporation.

Penn's Northeast is proud to have Monroe County as one of our original partners in regional economic development.



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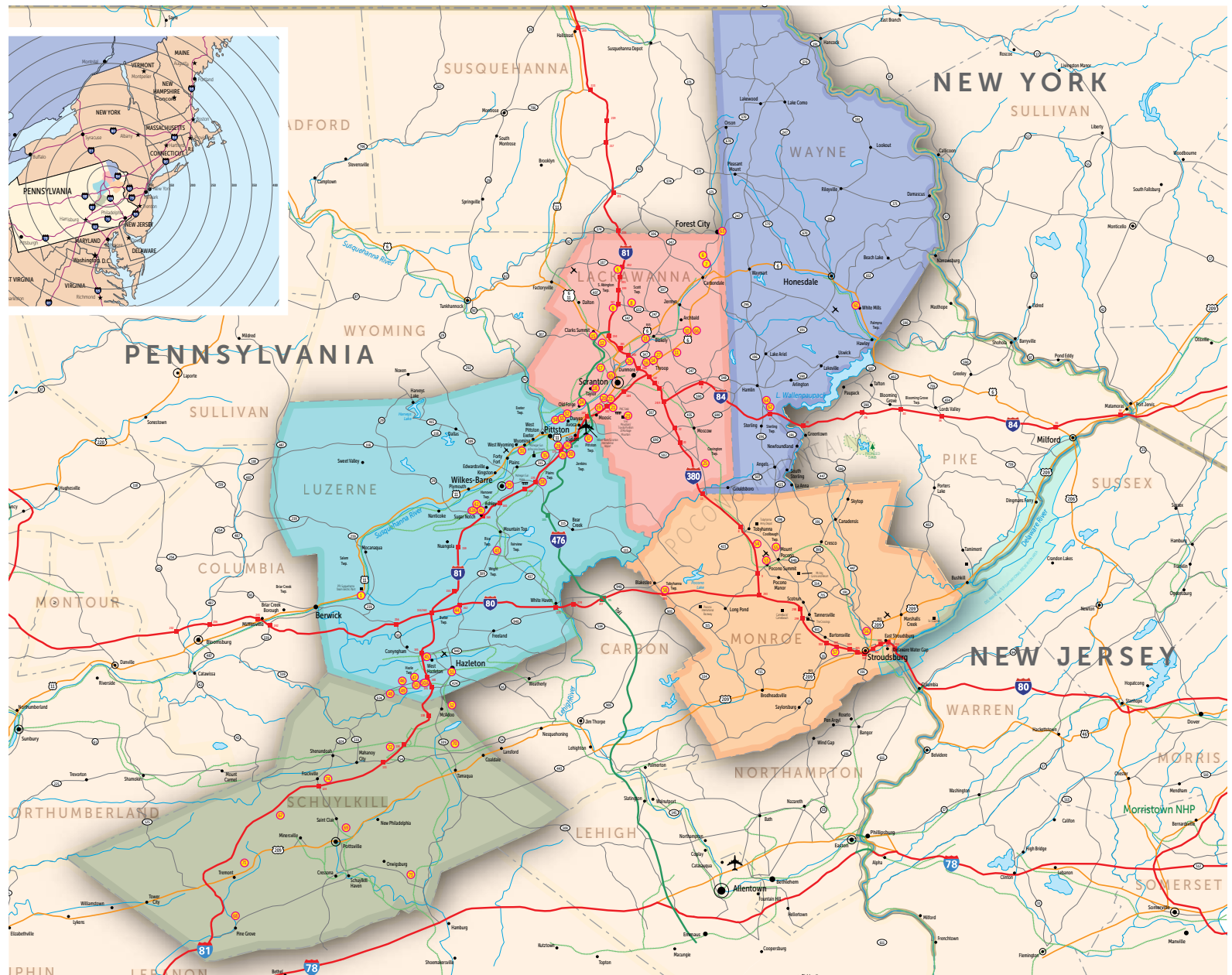
## PENN'S NORTHEAST STAFF



**John L. Augustine III**  
 President/Chief Executive Officer

- John has more than 20 years of economic development experience working with local and national firms as well as elected officials, business and community leaders. His background includes economic and community development, site selection, regional planning, technology implementation, capital fundraising, operations and strategic planning.

- Augustine served as the community outreach manager for the Marcellus Shale Coalition, the state's lead trade organization for the responsible development of the Marcellus and Utica Shale. Prior to that, he was the senior economic development director for the Greater Wilkes-Barre Chamber of Business & Industry, where he was in charge of marketing available real estate within their five business parks and oversaw the development and growth of the Innovation Center @ Wilkes-Barre, a successful business incubator.



**Rachel Antosh Hawk**  
 Marketing Director

- Rachel has more than 12 years of marketing, advertising and graphic design experience working in the advertising, publication and economic development industries. Her diversity of work experience reveals her ability to apply design skills in innovative ways that elevate brand awareness with quality design.
- Prior to joining Penn's Northeast, Rachel served as the art director at Positive

Results Marketing advertising agency, where she provided creative leadership for both local and national clientele on a variety of advertising campaigns and magazine publications. Prior to that, she worked as the lead graphic designer at the Times Leader for many years.

- Rachel also volunteers her time and skills as a photographer and graphic designer with charities and nonprofit organizations.





## PENN'S NORTHEAST PARTNERS

Successful economic development is a team effort with many players, including government, the private sector, education, workforce development, and economic development organizations, all working together

to achieve a shared goal. Northeast Pennsylvania is fortunate to have assembled its own team of dedicated and knowledgeable experts, working together with vision and passion.

### 2018/2019 Partners

- Aqua America, Inc.
- Ashwal Properties
- Berwick Industrial Development Authority (BIDA)
- Borton-Lawson Engineering
- Calex Logistics
- CAN DO, Inc.
- Central Susquehanna Community Foundation
- Colliers International
- Comcast Business
- Cushman & Wakefield
- Davis R. Chant Real Estate
- Diamond City Partnerships
- Earth Conservancy

- Equilibrium Equities
- First Keystone Community Bank
- First National Community Bank
- Geisinger
- Greater Pittston Chamber of Commerce
- Greater Wilkes-Barre Chamber of Business & Industry
- Highmark Blue Cross/Blue Shield
- Hinerfield Commercial Real Estate
- Hourigan Kluger Quinn
- Lackawanna County Governmental and Community Affairs
- LR Costanzo Construction
- Luzerne County Office of Community Development

- Luzerne County Redevelopment Authority
- Manpower
- Mericle Commercial Real Estate Services
- Michael Baxter & Associates
- Pocono Mountains Industries, Inc. D/B/A PMEDC
- NAI Mertz of PA / Wilkes Barre
- NEPA Alliance
- NEPIRC
- OneSource
- PNC Financial Services
- PPL Electric Utilities
- Quandel QEI Construction Group
- Reading Blue Mountain & Northern

- Railroad
- Schuylkill Economic Development Corporation (SEDCO)
- The Scranton Plan
- Scranton/Wilkes-Barre Railriders
- Sordoni Construction Services, Inc.
- Talen Energy
- UGI Penn Natural Gas
- UGI Utilities, Inc., Electric Division
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- Wayne Bank
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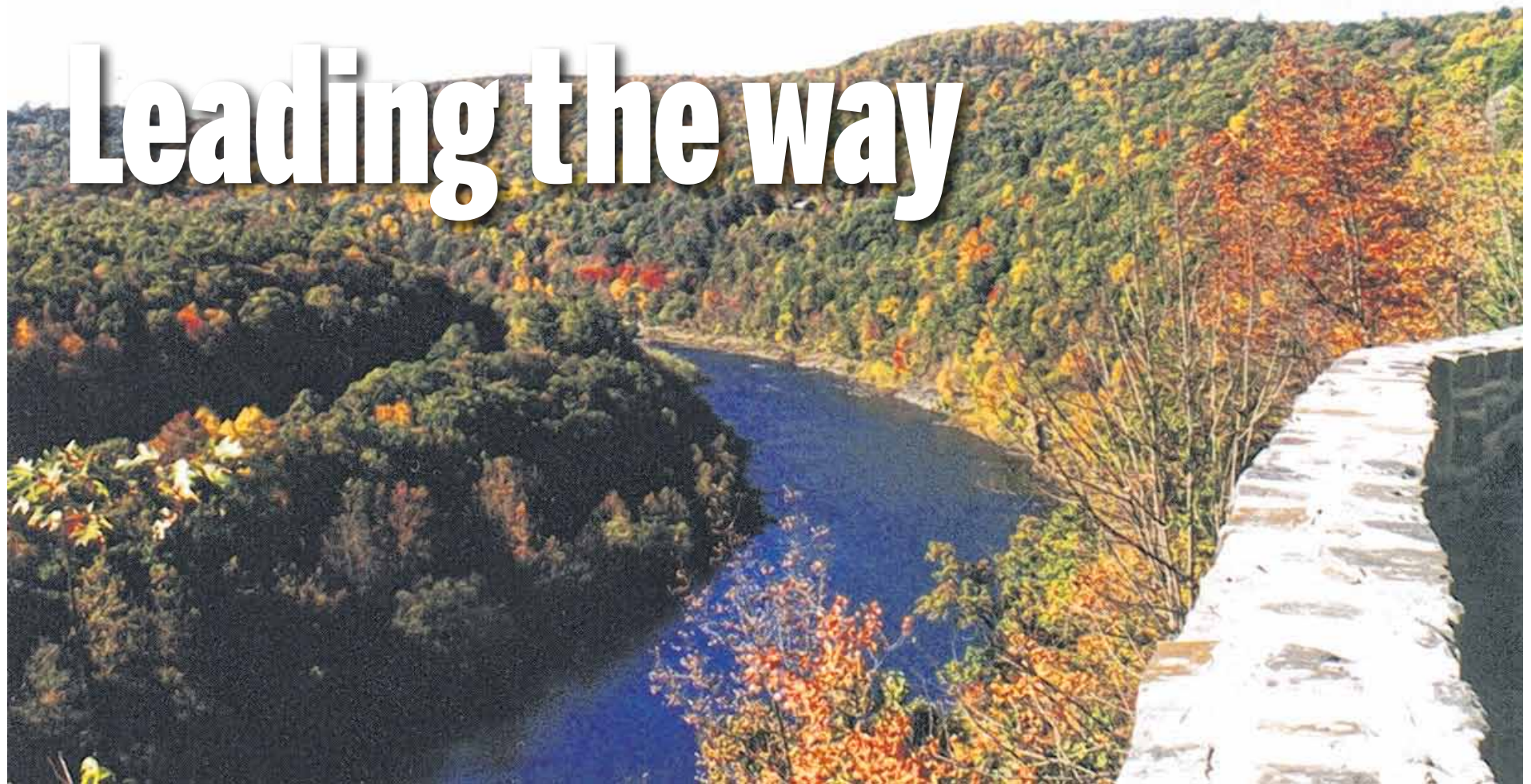
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# Leading the way

## Pocono Mountains Economic Development Corp. serving Monroe County

By **Bill O'Boyle**  
 boboyl@timesleader.com

and **Michelle Bisbing**  
 Pocono Mountains Economic Development Corp.

**S**TROUDSBURG — The Pocono Mountains Economic Development Corporation has four primary goals:

- Retain existing businesses
- Create jobs for Monroe County citizens
- Expand the county's tax base
- Attract new investment

Michelle Bisbing, PMEDC director of marketing and board chair of Penn's Northeast, said the Pocono Mountains Economic Development Corporation

(PMEDC) is the primary economic development organization serving Monroe County and is responsible for helping to retain existing businesses, create job opportunities, expand the county's tax base and attract new investment to the community. Bisbing said financial support is generously provided annually by the Monroe County Commissioners to help further our mission.

"Some of Monroe County's most significant challenges include

### Poconos Stats

Population: 167,126  
 Current Unemployment Rate: 5.1 percent  
 Civilian Labor Force: 81,500  
 Per Capita Income: \$39,104  
**Updated as of October 2018 (PMEDC).**

the need for the expansion of roads, sewage and water systems, and natural gas lines," said PMEDC Executive Director Chuck Leonard. "Through a variety of sources, mostly state

and federal, and in cooperation with local public authorities, such as the Brodhead Creek Regional Authority, and private sector utilities, PMEDC has assisted in delivering more than \$130 million to address infrastructure projects throughout the county."

Leonard said marketing the community as a business location is another primary responsibility of PMEDC and the organization does that in a variety of ways.

"We have always

See PMEDC | 8



## Way

From page 7

believed strongly in approaching this from a regional perspective and have been members of Penn's Northeast since its inception," Leonard said. "This membership allows us to stretch our small marketing budget, getting more return on our investment and more leads.

Bisbing, said "We have always found great value being members of Penn's Northeast. There have been times when we would have missed out on a particular lead if we had not received it from them. We also have

the opportunity to participate in special events and trade shows that we would never be able to afford on our own. Working together with our regional economic development partners is a win-win for all of us."

PMEDC (the trade name for Pocono Mountains Industries, Inc.) operates as Certified Economic Development Organization (CEDO) in Monroe County. PMEDC's sister organizations, Monroe County Industrial Development Authority and Pocono Mountains Industrial Park Authority, work cooperatively to achieve the goals of the organization and act as the conduit for many grant and

loan programs offered regionally, by the PA Department of Community and Economic Development and the federal government.

PMEDC has been in the business of economic development since the mid-1950s. Over the years, the organizations have shared many of the same directors. In the 1970s, the organizations consolidated under one board of directors created primarily to take advantage of the various funding programs including Pennsylvania Industrial Development Authority loans and the Industrial Revenue Bond Program. The organizations also have an extensive history in the

development and sale of industrial property. The first park, now known as the Crowe Road Industrial Park was begun in the late 1950s and was completely sold out before the early 1970s. The park is still home to seven industries that employ more than 1,000 people.

In the early 1970s, PMEDC purchased 360 acres to develop a new park (the Pocono Mountains Business Park) adjacent to the largest general aviation airport in the area. In order to develop this property, a water and sewer system was constructed with the help of the United States Economic Development Administration (E.D.A.)

and to this day is operated and maintained by the Pocono Mountains Industrial Park Authority.

Phase I of the park houses seven companies that include NFI Logistics, Continental Auto Parts, JPA Masonry, Mount Pocono Coca-Cola, Monadnock Non-Wovens, Moritz Embroidery Works, Ailya Chemical Corp. These companies together employ approximately 250 people.

In 1990, land was purchased for a second phase of this park. United Envelope Corporation currently employs almost 300 people at this location. Geisinger Medical Group built a

facility here and employs about 50 people. Most recently Summit Aerospace and Solstice Sleep Products located in the park and employ almost 100 people. There are approximately 104 acres of property remaining and for sale in Phase II of the park. The park is now known as the Pocono Mountains Corporate Center South.

In 1999, PMEDC acquired the property in Coolbaugh Township known as Senda (the former Worldwide Church of God convention site) located between Routes 196 and 611. After an extensive master planning process, it was

See WAY | 9

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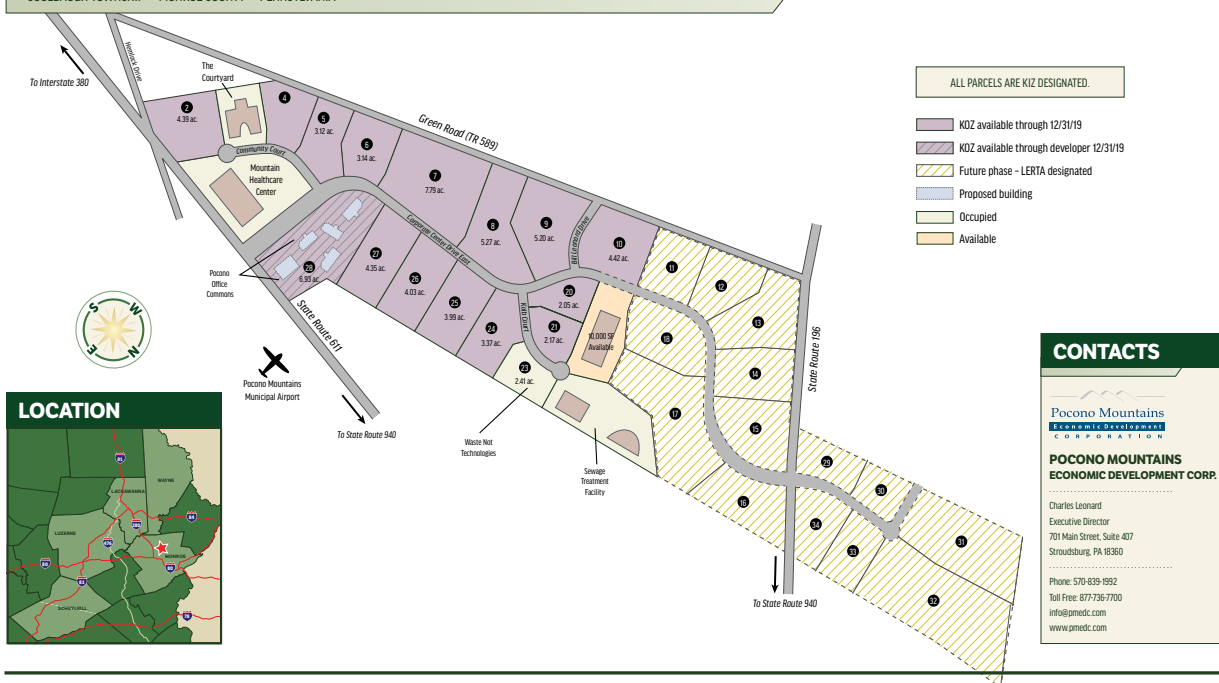




## POCONO MOUNTAINS CORPORATE CENTER EAST

COOLBAUGH TOWNSHIP • MONROE COUNTY • PENNSYLVANIA

**penn's northeast**



## Way

From page 8

decided that the 247 acres will be developed as the Pocono Mountains Corporate Center East. The park has some Keystone Opportunity Zones and is also a Keystone Innovation Zone.

### New Millennium

In 2003, Mountain Healthcare Center opened as the first comprehensive medical services facility to be constructed in the Pocono Mountains Corporate Center East. The 54,000-square-foot building is home to professional offices in internal

medicine, ophthalmology, urology, cardiology, colon and rectal surgery, nephrology, outpatient rehabilitation, a dialysis center, family practice, obstetrics/gynecology and complete diagnostic services.

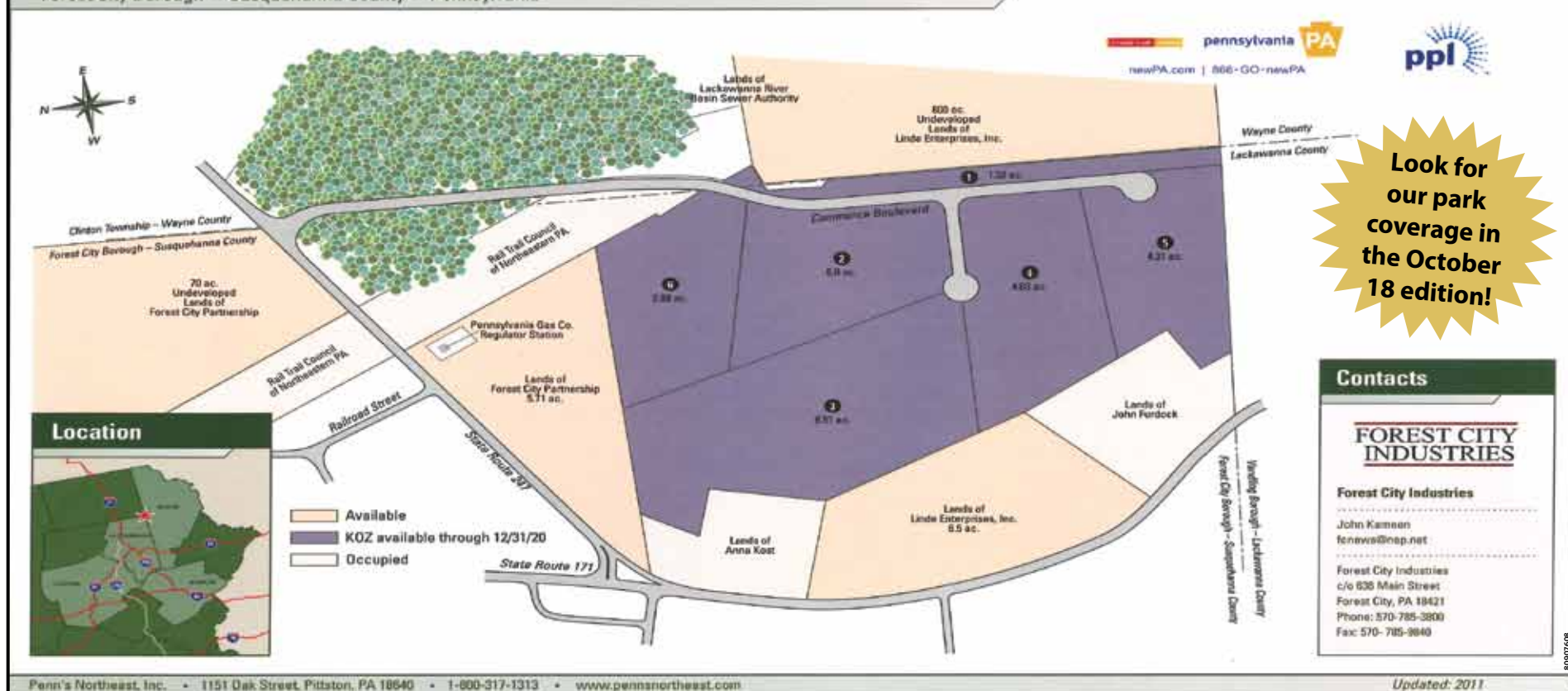
This project was developed by Spread Eagle Development and they followed that project by constructing The Courtyard on Lot 3 in 2006. This 18,300-square-foot professional office building currently houses a dentist, a podiatrist, a real estate office and several other professional services. A few suites remain available for lease through Spread Eagle

See WAY | 10

## Vision 2000 Industrial Park

Forest City Borough • Susquehanna County • Pennsylvania

**penn's northeast**





# Way

From page 9

## Development in East Stroudsburg.

In October 2013, Waste Not Technologies broke ground on a new 12,000-square-foot manufacturing facility and opened in 2014. They had out-grown their smaller facility in Saylorsburg and decided to expand in the PMCC East. They are a manufacturer of recycled plastic fencing products.

Shortly after acquiring the Senda property, the property directly across the street formerly known as the Camp Tegawitha property was also acquired by PMEDC with the help of the county. This 600 acre, industrial-zoned property was developed as the Pocono Mountains Corporate Center West. In March 2007, Johnson & Johnson Sales and Logistics Company LLC became the first company to locate in the park. This facility is the largest building in the county topping out at 1.4 million square feet. The facility is operated by FedEx Logistics and they employ approximately 400 people.

Most recently, ground was broken on Lot 2, known as Clarius Park Arcadia North, a Class-A  $\pm 1,050,000$ -square-foot warehouse and distribution facility. Completion is scheduled for summer 2019. Additional industrial-zoned land is still available including a 114-acre, Keystone Opportunity Zone site that has rail line access. Additional information about available sites can be found at [www.pmedc.com](http://www.pmedc.com)

"We have built business parks to have sites to attract new businesses and to provide room for local businesses to expand," Leonard said. "Our parks have attracted compa-

## PMEDC STAFF

The Pocono Mountains Economic Development Corporation's staff is comprised of professionals experienced in all phases of economic development, including workforce, commercial and industrial real estate, financing, infrastructure and business retention. If we can be of any assistance, please call us at 570-839-1992 or toll free at 877-736-7700.

### Charles A. Leonard

#### Executive Director

Charles (Chuck) Leonard is the Executive Director for Pocono Mountains Economic Development Corporation, which operates Pocono Mountains Industries, the Monroe County Industrial Development Authority and the Pocono



Leonard

Mountains Industrial Park Authority. He has more than 30 years of experience in the field of economic development.

Before coming to Monroe County in 1995, he served as the Vice President of Economic Development for the Williamsport-Lycoming Chamber of Commerce. He also spent four years at the Harrisburg Area Chamber of Commerce as the Manager of Economic Development.

Chuck has a BA in Liberal Arts/Political Science from Lock Haven University and a Master of Public Administration from The Pennsylvania State University. He is a Past President of the Pennsylvania Economic Development Association, past Board Chairman of Penn's Northeast and past member of the Team PA Foundation Board.

He currently serves as one of Monroe County's representatives on the Pocono Counties Workforce Investment Board and is a Northeastern PA Alliance Board member. He holds individual certification by the Pennsylvania Economic Development Association (PEDA) and chairs the Permitting and Regulatory Reform Committee of PEDA.

### Michelle Bisbing

#### Director of Marketing

Ms. Bisbing has been the Director of Marketing for the Pocono Mountains Economic Development Corporation since May 2001. Prior to that Ms. Bisbing spent 14 years in workforce development with Monroe County Job Training and



Bisbing

Monroe County CareerLink. As Director of Marketing, she is responsible for new business attraction, business outreach and retention, local and regional marketing initiatives, data management and grants administration.

She has a BA in Political Science and Journalism from Indiana University of Pennsylvania and currently holds an individual certification from the Pennsylvania Economic Development Association, serves on the Board of Directors and is currently the Chair of the Conference Committee. She has served as Chair of the Marketing Committee for Penn's Northeast and is currently Chair of the Board. She is Immediate Past Chair of the Board of the United Way of Monroe County and Secretary of the Board for Pocono Services for Families and Children. She was appointed to the Tobyhanna Township Planning Commission in 2014 and currently serves as Vice Chair.

### Dennis Noonan

#### Economic

#### Development Specialist

Dennis M. Noonan joined the staff of Pocono Mountains Economic Development Corporation in May 2006 as an Economic Development Specialist. He has extensive experience in



Noonan

the real estate and finance industries and has provided private consulting services to companies for six years. Dennis also served as a Councilman for Mount Pocono Borough.

Dennis handles prospects seeking opportunities in Monroe County, business retention and expansion, business financing programs and construction/engineering management. He is also the designated Keystone Opportunity Zone Coordinator for Monroe County.

### Bonnie Schwartz

#### Bookkeeper

Bonnie Schwartz served as our Administrative Assistant



Schwartz

from August 1999 until June 2017 when she retired. She continues to handle all of the bookkeeping and financial records for all three of the organizations operated by

PMEDC on a contractual basis. She previously worked in banking and owned and operated her own business.

nies like J&J Sales and Logistics and a Wal-Mart Distribution Center. By staying in the game and focusing upon developing infrastructure we now are benefiting from the trend toward speculative building which was once only enjoyed by larger cities and neighboring counties."

PMEDC also lends support to economic development projects outside our business parks; whether it is infrastructure development, financing options, access to incentives or site location assistance, comprehensive services are offered to developers interested in locating or expanding in the community.

## Tourism/hospitality projects

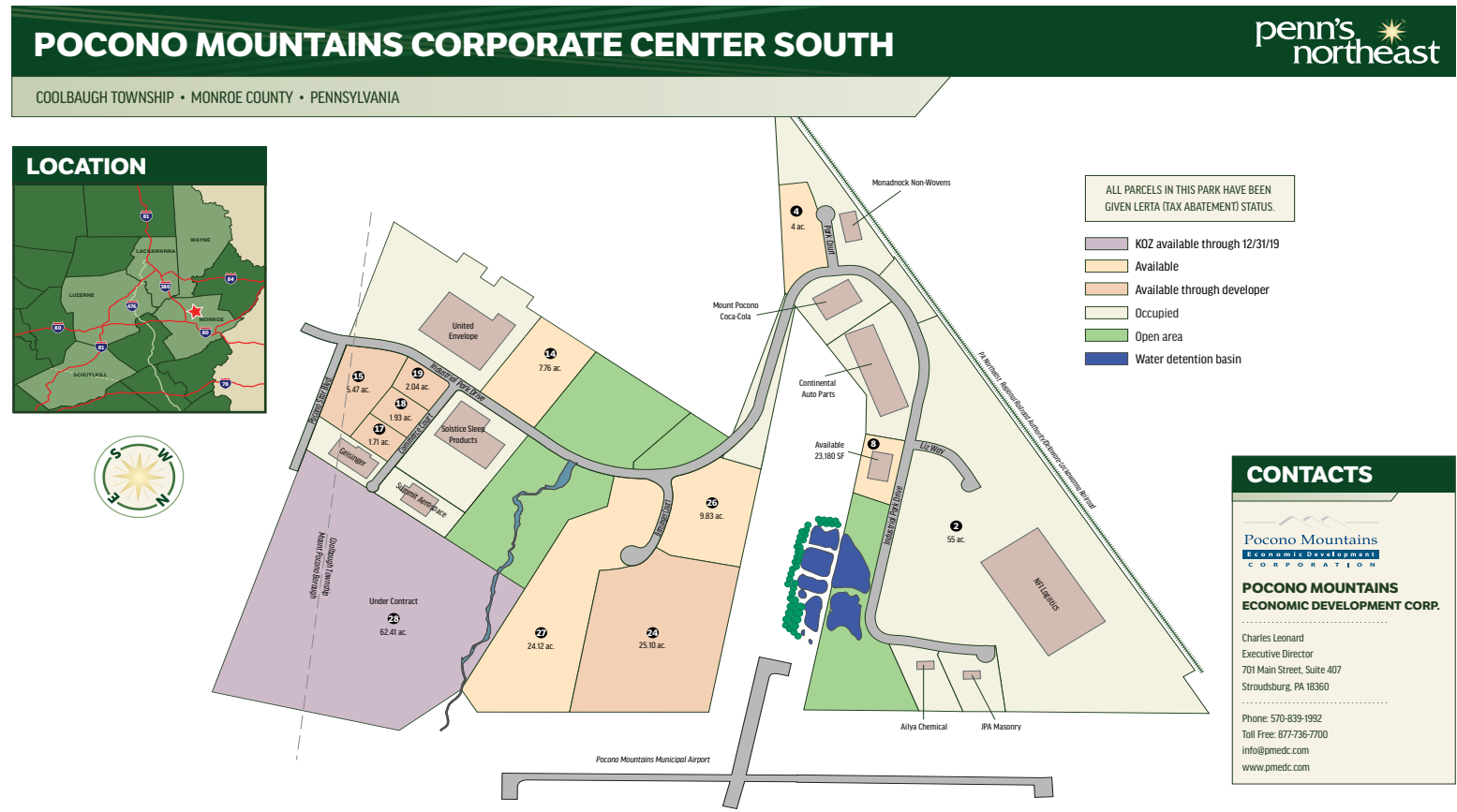
Over the past few years PMEDC has seen explosive growth in the tourism/hospitality industry and has supported that growth in a variety of ways:

- Kalahari Resorts and Conventions opened in July 2015 after completing Phase I of their development that included 450 guest rooms, 103,000-square-foot indoor water park, 30,000-square-foot indoor theme park, 64,000-square-foot convention center, full-service spa and multiple restaurants.

PMEDC supported this project with the extension of a natural gas line to the project site, the approval of Tax Increment Financing (TIF) to support water, sewer and road construction and some additional grant funds to support road improvements required for the project.

Phase II (an additional 400 rooms, additional restaurants and doubling the size of the indoor waterpark) of the project was completed in March 2017 and in June of this year





# Way

From page 10

ground was broken for an additional 150,000 square feet of convention center space.

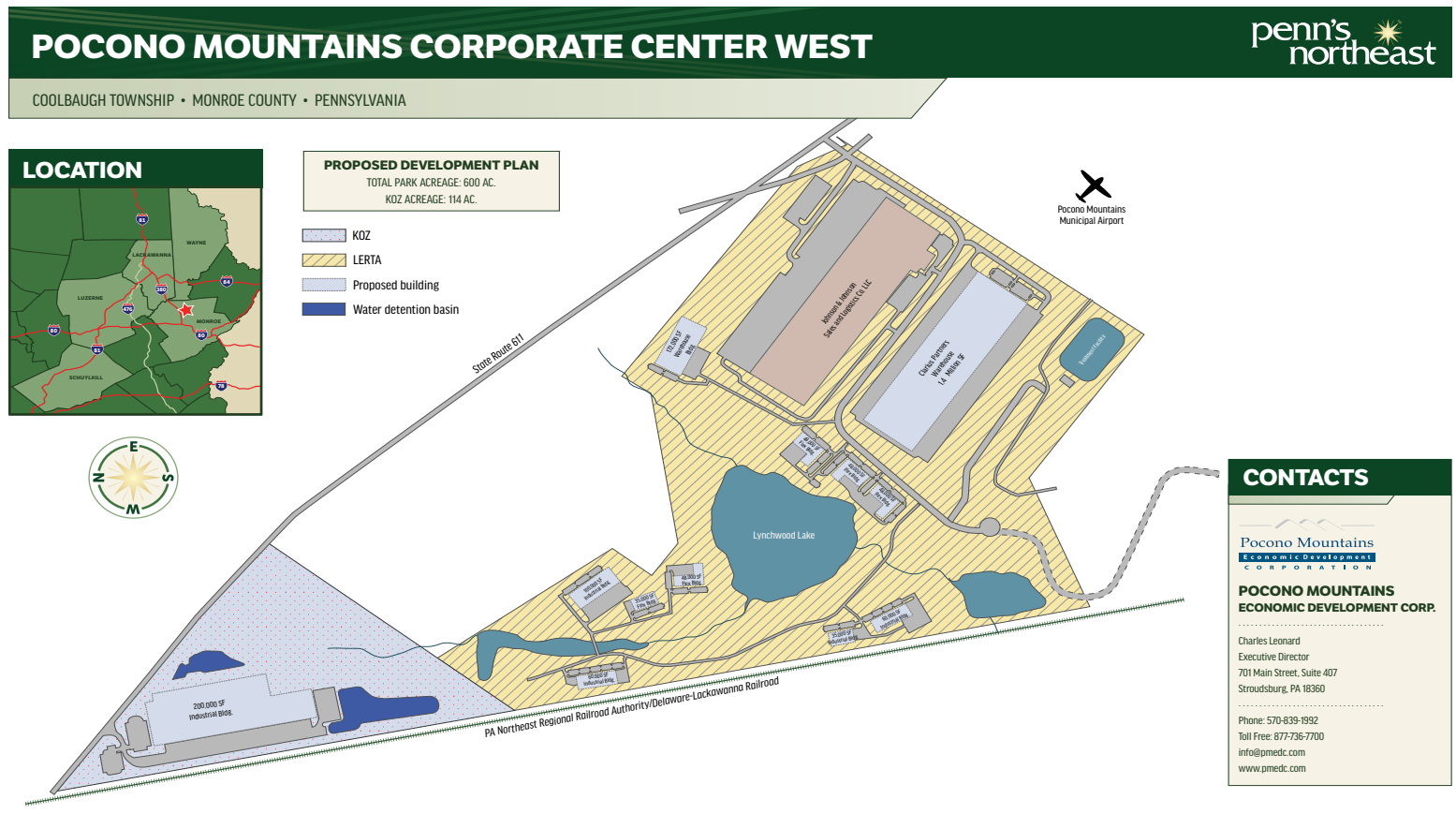
They employ approximately 1,000 people and will add about 200 more with the completion of the convention center expansion in late 2019.

- Camelback Resort and Aquatopia Indoor Water Park completed an expansion in 2015, including 453 guest rooms, several restaurants and a 134,000-square-foot indoor water park, adding about 950 full and part time jobs.

PMEDC worked closely with the developers and owners to put together TIF financing, a grant for infrastructure development and their participation in a large highway project that led to the approval of their highway occupancy permit.

- Healthcare in Monroe County has also been growing rapidly and PMEDC has supported both Lehigh Valley Hospital – Pocono and St. Luke's Hospital, Bartonsville Campus, in their expansion projects.

The Bartonsville Healthcare Center and the East Stroudsburg Healthcare Center, operated by Lehigh Valley Hospital-Pocono were both funded in part by Redevelopment Assistance Capital Program Grants (RACP) through PMEDC's sister organization Monroe County





# Waste Not Technologies turns plastics into products

By Bill O'Boyle

boboyle@timesleader.com

SAYLORSBURG — Patrick Kelley, owner of Waste Not Technologies, said he got into the recycling business in the early 1990s because “everything was junk” back then.

Kelley, 71, has built his business over the last 20-plus years, turning recycled plastics into state-of-the-art fencing and other products.

“I was always interested in the recycling movement,” Kelley said. “The early products were terrible quality. I knew we could do much better.”

Kelley has two locations: Coolbaugh Township and Saylorsburg.

On the company's website, it states that consumers are increasingly realizing the benefit of replacing traditional landscaping and architectural wood products with plastic-based ones.

“Plastic-based products simply last longer, holding up

to the elements better and retaining their aesthetic look over a longer period of time,” the website states. “We offer products that are made of nearly 100 percent post-consumer recycled plastics derived from HDPE milk jugs and other mixed rigid containers.”

Kelley said there are numerous benefits to his products:

- No more staining or painting posts.
- Use standard wood-working tools to cut and screw into fence posts.
- Plastic posts are virtually solid, do not need timber or metal inserts.
- Termites and carpenter bees won't eat it.
- Low maintenance.
- Made from 98 percent recycled plastic.
- As close to nature as you can get without cutting down trees.

Kelley said plastic fence is a popular alternative to wooden



Photo courtesy of Waste Not Technologies  
 Patrick Kelley works on one of his plastic fence posts at Waste Not Technologies.

fence. Although the up front cost of plastic fence causes potential users to pause before purchasing, Kelley said further investigation convinces many

of the long term value.

A major cost is the installation of the fence, and is identical for both plastic fence and wooden fence. After a few years in service, wooden fence begins to rot, particularly at the ground level.

“At this time the wooden fence begins to fall apart, and will need to be replaced,” Kelley said. “This means that the fence owner has to not only purchase more wooden fence, but also pay again for the installation. This does not occur with plastic fence.”

Add to this feature the fact that plastic fence does not have to be painted, and the benefits of plastic fence outweigh the initial cost, Kelley said. For these reasons, plastic fence is referred to as “low maintenance” fence. Another feature of plastic fence is its flexibility.

## About Patrick Kelley

- Inventor of rustic-looking plastic fencing.
- Has a B.S. degree in chemical engineering from Worcester Polytechnic Institute and an MBA from Rutgers University.
- His early work experience was with various chemical processing companies. He then spent 16 years with Mobil Chemical Company in the plastics division where he worked mainly on the extrusion of blown film.
- In 1992 he left Mobil to start his own plastics processing company. Pat is the managing member of Waste Not Technologies, LLC located in Saylorsburg. The company makes solid recycled plastic posts for use with livestock fencing and sign posts from 98 percent recycled plastic.
- Kelley has two patents for plastic products.

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.

## Way

From page 11

Industrial Development Authority (MCIDA).

For the new St. Luke's Hospital in Bartonsville, PMEDC served as the issuer of bonds to construct the project. These projects have added approximately 600 new jobs and an overall investment of over \$110 million.

## Manufacturing growth

Manufacturing, both large and small, contin-

ues to grow in Monroe County and PMEDC works with each company to assist in their expansion plans. A few examples are:

- Sanofi Pasteur, manufacturer of vaccines located in Swiftwater, is the county's largest private employer with about 2,400 employees and a growing campus. PMEDC has supported several of their past expansion projects and continue to assist them in improving infrastructure both on and off site.
- Vigon International

is a fragrance and flavoring manufacturer in East Stroudsburg with approximately 75 employees. They have been named to the PA List of Best Places to Work seven times and have been named several times by Inc. magazine as a fast growing company. PMEDC has provided PA Industrial Development Authority (PIDA) financing, several grants to support infrastructure development and support for new equipment.

- Terrafina a food

manufacturer of healthy snack options, relocated its operations from New York City into East Stroudsburg and will create 120 jobs. They purchased a vacant 72,000-square-foot facility due to lower operating costs. PMEDC is processing a PIDA loan application and has a commitment for grant funds to make upgrades to the building.

Another large project that is being developed by DEPG Associates & Legend Properties is the Smithfield Gateway proj-

ect in Smithfield Township. PMEDC has been working closely with the developer to mitigate the extensive off-site infrastructure improvements that must be completed for the project. Most of these are road and storm water improvements with a price tag of about \$14 million.

PMEDC is always seeking out financial support for economic development projects in Monroe County, primarily for infrastructure improvements including roads, water, sewer,

natural gas and telecommunications. There are many state funding programs that we are the eligible applicant for and have extensive experience in administering those programs if approved. The Local Share Account for Monroe County, funded by gaming revenue, is an annual source of funding that we submit applications for to fund our own projects and also others in the community.

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.

# Vigon's success in a word: 'Yipppee!'

By Bill O'Boyle

boboyle@timesleader.com

**EAST STROUDSBURG** — At Vigon, the company motto goes, "We keep our customers shouting Yipppee!"

Steve Somers, president of the company located in the Crowe Business Park, said customers shout "yipppee" by consistently following through with outstanding service.

"Our 'Passion for Simplicity is most identifiable with the 'Yipppee!' emotion customers experience when working with Vigon," Somers said. "An internalized part of Vigon's culture, we understand the constant pressure for shorter lead times and work hard to reduce the complexity of the ingredient purchasing experience."

Somers said Vigon is dedicated to creating open, honest partnerships with its customers, employees, and suppliers. These partnerships, he said, are based on utilizing the skills, talents, and expertise of those involved, to benefit all.

## Yipppee is born

In January 2000, Vigon launched its first advertisement in *Perfumer and Flavorist* magazine with the headline "Yipppee! A flavor and fragrance company with a different approach." This captured the industry exclaiming "finally...someone's doing something different."



Submitted

Some of the storage space at Vigon International in East Stroudsburg.

Since then Vigon has been the Yipppee! Team and continues the Yipppee! marketing today, to show its differentiation from the rest of the industry.

## Facility expansion

In 1988, Vigon started out with one building and 8,000 square feet. Today the company's facility complex encompasses four buildings and more than 120,000 square feet. Vigon is continually upgrading and improving its facilities, Somers said.

Vigon's four buildings include;

- Manufacturing and Quality Control — to blend, react, distill, fold, and analyze our products, processing more than 2 million kg per year.
- Distribution and Warehousing — two warehouses where Vigon ships over 5 million kg a year, with 74 percent of orders being same day.
- Administration —

Where commercial, customer service, purchasing, accounting, human resources, and IT teams are housed.

## Vigon's Recipe for Success

1. We are an ingredient supplier with our primary focus on maximizing our ROI while emphasizing specialties and high-value products.

2. We will operate under the basic principle of partnerships with its employees, its customers, and its suppliers.

3. We will maintain and support a top of mind marketing approach always maintaining the YIPPEEE trademark.

4. We will develop and adjust our business processes, procedures and accompanying IT hardware, software and support to fit the changing business requirements and never vice versa.

5. We will react promptly to meet expectations for customer projects and technical

challenges

6. We will always maintain a same day delivery capability for any pack size with no minimum order for in stock items

7. We will invest in inventory so as to be able to achieve a metric whereby 80% of the orders received (line items) will be for items and quantities in stock

8. Our team members will always be the number one asset of the company.

9. Vigon will maintain a merit-based environment for its team members whereby employees are rewarded for their performance.

10. We will only operate in a safe, healthy and environmentally sensitive manner.

11. We will always listen to the customers and the market.

12. Vigon will maintain a fun environment by never taking ourselves too seriously realizing always that our number one priority is our families.

## Awards and Recognition

With a flurry of success over the past decade, Vigon has been the recipient of many awards and recognitions.

- Inc. 5000: Inc. Magazine's list of the fastest growing private companies in the United States.
- The Best Places to Work in PA: Awarded to the best places of employment in Pennsylv-

vania, based on benefits and employee satisfaction. The Morning Call "Top Places to Work": Awarded to the top workplaces, as identified by an expansive employee survey.

• Governors ImPACT Awards: An honor given to the top job-creating companies in Pennsylvania.

• Best and Brightest Companies to Work for: A competition that identifies and honors organizations that display a commitment to excellent HR practices.

## Who we are

• Manufacturer of and supplier of specialty ingredients for flavors, fragrances (F&F), cosmetics, aromatherapy, and more.

• Strategic distribution partner of select ingredient manufacturers.

• Service is our differentiator — same day shipments, quick response time

## Our Founding

Founded in 1988 by Victor Fulgoni, a former VP at Norda, Vigon's name comes from the "VI" in Victor and "GON" in Fulgoni.

## The Vigon Team

• A team of more than 80 people, always working to make our customers happy.

• We cultivate a fun and challenging environ-

ment but never take ourselves too seriously.

## The Start of a New Era

In 1997, Steve Somers joined Vigon after spending 15 years in the F&F industry with Givaudan. In 1998, Steve purchased Vigon from Victor and took over day-to-day responsibilities.

## The Partnership Model

In 1998, Givaudan Fragrance and Vigon entered into a unique partnership where Vigon would help service the small to mid-size flavor and fragrance customers with Givaudan's products. Our success in providing same day shipments in any pack size led to many other leading manufacturers following suit.

## A passion for simplicity

Vigon's combination of core competencies sets it apart from the rest of the industry.

Vigon's extensive on-site manufacturing capabilities allow it to produce and offer a wide variety of products and solutions that can be customized to meet the customer's specific needs.

Vigon sets the industry standard for customer service, Somers said. Experienced customer service representatives will answer all your questions and give you the peace of mind knowing the right product will

See VIGON | 14



# Sterling Business Park reflects Wayne County's new approach

By Bill O'Boyle

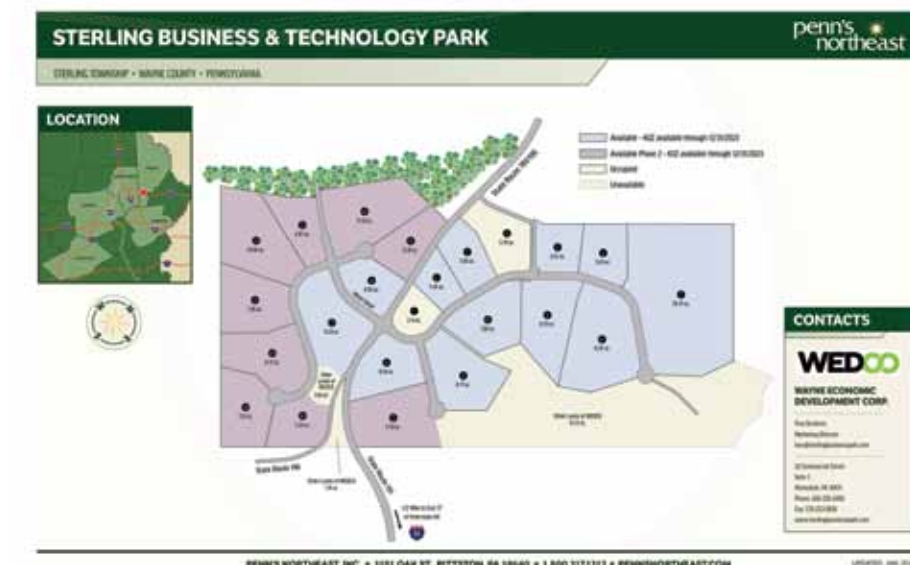
boboyl@timesleader.com

HONESDALE — Sterling Business and Technology Park is a great Northeast location in Sterling Township to start, expand or relocate your business. It includes 23 parcels of three to 30 acres, covering 252 total acres. The park has been approved for light manufacturing, distribution and professional office space.

It is located just off I-84 and just minutes from I-380 and I-81, putting Manhattan, Philadelphia and Hartford in reach in less than three hours. The park boasts reliable, redundant power supply, multiple telecom providers, central sewer and water and interior roads, and uses a conservation design including a walking trail. It is the largest water re-use business park in Pennsylvania.

## New, integrated approach

For much of the 19th century and well into the 20th century Wayne County experienced a robust economy supported by a solid manufacturing and rail infrastructure. However, this began to



change in the latter half of the 20th century as the local economy started shifting to one based on retail trade, recreational accommodations and service jobs. Unfortunately, these are also among the lowest paying sectors of both the local and national economies. Today Wayne County ranks near the bottom in terms of its relative per capita wages.

As family-sustaining incomes suffered, more and more families and young people simply moved away in search of better economic circumstances. This trend has gradually led to a population mix of aging

long-term residents, many of whom tend to be economically challenged, and their more affluent, retired neighbors, who spent their working years in places with higher standards of living.

## Comprehensive plan

In 2010, Wayne County completed a 10-year update of its Comprehensive Plan, and the Board of Commissioners wanted to make sure that the groundwork laid out in the various elements of the plan became the foundation for a bold, new future.

In 2013, Wayne County recognized that these evolving trends were

leading to unsustainable communities from an economic, cultural and educational perspective. This realization led to the creation of Wayne Tomorrow, a county-commissioner and community-supported planning initiative aimed at reversing these negative trends.

## Inclusive process

Called Wayne Tomorrow!, the mission has been to establish an inclusive process for on-going dialogue and create a shared vision that will build the community and help guide development of Wayne County. To that end, the commissioners sought out

people of varying backgrounds, professions and political outlooks from different industrial and economic sectors, assembling a group of people who might only rarely find themselves seated around the same table.

## Five key elements

This diverse group identified five key elements to focus on both as individual components, but also as interrelated and connected topics, and they formed work groups to look more closely at:

- Agriculture.
- Business and Economic Development.
- Human Resources and Education.
- Quality of Life.
- Sustainable Communities.
- Working Groups Established.

Each of these work groups was asked to conduct a SWOT (strengths, weaknesses, opportunities and threats) analysis, and from those efforts a set of themes emerged, showing up on each list in some fashion or another: Broadband Internet Access and Communication; a Career and Technical Center; Economic Development;

Education Opportunities; Health and Wellness; Marketing and Branding; Natural Assets; and Transportation.

Over a period of several years, these dedicated working groups identified and prioritized a number of short- and long-term projects that are covered in some depth in Wayne Tomorrow's Strategic Plan. The Strategic Plan represents an integrated and staged development plan, which is the basis of a dynamic and evolving economic and cultural ecosystem that is envisioned to be foundational for future community and business growth.

## Executive vision

Building Ecosystems — Wayne County, through Wayne Tomorrow, seeks to build a robust multi-dimensional economic and cultural ecosystem that will effectively address and reverse certain negative trends the county has been observing. This new ecosystem will be the foundation for ensuring improved conditions are achieved and then maintained into the future in

See APPROACH | 15

## Vigon

From page 13

arrive at the right place, at the right time.

Setting the standard for the industry, Vigon is

able to meet quick turn-around needs for customers through state of the art internal processes and distribution capabilities. Vigon understands the constant pressure for shorter lead times, and the quick turn-around

ensures that you get your products on time, all the time.

"We at Vigon have a mission to create value for our customers, suppliers, employees, the community in which we reside, and the world

at large," Somers said. "After 30 years, we are extremely proud of our track record on all fronts of how we have managed this mission."

But, Somers said, the challenges to do better yet are before Vigon.

"Today, due to global factors, the need for sustainable business practices are increasingly urgent," Somers said. "Throughout its history, Vigon has been committed to working safely, improving the living

standards and well-being of our team, minimizing waste, and conserving energy. Like all challenges, we welcome the opportunity to continue to raise the bar and to be the best we can be in an ever-changing world."

# Approach

From page 14

spite of facing new challenges and a constantly changing landscape.

## Environment Ecosystem Factors

To accomplish this, Wayne Tomorrow intends to follow a formal change management approach utilizing a set of guiding principles that maintain a healthy/sustained balance between the following somewhat diverse environmental ecosystem factors:

A healthy economy that affords its citizens significantly improved employment opportunities such that the County is

consistently ranked within the top 25 percent of per capita wages as measured against the state and national economies

A culturally and environmentally rich environment and physical infrastructure that serves to attract population and business growth/formation by offering a diverse and supportive array of cultural, educational, recreational, technological and quality of life outlets and opportunities (while simultaneously protecting Wayne County's unique natural environment)

Wayne County understands that it needs to embrace a new reality regarding its technological and physical infrastructure which, in some cases, is

either obsolete and or inadequate to support the 21st Century needs of its people or businesses.

## Communications

Wayne County understands that in addition to open and candid internal communications, there will be an ongoing need to aggressively market itself to people and organizations beyond its borders. This interdependency with north-east population centers is needed to facilitate business attraction, economic advancement and population growth

A public and private commitment to ensure that the necessary financial and human investment capital is available



on a timely basis to ensure ongoing success for the county and its citizens

## Balanced approach

This integrated and

balanced approach will be routinely benchmarked and measured using a set of competitive KPIs (Key Performance Indicators). By measuring

performance in this way, individual initiatives can be continually adjusted to meet aggressive goals in spite of constantly changing conditions.

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# Medical-retail campus coming to Blakeslee

**BLAKESLEE** — Tobyhanna Township officials recently announced that 300 jobs and a 22-acre, full-service medical and retail campus will be calling New Ventures Commercial Park home in the future.

“Northeastern Pennsylvania residents will be able to access quality health care and enjoy a unique retail experience all on one centrally located campus. Tobyhanna Township continues to create a great quality of life that is stimulating job growth through unique positive experiences,” said John J. Jablowski Jr., Tobyhanna Township manager.

Dubbed the Parkside Medical Campus, the newest addition to New Ventures Commercial Park will feature six buildings on four subdivided lots, totaling approximately 140,000 square feet. With both medical and retail aspects included on the campus, officials expect more than 300 jobs to be created as a result of the project.

The project is a result of a partnership between the township, Side Corp. and Langen Development-Economics. According to a press release, the project will be the first fully integrated medical and retail campus in the quad-county corner, where Monroe County with Carbon, Lackawanna and Luzerne counties.

“We are pleased to learn of the Parkside Medical Campus that will be located within Side Corporation’s New Ventures Commercial Park,” said Chuck Leonard, executive director of Pocono Mountains Economic Development Corp.

The campus entrance, which is located at Parkside Avenue



**Dubbed the Parkside Medical Campus, the newest addition to New Ventures Commercial Park will feature six buildings on four subdivided lots, totaling approximately 140,000 square feet, in Tobyhanna Township, Monroe County. With both medical and retail aspects included on the campus, officials expect more than 300 jobs to be created as a result of the project.**

and Commercial Boulevard, will be anchored by a full-service micro hospital that is visible from Interstate 80 and Route 115. The campus will be located next to the existing Pennsylvania State Police barracks and the Best Western on Parkside Avenue.

The Parkside Medical Cam-

pus is not the only development that is ongoing at New Ventures Commercial Park. In addition to the new medical and retail campus, officials expect a 1 million-square-foot American Tire Distributors logistic center to be in operation by Halloween of this year.

“This development is a con-

tinuation of Side Corporation’s commitment to quality development, from which our community has already realized significant benefit, and will attract additional investment and opportunities to the Village of Blakeslee in Tobyhanna Township,” Leonard said.

With the completion of the

American Tire Distributors logistic center and a Liberty Travel Center and restaurant, more than \$90 million in building and infrastructure investment and 400-plus jobs have been created by the commercial park, according to a press release.

— From The Pocono Record

Submitted



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# New 30-acre industrial park in Forest City serves region

By John P. Kameen  
Forest City News

FOREST CITY — Greater Forest City Industries Inc., the industrial development corporation in Forest City, Susquehanna County, created the 30-acre VISION 2000 Industrial Park.

It is located at the corner of Wayne, Lackawanna and Susquehanna Counties. The park was originally funded by a \$1 million grant from the U.S. Department of Agriculture Rural Development Grant Program, secured almost 20 years ago by former Congressman Joseph McDade.

In April 1999, GFCI purchased the 30 acres of mine-scarred land, which is located on Route 247 between Forest City and Browndale, from Linde Enterprises Inc. Cost of the land was \$5,000 per acre and was purchased under the grant program. The entrance to the Park is in Wayne County but the bulk of the property is in Susquehanna County.

An intersection with Route 247 was constructed and the access road, known as Commerce Boulevard, traverses through the park. The access road goes over lands owned by the D&H Rail-Trail Council and the Lackawanna River Basin Sewer Authority. Rights-of-way were negotiated with



**Infrastructure presently constructed within the park include paved roads owned and maintained by Forest City Borough, sewer and water, with availability to electric, and fiber optic. A natural gas line was recently installed by UGI into the park.**

both entities.

A number of industrial parcels were laid out in the park. Infrastructure presently constructed within the park include paved roads owned and maintained

by Forest City Borough, sewer and water, with availability to electric, and fiber optic. A natural gas line was recently installed by UGI into the park.

Quad Three Group,

of Wilkes-Barre, was the park's project engineer. Steve Weinberg, director of Community Action Services, a long-time director of Forest City Community Development efforts, administered that grant.

The park was named the VISION 2000 Industrial Park due to the inception of a four-community comprehensive plan which involved a joint planning effort on the part of the four local communities (Forest City, Vandling, Browndale and Richmondale)

which are located in three different counties.

At the time, VISION 2000 set up task forces for Recreation, Housing, Industrial Development and Intergovernmental Co-operation. The industrial park was intended to forward the goals of the Industrial Development Task Force.

GFCI officials soon determined that no small to medium-sized company was interested in locating a plant in a rural area if it had to spend a quarter of a

million dollars simply for installation of utilities. With land purchase and building costs, any industrial building project in the Forest City area at that time would have cost in excess of \$600,000.

With a developed industrial park, GFCI officials felt they could provide a small manufacturer with a suitable building site at a reasonable cost. GFCI also could provide financing through state sources and local bank financing.

# Visitors Bureau boosts Poconos economy

By Bill O'Boyle

boboyle@timesleader.com

**POCONO MOUNTAINS** — The Pocono Mountains Visitors Bureau (PMVB) is a private, non-profit, membership-based organization that was established in 1934, helping bring 26.6 million visitors to the region each year.

They are the official destination marketing organization for the four-county, Pocono Mountains region of Carbon, Monroe, Pike and Wayne.

Though residents in

the Poconos may have negative connotations with the tourism industry, there is much more to the story, said the bureau's Kelly Shannon.

"Tourism is a major factor in the Pocono Mountains' economy," Shannon said.

How important, you ask?

- Travel spending in the Pocono Mountains exceeds \$3.5 billion annually.

- Tourism created 36,636 jobs in 2016.

- 37.2 percent of all workers in the Pocono Mountains are employed

within the tourism industry, making the Pocono Mountains the most "tourism-dependent" region of the 11 regions in the commonwealth.

- In 2016, the travel industry in the Poconos produced \$1.5764 billion worth of labor income.

- Tourism spending produced \$345.4 million in state and local taxes.

- For every additional 176 room nights generated year over year, one job is created.

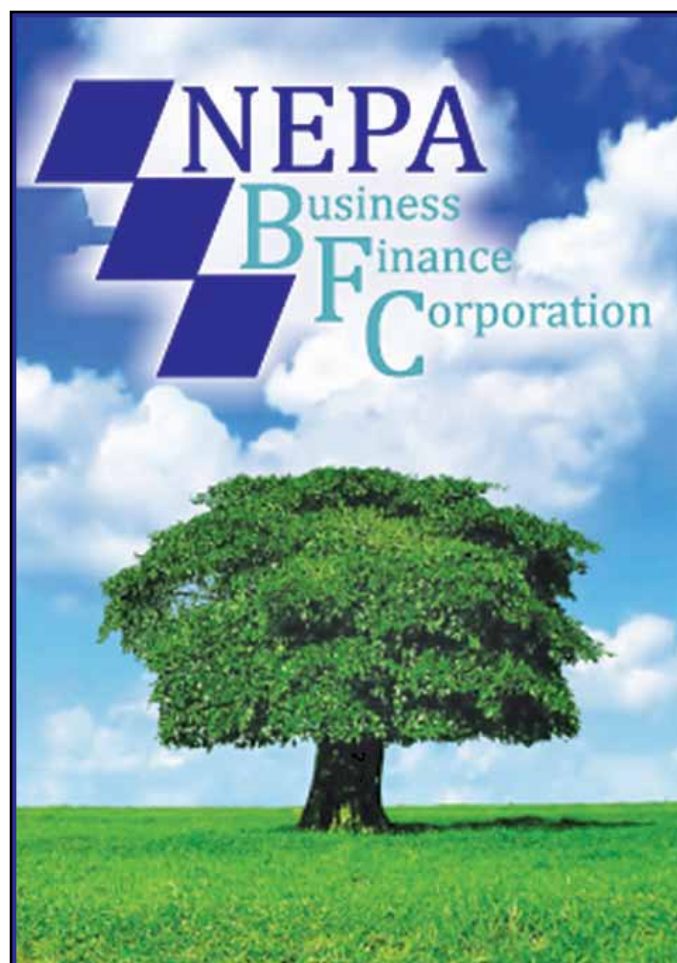
- For every \$1 invested in "tourism advertising," \$3 in state taxes are

See ECONOMY | 20



Pocono Mountains Visitors Bureau

See a clear view of the Pocono Mountains while hiking the Delaware Water Gap.



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## Economy

From page 19  
 generated.

Shannon said tourism in the Pocono Mountains contributes to the triple bottom line — economic, social, and environmental — like no other industry in the region.

In addition to boosting the local economy, the PMVB is constantly giving back to the community, Shannon said.

Here are a few ways how:

- At the annual Tourism Games, one-third of each team's registration fee goes to the host property's charity of choice.

- In its 32nd year, the Hospitality Scholarship Golf Tournament raises money for scholarships for both high school and college students — more than \$30,000 in the last five years.

- The Holiday Dinner supports local and national organizations through both monetary

and material contributions.

- Employees receive four hours of paid time off for community service at any philanthropic agency of their choice.

- A campaign was launched in the spring of 2018 called "Pick Up the Poconos," geared at reducing litter in the region, to improve quality of life for residents, environmental status, and the image of the area for visitors.

- More than 1,892 bags of litter have been filled and properly disposed of stemming from this campaign.

"The PMVB strives to bring tourism to the region; to enhance the economic and environmental well-being of the four counties and members through the promotion of tourism and the comprehensive marketing of the Pocono Mountains," Shannon said.

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.



Pocono Mountains Visitors Bureau  
 Hop aboard a train for a scenic ride through the Pocono Mountains.



Submitted

This architectural drawing shows Kalahari Resorts' convention center expansion.

## Kalahari Resorts breaks ground on \$32M convention center expansion

**TOBYHANNA TWP.** — More than 100 guests visited Kalahari Resorts and Conventions in July as the resort's owners hosted a groundbreaking ceremony for the expansion of its convention center.

The project includes a 38,000-square-foot ballroom and 18 additional meeting rooms. Additionally, it will have a 12,000-square-foot junior ballroom.

Penn's Northeast member, Sordoni Construction Services Inc. of Forty Fort will build the expansion. Architectural Design Consultants Inc., based in Wisconsin, is the architect, having been the architect for entire resort.

The Pocono resort continues to grow after initially opening several years ago with a massive project that provided Monroe County with Wisconsin-based Kalahari's first entertainment/recreation destination in Pennsylvania. The resort included an outdoor activity pool, hotel, convention center, spa and salon, golf course, retail shops, full-service restaurants and indoor and outdoor waterparks, and completed an expansion in 2017.

Now, the owners will more than double the size of its convention center with an addition that adds 105,000 square feet, bringing the footprint of its meeting and event space to

205,000 square feet.

Todd Nelson, owner and president of Kalahari Resorts and Conventions, said his company needed to expand the convention center because of demand.

"It has ramped up so quickly," Nelson said. "We thought it would happen in 2020."

The resort has a strong team in place, all the amenities are already there and guests have the ability to bring their families when attending events, which are all strong draws for people desiring convention center space, Nelson said.

"About 40 to 45 percent of our business comes from the convention center, so it's a very

important part of our business," Nelson said.

The convention center also has been successful because of its good leadership, Nelson said.

"It's a really nice facility and it's operated at a high level," Nelson said. "There's no room for error. You have to do it right the first time."

Construction should finish on the \$32 million project in November 2019, he said. Though the features will be slightly different, the expansion will seamlessly connect to the existing convention center, he said.

— Submitted by  
 Penn's Northeast  
 from LVB.com



# Pocono Springs Village to create 3,200 new jobs

By Bill O'Boyle

boboyle@timesleader.com

**TOBYHANNA TWP.** — A \$350 million entertainment destination village is in the final stages of conceptual development in Tobyhanna Township.

The Pocono Springs Entertainment Village is a joint venture between JEMB Realty of New York and Denver-based Alberta Development Partners, who are announcing a project that will become one of the largest entertainment destination development projects underway in North America.

Pocono Springs will generate more than 1,200 new jobs and nearly 2,000 construction jobs in Phase 1 with a possibility of additional future phases. It is anticipated that nearly 5 million new visitors to the region are expected to visit the village annually.

"I am incredibly pleased that Pocono Springs Entertainment Village is coming to our region," noted state Sen. Mario Scavella, R-Monroe/Northampton.

"Millions of tourists visit our region each year, spending dollars that support many local businesses," Scavella added. "Pocono Springs Entertainment Village will bring new jobs, further diversify the attractions the Poconos has to offer, and grow our local



economy. Further, the outstanding entertainment venues offered will provide unique experiences right here in our community."

Features of Pocono Springs Entertainment Village include buildings designed to blend with the region's historic character and charm with nearly 600,000 square feet of destination, entertainment-based anchor retailers including a 90,000 square foot aquarium, themed restaurants, and a helium balloon ride.

"Promoting our great quality of life through the thoughtful creation of a new entertainment village helps create jobs, stimulate our regional economy, and celebrate the uniqueness of the Poconos," noted state Rep. Jack Rader, R-Monroe.

The transformative entertainment village will be unique to Penn-

sylvania by embracing the natural beauty of the Pocono region, while featuring engaging public venues in a rustic setting that blends recreational, dining, and entertainment venues with hiking and biking trails, complete with bike share and environmentally responsible trolley shuttles.

"We couldn't be more pleased to build Pocono Springs, a 21st-century entertainment, retail and dining destination, with national entertainment venues as partners in the birthplace of the quintessential American vacation — the Poconos," said Bryan McFarland, principal at Alberta Development Partners. "The Poconos are a short 3-hour drive from where over 44 million Americans live and work — it only makes sense to build them a place to play and stay right here."

The project will include mature landscaping with a signature tree grove anchoring a nearly five-acre multi-use public park and open space at the very core of the village. Each night, a unique show with dramatic interactive water fountains will entertain hourly and serve as a public engagement space throughout the year.

"The Board of Supervisors and our entire community is excited to welcome this transformative project that embraces the beauty of the Pocono Region while creating thousands of new jobs through destination entertainment-based economic development," said Tobyhanna Township Manager John J. Jablowski, Jr. "We also are partnering with a developer that is committed to ensure that Pocono Springs embraces the natural beauty of our region while responsibly being stewards of our outstanding resources."

The \$350 million destination, planned to open during summer 2021 will be adjacent to the 977-room Kalahari Convention Center Hotel and Waterpark — the largest indoor waterpark in the country — which itself draws over one million visitors per year.

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.

## About Alberta Development

Alberta Development Partners is engaged in the acquisition, development and investment of retail and residential real estate opportunities located throughout the western United States. Alberta focuses its efforts on regional retail shopping centers, mixed-use commercial and residential projects and select build-to-suit opportunities that include grocery-anchored shopping centers and value-added opportunities. Since its inception 23 years ago, Alberta has completed more than 10 million square feet of development and acquisitions. In the past four years, Alberta has delivered \$460 million worth of completed projects, making Alberta one of the most aggressive retail and mixed-use development firms in the marketplace. More information is available at [www.albdev.com](http://www.albdev.com).

## About JEMB Realty Corp.

JEMB Realty Corporation is a real estate development, investment and management organization based in New York City. The firm, which has been a key player in the real estate industry since 1990, has a diverse and expanding asset base with properties throughout the United States and Canada.

JEMB and its affiliates own and operate a real estate portfolio in excess of 6.5 million square feet. The company also has expanded into the energy, telecommunications and financing sectors.

## About Tobyhanna Township

Tobyhanna Township is located at the geographic heart of the Pocono Plateau of Pennsylvania and is home to many historic villages including Blakeslee, Pocono Pines, Pocono Lake and Pocono Summit.

The 54-square mile township is at the center of a growing residential, business, and recreational community serving as one of the principal destination entertainment locations in the United States.

## Pocono Springs Village Highlights

- One of the largest destination entertainment projects in North America
- Located in Tobyhanna Township, Monroe County
- \$350 million Phase 1 project
- Creation of 1,200 permanent jobs
- Creation of 2,000 construction jobs
- Over \$400 million annually in statewide economic impact
- Nearly 5 million new tourists visiting the Poconos annually
- Creation of a 5-acre public space and outdoor venue
- Over 10 acres of bike share and walking trails
- Set in a village style, promoting environmental stewardship
- Nationally renowned recreational and dining opportunities
- Home to dozens of live entertainment venues



# Pocono Organics regenerative farm project underway

**LONG POND —** You've heard of farm-to-table initiatives — now the granddaughter of the founder of Pocono Raceway aims to add farm-to-track to the lexicon.

Pocono Organics broke ground in August on a 50-acre regenerative farm next to the race track in Tunkhannock Township, Monroe County.

"What started out as a lifestyle and health choice for my family and I became a larger mission when I thought about how we could utilize our land to grow organic food to help others,

create jobs in our community, and ultimately become an example of what a fully sustainable regenerative organic farm could be," said Ashley Walsh, president of Pocono Organics.

The farm on Long Pond Road is part of an initiative to make the Pocono Raceway more sustainable, with the farm providing organic food for the track and, in return, receiving compostable material.

The farm will draw power from the same 25-acre solar farm that powers the raceway.

That type of interaction is a hallmark of regenerative farming.

Walsh said the vision for the organic farm came from her grandfather, Dr. Joe Mattioli, Pocono Raceway's founder.

Besides the solar farm that powers 100 percent of its facility, the race track launched a recycling program that encourages fans to use its recycling containers, a tree planting program and commissioned a sustainability report this year.

Pocono Organics is

partnering with the Rodale Institute as it aims to be the largest regenerative organic fruit and vegetable operations in North America, according to a press release.

The farm will provide about 100 jobs with employment opportunities going to veterans through Rodale Institute's Veteran Farmer Training Program, according to the company's website.

Pocono Organics will be constructed in three phases, the first of which will include 38,000

square feet of greenhouses connected to a 30,000-square-foot barn.

The indoor facilities will allow the farm to grow organic foods throughout the year, and the the barn will feature a vegetative roof to capture rain water for re-use in growing crops.

Rodale Institute, which is based in Maxatawny Township, Berks County, said it is excited about working with Pocono Organics.

"Our partnership with Pocono Organics is truly revolutionary," said Jeff Moyer, Rodale Institute

executive director. "Not only are we showcasing the ability to grow food in a way that is profitable for farmers, healthy for communities and positive for the environment, we're doing it in a setting that will welcome the public and consumers to be part of the experience."

The farm will feature organic crops such as fruits, vegetables, grains and herbs that will be grown in both outdoor fields and greenhouses.

— Submitted by Penn's Northeast from the Allentown Morning Call.

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Scranton Plan is a marketing affiliate of  
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# NEPA Alliance sees strong results

By Bill O'Boyle

boboyle@timesleader.com

PITTSBURGH — The NEPA Alliance is a regional community and economic development agency serving the seven counties of Northeastern Pennsylvania including Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne.

NEPA Alliance services include business financing, government contracting assistance, international trade assistance, nonprofit assistance, transportation planning, research and information and local government services.

- **Business Finance Center:** Eight loan programs, as well as the NEPA Business Finance Center.

- **Government Contracting Assistance:** NEPA assists business clients in selling their products and services to all levels of government.

- **International Trade Assistance:** Assists businesses to develop markets and generate international sales.

- **Nonprofit Assistance:** Provides assistance to nonprofits organization and communities.

- **Transportation Planning:** Assists PennDOT with transportation planning and programming services.

- **Research and Information:** Provides research and economic impact modeling services to businesses, non-



Times Leader File Photo

**NEPA Alliance President and CEO Jeffrey Box offers remarks at the SWOT study release in Pittston Township earlier this year.**

profit and government agencies.

- **Appalachian Regional Commission (ARC):** Provides technical assistance to organizations seeking ARC grant assistance.

- **Blue Ribbon Task Force:** NEPA manages the community support group for the Tobyhanna Army Depot.

NEPA Alliance has a strong economic and community development impact in Monroe and Wayne Counties. Below are a few projects NEPA is proud to have been part of.

## Monroe County

- **Dec. 1, 2017:** NEPA Alliance presents loan funds of \$147,926 to Kariz Cutz, SBA 504 loan, through the NEPA Alliance Business

Finance Corporation, for the purchase of land and a building in Monroe County. This loan assists Kariz Cutz in creating three jobs. Other project funds included assistance from Wayne Bank and cash from the borrower.

Kevin Allen oversees Kariz Cutz, which was founded in 2010. Kevin graduated from barber school and became a licensed barber in 2003, when he began running his shop from his home for seven years before adding contracted barbers at the current location.

Kariz Cutz was named the #1 Barber Shop in the Poconos in 2012 and has a great reputation throughout the community. Kevin has also used

his passion to train five barbers who all currently operate their own shops in different locations.

- **Nov. 20, 2014:** ARC Grant presentation to Northampton Community College.

Northeastern Pennsylvania Alliance (NEPA) and Pennsylvania Department of Community and Economic Development (DCED) presented Northampton Community College (NCC) with a \$100,000 Appalachian Regional Commission (ARC) grant to purchase equipment and supplies to support post secondary workforce development programs in the Information and Communications sectors.

ARC funding was requested to revitalize,

upgrade, and expand NCC's education and training infrastructure through the purchase of software and hardware that meets technological standards in the workplace and allows new, returning and incumbent workers to compete in the technology marketplace. Equipment and supplies were purchased in support of the course objectives and student learning outcomes in the following programs: Computer Information Systems, Computer Science, Computer Aided Design, Computer Information Technology, Computer Maintenance and Service Technician, Web Development and Web Site Design.

- **July 17, 2012:** ARC Grant presentation to Northampton Community College. Northeastern Pennsylvania Alliance (NEPA) and Department of Community and Economic Development (DCED) presented the Northampton Community College (NCC) with a \$100,000 Appalachian Regional Commission (ARC) grant to purchase equipment and supplies for the Nursing, Allied Health, Biotech and Biology labs at the new Northampton Community College Workforce Development Training Center. The ARC grant for equipment and supplies will support the course objectives and student learning out-

See RESULTS | 24

## Parks economic driver for region

By Joe Boylan

Greater Wilkes-Barre Chamber of Commerce

WILKES-BARRE — Industrial Parks have and continue to be the economic driver for Northeastern Pennsylvania.

Penn's Northeast and the Economic Development Organizations within our

Northeast PREP network have executed a successful growth and attraction strategy to attract job producing companies from across the globe, by leveraging our location and access to a vast infrastructure network.

We have come a long way since the dominating era of coal, by diversifying our economy and utilizing our strengths to convert opportunities into wins.

This is evident through our recent success of landing international companies within our parks in Lackawanna, Luzerne, Monroe and Pike counties — a credit to the hard work of John



Boylan

See PARKS | 24



## Results

From page 23

comes in the regionally targeted healthcare and biotechnology/bioscience programs.

• **Tobyhanna Army Depot:** NEPA Alliance is the lead community coordinator that advises the community and business leaders regarding the value of the Tobyhanna Army Depot and its economic contribution to the Northeastern Pennsylvania region. NEPA purchased 42 acres of land to protect the depot from possible encroachment in December, 2011 and held title for five years.

NEPA Alliance prepared an economic impact analysis of Tobyhanna Army Depot. In Fiscal Year 2016, the total impact within an 11-county region was an estimated \$2.9 billion in economic impact. Tobyhanna Army Depot supported 11,875 jobs, which include 3,362 employees at the depot who reside within the region.

The depot has an estimated \$757.9 million in labor income. In 2014, Tobyhanna Army Depot launched a facility enhancement initiative which leveraged over

\$100 million in federal funds. In support of our war fighters throughout the world, the funds are used to ensure that the depot will remain a world-class facility for electronics innovation. During 2016, the economic impact in Pennsylvania from this initiative was \$55.6 million.

**Wayne County**  
 • **June 1, 2018:** Kitty Hawk Technologies Certification. Through a partnership with the NEPA Alliance, Department of Community & Economic Development (DCED), Wayne County Economic Development Corporation (WEDCO) and the Northeastern Pennsylvania Industrial Resource Center (NEPIRC), Kitty Hawk Technologies, a certified veteran owned small business, received its ISO 9001:2015 Certification through the NE Pennsylvania Transition Partnership (DTP). Completion of the certification allows Kitty Hawk Technologies access to new clients that cannot be currently approached without this certification. This certification will also aid in its market outreach efforts with both the Department of Defense (DOD) and Aerospace Industry.

This project was funded by the Depart-

ment of Defense's Office of Economic Adjustment. It was managed by the Pennsylvania Department of Community and Economic Development (DCED) and implemented locally by NEPA Alliance and key partners, Northeastern Pennsylvania Industrial Resource Center (NEPIRC), Small Business Development Centers (SBDC) and Wayne Economic Development Corporation (WEDCO).

Mr. David Suhosky, President of Kitty Hawk Technologies presented awards to his staff for their assistance and dedication during the certification process.

Jeffrey Box, President & CEO of the NEPA Alliance, acknowledged, "The DTP initiative is designed to provide support to DOD contractors and supply chain vendors that have been affected by decreased DOD spending." He also noted that the NEPA DTP has secured over \$3 million dollars to the region to support this initiative. Mr. Box further stated the initiative has provided over \$510,000 in vouchers to DOD contractors throughout the region, which leveraged \$230,000 in private investments.

Dale Parmenteri, Vice President, Consulting

Operations for the Northeastern Pennsylvania Industrial Resource Center (NEPIRC), provided an overview of the ISO Certification process and its requirements. State Sen. Lisa Baker acknowledged the fine work the NEPA Alliance is doing with bringing the economic development partners together for job creation. State Representative Jonathan Fritz commented on a job well done for Wayne County.

• **January 25, 2017:** Sutphen East Corporation received USDA Rural Development/NEPA loan. Through a partnership with the NEPA Alliance, Wayne County Economic Development (WEDCO) and Wayne County, Sutphen East Corporation received a \$225,000 USDA Rural Development loan, through the USDA/NEPA Alliance Intermediary Relending Program (IRP), for the purchase of land & building in the Sterling Business & Technology Park, Sterling Township, Wayne County. This loan assists Sutphen East Corporation in creating 10 jobs and retaining 40 jobs. Other project funds included owner's cash equity.

Julia Sutphen Phelps oversees the Sutphen East Corporation, which

was founded in White Lake, Sullivan County, N.Y. The Sutphen family has a rich history and dedication to manufacturing quality custom fire apparatus since 1989. Sutphen East Corporation sells its manufactured products, of primarily pumpers and tankers, based on customer specifications and needs. The ultimate consumer of the company's products are municipalities and volunteer fire departments.

• **July 1, 2013:** PREP Partners Combine Forces to Assist Lake Region Micro Electronics - Lake Region Micro Electronics Corporation was recognized on June 27, 2013 as a start-up business success story. The company took advantage of regional Partnership For Regional Economic Performance (PREP) resources and prospered through federal government contracting opportunities.

The company, a small Woman Business Enterprise (WBE) certified with the Commonwealth of Pennsylvania, was formed in 2012 by Allison "Allie" Mancino, President and CEO. The company has been awarded approximately \$62,000.00 in government contracts from the Department of the

Army and the Defense Logistics Agency (Aviation) for items relating to electronic connector manufacturing and computer storage device manufacturing.

Allison, a 12-year veteran of Purchasing Electronic Components, said "I left the industry ten years ago to care for my five young children. I returned to the industry I fell in love with, eager to use my past experience to meet the needs of today's buyers."

Allison got her start at the Pocono Lake Region Chamber of Commerce where she met with The University of Scranton Small Business Development Center (SBDC) for assistance in the start-up of her business. Based on Allison's business model, the SBDC referred her to the Northeastern Pennsylvania Alliance's Procurement Technical Assistance Center (NEPA PTAC) to pursue the potential to apply for government contract opportunities. Allison was invited to the PTAC Government Contracting Showcase 2012.

Shortly after the Showcase, Tobyhanna Army Depot awarded the company a contract which provided a start in the government contracting

See RESULTS | 26

## Parks

From page 23

Augustine at Penn's Northeast and Northeast

PREP partners.

More importantly, nobody has become complacent with what we have. Through tremendous partnerships with DCED and other

Commonwealth agencies and department, we have continued efforts to secure funding to make our parks more attractive — investing in our roads and bridges, improving

our utility infrastructure, and most recently, working together as a region to improve the public transportation system within each park.

Moving forward, the

key to our success will be creating and executing a workforce strategy to meet the demands of current and future park tenants.

That, once again, will

take a commitment and dedication from our partners to come together and build a sustainable model that aligns our workforce needs with our educational partners.

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## Results

From page 24

arena.

This story represents a successful collaboration in service to the business community by two Pennsylvania DCED PREP Partners, NEPA Alliance and SBDC, as part of the Partnership for Regional Economic Performance Program.

• **Feb. 15, 2013:** NEPA Alliance presents USDA Rural Development and Economic Development Administration (EDA) small business loan funds to Antler Ridge Winery, Inc.

The Northeastern Pennsylvania Alliance (NEPA) and USDA Rural Development presented Antler Ridge Winery, Inc. with a \$115,000 combined loan to purchase land for a building. These low interest loan funds will allow them to expand their business.

Antler Ridge Winery was incorporated in 2005 with its main production facilities located in Rome Township, Bradford County. Wines are made predominantly from Pennsylvania grown grapes and fruits. Steve Unis is the owner, founder and win

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.

# Smithfield Gateway project moving forward

By Bill O'Boyle

boboyle@timesleader.com

**MARSHALLS CREEK** — The Smithfield Gateway project recently cleared a major financial hurdle to proceed with a massive, multi-phase, mixed-use construction project slated for the former Mosier Dairy site in Marshalls Creek.

In a story in the Pocono Record on June 30, Jim DePetrakis, CEO of Legend Properties Inc., said the project was a sure thing last week after making the final payment for a 56.32-acre section of the property. Legend closed out the \$4.2 million transaction on Monday, laying the groundwork for what will compromise the second phase of development.

"We expect to be in the ground early next year," DePetrakis said in the story. "It's been a process, but we're getting there."

According to the Pocono Record story, Legend plans to build roughly 200,000 square feet of retail and office space at the former farm site, which is located between routes 209 and 447 in Smithfield Township. The developer also intends to erect 236 high-end housing units on the property's northern hilltop, as well as an additional 120,000 square feet of retail space on the opposite side of Route 209 behind the existing Dairy Queen.



A former farm site in Marshalls Creek is about to be turned into a massive, multi-phase, mixed-use construction project.

### Project narrative

The total development of Smithfield Gateway will comprise approximately 121 acres, including 91 acres on the west side of Route 209 and 30 acres on the east side of Route 209 in East Stroudsburg, Smithfield Township. The location is just one-half mile north of the Interstate 80 Marshalls Creek exit 309. The site also has 2,000 feet of frontage on Route 209 and has accessibility from Route 447.

Phase I will be a retail project on 28 acres, fronting Route 209, and Phase II will consist of a multi-family development on 27 acres, 20 acres devoted to office and professional space, and 12 acres of commercial development. A

major loop road is being constructed connecting Route 209 to Route 447 on approximately 4 acres. The loop road will inter-connect Phase I and Phase II. Phase III is located on the east side of Route 209. It will be 120,000 square feet.

The site, formerly Mosier Dairy Farm, has been a targeted site for redevelopment for many years and is a prime commercial parcel. Several other developers have shown interest and did not proceed when the extensive required off-site road improvements came to light.

The project is being developed by DEPG Associates LP, which is the dominant retail developer in Monroe County.

### Highway improvements

The project involves a significant range of transportation improvements. Improvements to US 209 and PA 447 are needed regardless of the proposed commercial development planned for the area.

**U.S. 209:** The U.S. 209 corridor off Interstate 80 is very dangerous because it only has two lanes. Traffic is always backed up and is a heavily traveled area of the county. Making left turns on and off this highway to local businesses is difficult. Traffic counts on U.S. 209 report 25,000 vehicles per day. This project will widen this road to five lanes to permit left turn lanes in each direction. Traffic signals will also be

installed at two locations. These improvements are to be funded by the approved Local Share Account (LSA) for Monroe County grant, the PennDOT Multimodal Transportation grant and a private bank loan not yet secured (paid back using TIF revenues).

**Loop road:** A new loop road will be constructed through the heart of the project site and will connect US 209 with Pa. 447 to improve traffic flow on these two main roads.

The loop road will also provide an inter-connection with Phase 1 and Phase 2 of the development. The loop road is to be funded by a PA Infrastructure Bank loan

See PROJECT | 27



# Project

From page 26

(paid back using TIF revenues).

**Pa. 447:** Significant improvements are also planned to this state highway including new traffic signals at the intersection with the loop road. This work will be funded by the same sources as U.S. 209.

**Interior roads:** Several new interior roads will be built in phases 1A and 1B. Another road improvement will be constructed between Area 2B and that part of 1A that abuts Music Center Drive. At the end of Music Center Drive near 209, the road will be turned into a cul-de-sac. These are identified as Roads B, C and D and they will be funded by the approved CFA Multimodal Transportation grant.

## Other costs

In addition to the improvements listed above, there are significant additional costs for additional right-of-way acquisitions and site work.

In order to widen U.S. 209 certain properties will require adjustments to their parking lots and/or relocation of a building on their site to accommodate the road widening. The July 2018 CFA Multimodal Transportation Fund grant application proposes that the right of way acquisitions, site work and associated professional services be funded with



Proposed plans for the Smithfield Gateway Project

this grant.

An existing building (Burak Chiropractic) is currently situated within the right of way area that must be acquired for the U.S. 209 widening. The September 2018 Local Share Account for Monroe County application proposes to fund the site work, construction and associated professional services with the relocation of the Burak Chiro-

practic building.

## Storm drainage

There are significant storm drainage improvements that must also be completed. An estimated cost of \$500,000 will be incurred to construct the storm water pipe under U.S. 209. An additional cost of \$1,830,260 will be incurred to construct the storm drainage system from Route 209 to

the stream discharge point. The approved LSA grant, the Redevelopment Assistance Capital Program Grant and the TIF bank loan are the funding sources identified to cover the storm water improvements.

## Project Economic Impact

An economic impact analysis was performed for the project by the Northeastern Pa. Alli-

ance using the IMPLAN modeling system. It was determined that for Phase I of the project 954 new full-time jobs would be created, 632 construction jobs would be created and 578 indirect jobs would be created.

## Project readiness

Due to the recent overlay approval by Smithfield Township,

the developer has a "by right" approval to develop the project according to Smithfield Township's ordinance. Smithfield Gateway has also received preliminary approvals from Smithfield Township and expects all approvals by the fall of 2018.

Reach Bill O'Boyle at 570-991-6118 or on Twitter @TLBillOBoyle.



# UGI helps WEDCO receive \$1M pipeline grant for Waymart

HONESDALE — The Commonwealth Financing Authority recently approved a \$1 million Pipeline Investment Program (PIPE) grant to Penn's Northeast member Wayne Economic Development Corporation (WEDCO) to assist with developing natural gas infrastructure in parts of Canaan Township and Waymart Borough, Wayne County.

Waymart Borough and portions of Canaan Township do not currently have natural gas service. The project proposes to install 27,092 feet — just over five miles — of natural gas distribution lines from the existing line in Canaan Township that serves the federal penitentiary on Canaan Road to and throughout Waymart.

This extension will make natural gas available to 52 commercial and 451 residential customers, including the area's largest employers and the R.D. Wilson Elementary School.

Total project cost is \$2,031,900. UGI Penn Natural Gas (UGI PNG) provided the required

private match in the amount of \$1,031,900.

## PIPE program

UGI Business Development Director Don Brominski stated: "UGI PNG is excited to work with WEDCO, Canaan Township, and the Borough of Waymart, and we thank the Commonwealth of Pennsylvania for approving a \$1 million PIPE Grant that will make natural gas service to the residents and businesses in and around Waymart a reality."

This project connects additional areas of Canaan Township and Waymart Borough with the existing distribution network and enables businesses and residents to realize the benefits of this low-cost energy

**"UGI PNG is excited to work with WEDCO, Canaan Township, and the Borough of Waymart, and we thank the Commonwealth of Pennsylvania for approving a \$1 million PIPE Grant that will make natural gas service to the residents and businesses in and around Waymart a reality."**

**Don Brominski**

UGI Business Development Director

source.

Sen. Lisa Baker, R-Lehman Township, stated "This is a key piece of energy infrastructure helping to support jobs, businesses, and institutions in the community. Without this funding, the project wouldn't be possible. The substantial State grant makes it more affordable and moves up the timetable for delivering benefits to residents and small business owners."

## Big win for area

State Rep. Jonathan Fritz said, "I am very pleased that Waymart and Canaan Township will gain access to clean burning natural gas. Additionally, this translates into savings for residents and opportuni-

ties for business, both existing and future. It's a big win for the area."

State Rep. Mike Peifer, R-Pike/Wayne, had a part in bringing the benefits of natural gas to under-served communities by helping to author language within the Commonwealth fiscal code that ultimately provided the funding mechanism for the PIPE project. His actions were in part due to a request from Commissioner Joe Adams, then Superintendent of Western Wayne, to assist with making natural gas infrastructure available to school districts.

Peifer stated, "The initiative to establish new opportunities for hospitals, schools, and economic development

projects originated several years ago during discussion of the fiscal code whereby grants would be issued and monies would be allocated for the purpose of utilizing the benefits of natural gas. It is exciting when a project discussed, such as establishing a natural gas connection to the R.D. Wilson School, comes to fruition."

Commissioner Adams acknowledged the support of local legislators by stating, "I would like to thank State Representatives Mike Peifer and Jonathan Fritz, and Sen. Lisa Baker for all their support for the project."

Adams further stated, "We had the vision at Western Wayne in our ESCO project to put dual fuel heads in the new heating system at R.D. Wilson so we would be ready when natural gas became available. We are grateful to UGI for stepping up for the required matching money. That match on their part saved the school district over \$1,000,000 and additionally provided for the opportunity to use natural gas and save the tax payers hundreds of thousands of additional

dollars in heating costs over time."

"It also is extremely exciting for all residents and businesses of greater Waymart," Adams said. "The additional economic growth that can come from this project is a great opportunity as well. This project is private/public partnership at its best."

## Many steps ahead

According to WEDCO Executive Director Mary Beth Wood, the next step in the PIPE project is to complete the grant contract process. WEDCO will then start to work with various agencies on finding ways to help businesses and residents connect to the new natural gas distribution lines.

"There are many steps ahead of us to ultimately make the project a success, but the award of the PIPE grant is a critical first step," said Wood. "We look forward to working with municipal officials and UGI to help businesses and residents maximize the benefit of natural gas infrastructure."

— Submitted by Penn's Northeast from The News Eagle.





NEPIRC - the Northeastern Pennsylvania Industrial Resource Center - is hosting a no-cost 4 hour seminar on Leadership Development. This program helps individuals become stronger, more impactful leaders. While joining other managers and supervisors to discuss workplace challenges, attendees will explore topics that include Self-Awareness, Power & Authority, Risk & Failure, and Leadership Style.

Using self-assessment tools and experiential learning, attendees will examine their strengths and weaknesses while exploring best practices of exceptional leaders. After attending the seminar, employees will know how to manage teams more effectively and provide leadership

In the past seven years, NEPIRC has trained over 500 managers, supervisors and team leaders. These seminars are led by Mr. Leo Gilroy, NEPIRC's Director of Strategy & Innovation. Mr. Gilroy has an engineering degree from Temple University and an MBA from the University of Scranton. He is a certified Kaplan-Norton Balanced Scorecard™ professional and serves as Adjunct Faculty at the University of Scranton, where he teaches the Capstone course in the MBA program.

To ensure audience diversity, seating is limited to two representatives per company.

**Comments from recent attendees:**

"As a new leader, there were many great takeaways from this course. Leo did great in finding ways to make certain areas relevant to my position."

"Great! I had other leadership classes and they felt more like sales-pitches. This was perfect for every industry and anybody!!"

"Excellent information. Relevant on many levels. Stimulates self-evaluation to promote."

**Event Dates:**

**December 4, 2018**

8:00 am – 1:00 pm

Location: NTRPDC, 312 Main St., Towanda, PA 18848

**December 6, 2018**

8:00 am – 12:00 pm

Location: Central Susquehanna Community Foundation, 725 West Front Street, Berwick, PA 18603

**December 7, 2018**

8:00 am – 12:00 pm

Location: CAN DO Inc., 1 South Church Street, Hazleton, PA 18201

**December 11, 2018**

12:30 pm – 4:30 pm

Location: Pocono Mountains Economic Development Corporation, 701 Main Street, Suite 407  
Stroudsburg, PA 18360

**December 13, 2018**

1:00 pm – 5:00 pm

Location: TekRidge Center, 50 Alberigi Dr., Jessup, PA

**December 14, 2018**

8:00 am – 12:00 pm

Location: NEPIRC, 75 Young St., Hanover Township, PA 18706

**Wednesdays, January 9 – February 27, 2019**

Location: NEPIRC, 75 Young St., Hanover Township, PA 18706

NEPIRC offers training courses, workshops, and events that provide fresh approaches to everyday challenges and long-term goals.

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



# Hazleton earns prime spot in food processing industry

Provided by CAN DO

Greater Hazleton is known globally as a hub for food processing industry companies Kit Kats. Prosciutto.

Stroehmann's bread. Entenmann's cakes. It wouldn't appear that these four things have anything in common. But, did you know that they are all manufactured in the Hazleton area?

Greater Hazleton has become well-known across the country and around the globe as a premier location for companies in the food processing industry. For decades, food processing industry companies have found great success locating their operations in the Greater Hazleton region and throughout Northeast Pennsylvania because of a highly-skilled manufacturing workforce and prime access to major interstate highways.

Currently, more than 2,700 individuals are employed at nearly a dozen food manufacturing or food-related distribution companies in or near CAN DO's Humboldt Industrial Park and Valmont Industrial Park. In the Northeast Pennsylvania region as a whole, approximately 5,000 individuals work in the food processing industry with almost 20 companies throughout Luzerne, Lackawanna, Schuylkill and Columbia counties employing over 50 people.

In addition to providing 5,000 jobs for Northeast Pennsylvania residents, area food manufacturing companies produce or distribute many of the products we find in our homes and local supermarkets every day. The Hershey Company facility in the Humboldt



Times Leader file photo

**Hershey's broke ground on a \$60 million expansion of its Hazle Township plant in March.**

Industrial Park makes all of the Kit Kat products that are sold in the United States. Separate Bimbo Bakeries facilities in the Humboldt Industrial Park and Valmont Industrial Park bake popular Stroehmann's and Entenmann's products. Citterio USA operates its only U.S. plant in Freeland and is the largest American producer of prosciutto. The Tootsie Roll Industries location in Humboldt is the northeast U.S. distributor for all Tootsie Roll products.

Other well-known companies throughout Northeast Pennsylvania include Wise Foods, Kraft Foods Global, Inc., Quaker Oats/Gatorade, Ateco, Inc. (the makers of Mrs. T's pierogies), Yuengling Brewery and Hillshire Brands.

As part of its strategic plan, CAN DO has placed an

emphasis on attracting food processing companies to Greater Hazleton and runs the We CAN DO Food blog, which features a variety of stories pertaining to the local food processing industry, including articles about local and regional training programs that will advance an employee's manufacturing skills.

The high level of manufacturing competence that area employees possess is a big reason why Greater Hazleton is such a hub for the food processing industry. Companies consistently cite their employees' work ethic and dedication as a major reason for their business success in the region. The area has a large pool of skilled employees who have the experience and necessary qualifications needed to succeed in today's high-tech food

processing positions.

An executive at a Bimbo Bakeries facility in Greater Hazleton said, "The people in this area have a great work ethic. In particular, the people who work for us are very conscientious and they care about what they do, which is critical in an operation that makes food."

An official from The Hershey Company plant in the Humboldt Industrial Park, added, "Hazleton is an important part of our total U.S. manufacturing network. The plant was attractive because of the great talent at the facility, the strong work ethic and productivity and access to a large pool of potential candidates for future positions."

Food processing employees throughout Northeast PA are able to continually enhance

their knowledge and skills as a result of several modernized manufacturing training programs, a dedicated collaboration between industries and area colleges and universities and an innovative manufacturing culture throughout the region that has led to the creation of many high-performing industry clusters like food processing.

For those individuals who are just entering the workforce or new to the food processing industry, there are short-course certificate programs available at several colleges and universities throughout the region, including Penn State Hazleton, Luzerne County Community College, Lackawanna College, Lehigh Carbon Community College, Johnson College and Keystone College.

Additionally, the Northeastern Pennsylvania Industrial Resource Center (NEPIRC) and the Northeastern Pennsylvania Manufacturers and Employers Association (MAEA) offer a variety of training courses that directly correlate to the food processing industry.

CAN DO President and CEO Kevin O'Donnell said, "We are proud to have some of the most globally-recognized names in the food processing and distribution industries right here in our parks in Greater Hazleton. The commitment and dedication that the employees show every day helps the Greater Hazleton region contribute to the \$5.1 billion in annual sales that the food processing industry generates in Pennsylvania each year."

# DCED tours business incubator in Honesdale

Submitted by Penn's Northeast

**HONESDALE** — Amid the whirring drills and slamming hammers continuing their renovations of the Stourbridge Project business incubator space, Pennsylvania Department of Community and Economic Development (DCED) Deputy Secretary of Technology and Innovation Sheri Collins toured the facility in September to glimpse the goings-on and assess their compliance with state programs.

"We have a lot of technology based economic development activity occurring across the state and this is just another example where our region is really trying to harness the assets that are already here," said Collins following the tour.

According to a DCED press release, since 2017, the Stourbridge Project has offered over 70 training sessions on use of its prototyping machines, CAD software, music and video recording software, graphic design and animation equipment, and GIS mapping capabilities.

Since the facility opened its doors, it has assisted ten local businesses in the prototyping lab and helped eight incubator tenants create or retain 17 jobs in Wayne County, according to DCED's release.

"From a physical asset, or even from a talent asset, so many people that we met today, I think [the Stourbridge Project] directly aligns with the programming that the Commonwealth has provided

through the Keystone Innovation Program or with the Benjamin Franklin Technology Partners," said Collins.

According to a Wayne Economic Development Corporation (WEDCO) release around the time of the designation, a Keystone Innovation Zone (KIZ) "is a state incentive program that provides tax credits to for-profit companies less than eight years old operating within specific targeted industries."

To "...encourage innovative technologies and entrepreneurial creativity..." as the release puts it, the KIZ program offers up to \$15 million in tax credits.

Since its formation in 1983, the Benjamin Franklin Technology Partners (BFTP) "...has provided both early-stage and established companies with funding, business and technical expertise and access to a network of innovative, expert resources," states the organization's website.

Reflecting on the significance of Deputy Secretary Collins' visit, WEDCO Executive Director Mary Beth Wood noted her organization was "excited" for the visit because "Sheri really has a strategic thought behind innovation in Pennsylvania."

Wood further stated Collins was "instrumental" in the Stourbridge Project's KIZ designation.

"She and her office recognized that innovation can take place in our rural community, given the correct infrastructure," said Wood.

Representing Wayne County on the

tour, Commissioner Joseph Adams lauded the multi-level cooperation between local and state government, and local businesses at the Stourbridge Project.

"It's an impressive facility," said Adams. "It's the culture and the commitment within our community, within our schools, our county and the employers in our area."

The commissioner added working at the state level "with an official of Sheri's capacity" is a large step "... to be able to make Wayne County competitive for future economic development."

## On the tour

In addition to Wood and Adams, Collins' tour was guided by WEDCO Board Member Jim LaBar, WEDCO Marketing and Business Development professional Troy Bystrom, Wayne/Pike Workforce Alliance Executive Director Lucyann Vierling, and State Representative Jonathan Fritz.

The group meandered through the co-working space, the renovated business incubator rooms, the prototyping lab and the digital media studio, pointing out the state-of-the-art tech available and the local businesses which make use of it.

While touring the ground-floor co-working space, Collins met with local entrepreneur, Steven Earl, President of Honesdale-based Northeast Analysis.

Working in the Stourbridge Project for over a year, Earl reported the facilities in the co-working space have allowed him to create four products "that are just

about ready to go to market."

Earl added WEDCO, "... has brought me a lot of support and systems..." helping particularly with gathering investors, forming marketing plans and "taking off" in ways he would otherwise be unable.

Stourbridge Project resources are helping Earl launch a second Honesdale-based company, Compass Rose.

Up in the digital media studio Collins and crew met with Jim Jennings and Megan Corcoran of Yoga International.

Jennings noted the company made use of the Project's shared spaces while the Yoga International Main Street offices were being remodeled.

"The internet, access to all the computers, it's just a great centralized location," said Jennings of the Stourbridge Project.

Jennings and Corcoran explained their company is an online Yoga journal and instructional resource for practitioners and instructors.

"The easiest way to think of it is like Netflix for Yoga," said Corcoran, explaining the classes and workshops are streamed online and via mobile apps through the membership subscription.

Jennings explained in the span of a few years, Yoga International's staff quintupled from around eight to now more than 40 individuals, earning them recognition by Inc. Magazine as number 122 of the 500 fastest-growing privately-owned companies in the United States.

— Submitted by Manpower from the  
Wayne Independent

## Manpower makes Glassdoor's list of best companies to work for

Companies have a vested interest in keeping their employees happy.

Studies show that employee satisfaction is linked to performance, which permeates through every aspect of a business and can mean the difference between success and failure. While employee satisfaction should be the cornerstone of every serious company's business model, only a handful of businesses excel at maintaining high employee morale.

Based on employee reviews posted on Glassdoor, an online platform for former and current employees to review companies, 24/7 Wall Street identified the best American companies to work for. Out of a universe of hundreds, only 18 large companies received a score of more than 4 out of 5 stars.

In keeping with those findings, employee testimony suggests most companies on this list offer growth and development opportunities, have trusted and respected

chief executives, and cultures described as fun, motivating, and supportive.

Based on nearly 3,000 reviews, staffing firm Manpower has a score of 4.3 out of 5 on Glassdoor, and nine out of 10 employees would recommend a job at the company to a friend. The staffing company works to match and place people in different jobs, an endeavour many Manpower employees report finding rewarding. Positive reviews also often cite work-life balance and an appreciation

of coworkers.

While many other reviews mention good pay, average salaries at Manpower are less than those at the vast majority of other companies on this list. The average salaries for staffing specialists and programmer analyst, the two most common jobs reported on Glassdoor, are \$36,700 and \$59,900.

— Submitted by Manpower  
from wgrz.com



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WAKEFIELD

DIAMOND  
CITY PARTNERSHIP  
AN ALLEGRA GROUP AFFILIATE

Earth  
Conservancy

equilibrium  
OUTREACH, INC.

First  
keystone  
COMMUNITY BANK

Geisinger

HIGHMARK

Hinerfeld  
COMMERCIAL REAL ESTATE

HKQ  
HARRISBURG-KITZINGHOFFER  
COMMUNITY BANK



Luzerne County  
Redevelopment Authority

COSTANZO  
COMMERCIAL REAL ESTATE

Luzerne County  
ECONOMIC DEVELOPMENT

Manpower

MERICLE  
COMMERCIAL REAL ESTATE

NAI Mertz of PA

NEPA  
NORTH EAST PENNSYLVANIA  
POWER AUTHORITY

NEPIRC

OneSource

PENNSYLVANIA  
AMERICAN WATER

POCONO MOUNTAINS  
ECONOMIC DEVELOPMENT

Pocono Mountains  
ECONOMIC DEVELOPMENT

PNC

ppl  
PPL Electric Utilities

QUANDEL  
REAL ESTATE

QUANDEL  
REAL ESTATE

QUANDEL  
REAL ESTATE

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REAL ESTATE

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REAL ESTATE

QUANDEL  
REAL ESTATE

UG  
Energy to do more

VALLEY DISTRIBUTING  
& STORAGE COMPANY

Wayne  
Bank

WEDDO

CHAMBER  
COMMERCE

Wiley-Born/Scranton  
International Airport

WCRE