

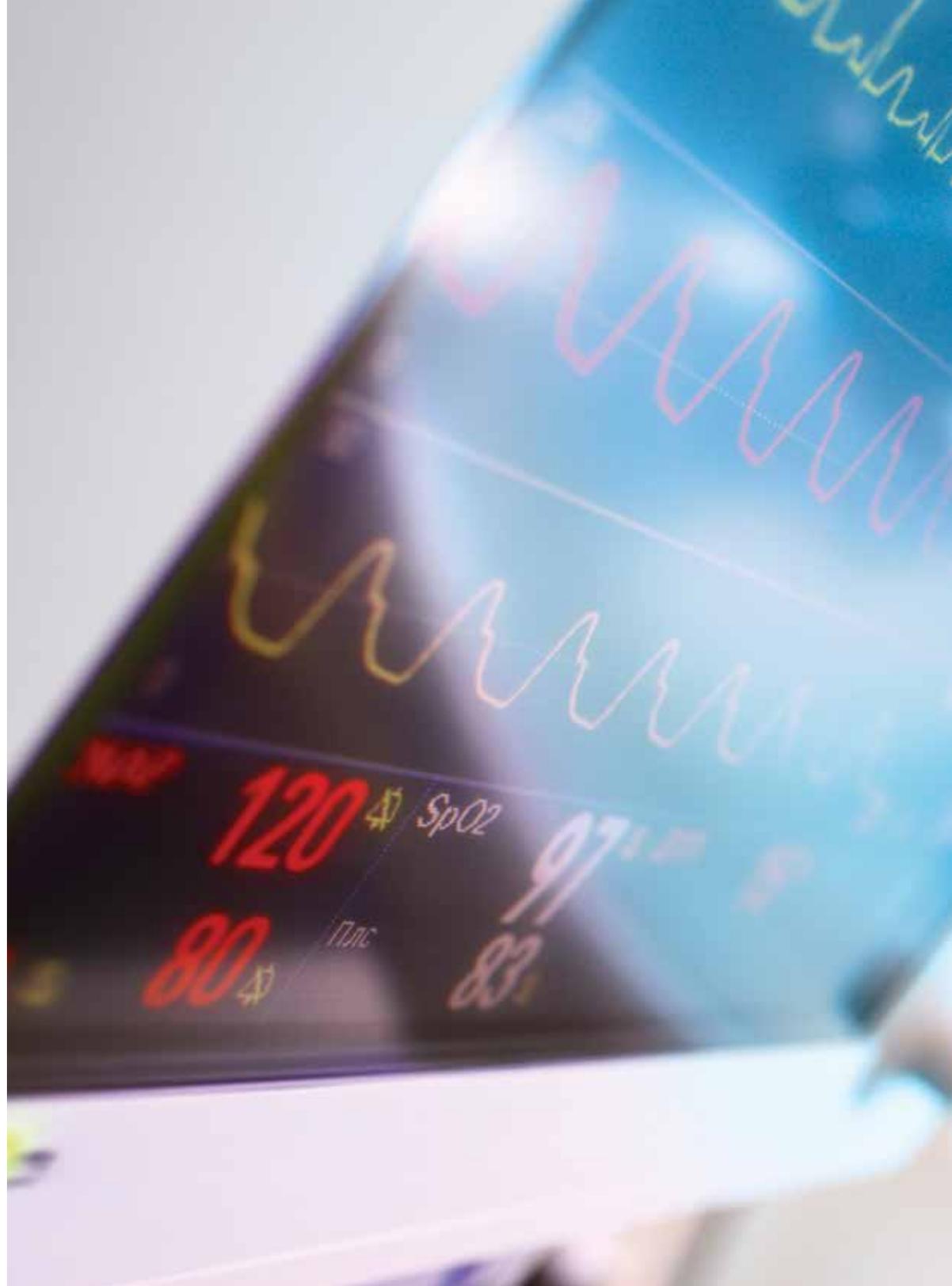
AN ANALYSIS OF NORTHEASTERN PENNSYLVANIA AS A  
**DISTRIBUTION & MANUFACTURING LOCATION FOR  
COMPANIES SERVING THE HEALTHCARE INDUSTRY**

**HEALTHCARE** WHITE PAPER 2018

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## TABLE OF CONTENTS

INTRODUCTION	<b>01</b>
LOCATION & ACCESS	<b>04</b>
TRANSPORTATION SERVICES	<b>07</b>
LABOR	<b>12</b>
EDUCATION	<b>20</b>
REAL ESTATE	<b>26</b>
INCENTIVES	<b>32</b>
COST OF LIVING	<b>38</b>



# INTRODUCTION

Northeastern Pennsylvania (NEPA), consisting of Northern I-81 Corridor communities such as Scranton, Pittston, Wilkes-Barre, and Hazleton, continues to be a leading location for manufacturing and distribution companies that serve the healthcare industry.

Overall, healthcare is big business in NEPA. More people are employed in the healthcare sector in NEPA than in any other sector.



# 46,681

**PERSONS EMPLOYED IN THE  
HEALTHCARE & SOCIAL ASSISTANCE  
INDUSTRY IN NEPA**



SECTOR	PERSONS EMPLOYED
Health Care and Social Assistance	<b>46,681</b>
Retail Trade	<b>31,472</b>
Transportation and Warehousing	<b>23,444</b>
Accommodation and Food Services	<b>20,833</b>
Administrative and Waste Services	<b>17,463</b>
Finance and Insurance	<b>10,369</b>
Construction	<b>9,887</b>
Public Administration	<b>9,267</b>
Wholesale Trade	<b>9,018</b>
Professional and Technical Services	<b>7,890</b>
Other Services, Ex. Public Admin	<b>7,098</b>
Information	<b>4,084</b>
Arts, Entertainment, and Recreation	<b>2,739</b>
Utilities	<b>2,433</b>
Real Estate and Rental and Leasing	<b>1,774</b>
Mining, Quarrying, and Oil and Gas Extraction	<b>685</b>
Agriculture, Forestry, Fishing & Hunting	<b>400</b>

Source: PA Department of Labor & Industry

## NEPA INDUSTRIAL EMPLOYERS WITH TIES TO THE HEALTHCARE SECTOR

- Apria Healthcare
- Aramark
- Arjo Huntleigh
- Balester Optical
- Benco Dental
- Cintas
- Corning Life Sciences
- CVS Caremark
- GE Healthcare
- Golden Technologies
- Henry Schein
- Hospital Central Services (HCSC)
- Joerns Healthcare
- Johnson & Johnson
- KCI
- Luzerne Optical Laboratories
- Musculoskeletal Transplant Foundation
- NBTY, Inc.
- Noble Biomaterials, Inc.
- PharMerica
- Pride Mobility Products
- Sanofi Pasteur
- SCHOTT North America
- Unifirst Corporation
- Young's Medical Equipment





NEPA's combination of immediate interstate access, close proximity to major cities, new speculative industrial development, affordable operating costs, incentive financing programs, and a great workforce, backed by an exceptional higher education network, continues to grow healthcare-related industries in the region.

# LOCATION & ACCESS

The region is in the center of the Boston/Washington Corridor and is at the confluence of five major highways. Interstates **80, 81, 84, 380, and 476** meet in NEPA and provide excellent access to firms wishing to serve Maine to Virginia and west to Ohio. I-78 can be reached in less than one hour. There are no major bridges or tunnels in the region to delay truck departures or arrivals. I-80, I-81, I-84, and I-380 are toll-free here.

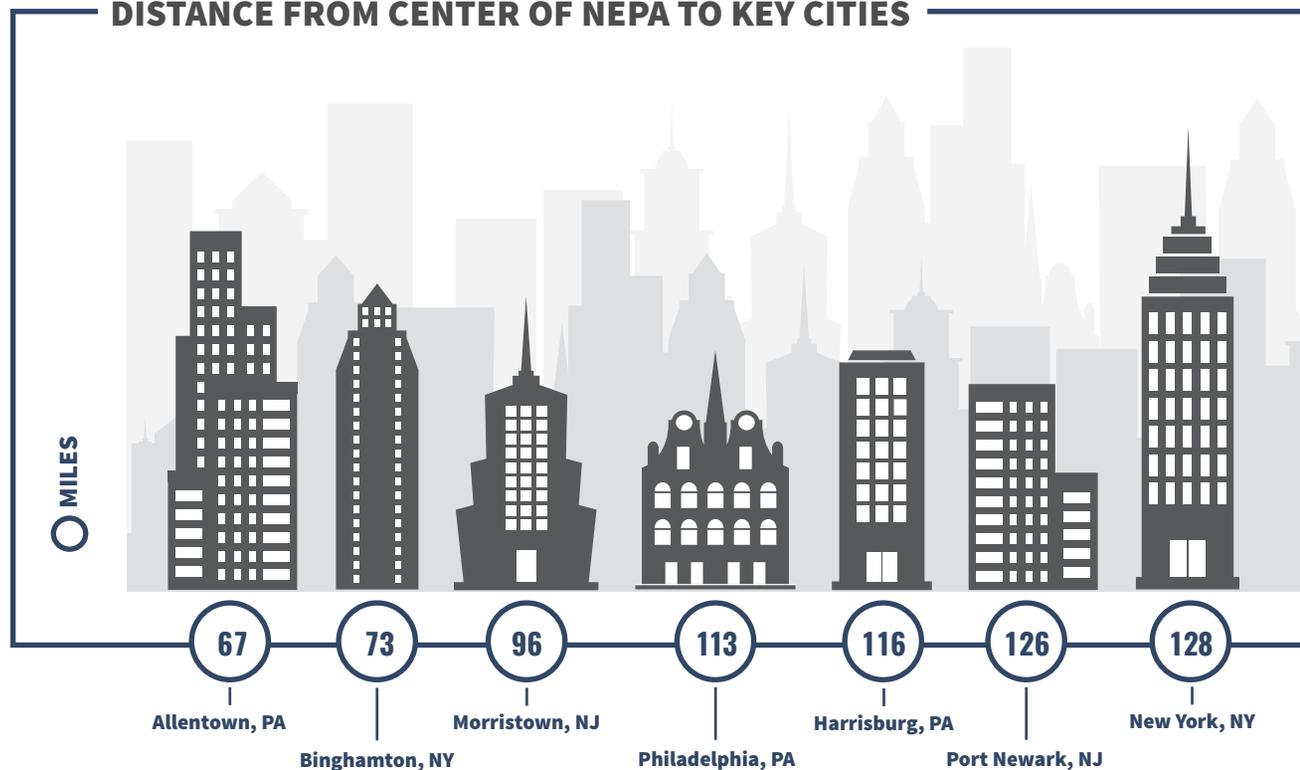
More than 99 million people, about one third of the nation's population, live within a 500 mile radius of NEPA, and more than 51 million people live within 200 miles. New York City, Philadelphia, Harrisburg, and Syracuse can all be reached in about two hours.

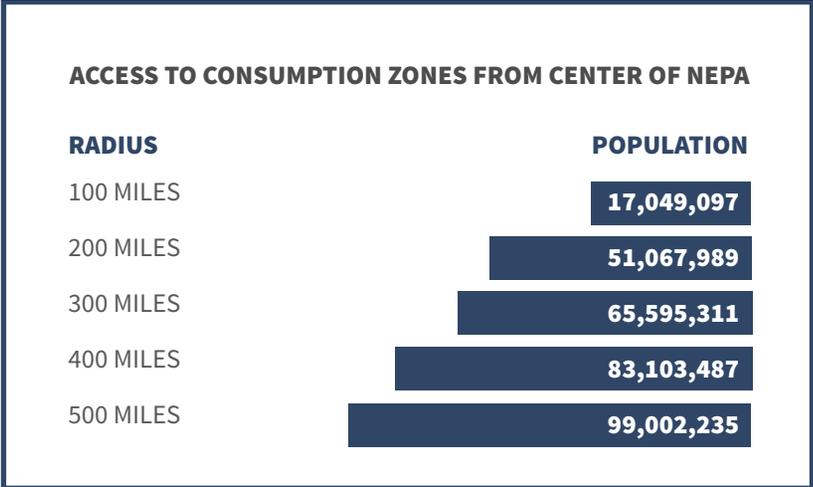
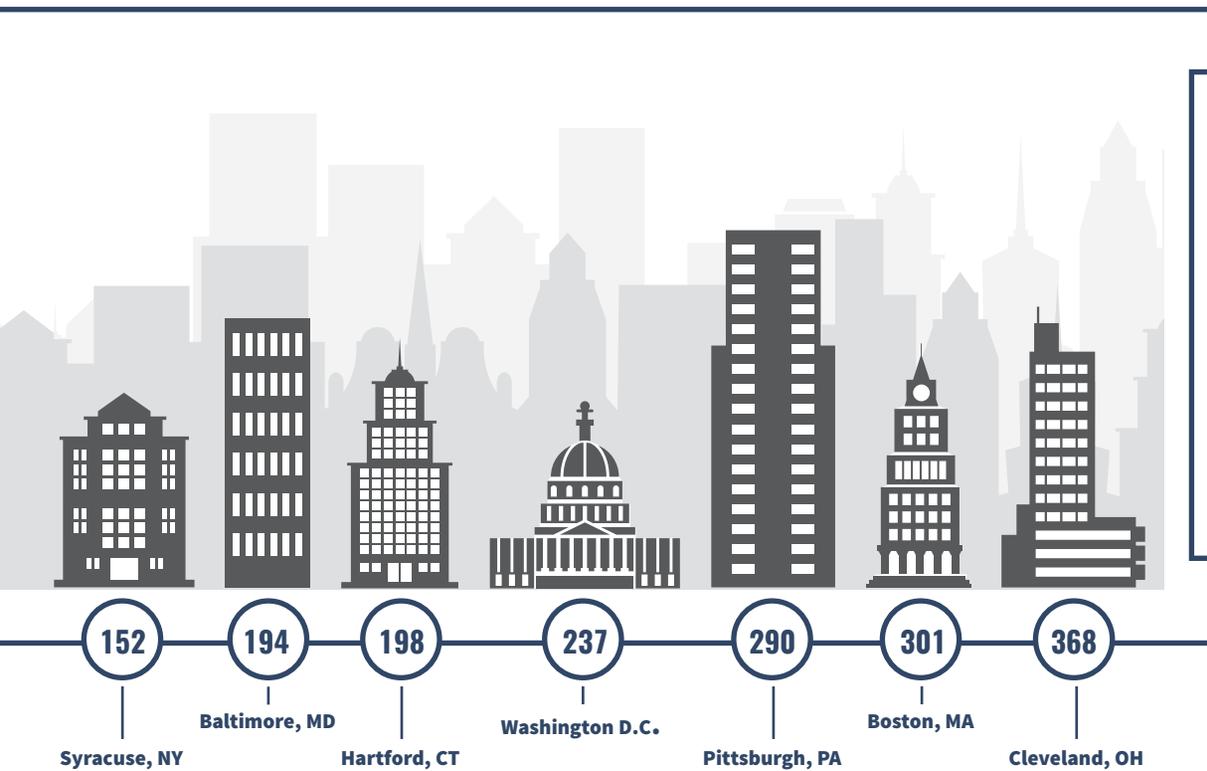
The region's main highway, I-81, runs from the US/Canadian border in the North to Knoxville, Tennessee in the South. I-81 intersects several major East-West highways, which include I-80 (access to New York City), I-78 (access to the Lehigh Valley and New Jersey), I-84/I-90 (access to Boston), I-76 (access to Pittsburgh and Philadelphia), I-70/I-270 (access to Washington DC), and I-83 (access to Baltimore).

The Northern I-81 Corridor is quickly accessible to most major seaports along the East Coast, which has seen an increase in volume since the Panama Canal expansion was completed in June 2016. In fact, many ports on the East Coast have had to undertake channel deepening and expansion projects of their own in order to accommodate the growing size of the vessels that are coming through the canal.



## DISTANCE FROM CENTER OF NEPA TO KEY CITIES





Source: NEPA Alliance



**5**

**INTERSTATES MEET IN NEPA**



**2**

**CLASS I RAILROADS**

## TRANSPORTATION SERVICES



# 450

**WORLDWIDE DESTINATIONS  
SERVED BY AVP**

Dozens of truckload and less than truckload firms serve the region including ABF Freight, A. Duie Pyle, Bolus Freight Systems, Calex Logistics, Con-Way Freight, Evans Distribution Systems, Estes Express Lines, Kane is Able, Karchner Logistics, M.S. Carriers, NFI Logistics, New Penn Motor Express, Pitt Ohio Express, PRIME, Inc., R.C. Moore, R&L Carriers, RLS Logistics, Ward Trucking, and YRC National.

In addition to the trucking companies with operations in NEPA, there are also numerous national and local third party logistics (3PL) companies located here. Some of the most active 3PLs in NEPA include Kane is Able, Romark Logistics, FedEx Supply Chain, XPO Logistics, Penske Logistics, J.B. Hunt, and LeSaint Logistics. UPS, FedEx Ground, and FedEx Express all have major facilities in NEPA.

The Wilkes-Barre/Scranton International Airport (airport code AVP) offers service to seven major hubs with one-stop service to more than 450 destinations worldwide. AVP provides direct daily flights to Atlanta, Charlotte, Chicago, Detroit, Newark, Pittsburgh, Washington DC, and Philadelphia. Carriers include Regional Sky, Delta, United, and Southern Airway Express, American Airlines. AVP is also served by Aviation Technologies, one of the finest fixed base operators in the Northeastern United States.

The Lehigh Valley International Airport (ABE) ([lvia.org](http://lvia.org)) provides direct daily flights to Atlanta, Charlotte, Chicago, Newark, Detroit, Orlando, Philadelphia, Newark, Myrtle Beach, Tampa, Fort Myers, and Fort Lauderdale.

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

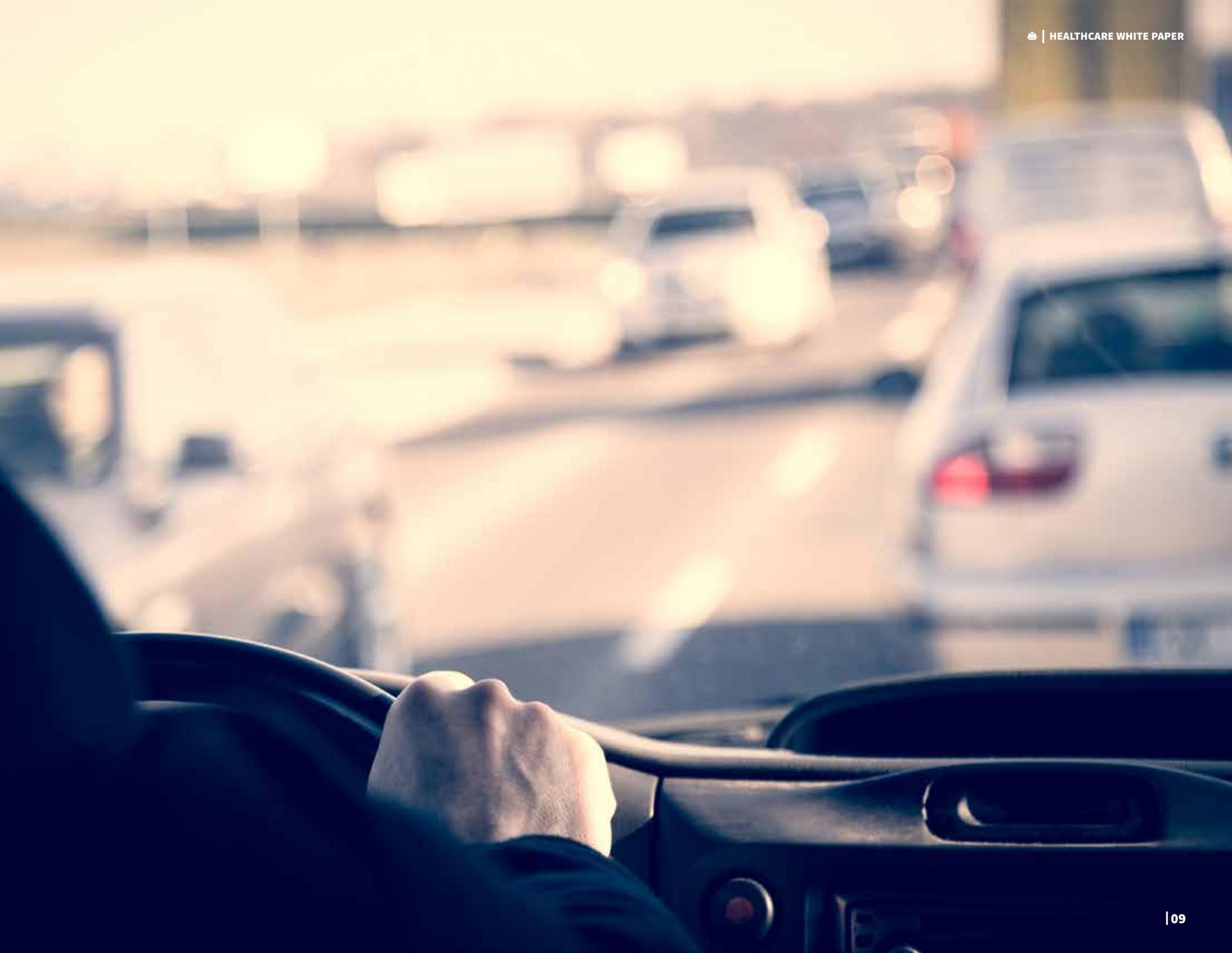
## NATIONAL RANKINGS FOR LOGISTICS

Esteemed national site consultant Christopher Steele of Investment Consulting Associates near Boston has listed Eastern PA, including NEPA, as the 7th top logistics location in the United States.

Labor market research firm Economic Modeling Specialists International, [economicmodeling.com](http://economicmodeling.com), listed the Scranton/Wilkes-Barre area 5th in the US for total employment growth in the warehousing and storage sector from 2010 through 2013. Scranton/Wilkes-Barre, with 8,869 total

total transportation and warehousing jobs and a growth rate of 21%, finished behind only Riverside/San Bernardino/Ontario, California; Columbus, Ohio; Indianapolis-Carmel, Indiana; and Memphis, Tennessee.

There are approximately 75 million square feet of bulk industrial space in NEPA. More than 20 million square feet of bulk industrial space has been built and occupied in NEPA since 2007.



“

**THE FIVE INTERSTATE HIGHWAYS  
THAT CONNECT IN NORTHEASTERN  
PENNSYLVANIA MAKE IT VERY  
EASY FOR US TO DISTRIBUTE OUR  
PRODUCTS TO MORE THAN ONE  
THIRD OF NORTH AMERICA'S  
POPULATION OVERNIGHT.**

”

## EMPLOYERS CITE STRATEGIC LOCATION

NEPA's employers often cite the area's strategic location as a factor in their success in the area.

*"The five interstate highways that connect in Northeastern Pennsylvania make it very easy for us to distribute our products to more than one third of North America's population overnight. This area's great access, combined with a dedicated and highly productive workforce, has helped Benco Dental become the nation's largest independent dental distributor."*

**RICK COHEN, MANAGING DIRECTOR  
BENCO DENTAL**

*"The key reasons for our success in distribution in Northeastern Pennsylvania are:*

- *We are located within five hours of all major cities in the Mid-Atlantic and New England areas*
- *Low overhead*
- *Low taxes*
- *An inspired workforce with a great work ethic*
- *A hometown flavor*
- *And more..."*

**RAY LICK, WILKES-BARRE REGIONAL MANAGER (RET.)  
HENRY SCHEIN, INC.**

*"Northeastern Pennsylvania is an ideal place for a distribution facility. Lower operating costs, fast shipping to the largest population centers, and access to a large, motivated workforce are just a few of the factors that made us decide to locate our largest distribution facility in Northeastern Pennsylvania."*

**JOE ELLMAN, DIRECTOR OF OPERATIONS  
DISCOUNT DANCE SUPPLY**

*"Our Pittston distribution center fulfills the tuxedo needs of all MW stores located in the northeast sector of the country. Located just hours from all of our major markets, we have the capability of efficiently servicing our stores on a daily basis. Our current location also provides accessibility to an ample workforce experienced in distribution and at competitive wages. Along with a strong sense of community, these are just some of the advantages of operating in Northeastern Pennsylvania."*

**TOM GAYNORD, GENERAL MANAGER  
TAILORED BRANDS**

*"With its excellent geographical location, areas of Northeastern Pennsylvania are easily accessible from New York City, Philadelphia, and New Jersey, with major interstate highways, international and regional airports, and ports providing a strong and efficient intermodal network."*

**MARK PISANO, OPERATIONS MANAGER  
JP BODEN SERVICES INC.**

*"It's an excellent location to get us optimal next-day delivery to almost 90 percent of the New England market as well as westward into Ohio," he said. "So, the geography was very desirable for us, the workforce was also very attractive to us."*

**ROB GIBSON, CEO  
IMPERIAL SUPPLIES LLC**

*"We searched the entire eastern seaboard for the best location for our regional distribution center and in the end, the fact that I-81, I-80, and I-84 converge in Northeastern Pennsylvania was a major factor in our decision. The region's highways and transportation infrastructure and the quick access to New York and other major metro areas led us to focus on CenterPoint Commerce & Trade Park."*

**MICHAEL KOMENSKY, GENERAL MANAGER  
BIMBO BAKERIES USA**

# LABOR

## LABOR AVAILABILITY

Despite its strong industrial growth since 2000, NEPA's unemployment rate continues to run higher than state and national averages. In fact, in mid-2018, according to the Pennsylvania Department of Labor & Industry (PA L&I), NEPA's unemployment rate was the fourth highest of any metro area in Pennsylvania.

The following statistics, released by PA L&I, demonstrate how the region has compared to the state and nation in recent years. **These are seasonally adjusted rates that have been rounded.**

YEAR	NEPA CIV. LABOR FORCE	EMP.	UNEMP.	NEPA RATE %	PA RATE %	US RATE %
<b>2018</b>	<b>278,900</b>	<b>263,600</b>	<b>15,300</b>	<b>5.5%</b>	<b>4.8%</b>	<b>4.1%</b>
<b>2017</b>	<b>277,700</b>	<b>262,000</b>	<b>15,600</b>	<b>5.6%</b>	<b>5.1%</b>	<b>4.7%</b>
<b>2016</b>	<b>281,400</b>	<b>264,700</b>	<b>16,700</b>	<b>5.9%</b>	<b>5.3%</b>	<b>4.9%</b>
<b>2015</b>	<b>278,900</b>	<b>261,200</b>	<b>17,700</b>	<b>6.3%</b>	<b>5.4%</b>	<b>5.5%</b>

Source: PA Department of Labor and Industry

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



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

**20 MILES FROM CENTER OF NEPA**  
TOTAL POPULATION = **460,021**

YEAR	CIV. LABOR FORCE	EMPLOYED	UNEMPLOYED
<b>2017</b>	<b>227,042</b>	<b>214,735</b>	<b>12,157 (5.4%)</b>

**30 MILES FROM CENTER OF NEPA**  
TOTAL POPULATION = **697,436**

YEAR	CIV. LABOR FORCE	EMPLOYED	UNEMPLOYED
<b>2017</b>	<b>345,038</b>	<b>325,209</b>	<b>19,588 (5.7%)</b>

**40 MILES FROM CENTER OF NEPA**  
TOTAL POPULATION = **958,329**

YEAR	CIV. LABOR FORCE	EMPLOYED	UNEMPLOYED
<b>2017</b>	<b>490,827</b>	<b>462,948</b>	<b>27,595 (5.6%)</b>

Labor availability for companies needing seasonal help is enhanced by the fact that there are more than 51,000 college students in the immediate NEPA area, many of whom often seek part-time employment.

## LABOR MANAGEMENT

The rate of unionization of private employers in NEPA has been steadily declining since the 1980s. In 1986, 18.4% of the private workforce in NEPA was unionized. By 2017, the percentage had dropped to 3.2%. Source: [unionstats.com](http://unionstats.com)

## LABOR COST

In addition to being readily available, NEPA's labor force is also cost competitive compared to other metro areas in Pennsylvania.

Within Pennsylvania, NEPA often competes for new corporate locations against the Lehigh Valley (Allentown/Bethlehem/Easton/Reading), South Central PA (Harrisburg/Carlisle/York/Lancaster), and Southeast PA (Philadelphia and its suburbs). The following page lists 2017 wage data compiled by the Pennsylvania Department of Labor & Industry.





PA COUNTY	AVERAGE MFG. WEEKLY WAGE	AVERAGE MFG. ANNUAL WAGE	STATE REGION
<b>LUZERNE</b>	<b>\$803</b>	<b>\$41,756</b>	<b>NORTHEAST</b>
NORTHAMPTON	\$856	\$44,512	LEHIGH VALLEY
YORK	\$867	\$45,084	SOUTH CENTRAL
LEBANON	\$896	\$46,592	SOUTH CENTRAL
LEHIGH	\$904	\$47,008	LEHIGH VALLEY
<b>LACKAWANNA</b>	<b>\$906</b>	<b>\$47,112</b>	<b>NORTHEAST</b>
DELAWARE	\$908	\$47,216	SOUTHEAST
LANCASTER	\$924	\$48,048	SOUTH CENTRAL
BERKS	\$928	\$48,256	LEHIGH VALLEY
CUMBERLAND	\$937	\$48,724	SOUTH CENTRAL
PA AVERAGE	\$948	\$49,296	
CHESTER	\$955	\$49,660	SOUTHEAST
MONTGOMERY	\$966	\$50,232	SOUTHEAST
BUCKS	\$978	\$50,856	SOUTHEAST
DAUPHIN	\$1,011	\$52,572	SOUTH CENTRAL
PHILADELPHIA	\$1,167	\$60,684	SOUTHEAST

Source: PA Department of Labor and Industry

MANUFACTURING EMPLOYMENT

PA COUNTY	AVERAGE MFG. WEEKLY WAGE	AVERAGE MFG. ANNUAL WAGE	STATE REGION
<b>LACKAWANNA</b>	<b>\$954</b>	<b>\$49,608</b>	<b>NORTHEAST</b>
<b>LUZERNE</b>	<b>\$996</b>	<b>\$51,792</b>	<b>NORTHEAST</b>
CUMBERLAND	\$1,008	\$52,416	SOUTH CENTRAL
DAUPHIN	\$1,011	\$52,572	SOUTH CENTRAL
LEBANON	\$1,028	\$53,456	SOUTH CENTRAL
LANCASTER	\$1,089	\$56,628	SOUTH CENTRAL
YORK	\$1,134	\$58,968	SOUTH CENTRAL
BERKS	\$1,146	\$59,592	LEHIGH VALLEY
PHILADELPHIA	\$1,167	\$60,684	SOUTHEAST
PA AVERAGE	\$1,207	\$62,764	
BUCKS	\$1,243	\$64,636	SOUTHEAST
NORTHAMPTON	\$1,281	\$66,612	LEHIGH VALLEY
LEHIGH	\$1,353	\$70,356	LEHIGH VALLEY
CHESTER	\$1,481	\$77,012	SOUTHEAST
MONTGOMERY	\$1,574	\$81,848	SOUTHEAST
DELAWARE	\$1,719	\$89,388	SOUTHEAST

Source: PA Department of Labor and Industry

## NEPA MANUFACTURERS WITH AT LEAST 250 EMPLOYEES

COMPANY	PRODUCTS	MUNICIPALITY	COUNTY
Arlington Industries	Electrical fittings	Taylor Borough	Lackawanna
Bemis Company, Inc.	Polyfilm	West Hazleton	Luzerne
Bimbo Bakeries	Bakery products	West Hazleton	Luzerne
Bridon American Corp.	Wire and wire rope	Hanover Twp.	Luzerne
Cargill Meat Solutions	Meat processing	Hazleton	Luzerne
Certech	Ceramics	Hanover Twp.	Luzerne
Cornell Iron Works	Steel rolling doors	Mountain Top	Luzerne
CPG International	Polyethylene slabs	Scranton	Lackawanna
Fabri-Kal Corp.	Packaging	West Hazleton	Luzerne
First Quality Nonwovens	Nonwoven fabric	Hazle Township	Luzerne
General Dynamics	Military tanks, shells	Scranton	Lackawanna
Gentex Corp.	Protective products	Simpson	Lackawanna
Gertrude Hawk Chocolates	Chocolate	Throop Borough	Lackawanna
<b>Golden Technologies</b>	<b>Home healthcare, scooters</b>	<b>Old Forge</b>	<b>Lackawanna</b>
Hershey Company	Molded chocolate	Hazle Township	Luzerne
Indalex	Anodized extrusions	Mountain Top	Luzerne
InterMetro Industries Corp.	Wire storage, storage	Wilkes-Barre	Luzerne
Lockheed Martin	Nuclear components	Archbald Borough	Lackawanna
Maid-Rite Specialty Foods	Portion control meats	Dunmore Borough	Lackawanna
Mission Foods	Tortillas	Mountain Top	Luzerne
Offset Paperback	Book printing	Dallas	Luzerne
<b>Pride Mobility Products</b>	<b>Wheelchairs and scooters</b>	<b>Exeter Borough</b>	<b>Luzerne</b>
Procter & Gamble	Paper products	Mehoopany	Wyoming
Quaker Oats (QTG)	Beverages	Mountain Top	Luzerne
Quebecor World	Telephone directories	Hazle Township	Luzerne
Sandvik Steel, Inc.	Seamless tubes	South Abington Twp.	Lackawanna
<b>Sanofi Pasteur</b>	<b>Vaccines</b>	<b>Swiftwater</b>	<b>Monroe</b>
<b>Schott North America</b>	<b>Optical, ophthalmic glasses</b>	<b>Duryea Borough</b>	<b>Lackawanna</b>
Scranton Times-Tribune	Newspapers	Scranton	Lackawanna
Simmons Company	Mattresses	Hazle Township	Luzerne
Simplex Industries	Modular homes	Scranton	Lackawanna
Tobyhanna Army Depot	Electronics	Coolbaugh Twp.	Monroe
Trion Industries	Store fixtures	Plains Twp.	Luzerne

## WAREHOUSING AND DISTRIBUTION COMPANIES IN NEPA WITH AT LEAST 250 EMPLOYEES

COMPANY	PRODUCTS	MUNICIPALITY	COUNTY
Amazon.com	Various	Hazle Township	Luzerne
American Eagle Outfitters	Apparel	Hazle Township	Luzerne
AutoZone	Auto parts, supplies	Hazle Township	Luzerne
<b>Benco Dental Supply</b>	<b>Dental supplies</b>	<b>Jenkins Twp.</b>	<b>Luzerne</b>
Bradley Caldwell	Hardware, farm, pet supplies	West Hazleton	Luzerne
Dollar Tree Stores	Various	Briar Creek Twp.	Columbia
The Home Depot	Home products	Pittston Twp.	Luzerne
Innovel Solutions	3PL	Hanover Twp.	Luzerne
<b>Johnson &amp; Johnson (Genco)</b>	<b>Health and medical supplies</b>	<b>Coolbaugh Twp.</b>	<b>Monroe</b>
Kane Warehousing	3PL – various	Taylor Borough	Lackawanna
Keystone Automotive Oper.	Aftermarket auto parts	Exeter Borough	Luzerne
Lowe's Companies	Home products	Jenkins Township	Luzerne
McLane Company	Food	Jessup Borough	Lackawanna
Michael's Stores	Handcraft products	East Union Twp.	Schuylkill
Tailored Brands	Men's apparel	Jenkins Township	Luzerne
T.J. Maxx	Apparel	Pittston Twp.	Luzerne

## MANUFACTURING BREAKDOWN

NEPA has a long history as one of the leading manufacturing regions in the Northeast US. According to the United States Census, in 2012 there were 580 manufacturing establishments in the Scranton/ Wilkes-Barre/ Hazleton MSA. **The largest manufacturing subsectors ranked by total employment were as follows:**

Food	4,446
Fabricated metal products	4,341
Plastics & rubber products	3,542
<b>Medical equipment &amp; supplies</b>	<b>1,553</b>
Printing & related activities	1,505
Converted paper products	1,462

## LABOR QUALITY

NEPA is nationally known for its highly productive and dependable workforce. Here are testimonials from a few local employers:

*“In 1930, our grandfather Benjamin Cohen opened a small dental depot in Downtown Wilkes-Barre. Since then, Benco Dental has become the nation’s largest independent dental distributor with operations in 35 states. Key to our growth has been the excellent and dedicated team of Benco associates who deliver success, smile after smile, to thousands of dental customers every day. When we outgrew our previous facility, the quality and loyalty of our people made it an easy decision to stay and invest right here in Northeastern PA.”*

**CHARLES COHEN & RICHARD COHEN ,  
PRESIDENT & SENIOR VICE PRESIDENT,  
BENCO DENTAL SUPPLY CO., INC**



*“We have virtually no absenteeism because our employees are so committed to making life better for our patients. All of them understand that when you get into healthcare, you have to put patients first – it just comes with the territory. Their commitment is amazing.”*

**HARMAR D. BRERETON, M.D.,  
NORTHEAST RADIATION ONCOLOGY CENTERS**

*“Since relocating our US based call center to Wilkes-Barre in November of 2007, C3i has had the opportunity to recruit and train more than 175 technical people to support our pharmaceutical clients. The workforce in NEPA is very strong, and we are continually able to obtain excellent people who are qualified, professional, and dedicated to quality. Our customer satisfaction scores, which are a direct evaluation of our call center personnel, average 96%.”*

**ROBERT JONES, CFO, C3I**

*“The labor market here (Northeast PA) is phenomenal. We’ve been really happy with the market here. That’s how we figure out where we are going to put a building.”*

**GREG WALSH, VP OF HUMAN RESOURCES, CHEWY.COM**

*“We have a tremendous group of dedicated, hardworking people who helped us pull together a triumphant year. We have a very, very productive team. We moved to Northeastern Pennsylvania from Yorktown Heights, which is about 45 minutes north of Manhattan, and we’ve found this to be a very cost effective area to find intelligent, skilled people.”*

**JESSICA CHESMAN, PRESIDENT, IGOURMET.COM**

*“We have a great workforce. We have capable people who are passionate about achieving their goals. We are in a low-cost area yet we have people with the skills you might think you would find only in a high-cost area. Everything in Northeast PA is just right. It’s the Goldilocks theory of doing business.”*

**SCOTT MEUSER, CHAIRMAN & CEO,  
PRIDE MOBILITY PRODUCTS CORPORATION**

*“The workforce here is very strong. The work ethic is fantastic. We feel a lot of our success as a company is due to the fact that our associates have a genuine concern about doing a great job for our customers. That’s what makes us successful in Northeastern Pennsylvania.”*

**DICK KANE, PRESIDENT, KANE IS ABLE**

*“Even though we own and operate 73 retail stores from Pennsylvania to New Jersey and upstate New York...I can tell you that the very best people we have working for us can be found right here in Northeast PA.”*

**DAVID HAWK, CHAIRMAN, GERTRUDE HAWK CHOCOLATES**

*“We’ve been really happy with the talent pool we’ve found here (Northeast PA) and the individuals we’ve hired to join our team. We’ve received hundreds of applications for most of our positions. We still have a very healthy candidate pipeline of individuals trying to find positions with American Eagle Outfitters.”*

**SANDY SOLA, SENIOR HUMAN RESOURCES MANAGER,  
AMERICAN EAGLE OUTFITTERS**

# EDUCATION

## HIGHER EDUCATION

NEPA is home to 17 college campuses including **The Geisinger Commonwealth School of Medicine (GCSOM, [geisinger.edu](http://geisinger.edu))**, one of the nation's newest fully-accredited medical colleges. Most of these schools offer degrees and/or certificate programs that serve the healthcare industry.

GCSOM offers a community-based model of medical education with regional campuses in Scranton, Wilkes-Barre, and Williamsport. GCSOM attracts students who are interested in studying evidence and community-based medicine and who have a strong desire to serve their community.

GCSOM offers a Doctor of Medicine (MD) Program and a Master of Biomedical Sciences (MBS) Program.

Altogether, NEPA's 17 colleges have more than 51,000 enrolled students. These schools often help to coordinate and customize training programs for area employers. Several of the schools offer degree and certificate programs that may be of interest to companies with ties to the healthcare sector. **NEPA colleges and some of their key programs include:**



17  
COLLEGE  
CAMPUSES



**Johnson College ([johnson.edu](http://johnson.edu))** is a private, two-year college located in Scranton with a multitude of programs that benefit employers that serve the healthcare industry. These programs include Physical Therapy Assistant, Radiologic Technology, Biomedical Equipment Technology, Computer Information Technology, Advanced Manufacturing Engineering Technology, Diesel Truck Technology, Logistics and Supply Chain Management, and Diesel Preventative Maintenance Technology.

**Luzerne County Community College ([luzerne.edu](http://luzerne.edu))** has programs and courses throughout NEPA, with its main campus located in Nanticoke in Luzerne County. Students can further their healthcare-related education with programs such as Dental Hygiene, Dental Assisting, Emergency Medical Services, Respiratory Therapy, Surgical Technology, Nursing, Health Information Management, Office Information Technology, Building Maintenance Technology, Industrial Maintenance, and Nanofabrication Manufacturing Technology.

**Misericordia University ([misericordia.edu](http://misericordia.edu))** in Dallas, Luzerne County offers highly regarded programs in its College of Health Sciences. These studies include a Doctor of Physical Therapy program, a CCNE Accredited Nursing program, Medical Imaging, Diagnostic Medical Sonography, Occupational Therapy, and Speech-Language Pathology. Misericordia also offers programs in Biology, Chemistry & Biochemistry, Medical Science, Physician Assistant, Health Care Informatics, and Health Care Management.



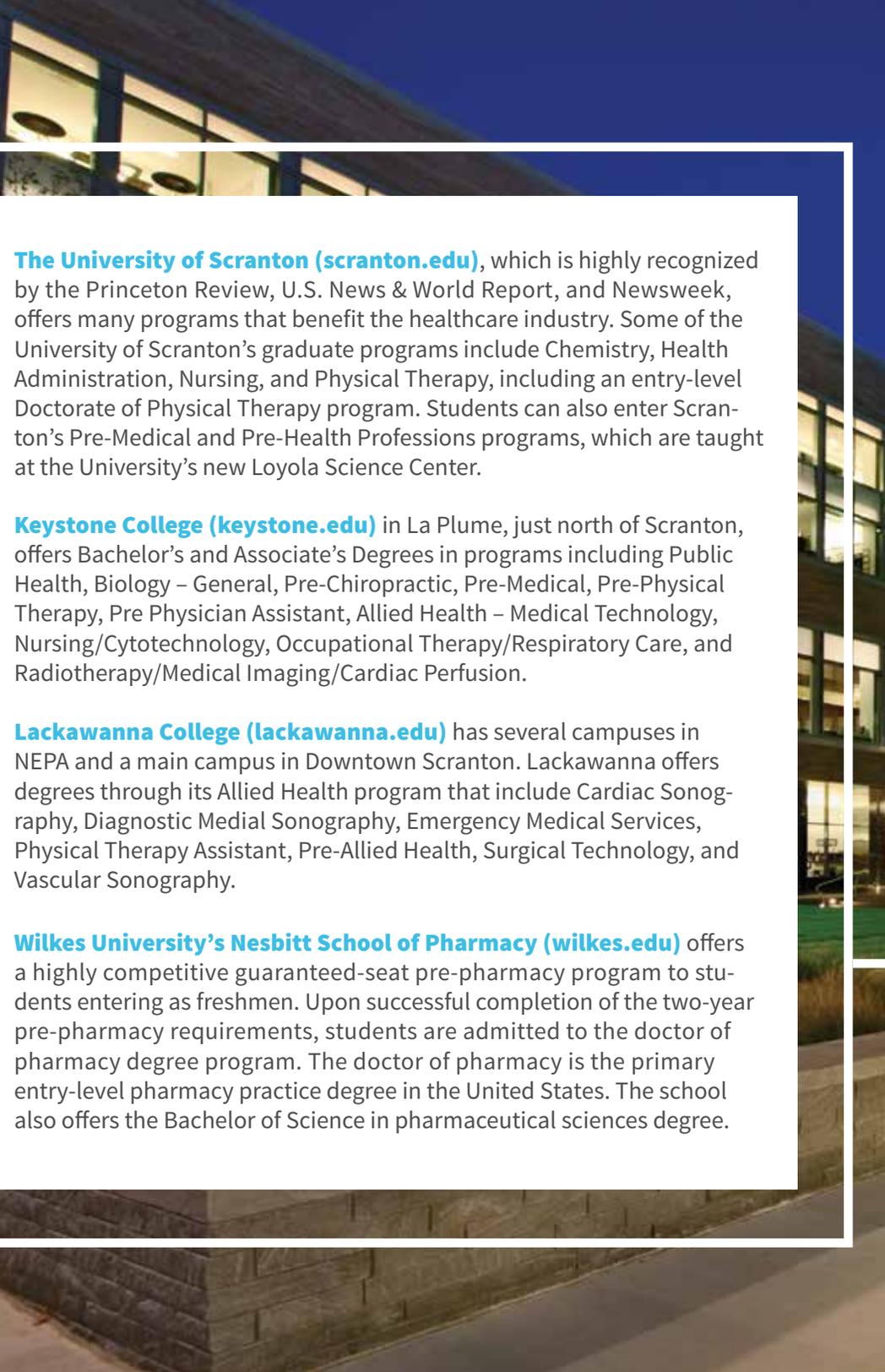
**Marywood University ([marywood.edu](http://marywood.edu))** in Scranton has many programs that may be suitable for those looking to pursue a career in the healthcare field. Marywood's College of Health & Human Services offers Bachelor's to Master's degrees in Health Services Administration and Physician Assistant, as well as Graduate programs in Sports Nutrition & Exercise Science and Gerontology. The College of Liberal Arts & Sciences offers a Bachelor's to Master's degree program in Biotechnology, as well as many other healthcare related programs such as Medical Laboratory Science and Biology.

**King's College ([kings.edu](http://kings.edu))**, in the heart of Wilkes-Barre, offers graduate majors in many healthcare related fields. This includes a Master of Science program in Health Care Administration and a Master of Science program in Physician Assistant Studies. King's also offers Bachelor of Science degrees in Clinical Lab Science/Medical Technology, Neuroscience, Physician Assistant, Biology, and Chemistry.

**Bloomsburg University ([bloomu.edu](http://bloomu.edu))** in nearby Columbia County offers several healthcare programs including Biology, Chemistry and Biochemistry, Exercise Science, Health Physics, Medical Imaging, Pre-Medical Sciences, and Nursing.

**East Stroudsburg University ([esu.edu](http://esu.edu))** in Monroe County offers healthcare related programs in its College of Health Sciences that include Athletic Training, Biology, Exercise Physiology, Exercise Science, Health Education, Public Health, Biotechnology, Medical Technology, Chemistry, a Pharmacy Transfer Program, and Nursing.

**The Pennsylvania State University ([psu.edu](http://psu.edu))**, with three branch campuses in NEPA, offers a vast array of healthcare-related programs with ties to the Penn State Milton S. Hershey Medical Center. Some of these programs include Bio-Behavioral Health, Communication Sciences and Disorders, Health Policy & Administration, Human Development & Family Studies, Kinesiology, Nutritional Sciences, Nursing, Biochemistry & Molecular Biology, Biology, Biotechnology, Pre-Medical, Pre-Medicine, and Supply Chain and Information Systems, among others.



**The University of Scranton ([scranton.edu](http://scranton.edu))**, which is highly recognized by the Princeton Review, U.S. News & World Report, and Newsweek, offers many programs that benefit the healthcare industry. Some of the University of Scranton's graduate programs include Chemistry, Health Administration, Nursing, and Physical Therapy, including an entry-level Doctorate of Physical Therapy program. Students can also enter Scranton's Pre-Medical and Pre-Health Professions programs, which are taught at the University's new Loyola Science Center.

**Keystone College ([keystone.edu](http://keystone.edu))** in La Plume, just north of Scranton, offers Bachelor's and Associate's Degrees in programs including Public Health, Biology – General, Pre-Chiropractic, Pre-Medical, Pre-Physical Therapy, Pre Physician Assistant, Allied Health – Medical Technology, Nursing/Cytotechnology, Occupational Therapy/Respiratory Care, and Radiotherapy/Medical Imaging/Cardiac Perfusion.

**Lackawanna College ([lackawanna.edu](http://lackawanna.edu))** has several campuses in NEPA and a main campus in Downtown Scranton. Lackawanna offers degrees through its Allied Health program that include Cardiac Sonography, Diagnostic Medial Sonography, Emergency Medical Services, Physical Therapy Assistant, Pre-Allied Health, Surgical Technology, and Vascular Sonography.

**Wilkes University's Nesbitt School of Pharmacy ([wilkes.edu](http://wilkes.edu))** offers a highly competitive guaranteed-seat pre-pharmacy program to students entering as freshmen. Upon successful completion of the two-year pre-pharmacy requirements, students are admitted to the doctor of pharmacy degree program. The doctor of pharmacy is the primary entry-level pharmacy practice degree in the United States. The school also offers the Bachelor of Science in pharmaceutical sciences degree.

## TOTAL ENROLLMENT WITHIN 55 MILES OF THE CENTER OF NEPA

SCHOOL	ENROLLMENT	MILES AWAY
<b>King's College</b> <i>kings.edu</i>	2,308	4
<b>Wilkes University</b> <i>wilkes.edu</i>	5,545	4
<b>Luzerne County Community College</b> <i>luzerne.edu</i>	5,360	4
<b>Misericordia University</b> <i>misericordia.edu</i>	2,879	19
<b>Penn State - Hazleton</b> <i>hazleton.psu.edu</i>	900	21
<b>Penn State - Wilkes-Barre</b> <i>wilkesbarre.psu.edu</i>	545	22
<b>Geisinger Commonwealth School of Medicine</b> <i>geisinger.edu/education</i>	440	23
<b>University of Scranton</b> <i>scranton.edu</i>	5,380	24
<b>Lackawanna College</b> <i>lackawanna.edu</i>	1,477	24
<b>Penn State - Scranton</b> <i>worthingtonscranton.psu.edu</i>	1,100	26
<b>Marywood University</b> <i>marywood.edu</i>	3,200	28
<b>Johnson College</b> <i>johnson.edu</i>	471	28
<b>Clarks Summit University</b> <i>clarkssummitu.edu</i>	990	31
<b>Keystone College</b> <i>keystone.edu</i>	1,400	31
<b>Bloomsburg University</b> <i>bloomu.edu</i>	9,658	41
<b>Northampton Community College</b> <i>northampton.edu</i>	2,529	47
<b>East Stroudsburg University</b> <i>esu.edu</i>	6,830	55
<b>TOTAL ENROLLMENT :</b>	<b>51,012</b>	



**GEISINGER COMMONWEALTH  
SCHOOL OF MEDICINE (GCSOM)**

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

**FORTIS ([fortis.edu](http://fortis.edu))**

A leading post-secondary network of institutions, FORTIS offers career-based training, diploma, and degree-granting programs at more than 40 different schools in 15 states. The two Fortis campuses located in Forty Fort and Scranton in NEPA, offer programs in healthcare, business, technology, and many other disciplines.

**New Horizons Computer Learning Centers ([nhnepa.com](http://nhnepa.com))**

New Horizons Computer Learning Centers has a convenient location in East Mountain Corporate Center. New Horizons offers a wide range of technical, application, and business skills courses with several programs geared toward people employed in healthcare.

## TRAINING PROGRAMS

### GUARANTEED FREE TRAINING PROGRAM (WEDnetPA)

This program provides grants through the Pennsylvania Department of Community and Economic Development (DCED) for essential skills and advanced technology training. The maximum amounts that can be provided are up to \$450 per trainee and \$75,000 per company for essential skills training and up to \$850 per trainee and \$50,000 per company for advanced technology training. To be eligible, employees must be full-time and earn at least \$10.88 per hour.

Training costs must be “reasonable” as defined by market rates and/or other criteria. Regardless of how it is conducted (classroom, online, etc.), each training session must be a minimum of 30 minutes in length.

Training can be provided by a WEDnetPA partner institution, the company’s in-house staff or any third-party provider.

## WORKFORCE INNOVATION & OPPORTUNITY ACT

This federal program, which is administered by local Workforce Development Boards (WDBs), provides grants to train individuals who meet certain eligibility requirements such as those who recently lost their job or are underemployed. The program typically covers 50% of wages during training but WDBs have the authority to increase the funding to 75% in certain circumstances.

Eligibility requirements include those who:

- were recently laid-off or terminated from employment
- are unemployed
- are collecting Food Stamps or TANF
- are employed and their income is below the self-sufficiency guideline
- are a displaced homemaker
- are homeless

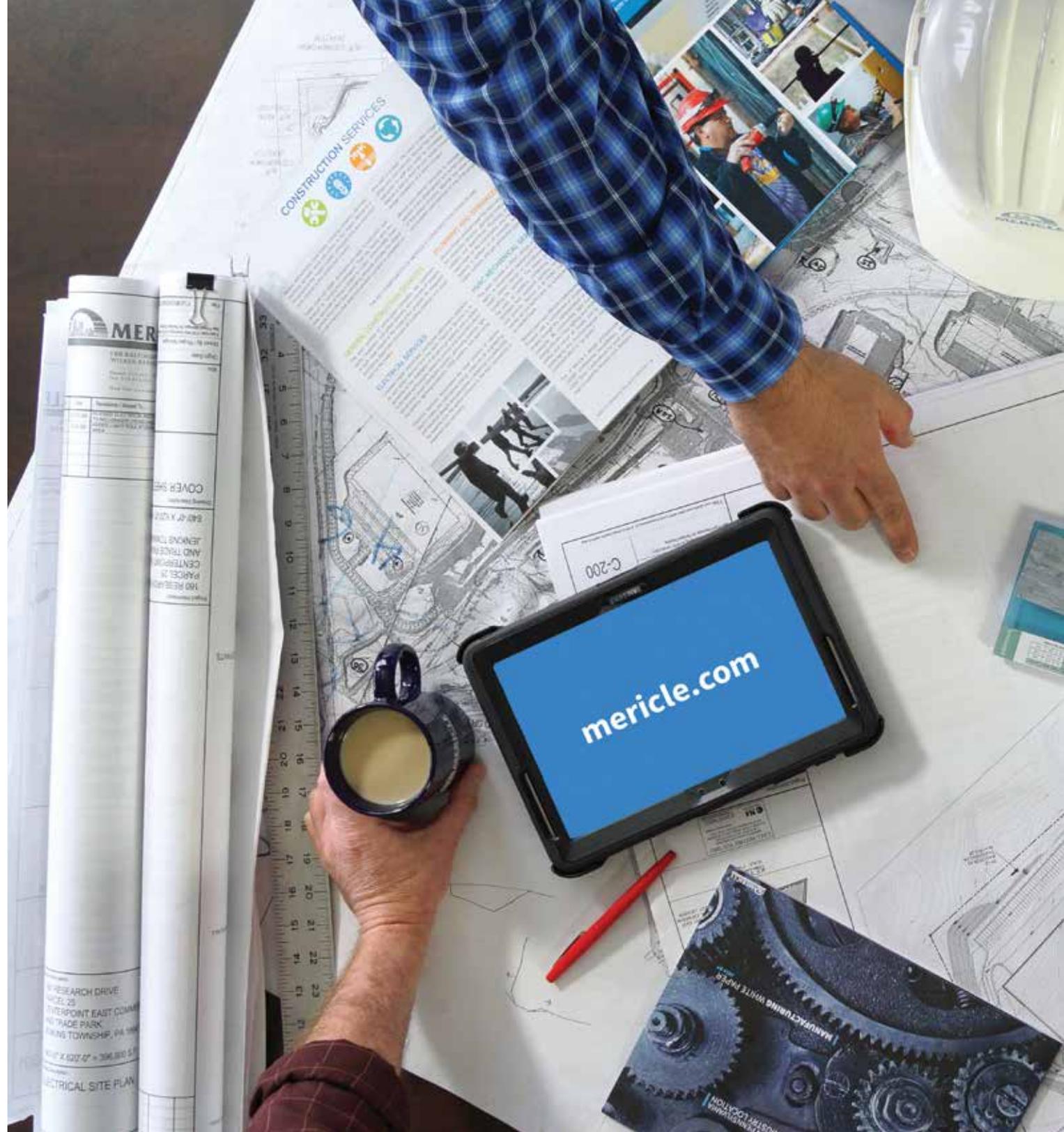
The grant funds can be used for job search and placement, skills assessment and evaluation, counseling, training service, for individuals and companies, supportive services, and labor marketing information.

Please visit [dced.pa.gov](https://dced.pa.gov) for more information.

# REAL ESTATE

## REAL ESTATE COSTS

Average industrial lease rates in NEPA are significantly lower than those in most major northeast metro areas. A study by national business consultant Wadley Donovan Growth Tech compared lease rates for several areas in NEPA with rates in Middletown, New York and Hightstown, New Jersey. On average, lease rates in NEPA are 79% of those in Middletown and just 69% of those in Hightstown. Likewise, in several Industrial Market Reports released in 2014, prominent national real estate firm Cushman & Wakefield listed average lease rates for industrial space in NEPA that were 74% of those in Central New Jersey and 59% of those in Northern New Jersey.



## MERICLE COMMERCIAL REAL ESTATE SERVICES

Mericle Commercial Real Estate Services is NEPA's leading developer of investment-grade industrial, office, flex, and medical space. Mericle has provided commercial real estate solutions to a variety of healthcare and healthcare-related companies. These include Apria Healthcare, Aramark, Arjo Huntleigh, Benco Dental, Brace Place, Cintas First Aid and Safety, C3i, Commonwealth Health, Corning Life Sciences, CVS Caremark, GE Healthcare, Geisinger Health Network, Henry Schein, KCI, Maximus, Musculoskeletal Transplant Foundation, NBTY, Inc., Patterson Dental Supply, Inc., PharMerica, Unifirst Corporation, Telerx, and Young's Medical Equipment.

In the late 1980s, Mericle became the first for-profit private developer to construct industrial shell buildings on speculation in NEPA. Mericle purchased land that had been developed by area chambers of commerce and constructed speculative buildings ranging from 40,000 square feet to 100,000 square feet. Since that time, Mericle has developed more than 22 million square feet of industrial, office, flex, and medical space in NEPA. More than 14,500 people work in Mericle-developed properties.

Today, Mericle owns and maintains approximately 15 million square feet in NEPA. Mericle is a vertically integrated "master builder" that self-performs its development projects. The company's approximately 250 employees design, construct, and maintain all of its facilities. Mericle's in-house property management division maintains the company's entire portfolio and is on call 24-7. This unique business platform eliminates multiple profit centers and saves Mericle's tenants and clients time and money.

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



**14,500+**  
**PEOPLE WORK IN MERICLE-  
DEVELOPED PROPERTIES**

Several years ago, Mericle started a Green Building Program and made a commitment to provide lower operating costs to tenants through the implementation of eco-friendly, energy saving measures.

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

In addition to regularly constructing buildings on speculation, Mericle also prepares sites in advance for new construction.

In fact, through its ReadyToGo!™ Program, Mericle is developing more than 90 such sites in 11 NEPA business parks.

Mericle’s design department obtains all necessary permits and approvals and its excavation division, considered to be one of the largest of its kind in the US, clears, grades, and compacts the ReadyToGo!™ Sites and makes them ready for the immediate construction of building foundations. These sites also have all permits and approvals in hand, all utilities in place, and can accommodate buildings ranging from as small as 10,000 square feet to as large as 1 million square feet.

Mericle’s vertically integrated “one-stop-shop” structure and its aggressive development of speculative industrial buildings and ReadyToGo!™ Sites are very helpful to healthcare manufacturers and distributors operating under compressed timeframes wishing to deal with a single source.

All of Mericle’s available buildings and sites can be reviewed at [mericlereadytogo.com](http://mericlereadytogo.com).



# 90

**ReadyToGo!™ Sites**

“*Serving Northeastern Pennsylvania, UGI Penn Natural Gas Inc. is uniquely situated in the heart of the Marcellus Shale region. Our large commercial and industrial transportation customers have access to some of the most favorably priced natural gas in the country. Further, the abundance of supply in the region is expected to provide long term price stability, making the region a prime target for growth.*”

**DON BROMINSKI, DIRECTOR OF BUSINESS DEVELOPMENT  
UGI PENN NATURAL GAS, WILKES-BARRE, PA**

## UTILITIES

The region is utility strong with natural gas, public water and sewer, abundant power, and fiber service readily available.

High pressure gas mains owned and maintained by UGI Penn Natural Gas provide service to area business parks.

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

Thousands of acres in NEPA and the Northern Tier have been leased by natural gas companies. Billions of dollars are being invested here by Southwest US energy companies. Because of this investment in Marcellus Shale, NEPA’s natural gas prices continue to drop and employers are expected to have access to abundant and affordable natural gas for decades to come.

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

The primary water supplier in NEPA is Pennsylvania American Water Company (PAWC). Because PAWC is part of American

Water, it benefits from the company’s central laboratory in Belleville, Illinois, one of the most advanced water quality laboratories in the US.

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

Since 1993, the American Water research team has won nearly two dozen awards for best research, received more than \$31 million in research grants, and been granted four patents for water and wastewater research.

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

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

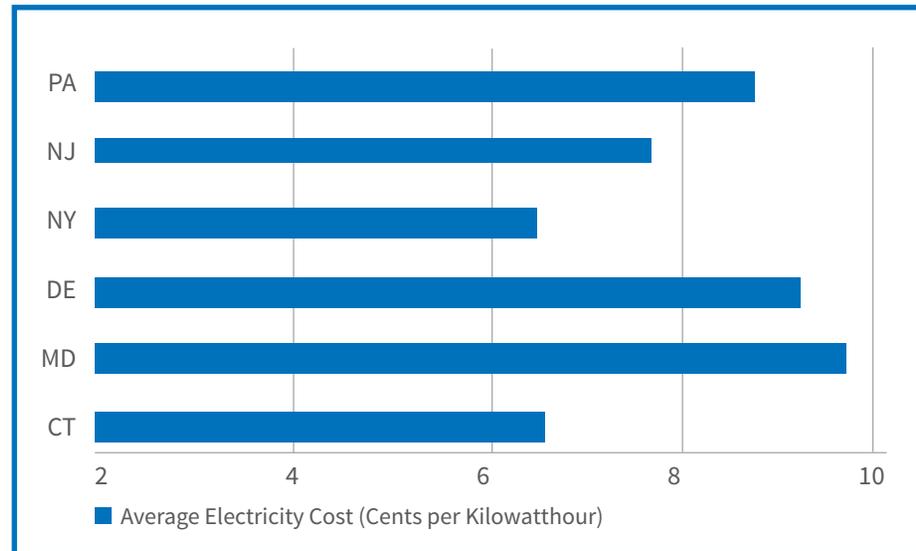
Multiple telecom vendors, including Verizon, Frontier Communications, Level 3, and Comcast serve the area and provide fiber, copper, and cable service to local business parks.



Comcast Business has made one of its most significant infrastructure investments to bring its national, private fiber-optic network to every existing building at CenterPoint Commerce & Trade Park near Pittston and to those parcels that are construction-ready under Mericle’s ReadyTo-Go!™ Program. That means companies can access secure, scalable, high-performance dedicated internet, and point-to-point and multipoint connectivity – optimized for businesses with multiple locations – within 30 days of order.

Comcast Business enterprise solutions deliver symmetrical bandwidth that scale from 50 Mbps up to 10 Gbps, enabling businesses of all sizes to choose from a comprehensive portfolio of services (data, voice, and video) as well as Ethernet services – all of which feature proactive network and service monitoring 24x7x365 from Comcast’s dedicated Network Operations Centers. In addition, Comcast can also provide back-up and disaster recovery services for redundancy needs and has a local support team located just minutes from Centerpoint.

**AVERAGE ELECTRICITY COST FOR PA & SURROUNDING STATES**



Source: www.eia.gov, June 2016



## FOREIGN TRADE ZONES

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

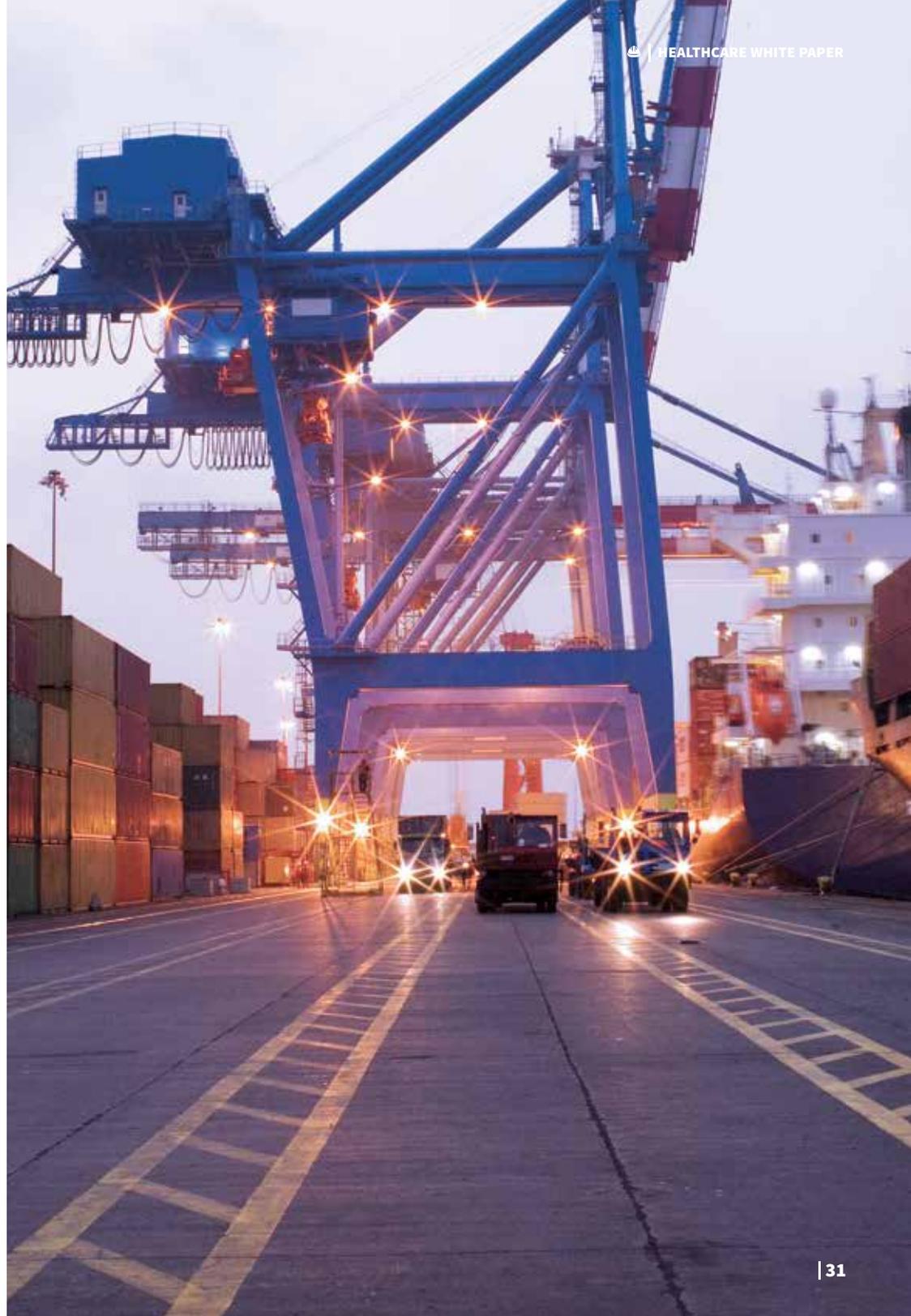
FTZs encourage and expedite import/export cargo movements. These specially designated zones are considered outside the Customs territory of the US, which means that merchandise can be stored, exhibited, assembled, manufactured, and processed without being subject to formal Customs entry procedures and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

## THIRD PARTY LOGISTICS

In addition to the dozens of truckload and less than truckload companies with operations in NEPA, there are also numerous national and local third party logistics (3PL) companies here. Some of the most active 3PLs in NEPA include Kane is Able, Romark Logistics, Genco ATC, XPOLogistics, Penske Logistics, J.B. Hunt, and LeSaint Logistics. Mericle has provided space to most of these companies.

## COLD CHAIN SPACE

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



# INCENTIVES

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

## LOCAL ECONOMIC REVITALIZATION TAX ASSISTANCE (LERTA)

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

Real estate taxes on improvements are abated 100% for 10 years for buildings constructed in CenterPoint. The table below gives estimates of total savings that will be realized for various building sizes via LERTA. Actual savings may vary depending upon the cost of construction required to meet a tenant's specifications.

SQUARE FEET	EST. SAVINGS
150,000	\$1,068,000
250,000	\$1,779,000
500,000	\$3,559,000

## JOB CREATION TAX CREDIT PROGRAM

Eligible employers can receive a \$1,000 per-job tax credit through this state program. The Pennsylvania Department of Community and Economic Development (DCED) sets the amount awarded for each project. The company must pay at least \$10.88 per hour. The company must claim credits within five years and agree to stay in PA at least five years.

The Job Creation Tax Credit Program is available to eligible businesses who, within three years from a negotiated start date, create 25 or more jobs or increase employment by 20%. Every new full-time job, up to a set maximum which meets certain minimum wage standards, will result in a \$1,000 tax credit that the business can use to pay a number of state business taxes.

The business may claim these credits only after the jobs are created. The business must agree to maintain its operation in the commonwealth for a period of five years from the start date. The credit must be claimed within five years of receiving the tax credit certificate, but in no case can it be longer than six years from the start date.

### Pennsylvania Industrial Development Authority (PIDA)

This state program provides low interest, fixed rate loans for real estate (max 15 years and machinery and equipment (max 10 years), for manufacturing, industrial, office, and R&D firms and others. Companies must apply through a certified economic development organization. A typical interest rate in Pennsylvania in mid-2018 was 3.5%, but the rate is subject to change quarterly. Companies must retain/create jobs (up to \$35,000 per job can be made available for retained jobs and up to \$50,000 per job for created jobs). The max loan for real estate is \$2.25 million and the max loan for M&E is \$1.5 million.



### PENNSYLVANIA FIRST PROGRAM

This Pennsylvania Department of Community and Economic Development (DCED) program provides funding to companies that create/retain a substantial number of jobs. Businesses can receive support in the form of grants, loans and loan guarantees for job training, property acquisition, site preparation, land and building improvements, purchasing and/or upgrading machinery and equipment, infrastructure, environmental assessments and remediation, and working capital. The company must pay at least \$10.88/hour. A \$10 to \$1 private investment match is required. The max assistance is \$5,000 per job (discretionary).

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

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



**DOZENS OF NEPA'S COMPANIES OPERATE HEALTHCARE MANUFACTURING AND/OR DISTRIBUTION FACILITIES. HERE ARE BRIEF DESCRIPTIONS OF A HANDFUL OF THOSE COMPANIES.**

**SANOFI PASTEUR**

DISCOVERY DRIVE  
SWIFTWATER, PA 18370

Sanofi Pasteur, the vaccine division of Sanofi, has its US headquarters in Swiftwater, Pennsylvania, just northwest of Stroudsburg where more than 2,000 people are employed. On this site are the only two currently licensed US facilities that manufacture influenza vaccine.

Sanofi Pasteur provides more than 1 billion doses of vaccine each year, making it possible to immunize more than 500 million people across the globe. A world leader in the vaccine industry, Sanofi Pasteur offers a broad range of vaccines protecting against 20 infectious diseases. The company's heritage, to create vaccines that protect life, dates back more than a century. Sanofi Pasteur is the largest company entirely dedicated to vaccines.



**CVS CAREMARK**

1 GREAT VALLEY BOULEVARD  
HANOVER CROSSINGS  
HANOVER TOWNSHIP, PA

CVS Caremark, a Fortune 500 company and the largest pharmacy healthcare provider in the United States, distributes prescriptions from a 229,100 square foot mail service pharmacy in Hanover Crossings near Wilkes-Barre. CVS has opened mail service pharmacies in strategic locations throughout the US to make healthcare easier and more affordable.

The facility, which opened in October 2000, was started as a Mericle speculative project, then redesigned and constructed by Mericle to the exact specifications of mail service pharmacy Advance Paradigm. Through a series of corporate acquisitions, CVS Caremark acquired Advance Paradigm and became the occupant of the building. In September 2008, CVS Caremark announced it would expand its workforce at the site from 450 to 600 employees. In 2011, the company announced it would create an additional 200 jobs at this location.

**BENCO DENTAL**

295 CENTERPOINT BOULEVARD  
CENTERPOINT COMMERCE &  
TRADE PARK EAST  
JENKINS TOWNSHIP, PA

Founded in 1930 by Benjamin Cohen, Benco Dental chose a Mericle building in CenterPoint Commerce & Trade Park East, Jenkins Township for its corporate headquarters and main distribution center. Benco is the largest privately-owned distributor of dental supplies and equipment in the United States. The company provides a full-service experience for its customers, including services such as office design, clinical education and practice training, dental-specific technology solutions, and many other dental related services.

With more than 50 regional showrooms and five distribution centers serving tens of thousands of dental professionals in all 50 states, Benco Dental is the nation's fastest growing dental distributor. Its 272,800 square foot CenterPoint headquarters serves as both a showroom and a distribution center for the Northeast and much of the Mid-Atlantic regions. With this strategic location, Benco Dental is able to make good on its motto, "We deliver success smile after smile," to more than 83 million possible smiles.

**NBTY, INC.**

10 SIMMONS DRIVE  
HUMBOLDT INDUSTRIAL PARK  
HAZLE TOWNSHIP, PA

Founded in 1971, NBTY Inc., is the nation's largest nutritional supplement manufacturer and distributor. NBTY is known for recognizable brands such as MET-Rx, Osteo Bi-Flex, Body Fortress, and many others. Under its Nature's Bounty brand, NBTY distributes nutritional vitamins and supplements from a company-owned distribution center in the Humboldt Industrial Park in Hazleton, Pennsylvania.

Mericle developed the 413,600 square foot NBTY building in Humboldt. The location provides the company with very quick access to I-81 and I-80. NBTY President and CFO Harvey Kamil said, "Humboldt Industrial Park was a perfect fit for our company because of its proximity to major markets, accessibility to a qualified available workforce, and the tax credits offered by the Keystone Opportunity Zone program."



### **PHARMERICA**

153 STEWART ROAD  
HANOVER INDUSTRIAL ESTATES  
HANOVER TOWNSHIP, PA

Pharmerica Corporation operates an institutional pharmacy in a Mericle flex building in Hanover Industrial Estates near Wilkes-Barre.

PharMerica services healthcare facilities in the United States, provides pharmacy management services to hospitals, specialty infusion services to patients outside a hospital setting, and offers the only national oncology pharmacy and care management platform in the United States. PharMerica operates 98 institutional pharmacies, 15 specialty infusion centers, and 5 specialty oncology pharmacies in 45 states. PharMerica's customers are institutional healthcare providers, such as skilled nursing facilities, nursing centers, assisted living facilities, hospitals, individuals receiving in-home care, and other long-term alternative care providers.



### **PRIDE MOBILITY PRODUCTS**

182 SUSQUEHANNA AVENUE  
EXETER, PA

Pride Mobility Products® Corporation, headquartered in Luzerne County, is the world's leading designer and manufacturer of mobility products including Jazzy® Power Chairs, Pride® Mobility Scooters, Pride® Lift Chairs, and Pride® Lifts and Ramps.

Pride Mobility Products employs 1,100 people worldwide. It operates distribution centers in Tampa, FL, Las Vegas, NV, and Mesquite, TX. The company also has operations in Australia, Canada, Italy, China the Netherlands, New Zealand, and the United Kingdom.

### **GOLDEN TECHNOLOGIES**

401 BRIDGE STREET  
OLD FORGE, PA

Golden Technologies is proud to be the world's leading manufacturer of luxurious lift and recline chairs. The company's headquarters in Old Forge, Lackawanna County is the largest facility in the world dedicated solely to the manufacture of lift chairs. The company's other product lines – mobility scooters and power wheelchairs – are assembled and distributed in a “mobility operations” facility in nearby Kingston, Luzerne County. Golden Technologies was founded in 1985 in a garage in West Pittston, Luzerne County and over the decades has grown into one of the world's leading manufacturers of power lift and recline chairs sold throughout the US, Canada, and Europe. The company employs more than 400.



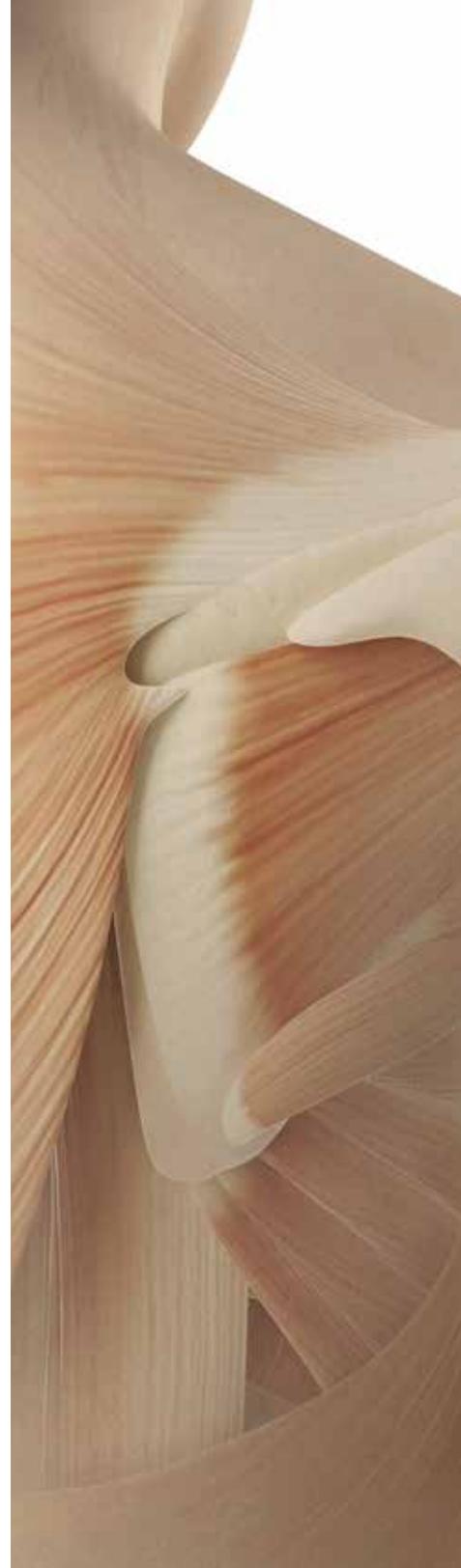
**NOBLE BIOMATERIALS, INC.**

300 PALM STREET  
SCRANTON, PA

Headquartered in Scranton, PA, Noble Biomaterials, Inc. is a global leader in antimicrobial and conductivity solutions. Noble produces silver-based advanced material technologies designed for mission critical applications in the performance apparel, healthcare, industrial, and emerging wearable technology markets. It has more than 200 global licensees for products in the medical, defense, industrial, and consumer markets.

The company's manufacturing facility is also located in Scranton with global offices in Europe, Asia and South America.

The company is especially known for its X-Static®, XT2®, and CIRCUITEX® line of products. X-STATIC® is the leader in antimicrobial fabric technology and is clinically-proven to reduce bacterial contamination on soft surfaces. X-STATIC® is the most effective and safest soft surface antimicrobial solution available today.

**MTF BIOLOGIES**

1232 MID VALLEY DRIVE  
MID VALLEY INDUSTRIAL PARK  
JESSUP, PA

MTF Biologies (MTF), the world's largest tissue bank, connects donors with surgeons and transplant recipients. Headquartered in Edison, New Jersey, MTF occupies a flex building developed by Mericle in Jessup, Lackawanna County.

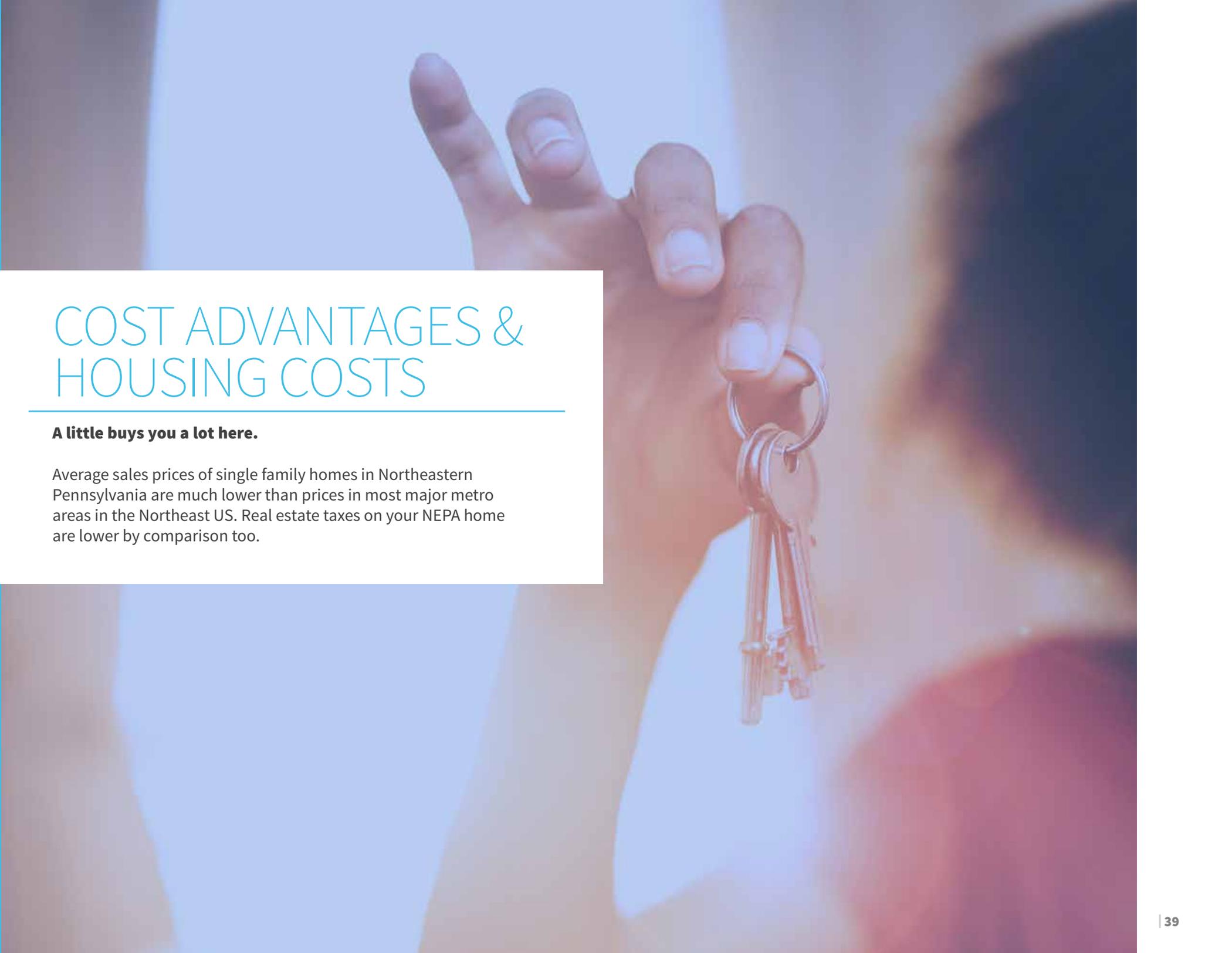
A non-profit organization, MTF prides itself on its resilient and safe allograft tissue. This tissue is a bone, ligament, cartilage, tendon, or skin section that is grafted between a donor and its recipient, such as athletes in need of knee reconstruction. MTF is continuing to advance the tissue transplant industry through its engagement in research and development. Since its inception in 1987, MTF has recovered tissue from more than 125,000 donors and distributed more than 8 million grafts for transplantation.



## AVERAGE SALES PRICES & ANNUAL REAL ESTATE TAXES OF 4 BEDROOM HOMES - 2017



COUNTY	AVG. SALES PRICE	AVG. ANNUAL R.E. TAXES	<i>[Continued]</i>	COUNTY	AVG. SALES PRICE	AVG. ANNUAL R.E. TAXES
Luzerne (PA)	\$241,545.00	\$3,673.55		Bucks (PA)	\$458,121.30	\$6,779.95
Lackawanna (PA)	\$242,096.00	\$3,510.00		Delaware (PA)	\$471,860.00	\$9,153.85
York (PA)	\$284,201.45	\$5,058.55		Chester (PA)	\$480,999.25	\$6,929.80
Lancaster (PA)	\$308,618.75	\$4,907.15		Morris (NJ)	\$487,500.00	\$11,300.00
Gloucester (NJ)	\$309,576.60	\$8,668.10		Anne Arundel (MD)	\$507,011.80	\$2,586.50
Orange (NY)	\$325,685.95	\$7,751.10		Rockland (NY)	\$514,576.15	\$12,040.70
Northampton (PA)	\$328,922.50	\$6,337.85		Suffolk (NY)	\$537,000.00	\$12,500.00
Dauphin (PA)	\$334,942.50	\$5,250.30		Middlesex (NJ)	\$550,000.00	\$12,100.00
Lehigh (PA)	\$337,082.50	\$6,502.85		Somerset (NJ)	\$552,747.45	\$11,828.40
Cumberland (PA)	\$338,345.00	\$4,296.40		Howard (MD)	\$556,906.65	\$6,706.05
Dutchess (NY)	\$343,734.15	\$7,046.00		Fairfield (CT)	\$608,445.00	\$9,917.30
Burlington (NJ)	\$370,740.00	\$9,304.95		Nassau (NY)	\$625,000.00	\$16,250.00
New Castle (DE)	\$378,670.00	\$2,536.80		Bergen (NJ)	\$627,500.00	\$13,900.00
Montgomery (PA)	\$387,795.50	\$5,739.25		Fairfax (VA)	\$670,590.00	\$6,571.60
Camden (NJ)	\$404,219.50	\$12,530.65		Montgomery (MD)	\$710,697.45	\$6,609.30
Prince Georges (MD)	\$409,315.75	\$5,648.25		Union (NJ)	\$751,200.00	\$18,779.95
Hartford (CT)	\$410,210.00	\$8,368.05		Westchester (NY)	\$760,441.00	\$14,904.55
Passaic (NJ)	\$443,310.95	\$11,526.05		Essex (NJ)	\$798,815.50	\$21,008.55
Hudson (NJ)	\$456,820.00	\$10,186.80		Arlington (VA)	\$981,924.20	\$8,542.20

A close-up photograph of a hand holding a set of keys. The hand is positioned in the center-right of the frame, with the fingers curled around a ring of keys. The keys are silver and include a large house key and several smaller keys. The background is softly blurred, showing a person's shoulder and hair, suggesting a real estate or home-buying context. The overall lighting is warm and natural.

## COST ADVANTAGES & HOUSING COSTS

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### **A little buys you a lot here.**

Average sales prices of single family homes in Northeastern Pennsylvania are much lower than prices in most major metro areas in the Northeast US. Real estate taxes on your NEPA home are lower by comparison too.

# DISCOVER NEPA

## Ten counties. One region. DiscoverNEPA™.

Why is Mericle, a real estate developer, promoting Northeastern Pennsylvania's (NEPA's) quality of life? Mericle has been very fortunate to provide commercial space to several hundred companies since 1985 and we are especially proud that more than 14,500 people work in the buildings we've developed in NEPA. However, when companies are going through the site selection process, more factors come into play than just the availability of a certain type of building or site.



**Arts, Culture,  
& Entertainment**



**Leisure, Shopping,  
Sports & Adventure**



**Skilled Workers  
& Low Costs of Living**

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

We created DiscoverNEPA™ to show this region's best and brightest. We hope our tenants and other area businesses will use DiscoverNEPA™ as a tool to recruit talented people and their families to this region.

**We invite you to visit [DiscoverNEPA.com](https://www.discovernepa.com) and to follow us on Facebook, Instagram, and Twitter. Mericle is Northeastern Pennsylvania proud.**



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