



# THE PREMIER BUSINESS PARK ON PENNSYLVANIA'S I-81 CORRIDOR



*a message from our*  
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Welcome to CenterPoint Commerce & Trade Park, the premier business park on Pennsylvania's I-81 Corridor.

Located at the intersection of Interstates 81 and 476, CenterPoint offers tax-free sites and buildings for industrial, office, and medical companies.

CenterPoint is situated in Jenkins and Pittston Townships in the center of the Scranton/Wilkes-Barre metro area and can accommodate companies needing from 6,000 square feet to more than one million square feet.

Every building constructed in the park receives a 10-year, 100% real estate tax abatement on improvements via the Local Economic Revitalization Tax Assistance Program (LERTA). CenterPoint also has Foreign Trade Zone (FTZ) status, which provides potentially significant savings to companies that import products from outside the United States.

Mericle Commercial Real Estate Services began constructing the park in 2006 and already the park has become home to 25 buildings totaling more than 6 million square feet. CenterPoint tenants include Benco Dental, Bimbo Bakeries, Corning, Emery Waterhouse, FedEx Ground, J.P. Boden, Lowe's, Neiman Marcus, QuietFlex Manufacturing, The Home Depot, and The Men's Wearhouse.

CenterPoint is also the focal point for Mericle's ReadyToGo!™ Program, a major investment in new speculative buildings and fully-prepared sites. For its ReadyToGo!™ Sites, Mericle obtains all permits and full subdivision, land development, and utility approvals. In most cases, Mericle completes all grading, including the placement of compacted stone sub-base in the building and pavement areas. Because the sites are ready for immediate construction of building foundations, Mericle can make new buildings ready for tenants faster than any other developer in the market.

Please learn more about the park on the following pages and then call one of us at 570.823.1100 to request a proposal and/or arrange a park tour.

We look forward to hearing from you.

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# LOCATION & TRANSPORTATION

## ROAD ACCESS

CenterPoint Commerce & Trade Park is located in Jenkins Township and Pittston Township, Pennsylvania at the intersection of Interstates 81 and 476. The park is just a two hour drive from New York City, Philadelphia, and Harrisburg. Interstates 84 and 380 can be reached in 15 minutes, and Interstate 80 can be reached in 25 minutes.

Located in the center of the I-81 Corridor, CenterPoint is located within a 500-mile radius of 34.2% of the population of the United States. More than 51 million people live within 200 miles.

CenterPoint is easily accessible to most major Northeast U.S. and Canadian cities. CenterPoint Commerce & Trade Park is really three distinct business parks. CenterPoint East and CenterPoint West are located  $\frac{1}{4}$  miles from each other. East and West are both just  $\frac{1}{2}$  mile from Exit 175 of Interstate 81 and Exit 115 of I-476.

CenterPoint South is located along River Road in Jenkins Township, just 2.7 miles from S.R. 309, which connects directly to I-81.

Three major overnight delivery companies serve CenterPoint. FedEx Ground's Northeastern Pennsylvania facility is located inside CenterPoint East, and FedEx Express and UPS are located in adjacent business parks. The U.S. Postal Service also has three facilities within a 10 minute drive.

## AIR ACCESS

The Wilkes-Barre/Scranton International Airport (airport code AVP) is just 2.8 miles from CenterPoint and offers approximately 40 daily arrivals and departures 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, Orlando, and Philadelphia. Carriers include Allegiant, Delta Connection, United Express, and US Airways Express. AVP is also served by Saker Aviation, one of the finest fixed base operators in the Northeastern United States.

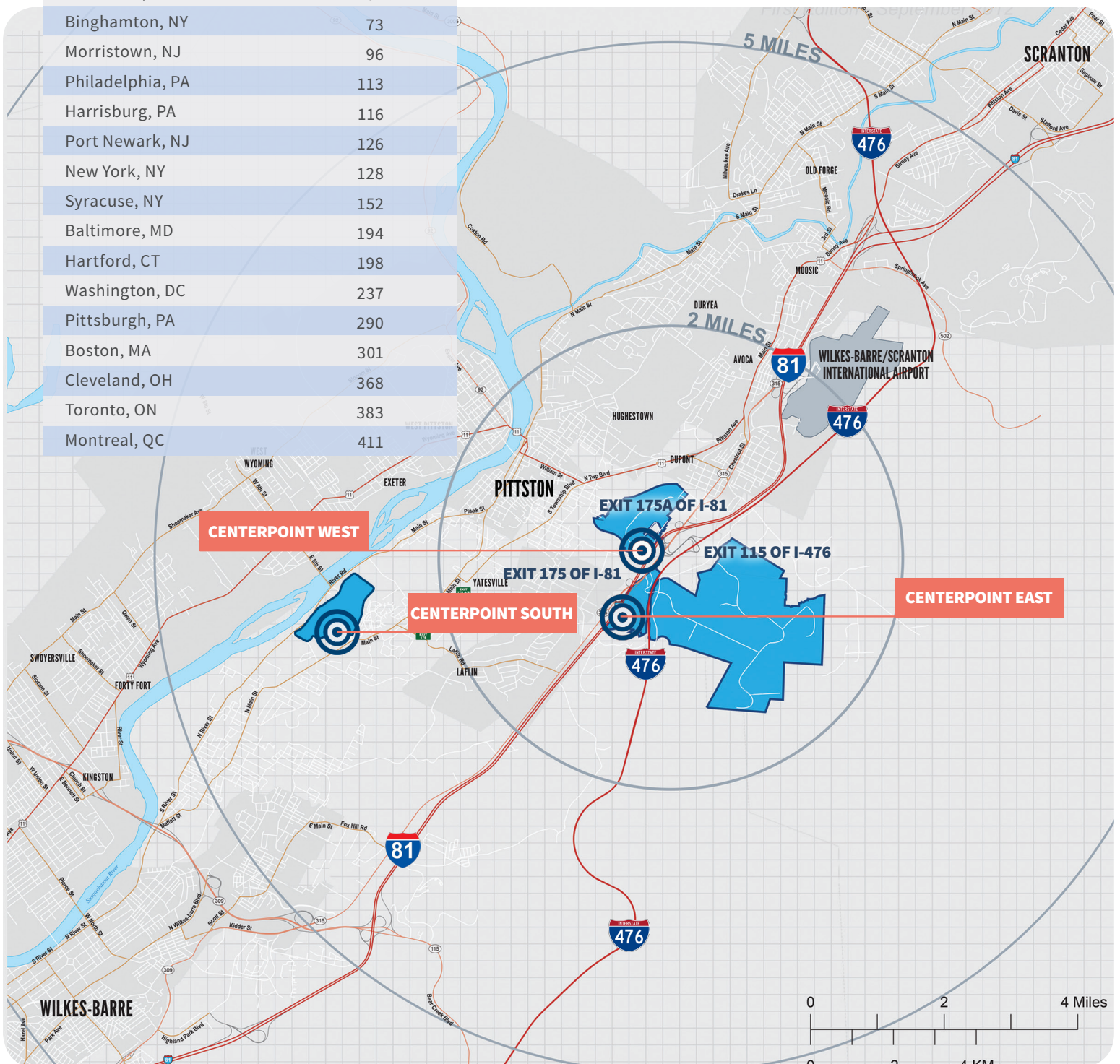


CenterPoint is in the center of the Boston/Washington Corridor. Check out the distances from CenterPoint to these key cities.

CITY	MILES AWAY
Wilkes-Barre, PA	6
Scranton, PA	7
Hazleton, PA	37
Delaware Water Gap, PA	57
Allentown, PA	67
Binghamton, NY	73
Morristown, NJ	96
Philadelphia, PA	113
Harrisburg, PA	116
Port Newark, NJ	126
New York, NY	128
Syracuse, NY	152
Baltimore, MD	194
Hartford, CT	198
Washington, DC	237
Pittsburgh, PA	290
Boston, MA	301
Cleveland, OH	368
Toronto, ON	383
Montreal, QC	411

## RAIL ACCESS

Mericle owns numerous sites in Northeastern Pennsylvania that are rail-served, including build-to-suit sites in CenterPoint West and South. Carriers serving the region include Class One railroads Canadian Pacific Railway and Norfolk Southern Railway Company and short line railroads Luzerne and Susquehanna Railroad and Reading Blue Mountain & Northern Railroad.



# SUCCESS STORY

## CENTERPOINT COMMERCE & TRADE PARK EAST, PHASE I

2006

PHASE I  
**ZERO** JOBS  
BUILDINGS  
COMPANIES  
OCCUPANCY

The development of Phase I in CenterPoint Commerce & Trade Park East has been an amazing success story. Mericle Commercial Real Estate Services converted fallow, severely mine-scarred land near Interstate 81 and Interstate 476 in Luzerne County into arguably the fastest growing business park in the Commonwealth of Pennsylvania.

In a little more than six years, largely during the “worst recession since the Great Depression,” Mericle completed site reclamation in Phase I encompassing 341.58 acres, completed extensive infrastructure improvements, and developed 13 new buildings totaling almost 4.1 million square feet. Today, these buildings are occupied by 22 companies employing 2,750 people. Among the Phase I tenants are Benco Dental, Bimbo Bakeries, FedEx Ground, J.P. Boden, Kimberly Clark, Lowe’s, and Men’s Wearhouse.

Overall, Mericle plans to develop 72 buildings totaling more than 14 million square feet in all phases of CenterPoint East and West.



**2014**

**PHASE I**

**2,750 JOBS**

**13 BUILDINGS**

**22 COMPANIES**

**98.7% OCCUPANCY**

## CENTERPOINT IS...

- Immediately off I-81 and I-476
- Reliable and redundant utility service
- 39 tenants with 4,500 employees
- 25 buildings totaling more than 6 million square feet
- Within 20 miles of more than 470,000 people
- Dozens of ReadyToGo!™ Sites
- Available industrial, office, and flex space
- Pennsylvania's fastest growing business park
- Served by three overnight delivery companies
- Less than three miles from the Wilkes-Barre/Scranton International Airport

# AERIAL PHOTOGRAPHS







# READYTOGO!™ PROGRAM

CenterPoint is the focal point for Mericle's ReadyToGo!™ Program, a major investment in new speculative buildings and fully-prepared sites. Mericle is preparing dozens of ReadyToGo!™ Sites in CenterPoint Commerce & Trade Park East Phases IIA, IIB, and IIC and CenterPoint Commerce & Trade Park West. Mericle intends to construct approximately 8.4 million square feet of industrial and flex buildings on these parcels with most being constructed on speculation.

Mericle's ReadyToGo!™ Sites are fully approved and improved. Mericle has obtained NPDES permits and all subdivision, land development, and utility approvals for these sites and in most cases, has completed grading and placed compacted stone sub-base in the building and pavement areas. Because the sites are ready for immediate construction of building foundations, Mericle can make new buildings ready for tenants faster than any other developer in the market.



# QUICK FACT

Mericle has prepared **dozens of ReadyToGo!™ Sites** in CenterPoint.

## Some of CenterPoint's ReadyToGo!™ Sites



**200 TECHNOLOGY DRIVE (PARCEL 26)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 95.215
- BUILDING SIZE: UP TO 1,038,500 SF



**250 ENTERPRISE WAY (PARCEL 13)**  
CENTERPOINT WEST | PITTSSTON TOWNSHIP, PA

- ACRES: 51.15
- BUILDING SIZE: UP TO 507,600 SF



**250-300 RESEARCH DRIVE (PARCELS 27-28)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 46.5
- BUILDING SIZE: UP TO 372,000 SF



**KEYSTONE AVENUE (PARCEL 6)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 32.12
- BUILDING SIZE: UP TO 259,200 SF



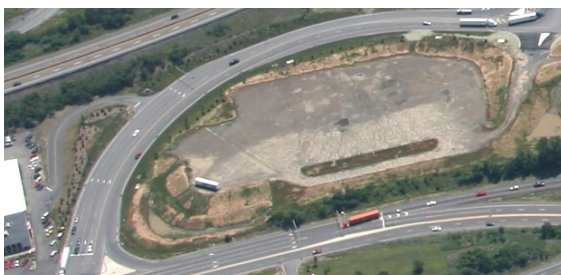
**RESEARCH DRIVE (PARCEL 46A)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 27.36
- BUILDING SIZE: UP TO 235,600 SF



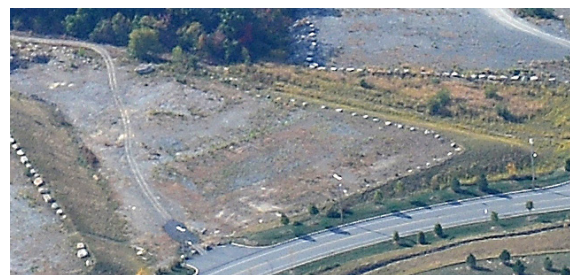
**TECHNOLOGY DRIVE (PARCEL 26A)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 11.30
- BUILDING SIZE: UP TO 124,000 SF



**KEYSTONE AVENUE (PARCEL 1)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 7.98
- BUILDING SIZE: UP TO 58,800 SF



**RESEARCH DRIVE (PARCEL 22)**  
CENTERPOINT EAST | JENKINS TOWNSHIP, PA

- ACRES: 4.49
- BUILDING SIZE: UP TO 11,200 SF

# UTILITY INFORMATION



## CENTERPOINT EAST

### NATURAL GAS

CenterPoint East Phase I natural gas service is provided by UGI Penn Natural Gas (UGI PNG) via a combination of 6-inch and 8-inch diameter facilities operating at intermediate pressure along the park's roadways. Gas is supplied from a pressure regulator station located near the intersection of CenterPoint Boulevard and Armstrong Road, which is fed from a high-pressure gas main originating along SR 315. CenterPoint East Phase IIA receives service via an extension of an 8-inch intermediate pressure main, and Phase IIB also receives service from the extended 8" main. Phase IIC is serviced by an extension of the existing 6" main along Keystone Avenue. All gas mains provide service at a range of intermediate pressures. Based on conversations with UGI PNG representatives, these facilities maintain adequate volume and pressure to accommodate most industrial users.

### WATER

CenterPoint East water service is supplied by Pennsylvania American Water Company (PAWC). All water mains are cement-lined ductile iron pipes and range in size from 12-inch diameter to 24-inch diameter. Phases IIA and IIB are supplied water from a new 87-foot high, 320,000 gallon water tank. This water tank, which is located within the park, provides combined domestic/fire protection service to the building lots. Anticipated available minimum flows are 2,250 gallons per minute with residual pressures ranging from 75 psi to 150 psi depending on the building elevation. Phase IIC is serviced via an extension of an existing 16-inch main located along Keystone Avenue. Anticipated available flows are 2,250 gallons per minute at residual pressures ranging from 90 psi to 110 psi.

### SANITARY SEWER

CenterPoint East sanitary sewage treatment for Phases I, IIA, and IIC is provided by the Wyoming Valley Sanitary Authority (WVSA), which has an approved treatment capacity of 32 MGD and receives an average flow of 24 MGD at its treatment plant located in Hanover Township. The park's conveyance systems consist of 8-inch SDR-35 gravity mains, with current reserve capacity of approximately 330,000 gpd. The system eventually discharges to WVSA's treatment plant via an existing 8-inch main located near the CenterPoint West property. A proposed off-site upgrade of 1,400-feet of this main from 8-inch to 10-inch would increase capacity by approximately 600,000 gpd, if needed. Sanitary sewer conveyance facilities in Phases I, IIA, and IIC are owned by the Jenkins Township Sewer Authority.

CenterPoint East Phase IIB sanitary sewage treatment is provided by the Lower Lackawanna Valley Sanitary Authority (LLVSA), which has an approved treatment capacity of 6 MGD and receives an average flow of

4 MGD at its treatment plant located in Duryea. Phase IIB's conveyance systems include 8-inch SDR-35 gravity mains with an approximate capacity of 420,000 gpd. The system discharges to an interceptor line located along Armstrong Road, which is adjacent to the park. Sanitary sewer conveyance facilities are owned and maintained by the Pittston Township Sewer Authority.

## ELECTRIC

CenterPoint East electrical service is provided by PPL Electric Utilities (PPL). PPL currently owns, operates, and maintains an electric distribution/supply network throughout Northeastern Pennsylvania.

- Electric service is provided through primary and secondary distribution facilities located in an overhead system, which connects to an existing underground duct bank and overhead system located in CenterPoint East.
- Primary distribution voltage is nominally 12.47KV.
- Customers within CenterPoint can take electrical service at either primary or secondary voltages.
- PPL has the ability to furnish power to the park redundantly from the Yatesville and Avoca sub-stations.
- The Yatesville sub-station is fed from two independently supplied 66KV transmission lines to two 25 MVA transformers (66KV to 12.47 KV). The transmission lines feed the transformers with a manual transfer switch.
- The Avoca substation is fed from two independently supplied 66KV transmission lines to a 20MVA Transformer (66KV to 12.47 KV).

## TELECOMMUNICATIONS

CenterPoint East telecommunications service is provided by Verizon, Frontier Communications, Comcast, and Level 3 Communications. Fiber optic and copper facilities are readily available via a network of aerial and underground distribution along the park roadways. These facilities provide access to a full suite of services ranging from basic telephone service to VoIP and hosted virtual PBX and internet/data across the full range from DSL, T-1, and TDM services through switched or dedicated LAN/WAN from ISDN to MPLS and Ethernet. The presence of multiple providers with multiple points of entry provide options for network redundancy and diversity.

Comcast Business is in the process of connecting the park to its national, private, fiber optic network delivering secure, scalable, high-performance point-to-point and multipoint connectivity optimized for businesses with multiple locations. Comcast Business bandwidth scales from 50 Mbps up to 10 Gbps, enabling a comprehensive portfolio of services for small and medium sized businesses (data, voice, and video) and Ethernet services – all of which feature proactive network and service monitoring 24x7x365 from Comcast's dedicated Network Operations Centers. This project will also include advanced voice product offerings, which include PRI Trunking and Business Voice Edge (a hosted PBX system) solutions for businesses. Comcast offers a scalable solution for any size business and in addition, can provide back-up, disaster recovery services for redundancy needs.

# CENTERPOINT WEST

## NATURAL GAS

CenterPoint West natural gas service is provided by UGI Penn Natural Gas (UGI PNG). Natural Gas is supplied via a connection to an existing 12-inch diameter intermediate pressure main that runs along Butler Road, adjacent to the CenterPoint West property. A 6-inch diameter HDPE main has been installed along Enterprise Way and operates at intermediate pressure to service the park. UGI PNG also has an existing 8-inch diameter high pressure main along Oak Street and maintains a pressure regulator station adjacent to the Butler Road/Oak Street intersection. This provides UGI PNG with greater flexibility in providing a wider range of pressures and volumes to service customers within the park. Based on conversations with UGI PNG representatives, these facilities maintain adequate volume and pressure to accommodate most industrial users.

## WATER

CenterPoint West water service is provided by Pennsylvania American Water Company (PAWC). A 16-inch diameter ductile iron main has been extended to the CenterPoint West property from the existing water distribution system located nearby in CenterPoint East. Also, a 16-inch diameter ductile iron main has been installed along Enterprise Way to service the park. These facilities are capable of providing combined domestic/fire flow service of 2,750 gpm at approximate minimum residual pressure of 80 psi to 125 psi.



## SANITARY SEWER

CenterPoint West sanitary sewage treatment is provided by the Wyoming Valley Sanitary Authority (WVSA), which currently has an approved treatment capacity of 32 MGD and receives an average flow of 24 MGD at its treatment plant located in Hanover Township. The park's conveyance system consists predominately of an 8-inch diameter SDR-35 gravity main and a limited section of 3-inch diameter low-pressure SDR-21 force main, both of which have been installed along Enterprise Way. The conveyance system discharges to an existing 8-inch diameter gravity main located near Oak Street. Current reserve capacity in the existing main is 330,000 gpd. However, a proposed off-site upgrade to a 1,400 foot section of the 8-inch line to a 10-inch line will increase capacity by approximately 600,000 gpd, if needed. The existing main near Oak Street eventually discharges to WVSA's treatment facility located in Hanover Township.

## ELECTRIC

CenterPoint West electrical service is supplied by PPL Electric Utilities (PPL). PPL maintains existing 12 KV, 3-phase distribution lines adjacent to the CenterPoint West property along both Oak Street and Butler Road. Overhead utility poles have been installed along Enterprise Way to service the park. PPL installed their facilities serving CPW to provide robust service to manufacturing and industrial users.

## TELECOMMUNICATIONS

CenterPoint West telecommunications service is provided by Verizon and Frontier Communications over copper and fiber optic cable via overhead utility poles along Enterprise Way and underground distribution to each building and site. These facilities provide access to services ranging from basic telephone service to VoIP and internet/data ranging from T-1 and TDM services through switched or dedicated LAN/WAN from ISDN to MPLS and Ethernet. Additional overhead copper facilities of other telecommunication service providers and fiber facilities owned by Verizon are readily available in close proximity to CenterPoint West.

Comcast Business is in the process of connecting the park to its national, private, fiber optic network delivering secure, scalable, high-performance point-to-point and multipoint connectivity optimized for businesses with multiple locations. Comcast Business bandwidth scales from 50 Mbps up to 10 Gbps, enabling a comprehensive portfolio of services for small and medium sized businesses (data, voice, and video) and Ethernet services – all of which feature proactive network and service monitoring 24x7x365 from Comcast's dedicated Network Operations Centers. This project will also include advanced voice product offerings, which include PRI Trunking and Business Voice Edge (a hosted PBX system) solutions for businesses. Comcast offers a scalable solution for any size business and in addition, can provide back-up, disaster recovery services for redundancy needs.

# CENTERPOINT SOUTH

## NATURAL GAS

CenterPoint South natural gas service will be provided by UGI Penn Natural Gas (UGI PNG) via a proposed main operating at intermediate pressure along the park's access road. Gas will be supplied via a connection to an existing 2-inch main located near the project site along Saylor Avenue. In addition, UGI PNG maintains a pressure regulator station near the CenterPoint South property. Based on conversations with UGI PNG representatives, these facilities maintain adequate volume and pressure to accommodate most industrial users.



## WATER

CenterPoint South water service will be provided by Pennsylvania American Water Company (PAWC). PAWC currently maintains a 10-inch diameter main located near the intersection of Saylor Avenue and Main Street and an 8-inch main located adjacent to the CenterPoint South property along River Road. Both water mains will be available for combined domestic/fire flow based on demands from the park.

## SANITARY SEWER

CenterPoint South sanitary sewage treatment will be provided by the Wyoming Valley Sanitary Authority (WVSA), which currently has an approved treatment capacity of 32 MGD and receives an average flow of 24 MGD at its treatment plant located in Hanover Township. The park's conveyance system will consist of 8-inch SDR-35 gravity mains that will convey sewage to existing 8-inch mains located on the north side of River Road and near the northwest property boundary of CenterPoint South. Both existing mains discharge to WVSA's pump station located along Tennant Street before reaching WVSA's treatment facility located in Hanover Township. Sanitary sewer mains within the park will be owned and maintained by the Jenkins Township Sanitary Authority.

## ELECTRIC

CenterPoint South electrical service will be supplied by PPL Electric Utilities (PPL). PPL maintains existing 12 KV, 3-phase distribution lines adjacent to the CenterPoint South property along River Road. Based upon conversations with PPL representatives, these lines are capable of serving most typical commercial and light industrial users. In addition, heavy industrial load capacity is available from an existing 69 KV, 3-phase transmission main located along the north side of the CenterPoint South property.

## TELECOMMUNICATIONS

CenterPoint South telecommunications services will be provided by Verizon and additional local providers. There are existing overhead copper facilities owned by separate telecommunication service providers along the road rights-of-way bordering the project site. In addition, fiber optic facilities owned by Verizon are readily available in the direct vicinity of the project site. This combination of existing facilities in conjunction with local digital switching facilities, formal agreements with all mainstream long distance carriers, and colocation arrangements in local markets, allow the CenterPoint South occupants to access telephone service, DSL, T-1 and TDM services, ISDN, LAN/WAN services, and video conferencing from multiple potential service providers. It is currently anticipated that telecommunication services shall be provided to the CenterPoint South property via new aerial facilities.

# EMPLOYER TESTIMONIALS



“Moving the company here from New Jersey has been a great experience — There’s a commitment among the workforce here that’s far superior to any other area I’ve seen.”

Jack Kiefer, *President and CEO*  
BabyAge.com®, Jenkins Township, PA



“Our work force at the Entenmann’s Pittston DC confirms that the NEPA strong work ethic is indeed a fact and not a myth. Our employees treat the business as if they own it and pay close attention to detail to ensure that the job is done right. In addition, there is a strong sense of community within the work force that further reinforces the decision that our company made to locate their first ever cake distribution center in this area.”

George J. Mantel, Jr., *Distribution Manager*  
Bimbo Bakeries USA, Jenkins Twp., PA



“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., Jenkins Twp., PA



“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, *Chief Financial Officer*  
C3i, Wilkes-Barre, PA



“The workforce here (Scranton) 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, Scranton, PA





“Even though we own and operate 73 retail stores that cover a 150 mile radius 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 Northeastern PA. In this business, we live for the holiday seasons. That means we have no choice but to meet our commitments. And our employees do everything to make sure that happens – year after year. We just have terrific people.”

*David W. Hawk, Chairman of the Board, Director of Research & Development, Gertrude Hawk Chocolates*



## PRIDE

PERFORMANCE MOBILITY

“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 Corp., West Pittston, PA



“I have been a manager in varying industries now for over 35 years. I have had the ability to establish new facilities and have had first hand involvement with varying work forces in 6 different states. During this time the work ethic varied from state to state and industry to industry. I can honestly say that coming back to Pennsylvania and managing a facility where the employees care about their job, have a strong feeling of ownership of their company, and the motivation level to exceed is exciting and beneficial to our facility and company. I have not encountered this work ethic in many of the locations I have managed and lived in. Northeast PA is a company’s best found option for exceeding their expectations.”

*Bill Welliver, Facility Manager*  
Telerox, Wilkes-Barre, PA



# HIGHER EDUCATION

## TOTAL ENROLLMENT

WITHIN 55 MILES OF

## CENTERPOINT COMMERCE & TRADE PARK

# 54,921 STUDENTS

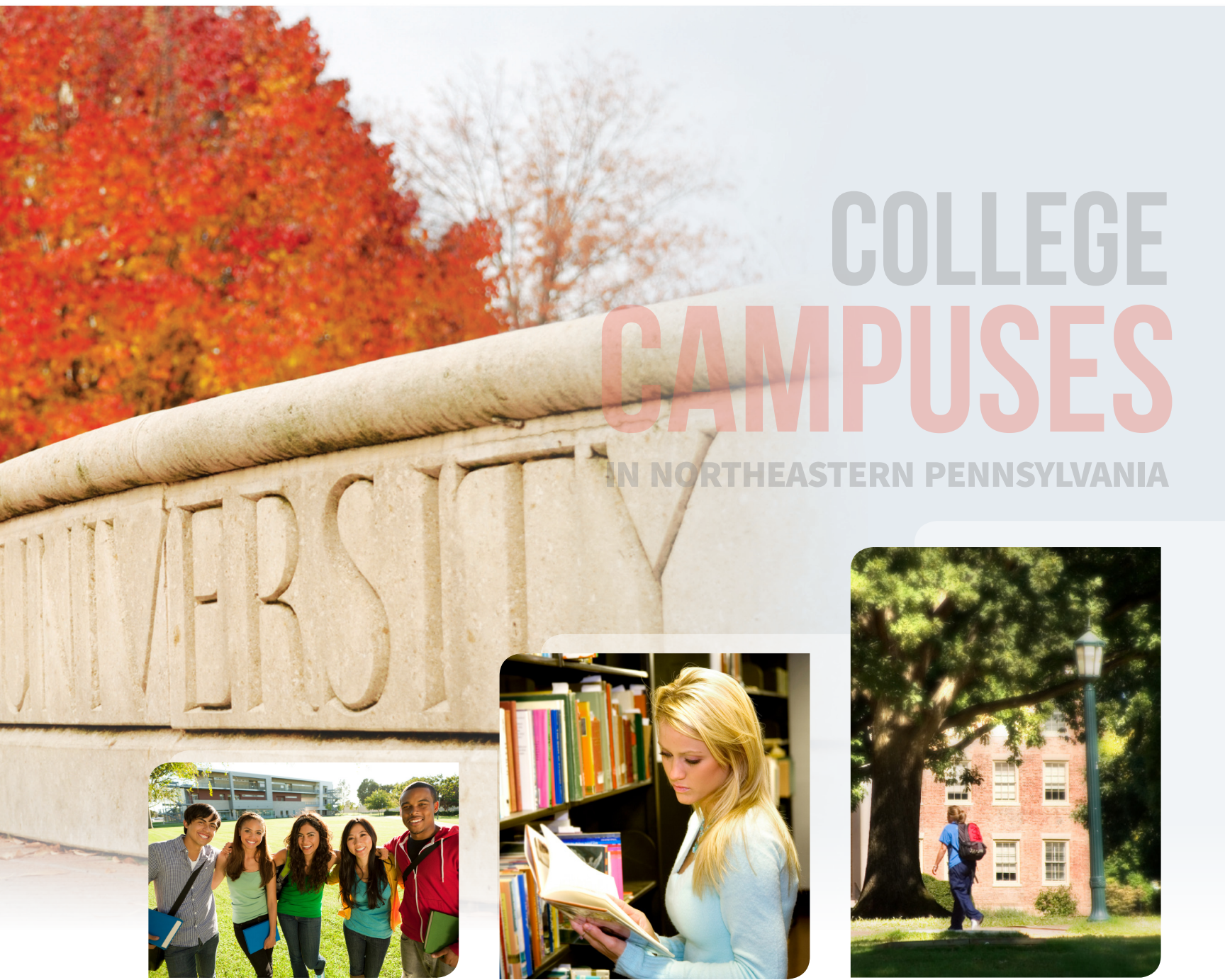
SCHOOL	ENROLLMENT	MILES AWAY
King's College <i>www.kings.edu</i>	2,621	9
Wilkes University <i>www.wilkes.edu</i>	5,163	9
Lackawanna College <i>www.lackawanna.edu</i>	1,681	11
University of Scranton <i>www.scranton.edu</i>	6,034	11
Commonwealth Medical College <i>www.thecommonwealthmedical.com</i>	235	12
Marywood University <i>www.marywood.edu</i>	3,398	14
Penn State - Worthington Scranton <i>www.worthingtonscranton.psu.edu</i>	1,374	14
Johnson College <i>www.johnson.edu</i>	440	15
Misericordia University <i>www.misericordia.edu</i>	2,830	17
Luzerne County Community College <i>www.luzerne.edu</i>	6,779	17
Baptist Bible College <i>www.bbc.edu</i>	870	20
Penn State - Wilkes-Barre <i>www.wilkesbarre.psu.edu</i>	683	21
Keystone College <i>www.keystone.edu</i>	1,752	26
Penn State - Hazleton <i>www.hazleton.psu.edu</i>	1,172	32
Northampton Community College <i>www.northampton.edu</i>	2,377	46
Bloomsburg University <i>www.bloomu.edu</i>	10,159	53
East Stroudsburg University <i>www.esu.edu</i>	7,353	55
<b>TOTAL ENROLLMENT :</b>	<b>54,921</b>	

Source: colleges.findthebest.com

There are 17 college and university campuses with close to 55,000 enrolled students within an hour's drive of CenterPoint. This network of higher education provides an invaluable resource for employers and their employees, offering ample opportunity for co-ops, continuing education, customized job training, internships, and recruiting.

The Pennsylvania State University has three satellite campuses within 35 minutes of CenterPoint. Penn State's Main Campus in State College, PA offers a comprehensive program in Supply Chain and Information Systems that ranges from non-degree coursework up to the PhD level ([www.smeal.psu.edu/mps/](http://www.smeal.psu.edu/mps/)). The program has been ranked fifth-best in the nation for undergraduate level and seventh-best in the nation for graduate level by U.S. News and World Report.

Johnson College ([www.johnson.edu](http://www.johnson.edu)) offers programs in Distribution and Supply Logistics, Diesel Truck Technology, and Diesel Preventative Maintenance.



# COLLEGE CAMPUSES

IN NORTHEASTERN PENNSYLVANIA

**Keystone College**

**LUZERNE**  
County Community College

**MISERICORDIA UNIVERSITY**

**PENNSTATE**  
Hazleton

**WILKES UNIVERSITY**

**Bloomsburg UNIVERSITY**

**Northampton Community College**

**THE UNIVERSITY OF SCRANTON**  
A JESUIT UNIVERSITY

**PENNSTATE**  
Worthington Scranton

**JOHNSON COLLEGE**

**ESU**  
EAST STROUDSBURG UNIVERSITY  
FOUNDED 1893

**TCMC**  
THE COMMONWEALTH MEDICAL COLLEGE

**Marywood UNIVERSITY**

**PENNSTATE**  
Wilkes-Barre

**LC**  
LACKAWANNA COLLEGE  
Tomorrow Starts Here

**BB&S**

**KING'S COLLEGE**

# POPULATION & LABOR DATA

## QUICK FACT

CenterPoint Commerce & Trade Park has more people living within 20 miles than any other business park in Northeastern Pennsylvania.

## LARGEST

INDUSTRIAL AND OFFICE EMPLOYERS

WITHIN 20 MILES OF CENTERPOINT

EMPLOYMENT KEY: A = 750+ B = 501 to 750 C = 250 to 500

COMPANY	FUNCTION	COUNTY	EMPLOYEES
Bank of America	Financial Services	Lackawanna	A
Benco Dental	Dental Supplies	Luzerne	C
Blue Cross/Blue Shield NEPA	Health Insurance	Luzerne	A
CIGNA Healthcare	Health Insurance	Lackawanna	A
CVS Caremark	Pharmaceutical Distribution	Luzerne	B
EDM Americas	Document Management	Lackawanna	C
Gertrude Hawk Chocolates	Candy Manufacturing	Lackawanna	C
InterMetro Industries	Material Handling Manufacturing	Luzerne	C
Kane Warehousing	Third Party Logistics	Regional	C
Keystone Automotive Operations	Auto Parts Distribution	Luzerne	B
Kraft Foods Group	Data Center	Luzerne	C
Lockheed Martin	Defense Contractor	Lackawanna	C
Lowe's	Home Products Distribution	Luzerne	A
McLane Company	Misc. Consumer Products	Lackawanna	C
Medico Industries	Heavy Equipment	Luzerne	C
Men's Wearhouse	Men's Clothing	Luzerne	C
MetLife	Financial Services	Lackawanna	B
Mission Foods	Food Manufacturing	Luzerne	C
Offset Paperback	Book Printing	Luzerne	B
Penn Foster Career School	Distance Education	Lackawanna	B
PNC Bank	Financial Services	Regional	A
Pride Mobility Products	Motorized Scooter Manufacturing	Luzerne	B
Prudential Financial	Financial Services	Lackawanna	B
Sallie Mae/Navient	Student Loan Processing	Luzerne	A
Sears Logistics Services	Consumer Products Distribution	Luzerne	C
T.J. Maxx	Apparel Distribution	Luzerne	A
TMG Health	Claims Processing	Lackawanna	A
U.S. Social Security Administration	Data Center	Luzerne	A

## POPULATION WITHIN 20 MILES OF CENTERPOINT EAST & WEST

SEX & AGE	NUMBER	PCT. (%)
<b>Total Population</b>	<b>472,196</b>	<b>100.0</b>
<b>Male</b>	<b>229,477</b>	<b>48.60</b>
<b>Female</b>	<b>242,719</b>	<b>51.40</b>
19 and Younger	105,185	22.27
Age 20 to 29	60,809	12.88
Age 30 to 39	53,016	11.23
Age 40 to 49	62,066	13.14
Age 50 to 59	69,756	14.77
Age 60 to 64	31,866	6.75
Age 65+	89,498	18.95

Source: pasifeseearch.com

## POPULATION WITHIN 20 MILES OF CENTERPOINT SOUTH

SEX & AGE	NUMBER	PCT. (%)
<b>Total Population</b>	<b>464,674</b>	<b>100.0</b>
<b>Male</b>	<b>225,575</b>	<b>48.54</b>
<b>Female</b>	<b>239,099</b>	<b>51.46</b>
19 and Younger	103,629	23.31
Age 20 to 29	59,983	12.91
Age 30 to 39	52,477	11.29
Age 40 to 49	61,093	13.15
Age 50 to 59	68,324	14.70
Age 60 to 64	31,225	6.72
Age 65+	87,943	18.93

Source: pasifeseearch.com

## LARGEST GOVERNMENT & INSTITUTIONAL EMPLOYERS NEAR CENTERPOINT

LACKAWANNA COUNTY	FUNCTION	LUZERNE COUNTY	FUNCTION
State Government	Government	Federal Government	Government
Allied Services	Health Care	State Government	Government
Geisinger CMC	Health Care	Commonwealth Health	Health Care
Scranton School District	Education	Geisinger Wyoming Valley Medical Center	Health Care
Lackawanna County	Government	Luzerne County Government	Government
Regional Hospital	Health Care	Wilkes-Barre Area School District	Education
Moses Taylor Hospital	Health Care	Wilkes-University	Education
Federal Government	Government	Wyoming Valley West School District	Education
University of Scranton	Education	King's College	Education
Marywood University	Education	First Hospital	Health Care

Source: Local Economic Development Websites



# CENTERPOINT COMMERCE & TRADE PARK

## PENNSYLVANIA'S **FASTEST GROWING** BUSINESS PARK

# EMPLOYMENT

& UNEMPLOYMENT DATA

FOR LACKAWANNA & LUZERNE COUNTIES

SOURCE: WWW.PAWORKSTATS.PA.GOV

YEAR	CIVILIAN LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	UNEMPLOYMENT RATE
2015	268,800	251,500	17,400	6.4%
2014	263,400	245,000	18,400	7.0%
2013	268,200	244,000	24,200	9.0%
2012	273,800	247,400	26,400	9.6%
2011	267,500	242,300	25,200	9.4%



# COST ADVANTAGES & INCENTIVES

## LOCAL ECONOMIC REVITALIZATION TAX ASSISTANCE PROGRAM (LERTA)

Every building constructed in CenterPoint receives a 10-year, 100% real estate tax abatement on improvements via the LERTA program. This abatement program was approved by the Luzerne County Commissioners, the Pittston Area School Board, and the Supervisors of Jenkins and Pittston Townships.

For illustration purposes, a tax rate of \$ .52 per square foot on improvements was used for the first year of the 100,000 SF tax savings example below, with modest annual increases thereafter. Actual real estate taxes may vary depending upon the cost of construction required to meet a tenant's exact specifications.

## SAMPLE REAL ESTATE TAX SAVINGS: 100,000 SF INDUSTRIAL BUILDING

YEAR	TAX RATE (\$ / SF)	ABATEMENT (\$ / SF)	PROPERTY TAX DUE ON IMPROVEMENTS	PROPERTY TAX SAVINGS
1	\$0.52	100%	0.00	\$52,000
2	\$0.54	100%	0.00	\$54,000
3	\$0.56	100%	0.00	\$56,000
4	\$0.58	100%	0.00	\$58,000
5	\$0.60	100%	0.00	\$60,000
6	\$0.62	100%	0.00	\$62,000
7	\$0.64	100%	0.00	\$64,000
8	\$0.66	100%	0.00	\$66,000
9	\$0.68	100%	0.00	\$68,000
10	\$0.70	100%	0.00	\$70,000
<b>TOTALS</b>			<b>\$0.00</b>	<b>\$610,000.00</b>

# FOREIGN TRADE ZONE



Most of the lots in CenterPoint Commerce & Trade Park have Foreign Trade Zone (FTZ) status. FTZs encourage and expedite import/export cargo movements. These specially designated zones are considered outside the Customs territory of the United States, 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.

## BENEFITS

### **DUTY DEFERRAL:**

No duty is ever charged on merchandise while it is in a Foreign Trade Zone, and there is no limit on the length of time merchandise may be kept in a Foreign Trade Zone. By deferring the duty, capital is freed for more important needs.

### **RELIEF FROM INVERTED TARIFFS:**

Generally, if foreign merchandise is brought into a Foreign Trade Zone or Subzone and manufactured into a product that carries a lower duty rate, then the lower rate applies.

### **DUTY ELIMINATION ON WASTE AND SCRAP:**

No duty is charged on most waste and scrap from production in Foreign Trade Zones.

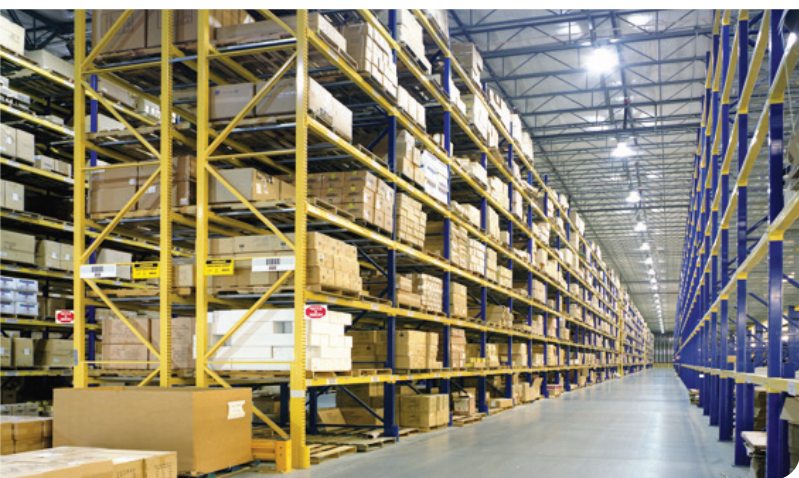
### **NO DUTY ON DOMESTIC CONTENT OR ADDED VALUE:**

The “value added” to a product in a FTZ (including manufacture using domestic parts, cost of labor, overhead, and profit) is not included in its dutiable value when the final product leaves the Zone. Final duties are assessed on foreign content only.

### **DUTY EXEMPTION ON RE-EXPORTS:**

If merchandise is re-exported after being placed in a FTZ or shipped to another FTZ and re-exported, no duty is ever paid.





### **NO DUTY ON REJECTED OR DEFECTIVE PARTS:**

Merchandise found to be defective or faulty may be returned to the country of origin for repair or simply destroyed. Whichever choice is taken, no duty is paid. Many companies suffer from the “double duty crunch.” That is, they pay duty on imported merchandise, find it to be faulty and return it to the country of origin for repair, and then pay duty again when the merchandise reenters the United States. If you are a Foreign Trade Zone user or Subzone, the “double duty crunch” is never a problem, because your merchandise never enters the commerce of the United States.

### **ADMINISTRATIVE BENEFITS:**

Under Customs laws, a company is required to file a Customs entry with each shipment of imported merchandise. This involves several associated costs including the cost of preparing, processing, and filing the Customs entry. Other costs include external service provider fees and a merchandise process fee (MPF) – a .21% ad valorem fee capped at \$485 per Customs entry – paid to the U.S. Government. However, under zone procedures, FTZ users are allowed to consolidate shipments from an FTZ to the Customs territory of the U.S. into a single weekly entry transaction rather than filing an entry per shipment. This significantly reduces the number of Customs entries filed by an importer resulting in significant operational and financial benefits.

*Sources: Foreign Trade Zone Corporation and Price Waterhouse Coopers*

# STATE AND LOCAL INCENTIVES



The Commonwealth of Pennsylvania, through the Department of Community and Economic Development (DCED), offers a wide variety of grant, low interest loan, job training, and tax credit programs to help businesses grow. The following is a sample of what may be available to you and your business. For more information on these and other Pennsylvania programs please visit [www.newpa.com](http://www.newpa.com).

## WORKFORCE AND ECONOMIC DEVELOPMENT NETWORK OF PENNSYLVANIA

The Workforce and Economic Development Network of Pennsylvania (WEDnetPA) Program is basic skills and Information Technology training for eligible employees of new and expanding businesses. The program can be used towards basic and entry-level skills training and Information Technology/Advanced Information Technology training. Introductory-level training, such as word processing, etc. is not eligible.

The Program is available to Pennsylvania manufacturing and technology-based businesses and for Information Technology training. Trainees must be Pennsylvania residents, employed in Pennsylvania, be permanent full-time employees, and earn at least 150% of the current federal minimum wage.

The Program's Basic Skills training provides up to \$450 per trainee and \$75,000 per company. The Information Technology training provides up to \$850 per trainee and \$50,000 per company. To see if your business qualifies, please visit: [www.newpa.com](http://www.newpa.com)

## WORK FORCE INVESTMENT ACT OF 1998

The Work Force Investment Act of 1998 is a federal program that reimburses employers for part of the cost of training. Eligible candidates for this program include private and public sector employers and employees. Any employer that trains program-eligible applicants can apply for reimbursement through the WIA program. Eligible applicants include dislocated workers and unemployed persons.

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

Companies can receive reimbursement for up to 50% of wages paid to eligible employees during training and up to actual costs of classroom training and related training support services. Reimbursement varies by local workforce investment area. Please visit: [www.newpa.com](http://www.newpa.com) for more information.

## JOB CREATION TAX CREDIT PROGRAM

The Job Creation Tax Credit (JCTC) Program offers a \$1,000 state tax credit per new full-time job per year to employers who demonstrate effective development or deployment of leading technologies in business operations. Businesses must create at least 25 new full-time jobs or expand their existing workforce by at least 20 percent within three years of approval. Tax credits will not be applied until the workforce increase requirement has been met.

In order to count as a full-time employee under the JCTC program, new employees must earn an average of 150% of the federal minimum wage, excluding benefits. The credit may be utilized to pay a number of state business taxes. At least 25% of all available tax credits will be awarded every year to businesses that employ 100 or fewer employees. An eligible business must agree to maintain its operation in Pennsylvania for a minimum period of five years from the start date of approval. Please visit [www.newpa.com](http://www.newpa.com) for specific requirements and restrictions.

## PENNSYLVANIA ECONOMIC DEVELOPMENT FINANCING AUTHORITY TAX EXEMPT BOND PROGRAM

The Pennsylvania Economic Development Financing Authority (PEDFA) Tax Exempt Bond Program assists in financing land and building acquisition, machinery and equipment acquisition and installation, as well as renovations and new construction.



The loan amount must fall between \$400,000 and \$10 million and may be pooled bond transactions or stand-alone transactions. The loan can be up to a 30-year term. Since 1989, the base interest rate has averaged 46 percent of Prime. The rate is weekly variable and dependent on a variety of market factors. Those eligible for the PEDFA Tax Exempt Bond Program are industries such as manufacturing, energy, solid waste disposal, wastewater treatment, transportation facilities, assisted living/housing, and nonprofit 501(c)(3). Eligible businesses may apply through Industrial Development Authorities and Industrial Development Corporations. Please visit [www.newpa.com](http://www.newpa.com) for more details.

## PENNSYLVANIA FIRST PROGRAM

The Pennsylvania First Program is a comprehensive funding tool used to enable increased investment and job creation within the Commonwealth. The program assists businesses, municipalities, or IDCs who intend to create or retain a significant number of jobs and make a substantial investment within Pennsylvania. These 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 or upgrading machinery and equipment, infrastructure, environmental assessments, job training, and working capital.

The program requires participants to commit to operating at the approved project site for a minimum of seven years. Businesses aided by Pennsylvania First must create or retain at least 100 full-time positions, or increase their full-time employment by 20% within the Commonwealth. Full-time employees must earn at least 150% of the federal minimum wage. Other requirements include offering a substantial economic impact for the region and, at the least, matching the Pennsylvania First assistance requested with private investment.

Loan terms can be up to 15 years for real estate and infrastructure and up to 10 years for machinery and equipment. Interest rates will be set at the time of approval and will be based on the 10-year Treasury rate. Those interested in applying can complete the Single Application for Assistance online at [www.newpa.com](http://www.newpa.com). Please visit [www.newpa.com](http://www.newpa.com) for more requirements and restrictions.

## LUZERNE COUNTY'S EMPLOYMENT INCENTIVE LOAN PROGRAM

The goal of Luzerne County's Employment Incentive Loan Program is to create improved employment opportunities while strengthening our labor market through job training opportunities.

In order to receive a loan under this program, the business must demonstrate a positive direct impact on the community in which it is located, on residents of that community, or on the local and/or regional economy. The applicant must demonstrate the need for assistance through the program and commit to creating employment opportunities that meet the job creation incentives.

Loan funds are available for eligible businesses at an interest rate of 0% for terms of 7 or 15 years. The County can finance up to 50% of the eligible project costs. Monthly repayments of principal will be required for the term of the loan. County funds will be secured by a letter of credit from a financial institution. Funding will be provided for land and/or business acquisition, construction/renovation activities, purchase of machinery and equipment, and professional and financial fees. Funding may also be obtained for working capital by manufacturing firms. To view the details of the program or for more information, please visit: [www.luzernecounty.org](http://www.luzernecounty.org)



# MERICLE OVERVIEW

**Mericle Commercial Real Estate Services has developed more investment grade industrial, flex, and office space than any developer in the history of Northeastern Pennsylvania.**

## WHAT SEPARATES US FROM OUR COMPETITION?



### **OUR EMPLOYEES SELF-PERFORM OUR PROJECTS.**

We are a true Master Builder and take sole responsibility for all phases of our clients' projects from site selection to design to excavation to construction. In short, we do it all.

### **WE DELIVER A QUALITY PRODUCT AT THE BEST VALUE IN THE MARKET.**

Mericle is the authorized Butler Builder® for our region. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, allows us to offer our clients an unmatched level of innovation and flexibility. Our in-house design and engineering team includes some of the industry's most experienced professionals in dealing with Butler systems. Every material, coating, part, and process is tested to ensure strict compliance with exact Butler standards.

Because we utilize the Master Builder concept, we are able to cut out unnecessary profit centers and provide very competitive prices to our clients. Our construction division self-performs mechanical, electrical, plumbing, and carpentry functions. These are just a few of the reasons Mericle has become known as the low cost provider of quality commercial real estate in Northeastern Pennsylvania.



**QUICK FACT** 36 of Mericle's tenants and clients are Fortune 500 companies.

## **WE HAVE MORE PRODUCT AVAILABLE THAN ANY OTHER DEVELOPER.**

Since 1985, we have constructed facilities, most of them on speculation, in 15 regional business parks. We own and manage more than 11 million square feet. We always have a generous supply of available space allowing us to quickly accommodate tenants needing as little as 2,000 square feet to more than 1 million square feet.

## **WE KNOW THE MARKET BETTER THAN ANY OTHER DEVELOPER.**

Mericle enjoys a huge advantage over competing developers in Northeastern Pennsylvania. Our executive team and the vast majority of our approximately 200 employees are natives of this region. We have strong relationships with local municipalities, permitting agencies, utility companies, and suppliers. This depth of local experience ensures that our projects are completed smoothly and without delay.

## **WE WORK FAST.**

What is truly unique about Mericle? We complete new construction projects faster than any other developer. We have our own excavation team, which works year-round preparing ReadyToGo!™ Sites. This gives Mericle a great inventory of sites that have already been planned, permitted, subdivided, cleared, and graded. And when we fast-track projects, we really move fast. Because Butler systems can be erected quickly and without expensive on-site modifications and because our in-house excavation and construction crews make meeting deadlines much less complicated, Mericle can cut construction time by as much as 30% compared to the methods used by competing developers.



# SOME OF MERICLE'S CENTERPOINT BUILDINGS





# SOME OF MERICLE'S INTERIORS







# MEET SOME OF MERICLE'S

# TENANTS AND CLIENTS







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*Developing Northeastern Pennsylvania's I-81 Corridor Since 1985*