Pennsylvania’s Road to Success for Nearly 75 Years

The PA Turnpike helps move our economy forward.

America’s First Superhighway, the Pennsylvania Turnpike links nine of the state’s top-10 metro areas. It’s the gateway to and from the Midwest and Northeast – and to global markets beyond.

Growing from 160 miles when it opened in 1940 to more than 550 miles today, the PA Turnpike continues to construct new toll-road extensions and new interchanges; we’ve completely rebuilt more than 100 miles of our system to date, much of it widened from four to six lanes.

Today’s Turnpike offers the speed, savings and convenience of E-ZPass – allowing travelers to enjoy a seamless, electronic toll-collection system that spans 26 toll agencies in 15 states.

Our modern system includes five Express E-ZPass toll plazas featuring highway-speed tolling and three, All-Electronic Interchanges (E-ZPass-Only Exits) – with a fourth expected to open by the end of the year.

We envision a completely cashless, nonstop tolling system that will make travel even faster, easier and safer for customers while enhancing operational efficiency, and we’re working to make that vision a reality.

The PA Turnpike is a vital economic and jobs-creating engine, investing about $600 million a year in our toll-road system and providing supplemental, toll-backed funding – more than $4 billion since 2007 – to the commonwealth for public transit and off-turnpike road and bridge improvements.
Built to Advance
Why do business in PA?

Working for Business

12 Skilled Workforce
14 World-Class University System
16 Abundant Energy
20 Water Resources
22 Strategic Location & Infrastructure

Leading Industries

24 Plastics & Chemicals
26 Manufacturing & Innovation
28 Aviation, Defense & Technology
30 Life Sciences, Medical Manufacturing & Diagnostics

CONTINUED ON PAGE 5
In one day, 14,000 Pennsylvania manufacturers can reach 6 of the 10 largest U.S. Markets and 60% of Canada’s population.

Pennsylvania has long been home to some of the most advanced industries, including a strong manufacturing heritage. We have the infrastructure and keystone location you need to move raw materials in quickly for just-in-time delivery and then transition finished products to market with the same ease. And to keep your manufacturing business growing, we’re investing an additional $63.2 billion into our transportation system over the next twelve years.

Pennsylvania. Built to advance.
Economic Development Success in Every Region

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Resources
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66 Funding Assistance
69 Colleges & Universities
76 Career & Technology Schools
Building a Better Pennsylvania

Team Pennsylvania Foundation investors support the Commonwealth of Pennsylvania’s and the Department of Community and Economic Development’s work to build a better Pennsylvania and ensure the state is Built to Advance.
Team Pennsylvania Foundation investors support the Commonwealth of Pennsylvania’s and the Department of Community and Economic Development’s work to build a better Pennsylvania and ensure the state is Built to Advance.
Pennsylvania
Built to Advance

The Keystone State’s growing economy draws its unique strength from the dynamic, region-specific mix of major corporations, small businesses and emerging industries that form its infrastructure, all of which elevate Pennsylvania as national leader and a strong global competitor.

Employment by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>SERVICES</td>
<td>2,675,189</td>
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<tr>
<td>RETAIL TRADE</td>
<td>1,275,489</td>
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<tr>
<td>MANUFACTURING</td>
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<td>FINANCE, INSURANCE &amp; REAL ESTATE</td>
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<tr>
<td>PUBLIC ADMINISTRATION</td>
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<tr>
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<tr>
<td>WHOLESALE TRADE</td>
<td>279,057</td>
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<tr>
<td>CONSTRUCTION</td>
<td>238,731</td>
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<tr>
<td>AGRICULTURAL, FORESTRY &amp; FISHING</td>
<td>61,838</td>
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<tr>
<td>UNCLASSIFIED</td>
<td>35,105</td>
</tr>
<tr>
<td>MINING</td>
<td>16,616</td>
</tr>
</tbody>
</table>

Source: PASiteSearch.com

Fortune 500 Companies (2014)

28  AmerisourceBergen, Chesterbrook
44  Comcast, Philadelphia
128 Rite Aid Corp., Camp Hill
166 United States Steel Corp., Pittsburgh
172 The PNC Financial Services Group Inc., Pittsburgh
190 PPG Industries Inc., Pittsburgh
209 Aramark Holdings Corp., Philadelphia
212 Lincoln National Corp., Radnor
234 PPL Corp., Allentown
239 H.J. Heinz Co., Pittsburgh
270 Air Products & Chemicals Inc., Allentown
133 Crown Holdings Inc., Philadelphia
124 Universal Health Services Inc., King of Prussia
149 WESCO International Inc., Pittsburgh
162 UGI Corp., King of Prussia
166 The Hershey Co., Hershey
177 Mylan Inc., Canonsburg
416 Erie Insurance Group, Erie
421 Dick’s Sporting Goods Inc., Coraopolis
434 CONSOL Energy Inc., Canonsburg
498 Airgas Inc., Radnor

Source: Fortune.com
Consumer Price Index

242.584
(Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD)
Source: U.S. Bureau of Labor Statistics

Labor Force
6.4 million

Total Population
12.7 million+

Pennsylvania boasts a high-quality, educated workforce whose growth has been propelled by a renewed confidence in Pennsylvania’s economy and job market.
Source: U.S. Census, 2013 estimate

EDUCATION

A quality labor force is a critical component of business competitiveness. Companies with a presence in Pennsylvania recognize our labor force as one of the best, and we continue to prepare our workers for jobs of the 21st century.

- 89% of adults 25-34 are high school graduates
- 33% have a bachelor’s degree

Pennsylvania is #6 in the U.S. for attracting foreign students to its colleges and universities.

Pennsylvania is home to 4 Top 50 Universities:
- University of Pennsylvania
- Carnegie Mellon University
- Lehigh University
- Pennsylvania State University (University Park)

Pennsylvania is home to 8 Top 50 Liberal Arts Colleges

The #1 Business School:
University of Pennsylvania’s Wharton School

1 Top 10 Law School:
University of Pennsylvania

Source: U.S. News and World Report 2014
In one year, more than 270 of Pennsylvania’s colleges and universities add highly skilled graduates to a workforce of 6.3 million.
Pennsylvania is home to a rich heritage of hard-working critical thinkers, problem solvers and innovators. In fact, we rank in the top 10 in the number of adults with college degrees employed in high-level occupations. And to ensure we stay on top, we’re investing in job training. By aligning education and training resources with job openings, we’ve launched new programs like JobGatewaySM and the Targeted Industry Program, and improved programs like Industry Partnerships and the Guaranteed Free Training Program, which has now helped 17,000 companies train more than 1 million employees. So if your business needs access to a world-class workforce, work with Pennsylvania.
Skilled Workforce

Pennsylvania is growing and expanding its labor force to meet the demands of modern industry, offering several training options where employees can advance their work-related knowledge and continue to optimally perform their jobs.

Job Gateway SM
- A user-friendly, premier online job-matching system was created to bridge the gap between job seekers and employers.

Industry Partnerships
- A workforce intermediary that helps connect and meet the needs of both workers and businesses.
- Brings together multiple employers, workers or worker representatives in the same industry cluster to address common or overlapping human capital needs.

JOBS1st PA Regional Partnership Grants
- More than $4 million in Regional Partnership grants have been awarded to Local Workforce Investment Boards (LWIB) and Partnerships for Regional Economic Performance (PREP) to better align resources and training efforts across the state and develop employer-driven training programs.

WEDnetPA and the Guaranteed Free Training Program
- Provides the opportunity for employers to train new and existing employees.
- Advanced Technology (AT) and Essential Skills (ES) training is available to qualified in-state businesses and out-of-state companies relocating to PA.

Pennsylvania Online Broadband & Technology Training (OBTT)
- A statewide initiative administered by a consortium of regional economic development agencies offering free online courses throughout the state.

Skill Up the Pipeline
- Provides students with the skills and education necessary to support the regional manufacturing industry, including the development of work-based learning programs.

JobTrakPA
- Retains unemployed and underemployed Pennsylvanians and provides them with the training they need to find a job in a growing industry.
- Course offerings vary by college for up to three high-growth industries.
- Advanced manufacturing
- Energy distribution
- Production and conservation
- Health care information technology

ShaleNET
- Launched in 2010 with a $4.9 million Community Based Job Training grant.
- Creates an entry-level training program featuring training for five high-demand upstream occupations.
- Has trained more than 5,000 participants, with more than 3,400 finding employment.

PPG decided to put its architectural coatings headquarters in Pennsylvania for a number of different reasons: the strategic location, the proximity to its customer base, the skilled workforce, the continued attraction of talent into the state. So, we just felt that it was the right place to continue to grow and expand our company.

— GABE PELLATHY, MANAGING DIRECTOR OF GOVERNMENT AFFAIRS, PPG INDUSTRIES
As one of the world’s largest investment companies, Vanguard is proud to be based in Chester County, and we’re committed to making Pennsylvania a global leader in business.

Vanguard was honored to receive the 2014 Pennsylvania Governor’s ImPAct Award for community impact. We were cited for our ongoing sustainability efforts, our partnerships with the United Way and local income tax assistance programs, and our crew’s dedication to serving our communities through a variety of volunteer activities.
World-Class University System

Every year, the commonwealth’s 400-plus public and private higher education institutions award almost 150,000 credentials (certifications, associate and bachelor’s degrees), ensuring Pennsylvania’s workforce pipeline is filled with employees who are critical thinkers, problem-solvers, communicators and innovators.

More than 40 percent of Pennsylvanians ages 25 to 34 have college degrees.

Pennsylvania ranks in the top 10 in the number of adults with college degrees employed in high-level occupations.

The state ranks 10th in the number of postsecondary degrees awarded.

The commonwealth is first in the U.S. in terms of net migration of students into the state for postsecondary education.

Every year, Pennsylvania’s world-class colleges and universities attract more than 60,000 students from across the U.S. and around the world.

A labor force of 6.4 million

$450 million+ invested in job training for Pennsylvanians in 2014

4 of the top 50 universities in the country

Partnerships between Pennsylvania’s workforce training programs and world-class colleges and universities drive collaboration and strengthen a growing workforce. The commonwealth offers an extensive range of customized job training programs and partnerships — many specifically designed for businesses choosing to locate within the state. In 2014, the commonwealth directed more than $450 million to invest in job training for Pennsylvanians.

Doing business in Pennsylvania has helped Net Driven succeed by giving us access to students in 11 colleges in a 90-mile radius of where we do business. A majority of our workforce is under 30 years old, and we have plans to recruit 50 more people in the next 12 months. And it is vital that we have access to young people with the appropriate degrees for us to be able to grow our business.

— PATRICK SANDONE, FOUNDER AND PRESIDENT, NET DRIVEN
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A MEMBER OF THE PENNSYLVANIA STATE SYSTEM OF HIGHER EDUCATION
Abundant Energy

Pennsylvania is home to the world’s second-largest energy field, and its energy portfolio — which includes the Marcellus and Utica Shale — is one of the most diverse in the world, offering nearly endless opportunity due to affordable and less-volatile energy prices. Domestically produced energy is leading to more affordable energy bills and creating new opportunities for business growth.

Fueling Business Growth

Through the first statewide Energy = Jobs plan, Pennsylvania has leveraged its vast energy resources to further reduce energy costs for businesses and to create more economic opportunities and jobs. As result, Pennsylvania has:

- Harnessed abundant affordable and domestic energy
- Enhanced our environment
- Embraced free markets
- Ensured security through energy independence

Economic Benefits

Domestically produced energy is leading to more affordable energy bills for all Pennsylvania customers.

Natural gas as an electric generation source has lowered wholesale electricity prices more than 40 percent in just the past five years. The shale gas boom in Pennsylvania has resulted in a 50 percent decline in natural gas prices. PA went from importing 75 percent of its natural gas just six years ago to being a net exporter of natural gas for the first time in 100 years.

MORE AFFORDABLE ENERGY BILLS FOR ALL PENNSYLVANIANS MEANS:

- Cost-effective energy solutions to support new and expanded industrial and commercial business investment
- A reliable electric grid free of disruptions; this secures critical facilities
- A dependable and affordable public transportation system
- Cost-effective shipping and transportation of goods using increasingly cleaner, domestically produced fuel

Did you know? Pennsylvania is:

- 2\(^{\text{nd}}\) in the nation for electricity generation
- 2\(^{\text{nd}}\) in the nation for nuclear generation
- 2\(^{\text{nd}}\) in the nation for natural gas production
- 4\(^{\text{th}}\) in the nation for coal production

Source: U.S. Energy Information Administration

Texas is doing well with oil and gas production, but Pennsylvania is coming up fast.

— T. BOONE PICKENS

Energy Headlines

Marcellus and Utica shale: Pennsylvania still leading the way
FARMANDDAIRY.COM, SEPT. 9, 2014

Pennsylvania hits another gas production record
PITTSBURGH POST-GAZETTE, AUG. 19, 2014

Pennsylvania tops list of U.S. ‘energy giants’
NORThCENTRALPA.COM, NOV. 11, 2014

Pennsylvania makes energy pitch to Texas
STAR-TELEGRAM.COM, APRIL 6, 2014

Pennsylvania was named the 2014 FDI Destination of the Future for Energy Intensive Industries by the Foreign Direct Investment (FDI) Association.
Securing America’s energy supply with a different kind of “boots on the ground.”

Drilling right here at home is helping our nation become less dependent on foreign energy. No matter how you look at it, that’s a step in the right direction.

Drilling is just the beginning.
Long ago, our local rivers and natural resources helped industry take root here. Soon manufacturing became part of our very being. It made our nation strong and our workers proud.
Long ago, our local rivers and natural resources helped industry take root here. Soon manufacturing became part of our very being. It made our nation strong and our workers proud. Now a new wave of manufacturing is rejuvenating the region. That’s because the natural gas we drill for in Southwestern Pennsylvania is an important raw material used in the making of steel, paints, fertilizers, plastics, medicine, and more.

Drilling is just the beginning.
Water Resources

In Pennsylvania, water is not only vital for quality of life — it also powers many key industries that comprise a major piece of the state’s diverse economy. The manufacturing, thermoelectric, agriculture and energy sectors all rely heavily on access to reliable, clean and abundant sources of water. With a combined 2.5 trillion gallons of surface water and 80 trillion gallons of groundwater, in addition to an integrated waterway infrastructure, Pennsylvania has the water resources that businesses need in order to be successful and sustainable.

PA’s Ports
Three major ports in Philadelphia, Pittsburgh and Erie provide deep water, inland and Great Lakes access to international importing and exporting.

Port of Pittsburgh: Gateway to the Gulf
- Moves more than 35 million tons of cargo annually along its three major waterways
- 2nd busiest inland port in the U.S.
- 17th busiest port of any kind in the nation

Port of Philadelphia: Strategic Location
- Handles more than one-quarter of the entire North Atlantic District’s annual tonnage
- 4th-largest port in the U.S. for the handling of imported goods
- Considerable refrigerated and freezer warehouse space (as close as 90 feet from the dock) for temperature-sensitive cargoes
- Within a 300-mile (482 km) radius of one-third of the U.S. population
- Makes it easy to reach major markets such as Detroit, New York, Chicago, Washington, D.C., and parts of Canada
- Serviced by Norfolk Southern, the Allegheny Eastern Railroad and CSX

Port of Erie: Global Access
- Within a 300-mile (482 km) radius of one-third of the U.S. population
- Makes it easy to reach major markets such as Detroit, New York, Chicago, Washington, D.C., and parts of Canada
- Serviced by Norfolk Southern, the Allegheny Eastern Railroad and CSX

Water is Vital for Economic Health
Worldwide, the scarcity of stable supplies of potable water is a driving force in the economics of water, energy and the overall economy. Pennsylvania boasts abundant supplies of both surface water and valuable groundwater that meet the needs of industry, and it provides a high quality of life for its residents.

Some of the World’s Greatest Achievements, Started with Just a Dream

At ChemImage, we understand the power of science and the importance of persistence. That’s why we’ve spent the last twenty years developing scientific instrumentation and software to support the advancement of key industries, right here in the heart of Pittsburgh. Whether you need to discriminate forensic evidence, detect chemical threats, advance pharmaceutical drug development, or evaluate different diagnostic dilemmas in cancer, our products can help you hurdle some of the biggest challenges in the lab, in the field or in the marketplace.

www.chemimage.com
Industries in Pennsylvania withdraw more than 1 billion gallons per day from surface water and groundwater. Thermoelectric production dominates the state’s water usage landscape, comprising 72 percent of water withdrawal. Other large withdrawal sectors include public water supply, industry, mining and agriculture and commercial use.

**Strengthening PA’s Infrastructure**

Pennsylvania’s infrastructure is strategically located to efficiently store and deliver products all over the world. More than 14,000 manufacturers use Pennsylvania to move their products to their customers, and they rely on large quantities of water for their industrial processes.

**Water Resources in PA**

- **3 major ports**
- **80 trillion gallons of groundwater**
- **2.5 trillion gallons of surface water**
- **86,000 miles of streams and rivers**
- **1 million+ water wells**

ASI is a leading global provider of advanced single-use systems and bioprocess equipment for the Life Sciences Industry, and single-use systems and contract manufacturing services to the Healthcare Industry. ASI’s manufacturing and corporate headquarters are in Pennsylvania, United States with an additional production facility in Matamoros, Mexico.

*Scan to View ASI’s Corporate Overview Video*

LEWIS STRATEGIC

Strategic Business Development

kelly@lewisstrategic.com
Kelly Lewis
570.510.7745

www.asisus.com | +1-717-692-2104
Strategic Location & Infrastructure

Strategic Location
Pennsylvania’s strategic location is within a day’s drive of six out of 10 major U.S. markets, as well as 60 percent of the U.S. population and Canada’s population. PA has more than 5,000 miles of active rail line, six international airports and three major ports, providing access to the Atlantic Ocean, the Great Lakes and the Gulf of Mexico. In the commonwealth, “going global” is hassle-free.

Pennsylvania also is conveniently located to access 40 percent of all U.S. manufacturers and 41 percent of the nation’s domestic trade and service industries, as well as the majority of the U.S. and Canada. Reaching these customers and markets is simple because of Pennsylvania’s comprehensive transportation network.

Infrastructure
The success of Pennsylvania’s ports is no accident. Building on its central placement between the Northeast and the Mid-Atlantic regions, Pennsylvania has heavily invested in its intermodal infrastructure and offers unimpeded goods movement to any destination, whether via port, rail or truck. This comprehensive intermodal transportation network makes reaching customers and markets easy and convenient.

Pennsylvania is located at the center of the largest shale play in the U.S., and it is quickly becoming one of the most energy-efficient production regions. The state offers a world-class, integrated network of interstate highways, modern freight railroads and six international airports. In addition, its three major ports provide

Our company has been here for generations, and we’re very proud to be a Pennsylvania company, producing great products that we market in all 50 states.

— SCOTT L. SECHLER SR., CHAIRMAN AND PRESIDENT, BELL & EVANS

THANKS TO THE GROWING INDUSTRIES, EXCITING DEVELOPMENTS, AND PASSIONATE RESIDENTS IN OUR COMMUNITY.

YOU MAKE EVERY DAY A GREAT DAY FOR PITTSBURGH.
did you know? Pennsylvania has:

- **6 International Airports**
- **66 Operating Railroads**
- **4 Class I Railroads**
- **7 Foreign Trade Zones**
- **3 Major Ports**

**Pennsylvania is perfectly situated in the Northeast—within a day's drive of 60% of the U.S. and Canada's population. And with six international airports, four Class 1 railroads, seven foreign trade zones and three major ports with access to the Atlantic Ocean, Gulf of Mexico and Great Lakes, we have the infrastructure to keep business moving.**

**FAST FACTS**

- **15,000+** manufacturing establishments use Pennsylvania to move their products to their customers
- **$1 trillion+** worth of goods and services move through Pennsylvania's infrastructure
- Pennsylvanians enjoy a lower cost of living than all seven northeastern states and Washington D.C.

---

**A 39 Year Legacy of Community Support & Leadership**

Since our beginning, CTDI has promoted a corporate culture of community support and leadership. We are proud of our employees who reach out to others and take an active role in their community. CTDI strives to be a reliable friend and partner who provides a positive impact with many community organizations.

CTDI, a reliable and trusted friend in the local community!

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Plastics & Chemicals

Now the second-largest producer of natural gas in the U.S., Pennsylvania and its shale gas is driving down energy costs and opening new opportunities for manufacturers. The recent surge in the availability of Natural Gas Liquids (NGLs) Marcellus Shale gas is drastically lowering the cost of plastics production by providing ethylene as an inexpensive feedstock alternative to propylene. Discover how Pennsylvania resources and incentives can fuel your company’s growth.

Lowering Energy Costs
A November 2012 report from TD Bank showed the entire manufacturing sector could save more than $50 billion per year in the form of these lowered costs.

Business Incentives
- PA offers a manufacturing exemption to manufacturers with a facility located in PA.
- The PA Resource Manufacturing Tax Credit establishes a new tax credit for an entity purchasing ethane for use in manufacturing ethylene at a facility in PA.
- PA offers a 100 percent single-sales factor for corporate net income tax apportionment purposes that encourages businesses to locate within PA.
- Market-based sourcing in PA, where the customer receives the benefit, provides corporate income tax advantages.
- The Net Operating Loss Deduction cap has increased to $4 million or 25 percent of PA taxable income for tax year 2014, and $5 million or 30 percent for tax year 2015 and beyond. The Corporate Loans Tax was repealed, effective in 2014.

The NGLs Marcellus Shale Gas boom in southwest PA. The education to support it.

The plastics industry, in- and out-of-state, continues to be directly impacted by the byproducts of Natural Gas Liquids (NGLs) found in Marcellus Shale gas.

In addition, PA colleges and universities supply highly trained graduates with degrees in plastics and polymer engineering technology.
SOUTHERN ALLEGHENIES REGION ADVANTAGES

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Pennsylvania’s rich industrial heritage has built a rock-solid infrastructure that is supporting advanced industries of today, and more importantly, is uniquely positioned to support the industries of tomorrow. With the world’s second-largest energy field, strategic proximity to markets, talented workforce and robust university collaboration, Pennsylvania is determined to continuously reinvent the next era of business innovation and growth.

Pennsylvania’s economy exported $37 billion in manufactured goods in 2013 — more than 90 percent of total state exports — and $17.9 billion in exports was with free trade agreement (FTA) partners.

### Manufacturing & Innovation

Business climate, lower energy costs, strategic location and a superior workforce are all reasons why well-respected brands have recently selected Pennsylvania for major expansions. In the first six months of 2014 alone, several major announcements came from Bell & Evans, Charles & Alice, Ocean Spray, PetSmart, Dietz & Watson and three Brazilian companies — Fibria Celulose S.A., Wipro Infrastructure Engineering and Torcomp — that are all locating in Pennsylvania.
Helping Companies Make It in PA

In 2011, Gov. Tom Corbett commissioned the Governor’s Manufacturing Advisory Council. This was a public/private advisory council that identifies and prioritizes top issues to grow and advance the manufacturing sector in the commonwealth. The 24-member council sent its report to Gov. Corbett and the General Assembly in August 2012, outlining 15 key recommendations to help Pennsylvania remain competitive in today’s global economy.

Pennsylvania has made progress addressing all 15 recommendations. Key accomplishments include:

- Strategic investments in workforce development and education
- Creating a state energy policy
- Investing in infrastructure improvements via Act 89
- Opening new domestic and international markets
- Implementing tax and regulatory reform
- Improving access to capital
- Making government work better by encouraging collaboration and innovation

Success Stories

- U.S. Steel kept its headquarters in Pennsylvania, investing $187 million to expand its Mon Valley works operations.
- DeVilbiss Healthcare brought China-based medical device product lines back to Somerset.
- Armstrong brought its luxury flooring tile production line from China to Lancaster.
- The Rodon Group, maker of K’NEX, has returned virtually all of its plastic toy manufacturing to Hatboro.

Manufacturing Output & Exports

- PA total manufacturing output: $77.4 billion (2013)
- Manufacturing’s share of total gross state product: 11.9% (2013)
- Manufacturing establishments in Pennsylvania: 14,484 (2013)
- Manufacturing’s share of Pennsylvania’s exports: 90.3% (2013)

PA Manufacturing by the Numbers

- Manufacturing constitutes 10% of all industries in the state, employing more than half a million people.
- For every manufacturing job, 3.1 jobs are created in other industries.
- Manufacturing has increased by 259% over the past 40 years.

Employment & Compensation

- Manufacturing employment: 563,500 (2013)
- Manufacturing employment (% of overall non-farm): 9.8% (2013)
- Average annual compensation in manufacturing: $58,396 (2013)
- Average annual compensation in private non-farm sectors: $44,929 (2012)

Sources: U.S. Bureau of Economic Analysis, U.S. Census Bureau, International Trade Administration
Aviation, Defense & Technology

With a strategic location, established aviation infrastructure, trained and dedicated workforce and a business-friendly environment, Pennsylvania is built to advance your next aviation project. It is economically competitive to source business and general aviation (BGA) of maintenance, repair and overhaul (MRO) business and services in Pennsylvania. MROs all can be performed tax-free in a state with prime access to six of the 10 largest markets in the U.S., six international airports and a strategic location in the Northeast U.S. corridor.

Tax Exemption

With the fixed-wing tax exemption, aircraft owners and operators pay no sales and use taxes on the purchase of parts and services for fixed-wing aircraft, maintenance, overhauls and repairs — an estimated savings of hundreds and potentially tens of thousands of dollars, depending on the aircraft. Tax exemption savings for fixed- and rotor-winged aircraft MRO and parts applies to the following:

- Sale at retail or use of aircraft parts
- Services to aircraft and aircraft components
- Qualified aircraft, including tilt-rotor or tilt-wing aircrafts, gliders and unmanned aircraft (such as drones), helicopters and similar rotorcraft (except under Act 48 of 2009) and all fixed-wing aircraft

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Harrisburg International Airport
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www.flyHIA.com
Rental Exemption within a Hangar

Space that is rented or leased for the purpose of storing aircraft is not subject to tax unless the rental or lease qualifies as a self-storage service. In order to be considered self-storage, the building or space must be secure and contain a separate access for each purchaser of the self-storage service. An airplane hangar, where multiple planes are stored and accessed by various individuals, would generally not be considered self-storage.

Pennsylvania Manufacturing Exemption

Manufacturers with a facility located in Pennsylvania are exempt from taxation on property that is incorporated into the manufactured product. Property and equipment that are used predominantly and directly to manufacture the product are also exempt. The exemption is applicable to sectors within the aviation industry that provide:
- Fabricated structural metal manufacturing
- Fluid power valve and hose-fitting manufacturing
- Other measuring and control device manufacturing
- Aircraft manufacturing
- Aircraft engine and engine parts manufacturing
- Other support activities via manufacturing

Airports with Room to Grow

Pennsylvania’s conveniently located airports offer sophisticated same-day transport options to help logistics stakeholders step up to the challenge. Sites surrounding the airports offer opportunities for modern logistics that provide a competitive edge. Airports are ready to welcome the next corporate or manufacturing facility. To find a location for your next expansion or relocation, visit www.newPA.com/pasitesearch.

Aviation in PA

- Pennsylvania is home to 133 public-use and 612 private-use aviation facilities.
- There are more than 8,000 aircraft and 19,000 pilots based in Pennsylvania.
- Aviation provides more than $23.6 billion in annual economic impact to Pennsylvania.
- The aviation industry in Pennsylvania employs more than 304,000 people.
- The Bureau of Aviation and the Federal Aviation Administration invest nearly $120 million into Pennsylvania’s airports every year.
- Pennsylvania ranks 11th nationally for its number of public-use airports.
Pennsylvania is home to more than 2,300 companies performing groundbreaking life sciences research, engineering medical devices and developing pharmaceuticals that save lives and fuel innovation. Its life sciences industry is thriving — Business Facilities’ 2014 Rankings Report places Pennsylvania third in the U.S. for biotechnology industry strength in drugs and pharmaceuticals, as well as biotech growth potential.

Top players in the life sciences industry recognize Pennsylvania’s dedication to the life sciences. In 2010, a Life Sciences Leadership Advisory Council was formed to develop a 10-year strategic plan.

When you choose Pennsylvania, you’re joining the ranks of many industry leaders who have already achieved industry success. Pennsylvania is known for its world-class, highly skilled workforce. Every year, the state’s more than 270 colleges and universities add thousands of graduates prepared for 21st century industries to a workforce of 6.3 million — which is larger than the individual populations of most U.S. states.

- 42% of Pennsylvania’s workforce ages 25 to 44 has a post-secondary degree.
- Pennsylvania leads the Mid-Atlantic region in the number of STEM credentials awarded.

Pennsylvania’s three Life Science Greenhouses (LSG) advance biotech and medical device startups by providing access to funding, investors and technical expertise. Since their inception, the greenhouses have had a strong track record of success, having invested more than $67.8 million in 194-plus projects since 2001.

More than $3 billion in private funds has leveraged 175-plus life-saving patient care products that were brought to market.

Here, businesses can find the national model for state funding of early risk capital in the biosciences. The fifth-largest amount of National Institutes of Health (NIH) funding in the nation is being invested in Pennsylvania, which includes two of the top 10 highest-funded NIH organizations.

- In 2013, $1.38 billion in NIH funding to support 3,350 awards
- Fifth in the U.S. and 2nd in the Mid-Atlantic for higher education R&D expenditures
- Fifth in the U.S. for total bioscience venture capital investment 2009-2013

Pennsylvania’s concentration of bioscience employment is 10 percent greater than the national average, and it possesses a specialized employment base in two of the five major life science industry subsectors — drugs and pharmaceuticals, and research, testing and medical labs. Two other subsectors — medical devices and bioscience-related distribution — have a large presence in the state with nearly 32,000 jobs combined.

Pennsylvania is among the top tier across all states in key measures of bioscience R&D and innovation, including academic R&D, NIH research funding, venture capital investments and patenting. The state’s relatively consistent stream of venture capital has been focused in human biotechnology, therapeutics and pharmaceuticals.

“We located our business in the region for a number of reasons. Availability of qualified technical staff, since Pittsburgh is strong in the chemical industry, ability to leverage Carnegie Mellon University and the University of Pittsburgh and availability of affordable industrial space are some of the main ones. The convenient location close to the airport is beneficial so that we can easily manage customer visits.”

— BETH BOSLEY, CHEMIST AND ENTREPRENEUR, BORON SPECIALTIES
Improve your bottom line with the right network.

Lower out-of-pocket costs and substantial savings are within reach when your employees use PinnacleHealth’s world-class providers to receive quality healthcare. Consider CareConnect, administered by Capital BlueCross, and Aetna Whole Health to create a great care solution around PinnacleHealth’s broad healthcare network.

How We Link Quality Care to Lower Costs:

• Accurate assessments of your employees’ health
• Advanced technologies for more successful treatments
• Effectively managing health issues before costly treatments are needed
• Lowest readmission rate of any hospital in the region
• Bundled payments with set prices (December 2014)
• Health and wellness information, screenings and preventive services at your worksite through our CARES program
• Lower cost per case than all other local health systems
• Programs that promote healthier lifestyles

Call us to learn how we can provide unique solutions that improve healthcare quality and address the growing costs of healthcare.
Staying Connected

When older Pennsylvanians make the most of programs supported by the Pennsylvania Lottery, we all benefit.

Free Transit & Reduced-Fare Shared Rides
Prescription Drug Programs • Property Tax & Rent Rebates
Hot Meals Programs • Long-Term Living Services

To learn more visit palottery.com.

Must Be 18 Years or Older to Play. Please Play Responsibly. Compulsive Gambling Hotline: 1-800-848-1880
Choosing the right location is key to success. Our Pennsylvania service territory puts you close to 50% of the U.S. population and 60% of the Fortune 500 companies. In addition, the region’s infrastructure, transportation, diverse and talented workforce, and unrivaled quality of life make it a real bright spot for business ... and for you, too.

Visit firstenergycorp.com/ed for help with your business expansion and location search from one of our experienced economic development professionals.
SUCCESS IN EVERY Region
Learn about our PREP network
What Is PREP?

PREP (Partnerships for Regional Economic Performance) is our term for a statewide network of partners designed to work in concert to deliver vital economic development services across 10 regions of the state. These partners provide the advice and resources that entrepreneurs need to successfully grow and compete, whether preparing a new idea for a successful launch or guiding thousands of businesses to the proper outlets to receive assistance, advice and other resources.

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10 **SOUTHEAST**
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Collaboration helps small businesses make a bigger impact

The economic development partners in the Northwest PREP region, which include eight county economic development corporations, an incubator association, two industrial resource centers, three small business development centers, a local development district, a PennTAP office, one Benjamin Franklin Technology Partners (BFTP) office and two Workforce Investment Boards, have a long history of collaboration. This effort is strengthened by the fact that several partners are located in the same offices, allowing easy access to services.

The Northwest PREP partners are working more closely than ever through an effective information- and referral-sharing process facilitated by Executive Pulse. The region’s economic and workforce development agencies are also engaged in multiple collaborative projects that will provide better service to businesses looking to expand operations or to relocate to Northwest Pennsylvania. Furthermore, the partnership is exploring new ways to involve social media promotion of the region in an effort to enhance client services.

Business Demographics

Small businesses dominate the Northwest region, with 84 percent having fewer than 10 employees and 94 percent having fewer than 100 employees. The various components of the services sector have the most business establishments and employ the most people in Northwest Pennsylvania, with health care and social assistance being the largest service employer group.

Retail businesses and manufacturing are also significant employers in the region, with 10 percent of the business establishments in the manufacturing sector. Manufacturing is still a significant source of employment. Approximately 18 percent of the region’s employment is in the manufacturing sector. Existing manufacturing clusters include primary metals, machinery, fabricated metals, plastics and oil and gas extraction.

Success Story: Deerfield Farms Services Inc.

Deerfield Farms Services Inc., is in the process of constructing a unit train rail loop in Greenwood Township, Crawford County. This new rail loop will allow Deerfield to create a large agricultural storage and distribution site to facilitate the effective distribution of nearly 3 million bushels of corn and soybeans per year.

The project was spearheaded by the Economic Progress Alliance of Crawford County (a Northwest PREP partner) in conjunction with private investment and a grant from the Pennsylvania Department of Transportation. The rail loop will benefit Deerfield farms, and it will also serve as a critical piece of infrastructure that will create exciting new economic development and business expansion opportunities throughout Northwest Pennsylvania.
COUNTIES:
Clarion
Crawford
Erie
Forest
Lawrence
Mercer
Venango
Warren

CONTACT:
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Northwest PA Regional Planning & Development Commission
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Top Industries
Health Care & Social Assistance
Manufacturing
Retail & Hospitality
Education Services
Finance & Insurance

Major Regional Employers
General Electric
Erie Insurance
Pennsylvania State System of Higher Education
UPMC Health Services
Lord Corp.

Incentive Programs & Resources
Keystone Opportunity Zones (KOZ)
Procurement Technical Assistance Center (PTAC)
Regional Export Network (REN)
Business Financing
Enterprise Zone
Northwest Pennsylvania Incubator Association

Building/Site Availability
PASiteSearch.com
Southwestern Pennsylvania lies in the center of the nation’s business engine and has nearly half of the United States buying power located within 500 miles. Labor costs remain below the national average, and instances of reshoring (bringing back business production to the U.S. that had previously occurred in a foreign country) are becoming more commonplace.

Business remains strong in the greater Pittsburgh area, and the rest of the world has taken notice of the area’s high quality of life, as proven by prestigious rankings that favor the region:

- America’s 50 Hottest Cities (for business relocation and expansion), Expansion Management magazine
- American Cities of the Future, Foreign Direct Land Investment (FDi) Magazine
- America’s Smartest Cities, Movoto Real Estate
- Best Places to Buy a Home, Forbes
- Most Livable Cities, Places Rated Almanac and The Economist
- World’s Cleanest Cities, Forbes

In fiscal year 2014, Southwest PREP partners worked with 2,864 clients. Companies that completed a survey during this time reported more than $460 million in increased sales and 5,000 jobs created/retained as a result of working with PREP.

Business Demographics

In the Pittsburgh region, more than 96 percent of the firms would be categorized as small to medium-sized, and more than 83 percent would be categorized as small. These small firms are responsible for more than 17 percent of the region’s employment and nearly 21 percent of new employment.

Success Story: AccuTrex Products Inc.

Headquartered in Washington County, AccuTrex Products Inc. manufactures custom shims, gaskets, metal stampings and sheet metal fabrication and assemblies, as well as laminated materials and products cut from these materials, for a wide variety of industries. AccuTrex was recently recognized for meeting the requirements of the AS9100 quality standard so it could expand its customer base.

Denise Dudik, AccuTrex quality assurance manager, looks to a future of growth. “With the AS9100 registration, AccuTrex Products has positioned itself to take advantage of opportunities with aerospace and defense companies,” she said.

Success Story: Gerome Manufacturing Co. Inc.

Located in Uniontown, Gerome Manufacturing Co. Inc. is a producer of custom precision sheet metal products. Gerome products include magnetic shielding for sensitive instrumentation, NEMA-rated electronic enclosures, internal chassis fabrications, instrument enclosures, and sheet metal enclosures for computers, power supplies and motor controls. In addition to sheet metal capabilities, Gerome provides bus bar and metal-working techniques to form, shape, machine, heat-treat and finish various materials.

Gerome received a broadband technology assessment of its facility that was paid for using a state grant program. The findings showed the benefits of adding an enterprise resource planning (ERP) software to its operations.

“We were able to choose ERP software that has helped us manage information and run the operations with higher efficiency,” said Joe Putila, president of the company.

Investment in technology is critical for the region’s manufacturing companies to remain competitive in the global economy.
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**COUNTIES:**

Allegheny  
Armstrong  
Beaver  
Butler  
Fayette  
Greene  
Indiana  
Washington  
Westmoreland

---

**Top Industries**

Education and Health Services  
Professional and Business Services  
Manufacturing  
Construction  
Information

**Major Regional Employers**

UPMC Health System  
U.S. government  
Commonwealth of Pennsylvania  
University of Pittsburgh  
Giant Eagle, Inc.

**Building/Site Availability**

PASiteSearch.com

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**Incentive Programs & Resources**

<table>
<thead>
<tr>
<th>Program</th>
<th>Bond, Grant, Loan or Tax Abatement</th>
<th>Maximum Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>OVR Job Creation Grant</td>
<td>Grant</td>
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<tr>
<td>SBA Microloan</td>
<td>Loan</td>
<td>$35,000</td>
</tr>
<tr>
<td>CDC Revolving Loan Fund</td>
<td>Loan</td>
<td>50% of project or $250,000 (whichever is less)</td>
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<tr>
<td>USDA-IRP Loan Fund</td>
<td>Loan</td>
<td>$150,000</td>
</tr>
<tr>
<td>USDA/RBEG Revolving Loan Fund</td>
<td>Loan</td>
<td>Varies</td>
</tr>
<tr>
<td>Keystone Opportunity Zone</td>
<td>Tax abatement</td>
<td>No set amount</td>
</tr>
<tr>
<td>Keystone Opportunity Zone (KOZ, KOEZ, KOIZ)</td>
<td>Credits within specific geographic zone</td>
<td>Varies</td>
</tr>
<tr>
<td>Keystone Innovation Zones (KIZ)</td>
<td>Credits within specific geographic zone</td>
<td>Varies</td>
</tr>
<tr>
<td>Build PA Fund</td>
<td>Loan</td>
<td>Up to $2 million</td>
</tr>
<tr>
<td>Machinery Technology Loan Fund</td>
<td>Loan</td>
<td>Maximum loan of $150,000 or 50% of total equipment costs</td>
</tr>
<tr>
<td>Pennsylvania Works!</td>
<td>Loan</td>
<td>$100,000</td>
</tr>
</tbody>
</table>
Lehigh Valley
COME HERE. GROW HERE. START HERE.

LOCATED JUST AN HOUR NORTH of Philadelphia and 90 minutes west of New York City, Lehigh Valley is no one’s suburb. Here’s what it is: The 68th largest metro region in the U.S. — and the third largest in Pennsylvania! Equally impressive is Lehigh Valley’s annual $33 billion economy which is larger than the economy of 104 nations — and the fact that we’re home to more than 15,000 businesses.

Check out our four target sectors:

HIGH VALUE BUSINESS SERVICES
The High Value Business Services target leverages our unique asset mix with a select group of industries benefiting from the convergence of significant economic and technological forces. Assets include our central location and well-developed transportation infrastructure, broadband accessibility, and availability of suitable office space.
**HIGH VALUE BUSINESS SERVICES**

The High Value Business Services target leverages our unique asset mix with a select group of industries benefiting from the convergence of significant economic and technological forces. Assets include our central location and well-developed transportation infrastructure, broadband accessibility, and availability of suitable office space.

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**FOOD & BEVERAGE PROCESSING**

The Lehigh Valley is the place to be for this booming sector, thanks in part to a diverse and trained workforce, a central location and a well-developed transportation infrastructure. Our region, which already hosts more than 45 food and beverage processors, has a wealth of available agricultural products for food processing and plenty of water for bottlers.

---

**LIFE SCIENCES RESEARCH & MANUFACTURING**

Trends in market globalization and expanding medical innovation and new product development add up to a growing life sciences commercial environment. The Lehigh Valley has several top-flight hospitals, attractive residency programs and a wealth of engineers. Oh, and let’s not forget our outstanding location and well-developed transportation infrastructure.

---

**HIGH PERFORMANCE MANUFACTURING**

Lehigh Valley is well positioned to take advantage of expanding opportunities in the manufacturing sector. The High Performance Manufacturing target is a select group of high-wage industries that are expected to experience exceptional growth and align well with Lehigh Valley’s unique assets.
New distilleries are part of an expanding business community

The communities, employers and workforce of the North Central region collaborate to streamline state, federal and regional services — including community, economic and workforce development as well as transportation planning. The core partners of this PREP region include the North Central Pennsylvania Regional Planning and Development Commission, the Northwest Industrial Resource Center, the Clarion Small Business Assistance Center and the industrial and economic development corporations of Cameron, Clearfield, Elk, Jefferson, McKean and Potter counties. Beyond the core service, the North Central PREP region has reached out to allied organizations to develop a referral and partner network to lend support to overall activities and initiatives. North Central PREP services are focused toward a series of strategic economic development priorities, which include:

- Providing business assistance to new enterprises
- Providing assistance to existing businesses
- Providing assistance to developing economic clusters and high-growth businesses
- Facilitating real estate development and site development and selection
- Facilitating capital formation and business financing
- Leveraging resources
- Providing educational programming opportunities
- Addressing workforce development needs
- Facilitating partner systems coordination

Business Demographics

Manufacturing has always been a strong employer in the region, and it maintains the largest percentage of employment at 26 percent. Health care has and will continue to be a strong creator of jobs in North Central Pennsylvania, with 15 percent of the region’s jobs being in the health care services sector. Additionally, the lumber, wood and paper industry maintains an employment rate that is 3.4 times higher than the statewide average.

The biggest growth potential for the region lies in the area of oil and gas exploration. With the discovery and exploration of the Marcellus and Utica Shale, many opportunities are being presented to the region’s landowners, businesses and workforce. New opportunities are being recognized for existing businesses that can provide ancillary services to the industry, and businesses are expanding capacity to meet those needs. Entrepreneurs are taking advantage of the increased need for goods and services. Landowners are benefiting from leasing agreements, providing a wealth generation that has not been seen since coal was removed from this area 30 years ago. From this wealth, there are philanthropic opportunities that provide multipliers to the benefits recognized by the region, including improvements that add value to the community as a whole.

North Central’s convenient location — sandwiched between the two most active Marcellus Shale gas sites in the state and close to three interstate highways and major routes — offers prime business growth opportunities to manufacturers, as well as support and maintenance service providers who want to take advantage of burgeoning natural gas activity.

Success Story: CJ Spirits

CJ Spirits, one of Northwest Pennsylvania’s craft distilleries, celebrated its grand opening on June 14, 2014. CJ Spirits is located in Kane along the famous Route 6 Corridor in the heart of the Pennsylvania Wilds.

The distillery currently produces two vodkas: Rocksov made from rye grain and Wilds crafted from corn. It also produces a Wilds gin, utilizing only fresh, local ingredients and pure Allegheny Mountain spring water.

The business offers tours and tastings of its products, as well as a bar and table area where lunch and appetizers are served. There is also a retail area with gift items and several outdoor events scheduled throughout the year. Clarion University SBDC representatives assisted with the grand opening celebrations. Visit www.cjspirits.com for more information.

Success Story: Blackbird Distillery

Blackbird Distillery, located outside of Brookville, Jefferson County, celebrated its grand opening with family, friends and fellow business owners on March 26, 2014. Blackbird Distillery uses corn and honey from the Finger Lakes region of New York for its products. The “shine” is completely handcrafted each day, creating old-fashioned moonshine.

The distillery is one of the few in the United States to actually make all of its liquor on the premises from start to finish. It currently offers nine flavors, with more debuting soon. In addition, it offers homemade canned goods, and smoked meats and cheese — all of them made on-site. Visit www.blackbirddistillery.com for more information.
Success Story: Penn Pallet Inc.

Penn Pallet Inc. was established in 1976 in St. Marys, Elk County, by Dan, John and Paul Cunningham as a wood pallet manufacturer. Today, this business is still owned and operated by the Cunningham family but it has diversified to include pallets, crates and boxes, top frames, stringers, bolsters and cradles.

Penn Pallet has 93 full-time employees at its two locations. In 2014, the company was one of 50 companies statewide to receive the Entrepreneur ImPAct Award at the Governor’s ImPAct Awards.

Dan Cunningham has served as the president of Penn Pallet since its inception, and he has also served with the Business and Education Connect Initiative, sponsored by the North Central Workforce Investment Board. The board’s mission is to reach out to students to make them aware of local employers, job opportunities and the local economy. Cunningham has also served as the commander of Elkland Search and Rescue for the past 15 years.

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Top Industries
Manufacturing
Health Care & Social Assistance
Government
Retail Trade
Other Services (except Public Administration)

Major Regional Employers
GKN Sinter Metals, LLC
DuBois Regional Medical Center
Owens-Brockway Glass Container
Bradford Regional Medical Center
Wal-Mart Associates, Inc.

Incentive Programs & Resources
Foreign Trade Zone No. 254
Keystone Opportunity Zone
Keystone Innovation Zone
Procurement Technical Assistance Center
Regional Export Network
Business Finance Certified Provider

Building/Site Availability
PASiteSearch.com
RigMonkeyApp.com
Jefferson County Real Estate and Properties
McKean County Building and Sites
Southern Alleghenies

Diversification fuels business growth in a transitioning region

Although the Southern Alleghenies is a relatively rural region, it benefits from a proximity to the major business and government hubs of Pittsburgh, Harrisburg and Washington, D.C. There are two interstate highways intersecting the region: Interstate 70/76 (the Pennsylvania Turnpike) running east-west in the south and I-99 running north-south through the center. The region’s geography includes a mix of low, rugged mountain ranges, rolling countryside and river valleys.

The area’s history is linked to coal, steel, railroads and agriculture, but the region has been gradually transforming from one reliant on heavy manufacturing and mining to one more diversified in agriculture, health care, tourism, warehousing distribution, retail, defense and professional and technical services, as well as a variety of industrial companies — some with high technologies. And manufacturers have been realizing growth.

Local four-year colleges and universities have developed linkages with the business community, and they are a vital part of the regional economy. The tourism sector is growing, with a variety of investments in lodging and attractions.

Business Demographics

The Southern Alleghenies economy is much more diverse than it was a decade ago. Health care and social assistance, retail trade, manufacturing, accommodation and food services and public administration account for roughly 60 percent of the region’s economy. Businesses are generally small; 73 percent have less than 10 employees while 98 percent have less than 100 employees. Manufacturers account for 5 percent of the businesses but 19 percent of the payroll dollars.

There are more than 220,000 adults in the workforce. Many have been trained at one of the 12 colleges and universities that can be found in the region.

The economic team has more than 1,300 acres of land in this region; the land is ready to develop for business needs, and more than 5 million square feet is available for business use. Companies have located and expanded in the region due to its quality labor force, low cost of doing business, historic location of companies in the area and the quality of the highway system, particularly the Pennsylvania Turnpike.

Success Story: JWF Industries

In 1987, Bill Polacek purchased his father’s business — Johnny’s Welding — from his mother, changed the name to Johnstown Welding & Fabrication and began a manufacturing operation with two employees.

Twenty-six years later, JWF Industries — a major Pennsylvania-based manufacturer — employs more than 350 people. The 30-by-30-foot facility has been expanded to encompass 1 million square feet of manufacturing and fabrication space.

Well-known for expertise in fabricating, machining, coating, assembly and project management, JWF provides these services to original equipment manufacturers and defense and shale industry customers.

Recognizing the potential opportunities associated with the Marcellus Shale gas industry, Polacek formed Environmental Tank & Container, producing specialty products for the oil and gas industry, including frac tanks, flowback/gas buster tanks, mud tanks, API tanks and impoundment systems. These products help ensure the cleanliness and preservation of water and land while at the same time enabling the shale gas companies to comply with regulations.

Success Story: DeVilbiss Healthcare LLC

DeVilbiss Healthcare LLC, a medical device manufacturer, recently moved its China-based manufacturing back to its global headquarters in Somerset County. A world leader in the design and manufacture of respiratory medical products, DeVilbiss products are distributed in more than 200 countries around the world.

Based on quality concerns, cost increases, strengthening of the Chinese yuan and higher-than-anticipated working-capital investment, DeVilbiss determined the optimal solution was to relocate the production of the China-based products back to Somerset.

“In an effort to enhance and accelerate the continuous improvement program for our production processes, the decision was made to move all production lines back to the United States,” said Ed Murphy, president and CEO of DeVilbiss Healthcare.

DeVilbiss has more than 200 employees at its Somerset facility. Bringing China-based product lines back to Somerset created a total of more than 25 direct-assembly, engineering and quality positions and several indirect vendor jobs.

Success Story: Lampire Biological Laboratories

Lampire Biological Laboratories, a leading supplier of products to the biopharmaceutical and diagnostic industry, came to Bedford County in 1989. Since then, biotechnology has become an important growth industry in the region, and Lampire has developed a 400-acre “pharm” facility and an 18,000-square-foot bioprocessing lab.

Greg Krug, founder and CEO of Lampire, is a strong advocate of the region. “We compete on a world basis. The support we receive from Bedford County is phenomenal,” he said. “Our business will change lives. We don’t get to make mistakes with our products. The workforce in Bedford County is excellent.”

To further develop that workforce, Krug has worked closely with the Bedford County Technical Center to develop an innovative agriscience and biotechnology program. The curriculum enables students to enjoy both theory and hands-on training, positioning graduates to secure careers in the biotech, biomedical and agricultural science industries. Many have been hired by Lampire after completing the program.

DeVilbiss determined the optimal solution was to relocate the production of the China-based products back to Somerset.
COUNTIES:
Bedford
Blair
Cambria
Fulton
Huntingdon
Somerset

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Southern Alleghenies Planning and Development
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www.sapdc.org

Top Industries
Health Care & Social Assistance
Retail Trade
Manufacturing
Accommodation & Food Services
Other Services (except Public Administration)

Major Regional Employers
Bonney Forge Co.
Concurrent Technologies Corp.
JLG Industries
New Enterprise Stone & Lime Co.
Norfolk Southern Railroad

Incentive Programs & Resources
Enterprise Zones (EZ)
Keystone Innovation Zones (KIZ)
Keystone Opportunity Zones (KOZ)
Local Economic Revitalization Tax Abatement (LERTA)
Procurement Technical Assistance Centers (PTACs)
Regional Export Network (REN)

Building/Site Availability
ABCDcorp.org/sites-and-buildings
BCDA.org/sites-buildings
JARI.com/index.php?page=property-locator
FultonIDA.com
HCBI.com/properties-database
PASiteSearch.com
SCEDC.net/commercial_sites.html
Northern Tier

Expanding opportunities to diversify industries

The Northern Tier region covers more than 4,000 square miles in rural Pennsylvania, consisting of Bradford, Sullivan, Susquehanna, Tioga and Wyoming counties along the border of New York state. In the Northern Tier, the PREP network of partners includes the Northern Tier Regional Planning & Development Commission (NTRPDC), the Progress Authority, Tioga County Development Corp., Sullivan County Planning & Community Development, Wyoming County Chamber of Commerce, Small Business Development Centers (SBDCs) from the University of Scranton and Wilkes University, the Northeastern Pennsylvania Industrial Resource Center, and Penn State’s PennTAP. Working together daily in a coordinated fashion, the Northern Tier PREP network is able to help achieve solutions to real-world problems for startup enterprises and established businesses.

The partnership has a long history of working together collaboratively, with many examples of joint lending projects, workshops, events, infrastructure grant projects and other existing linkages. The representatives in each of the counties routinely work with NTRPDC on many diverse business development projects. Startup entrepreneurs are typically referred to the SBDCs for assistance with developing plans, ideas and marketing.

Business Demographics

The Northern Tier continues to exemplify a diverse economy with both challenges and opportunities. While still one of the most important sectors, manufacturing units have remained consistent and employment has dropped slightly. Health care has continued to steadily increase employment as well. Overall, the health care industry is the largest employer in the region and among the top-paying. Government and educational services are significant, employing more in the region and providing above-average wages.

Marcellus Shale natural gas exploration has grown exponentially, which has brought a major economic shakeup to the region. Since 2007, the mining, quarrying and oil and gas extraction sector has added 3,000 jobs — an increase of 113 percent. Led by Marcellus Shale opportunities, employment in natural gas core industries rose by 2,500 jobs from 2007 to 2012 — an increase of 2,374.

In the past year, Marcellus Shale development has continued. However, the region has experienced a slowdown in natural gas industry employment growth in comparison to the initial boom. The cyclical nature of this industry precludes it to times of increased development followed by times of slowing development. According to the Pennsylvania Department of Labor & Industry’s Center for Workforce Information & Analysis, as of June 2014, the Northern Tier’s unemployment rate was 5.4 percent, which is lower than the statewide rate of 5.6 percent.

Success Story: Hoff Mechanical Inc.

Darryl Hoffman, a former longtime employee of R&T Mechanical North Division in Lawrenceville, Tioga County, was interested in purchasing the R&T/ North Division and merging it with Hoffman Mechanical Inc., a startup he had been operating for one year. He contacted the University of Scranton SBDC after a joint referral from the Tioga County Development Corp. (TCDC) and NTRPDC.

Hoffman worked with the SBDC on a business plan, pre-venture startup/acquisition planning and a management plan. After completing Hoff Mechanical’s business plan, he was able to focus on obtaining financing for the company. TCDC, the Northeast Pennsylvania Industrial Resource Center (NEPIRC) and NTRPDC partnered to assemble the final $500,000 needed on a $2 million finance package, enabling Hoff Mechanical to purchase R&T Mechanical. The purchase created an additional 19 jobs.

Success Story: Marcellus Shale Business-to-Business Expo

For the past five years, the Northern Tier PREP partners, along with other local organizations and gas industry representatives, have worked to organize and spearhead an annual Marcellus Shale business-to-business event. This year’s event attracted 100 exhibitors to Mansfield University’s campus in Tioga County. With almost 100 businesses exhibiting, it aimed to encourage networking among exhibitors as well as visitors.

The exposition brought businesses, natural gas companies, service providers and educational institutions together to share information about their work. The 2014 planning committee brought together NTRPDC, the Progress Authority, Mansfield University, the Penn State Cooperative Extension, the University of Scranton SBDC and TCDC.
Keck’s Food Service Inc. was founded in 1964 as a meat cutting operation and route distribution in Lawrenceville, PA. Independently owned and operated, its commitment to delivering the finest quality, value and service to its customers has helped it grow into an Industry Leader – Regionally. The company is proudly celebrating their 50th anniversary this year. Keck’s Food Service Inc. has grown into a multistate broad line food service distributor with over 5,500 SKUs; proudly serving over 1,000 independent restaurants, bakeries and regional chains.

Combining Keck's Food Service comprehensive product selection with the corporate level purchasing power through their affiliation with Unipro Food Service; the largest independent distributor procurement group in the country, they’re well positioned to offer their customers the best of both worlds. This enables Keck’s to offer the pricing and selection of a nation broadliner, with the personalized customer service that only a strong independent can deliver.

Keck’s USDA operation and Multi-temp warehousing and distribution facility are located in a rural area of Tioga County; Millerton, PA. Although rural, the operational advantages associated with being a PA based company with the location and reach to service both our PA and NY State customers has proven a winning combination. Keck’s is the largest private sector employer in the area with a dedicated team of 90 full time associates, with an average tenure of 10+ years.

Keck’s Food Service Inc.
2796 Route 328, Millerton, PA 16936
Phone: 800.245.5325
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www.kecksfodservice.com
Natural resources fuel job growth in an advantageous location

The region is located within a 360-mile radius of all major population centers in the Northeastern United States, a radius that encompasses about 50 percent of the nation's population. This region also has an abundance of land potentially available for development, seven institutions of higher education, a large amount of recoverable anthracite coal and significant deposits of other mineral resources. Additionally, portions of the SEDA-COG region are home to the Marcellus and Utica Shale, geological formations that contain high concentrations of natural gas deposits. Forest resources are extensive and increasing, providing timber for an expanding wood industry as well as a natural setting that favors the increasingly important tourism and recreation sectors of the economy.

Another valuable natural resource in the region is farmland. Agriculture continues to be one of the largest industries in the region, and agricultural and farming activities historically have been an important part of the culture and economy of Central Pennsylvania.

A number of major transportation corridors pass through or near the region, further enhancing its strategic location in relation to the eastern seaboard and Midwest markets. In addition, Norfolk Southern, Canadian Pacific and the SEDA-COG Joint Rail Authority (SCJRA) provide rail freight service to the region.

Business Demographics

The region is nearly back to pre-recession levels for total employment. The face of the local economy has shifted toward service, a change not uncommon in other areas. While manufacturing employment has decreased overall, during the past year it has been on the rise. Health care employment is also growing, increasing by 5,100.

The economy was 22 percent service goods-producing and 78 percent service employment in 2007; it now shows a distribution of 19 percent goods-producing and 81 percent service employment.

Success Story: Discovery Machine

Artificial intelligence and "knowledge capture" are among the cutting-edge technologies advanced by Williamsport-based Discovery Machine. This small, growing business develops software for training, simulation and behavior modeling for commercial and military enterprises, both domestic and international.

Discovery Machine works with several members of the Central PREP region, including the Small Business Development Center (SBDC) at Lock Haven University and the Williamsport/Lycoming Chamber of Commerce, which presented Discovery Machine with an Emerging Business of the Year Award several years ago. More recently, the company was nominated for the Governor’s ImPAct Awards.

The business has used funding secured through the Central PREP region to work with a local company and improve its efficiency measures, partner with interns from local universities and develop a marketing and revenue growth project.

In 2012, SEDA-COG enabled Discovery Machine to attend its first international conference and secure its first international customer. The company has since established relationships with other potential customers around the world. In spring 2015, company representatives expect to participate in a conference in Italy.

Discovery Machine also utilizes programs that are outside the Central PREP region, but it has close working relationships with members of the network. Ben Franklin Technology Partners was instrumental in the company's early efforts, and WEDnet enabled the company's employees to continue their education.

"PREP programs and other state resources have played a key role in our growth and development during these harsh economic times," said Jim McAssey, vice president for business development.

Since 2009, Discovery Machine has more than doubled in size and today employs 16 employees in two states.

Success Story: Videon

Videon is in the middle of today's cutting-edge technology, helping companies move their digital media initiatives from concept to market. More than 30 million devices are using the State College firm's streaming media, DVD and Blu-ray Disc technologies.

In the mid-1990s, Videon quickly became an expert in optical disc technology. It evolved with the market, working in industries ranging from consumer electronics to aviation, and developing relationships with business assistance providers in the Central PREP region. The Williamsport Innovative Manufacturers Center conducted training sessions at Videon and helped it pursue a quick response manufacturing initiative — improving quality, eliminating waste and reducing cost and lead time.

Benjamin Franklin Technology Partners (BFTP) awarded Videon funds for Avia, a type of "middleware" for optical and streaming media that has been a tremendous success. The company has pursued international sales with SEDA-COG’s Export Development program and participated in a state-sponsored trade mission to India in February 2013. Program research allowed company representatives to meet key staff at Indian companies and establish partnerships that have significantly increased Videon's employment and revenue projections.
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COUNTIES:
Centre
Clinton
Columbia
Juniata
Lycoming
Mifflin
Montour
Northumberland
Snyder
Union

Top Industries
Diversified Manufacturing
Education
Health Care
Lumber/Wood/Paper Products
Energy

Major Regional Employers
First Quality Enterprises, Inc.
GE Inspection Technologies
Geisinger Health Systems
Halliburton Energy Services
Penn State University

Incentive Programs & Resources
Ben Franklin Technology Partners
Comprehensive finance packaging
and loan packaging
Export Development Assistance
Industrial Resource Centers
Keystone Innovation Zones
Keystone Opportunity Zones
Procurement Technical Assistance Center (PTAC)
SEDA-COG Joint Rail Authority
Small Business Development Centers

Building/Site Availability
FocusCentralPA.org
PASiteSearch.com
Cities lead the way with redevelopment

The seven-county Northeast region covers an area of 4,476 square miles. Its urban centers are concentrated in the 87 miles stretching from Carbondale in Lackawanna County through the Wyoming Valley to Nanticoke, then following Interstate 81 south to Hazleton and Pottsville. The major cities within this belt are Scranton and Wilkes-Barre. Significant downtown development is occurring in Scranton, Hazleton, Pittston, Wilkes-Barre and Carbondale, where millions of dollars in private capital have been invested, resulting in thousands of new and planned jobs. Downtown amenities are important in building a knowledge-based economy.

Recently, priority has been given to entrepreneurial projects to help new-to-market businesses and to establish knowledge-based, technology-led economic development. This is important for economic development, image and youth retention.

Strengths include a low cost of doing business, proximity to New York City, New England and other major markets, and a location near the world's second-largest natural gas resource. The labor pool is productive and attracted by the quality of life, four-season recreational opportunities and low cost of living, including low housing costs. Educational resources include many science, technology, engineering and math disciplines at 18 colleges and universities and a medical school, the Commonwealth Medical College in Scranton, which graduated its first class of physicians in May 2013.

Business Demographics

The Northeast continues to be extremely competitive and successful as a location for warehousing and distribution centers, back-office call centers, medical- and health-related office facilities and processing centers and food processing and distribution. The region’s largest employer is Tobyhanna Army Depot, which is the largest full-service electronics maintenance facility in the Department of Defense. Employment reflects diversification efforts and is not concentrated in any business sector.

Northeastern Pennsylvania’s business base is overwhelmingly dominated by small businesses. According to the U.S. Census Bureau, there were 22,070 businesses in the region in 2012, and 73.4 percent of those businesses employed between one and nine people. The region has 12.8 percent of workers employed in manufacturing, principally in electronics, fabricated metal products, plastics and rubber products and food and chemical industries. The region’s population in April 2010 was 1,028,926.

Lackawanna, Luzerne and Monroe counties experienced growth in new business startups at their incubator facilities. Wayne County is in the process of securing funds for its incubator facility.

The Pocono Mountains provide recreational activities and attract tourism businesses. Additional hotels are being constructed in the Wilkes-Barre area and in Monroe County. Total spending resulting from overnight visits was $1.3 billion, and total spending from day visits was $936 million in 2012.

Success Story: Bellemarque LLC

Bellemarque LLC, Luzerne County, is a startup business focused on manufacturing and marketing tissue paper products for the “away-from-home” markets. It sells most of its products through distributors to businesses and institutions. The company also acts as a contract converter for other manufacturers and suppliers of private-label products for retailers. Additionally, Bellemarque develops its own green-focused brands.

The company leases a 24,000-square-foot production facility through CAN DO, located at 103 Rotary Drive, West Hazleton, Luzerne County. Bellemarque received three loans through NEPA Alliance Loan Programs for machinery and equipment in 2009, 2011 and 2012. The business currently employs 20 individuals.

Success Story: Lake Region Micro Electronics Corp.

Lake Region Micro Electronics Corp., a small Women’s Business Enterprise certified with the Commonwealth of Pennsylvania, was formed in 2012 by Allison Mancino, president and CEO. The company has been awarded approximately $62,000 in government contracts from the Department of the Army and the Defense Logistics Agency (DLA) Aviation for items relating to electronic connector manufacturing and computer storage device manufacturing.

“This is a true success story for the state DCED program PREP, Partnership for Regional Economic Performance. The NEPA Alliance, the Scranton SBDC and the Pocono Lake Region Chamber of Commerce worked together to help Lake Region Micro succeed,” said Jeffrey Box, NEPA Alliance president and CEO.

“Lake Region Micro Electronics Corporation continues to build on our past performance, from small-contract awards with various DOD agencies as a direct result of the PTAC support staff, their bid-matching program and contacts I have made through the PTAC program opportunities,” Mancino said.

Success Story: EDM Americas

As a leading information management specialist, EDM Americas moved its operations from Scranton to a facility in Moosic. The new facility, Montage II, allows EDM Americas to meet several business goals, including enhancing a commitment to effectiveness and compliance and maintaining consistency in service delivery. The company will retain a knowledgeable workforce and more than 200 jobs will remain in the Northeast.

Montage II, a 29,519-square-foot standalone facility, is owned by the Scranton Lackawanna Industrial Building Co. (SLIBCO), the economic development affiliate of the Greater Scranton Chamber of Commerce. Support from Lackawanna County and the chamber allowed EDM Americas to retain a significant presence in the county, the region and the state.

“In our 30-year history, we’ve grown from a local document preservation facility to a global information management provider,” said Scott Byers, CEO of EDM Americas. “We started as a Pennsylvania company, and we intend to keep a significant presence in Pennsylvania and the Greater Scranton area. I believe the region’s best days are ahead of it.”
COUNTIES:
Carbon
Lackawanna
Luzerne
Monroe
Pike
Schuylkill
Wayne

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Top Industries
Health Care & Social Assistance
Retail Trade
Manufacturing
Accommodations & Food Services
Transportation & Warehousing

Major Regional Employers
Allied Services Foundation
Blue Mountain Ski Area
Geisinger Wyoming Valley Medical Center
Sanofi Pasteur
Woodlock Pines Inc.

Incentive Programs & Resources
County, state, regional & federal loan program incentives
Foreign Trade Zone No. 24
Historically Underutilized Business Zones
Keystone Opportunity Zones
Local Economic Revitalization Tax Assistance (LERTA) program
Northeast PREP Partners
Regional Bioscience Initiatives
SBA-504 Loan Region
Workforce Investment Boards & CareerLink Centers

Building/Site Availability
Carbon County Chamber & Economic Development Corp.
Penn’s Northeast
Pike County Economic Development Authority
Realtors
Schuylkill Economic Development Corp.
Renewing and expanding local businesses

The Lehigh Valley consists of Lehigh and Northampton counties, and it includes Allentown, Bethlehem and Easton. The valley is the fastest-growing and third-most populated region in Pennsylvania. The infrastructure base allows for continued growth and development. Tremendous natural and recreational resources make for a high quality of life and a broad and ever-expanding commercial and industrial base offers a diversity of high-quality employment opportunities. The region was recognized by business publication Site Selection magazine in March 2014 as the second-best performing region of its size for economic development in the entire United States.

The Lehigh Valley has a cohesive economic development strategy that builds on the region’s rich natural, cultural and historical resources, coupled with an action plan to strengthen existing industries and attract new companies to the area. This is exemplified by a long track record of successful team efforts by the Lehigh Valley PREP partners, including joint business retention outreach, collaborative financing and teaming with the state’s Office of International Business Development to attract and assist international companies to the region.

**Business Demographics**

In the first 100 years after the Industrial Revolution, the Lehigh Valley was an international center for industry and manufacturing. As national and global economies evolved in the mid-20th century, leaders in the Lehigh Valley made a conscious effort to diversify the region’s economic base, shifting from a predominant focus on heavy industry to financial services, health care, life sciences and technology. Now it is also a major distribution hub for some of the largest U.S. markets due to its proximity to many of the nation’s largest metropolitan areas.

Today, the Lehigh Valley is a leading producer of solar and other renewable energy in the region. The area is also adding various high-tech industries to its employment base, such as biotech and pharmaceuticals. Meanwhile, the on-shoring movement is attracting more manufacturers to the region because the area is driven by automation; state and regional incentives also encourage on-shoring and re-shoring.

**Success Story: Samuel Adams Pennsylvania Brewery**

In 2008, The Boston Beer Co. took ownership of a world-class brewery that had a distinguished history but was at risk of closing. Instead of building a new location in Massachusetts, the company purchased a Pennsylvania brewery that included 200 quality employees. Located in the Lehigh Valley, the Samuel Adams Pennsylvania Brewery now employs more than 380 people and produces nearly every style of Samuel Adams beers.

The brewery used PREP services to transition to its current success and received a Jobs First Award in the Governor’s ImPAct Awards in 2014. In addition to the jobs saved in the acquisition, the company continues to look for ways to invest in and support the Lehigh Valley community through business initiatives and philanthropic programs.

Today, The Boston Beer Co. brews more than 60 styles of beer. As an independent company, brewing quality beer remains its single focus. Although Samuel Adams beer is America’s largest-selling craft beer, it accounts for only 1 percent of the U.S. beer market.
COUNTIES:
Lehigh
Northampton

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www.mrcpa.org

Top Industries
Health Care & Social Assistance
Retail Trade
Manufacturing
Accommodation & Food Services
Transportation & Warehousing

Major Regional Employers
Air Products
B. Braun
Lehigh Valley Hospital and Health Network
Mack Trucks
Sands Casino Resort

Incentive Programs & Resources
Business Outreach Program (BOP)
Foreign Trade Zone (FTZ)
Keystone Innovation Zone (KIZ)
Keystone Opportunity Zone (KOZ)
Lehigh Valley Land Recycling Initiative
Neighborhood Improvement Zone (NIZ)
Procurement Technical Assistance Centers (PTACs)
Regional Export Network (REN)

Building/Site Availability
PASiteSearch.com
South Central Pennsylvania is the third-largest region in the state by both population and number of businesses, consisting of eight counties along Pennsylvania’s southern border with Maryland. Anchored by Lancaster, York, Gettysburg, Hershey and Harrisburg — Pennsylvania’s capital city — the region boasts a population of nearly 2 million people, about 17 percent of the state’s population. The strengths of the region are similar to those of Pennsylvania as a whole: a location convenient to markets and a quality workforce.

Strategically located on a network of interstate highways, rail lines with intermodal facilities and a growing air freight industry — and convenient passenger flights at Harrisburg International Airport — the region serves as the transportation crossroads of the Mid-Atlantic, with strategic routes east and west as well as north and south.

The region houses 22 colleges and universities, including the Penn State Milton S. Hershey Medical Center and College of Medicine, Harrisburg Area Community College’s five campuses and additional locations for job training, and many other private and public colleges, universities and trade schools. Many contend that the best part of South Central Pennsylvania is its quality of life, with innovative businesses offering well-paying jobs, quality public education, and a variety of urban, suburban and rural residence choices, as well as a vibrant arts and cultural community.

Business Demographics

The region has a workforce of approximately 900,000 people. Nearly 200,000 businesses of all sizes and shapes — from well-known companies such as The Hershey Co., Harley-Davidson, Volvo Construction Equipment, Armstrong World Industries, Bayer, ArcelorMittal and Rite Aid Corp. to young technology companies and bio-tech companies — call the South Central region home. Charles & Alice Group, one of Europe’s leading processors of applesauce products, announced plans to establish its first U.S. processing facility in the Lancaster area. The $10.6 million investment will create 50 new jobs and continue to define Lancaster County as one of the leading locations for food processing firms in the northeastern United States. Lancaster County continues to expand its reach to international firms interested in a stable and well-located starting point for entering the U.S. market.

With an annual GDP exceeding $13.5 billion, the region has seen a resurgence in manufacturing that benefits from the skills and versatility of local machine shops, sheet metal shops and electronics and other technological skills. Having a strong local supply chain has encouraged more on-shore manufacturing. In addition, creative industries, particularly in York, have contributed to local job growth in architecture, construction, engineering and the arts. The wide range of skills in the area, coupled with a strategic location, provides a groundwork for future opportunities.

Success Story: Tex Visions

Tex Visions is one of the leading manufacturers of custom-printed products and display hardware. Marcel Ruhland started the company in 2004 after moving to Central Pennsylvania from Germany. The business began with only two sales employees in an office suite at the Carlisle TechCelerator through DCED’s Office of International Business Development. After their first two years brought success, Tex Visions began production, added staff, moved into the largest space at the TechCelerator and added three new innovative products.

In 2012, Tex Visions built an online store to better service clients and reach a much larger customer base. Tex Visions graduated from the TechCelerator in 2013 and moved into its own state-of-the-art 60,000-square-foot production facility. Since 2004, Tex Visions has added many innovative trademarked products to its product line. Today, it is a fully integrated printing and manufacturing company that offers products and services across the United States, Canada, the Caribbean, Latin America and South America.

Success Story: WebpageFX

WebpageFX was founded in 2006 by the husband-and-wife team of Bill Craig and Karie Shearer with the vision of establishing a full-service digital marketing agency. They began their journey at the Carlisle TechCelerator.

In May 2014, Craig, Shearer and their 50 employees graduated from the TechCelerator and moved into the renovated Moffitt Mansion on Front Street in Harrisburg. The company has grown by more than 250 percent in the past three years. Today, WebpageFX is a leading search engine optimization (SEO) company. WebpageFX also is an award-winning company, receiving recognition in Best Places to Work in PA and multiple prestigious Horizon awards. In addition, Heardable.com ranked it the No. 1 SEO firm in the nation. WebpageFX’s total client revenue generated in the past 12 months is more than $126 million.

Success Story: Dutchland Inc.

Dutchland Inc. is an engineering, manufacturing and construction company that specializes in precast concrete structures for the water and wastewater industry. Over the past five years, Dutchland has realized more than a 35 percent growth in revenue.

Dutchland’s geographic location in Gap, Lancaster County, was a contributing factor to this growth. The central location favorably positioned it to serve the Chesapeake Bay watershed region and numerous projects associated with the federal and state cleanup initiatives for the bay in New York, Pennsylvania, West Virginia, Maryland, Virginia, Delaware and the District of Columbia.
COUNTIES:
Adams
Cumberland
Dauphin
Franklin
Lancaster
Lebanon
Perry
York

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Top Industries
Advanced Manufacturing
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Business and Financial Services
Education & Health Care
Logistics

Major Regional Employers
Commonwealth of Pennsylvania
Giant Food Stores, a division of Ahold USA
Harley-Davidson USA
The Hershey Company
Rite Aid

Incentive Programs & Resources
City Revitalization and Investment Zone (CRIZ)
Enterprise Zones
Foreign Trade Zones
Keystone Innovation Zones (KIZ)
Keystone Opportunity Zones (KOZ)
Local Economic Revitalization Tax Assistance (LERTA)
Regional Export Network (REN)
Procurement Technical Assistance Centers (PTAC)

Building/Site Availability
The region’s economic development corporations have a network established to connect site selectors to sites, incentives and assistance on the ground. Contact Shaun Donovan, PREP region coordinator, to get information on this network as well as on building and site availability.
Businesses thrive in a transportation hub

Though not as large geographically as other regions of the state, Southeast Pennsylvania is the most compact region in terms of businesses, employment and population, and it has a mature and diverse commercial and industrial base. The region includes urban, suburban and rural communities, as well as businesses in industrial and highly advanced manufacturing, professional services, technology and life sciences, energy, agriculture, higher education and medicine.

The Southeast PREP region is a large and substantial contributor to the economic prosperity of the commonwealth. In 2010, the Southeast was home to 35 percent of Pennsylvania’s population and 34 percent of its businesses. It also employed 36 percent of its workers in the private, non-farm sector, and it accounted for 40 percent of personal income taxes paid to the commonwealth and approximately 30 percent of its manufacturing base.

Access to major markets and an extensive transportation infrastructure are the region’s biggest assets. The Southeast contains the greater Philadelphia metropolitan region (which includes the nearby New Jersey and Delaware metropolitan areas), and it is also strategically located between New York City, Baltimore and Washington, D.C. Well-connected highways, an exceptional port complex, an international airport and high-speed commuter railroads provide an enormous competitive advantage for businesses.

Business Demographics

The Southeast region is home to many high-growth businesses, with a high percentage of jobs in knowledge industries such as education and health care, as well as professional and business services. A combination of world-class research facilities, strong academic institutions, a highly educated workforce and integrated infrastructure helped create a $400 billion economy that includes major industry sectors in advanced manufacturing, life sciences, health care, clean energy, IT, communications and logistics.

More recently, greater Philadelphia is regaining its position as a national leader in energy production, resources and innovation. From transmission and distribution to intelligent buildings and the expansive Marcellus Shale natural gas play, Greater Philadelphia is now the strategic energy location in the Northeast.

“Forecasting the future is naturally an uncertain undertaking, but there is little doubt that Philadelphia’s economic future will be driven by the recent, incredible growth in the U.S. hydrocarbon production,” said Philip L. Rinaldi, CEO of Philadelphia Energy Solutions.

With its locational advantage, lower cost compared to other Northeast markets and a quality of life that includes hundreds of cultural, arts, recreational and sports venues, the region is a choice destination for businesses looking to locate or expand operations. And the region’s success is due in no small part to the work of the many business men and women who spread the word that the region is a great place to work and raise a family.

Success Story: Comcast Corp.

Greater Philadelphia’s growing tech scene also received some good news this year. Comcast Corp. announced that it will build a $1.2 billion world-class media, technology and innovation center in the heart of Philadelphia.

As a significant generator of employment in the region, Comcast has established itself as one of the world’s leading media and technology companies, and it continues to expand its horizons. In January 2014, Comcast announced the construction of the Comcast Innovation and Technology Center. The new 59-story tower will generate a large amount of economic activity during the project’s construction period alone, including $2.75 billion in economic activity and the creation of more than 20,000 temporary jobs in the commonwealth.

The estimated ongoing impact of the center is also remarkable. It is expected to create almost 4,000 new permanent jobs within Pennsylvania and 2,800 new permanent jobs within Philadelphia.

Success Story: Macron Dynamics

Like many small business owners, Macron Dynamics President Tony Cirone once bristled at the thought of selling overseas. But the thought of new market development led Cirone and his team to learn about and engage in the export process, and now 11 percent of sales are international. Founded in 1988, the company employs 18 people at its Croydon location in Bucks County.

Macron team members attended 10 WTC seminars and a basic ExporTechTM program, and they developed an export strategy with the DVIRC. With help from the state’s trade representatives, the company joined a 2012 trade mission to Australia, as well as the U.S. Commercial Service mission to Brazil in 2010 and Mexico in 2011.

At the heart of this success is the company’s own product innovation: MacREADY — a motor-drive linear robot product that has anchored its international sales and will soon be selling in Australia, Brazil, India, Mexico and other countries.

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COUNTIES:
Berks
Bucks
Chester
Delaware
Montgomery
Philadelphia

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Top Industries
Life Sciences & Health Care
Information & Communications
Education
Advanced Manufacturing
Logistics

Major Regional Employers
Christiana Care Health System
Comcast Corp.
Jefferson Health System
Temple University
University of Pennsylvania and the University of Pennsylvania Health System

Incentive Programs & Resources
Incentive Programs & Resources
Keystone Opportunity Zone (KOZ)
Procurement Technical Assistance Centers (PTACs)
Regional Export Network (REN)
Southeast Pennsylvania Business Support Network

Building/Site Availability
PASiteSearch.com
York County is strategically located close to major domestic and international markets which make it an attractive and sensible option for foreign direct investment. Companies have access to over 40% of the United States population and more than 60% of Canada’s population within a 500 mile radius of the region. An extensive inter-modal transportation system of highways, railroads, ports and airports easily moves people and goods to these vital markets. Additionally, the cost of doing business within this region is less than other major urban markets on the east coast.

The York County Economic Alliance (YCEA) works to not only help local companies grow and expand internationally, but also to attract foreign direct investment. YCEA’s focus includes the advanced manufacturing and food processing sectors with focus in medical device and design and food packaging.

**Case Study: Dorstener Wire Drawing Inc.**

Dorstener Wire Drawing Inc. (DWD) was pleased to open its new US manufacturing and distribution facility in York, PA. Dorstener Wire Drawing Inc., founded in 2013, is a member of the Dorstener Group of Companies. Headquartered in Germany, the Dorstener Group has a global reach with its specialized wire, wire cloths and welded mesh. Operations in York, PA started in January 2014 and were in full production by October 2014.

“This investment in our US wire drawing operation represents Dorstener’s commitment to better serve the North American market demands” said Rudi Tushaus, President of the Dorstener group of companies. “Competitive pricing, in stock availability and being closer to our North American customers while maintaining our high quality standards is now reality.”

The Dorstener management team cites York County’s skilled labor pool, access to market, supply chain proximity and competitively priced properties as details for locating in York County.
On May 30, 2014, the second annual Governor's ImPAct Awards recognized 50 outstanding Pennsylvania companies and entrepreneurs. The Pennsylvania Department of Community & Economic Development (DCED) and the Team Pennsylvania Foundation (Team PA) designed the Governor’s ImPAct Awards in 2013 to celebrate the companies and individuals who are investing in Pennsylvania and creating jobs. The program recognizes companies of all shapes and sizes that are making the greatest impact in their communities, perpetuating innovation and entrepreneurship and expanding their presence globally.

The Pennsylvania PREP region coordinators were asked to nominate up to five companies in each of the five following categories: Community ImPAct, Entrepreneur ImPAct, Export ImPAct, Jobs First ImPAct and Small Business ImPAct. Nominated companies were required to be based or have significant operations in their respective PREP region, be for-profit entities and be in good standing with the Pennsylvania Department of Revenue.

An independent panel of judges evaluated the pool of finalists based on merit to determine a winner from each PREP region in each of the five award categories. Scoring was based on how each company fared against the award category criteria, with the highest-scoring finalist being named the winner.

“Today, we honor the men and women who spend countless hours providing the leadership and care that it takes to run a successful and growing business,” said then Gov. Tom Corbett. “This recognition goes beyond the contributions made to Pennsylvania’s diverse and vibrant economy. Today, we celebrate Pennsylvanians who embody the American dream by taking risks, working hard and achieving success.”

COMMUNITY IMPACT AWARD

Northwest
WINNER
McDonald, Illig, Jones & Britton LLP, Erie

FINALISTS
Barr’s Insurance Inc., Oil City
Burford & Henny Real Estate Services, Shippenville
Klapec Trucking Co., Oil City
Provider Resources, Inc., Erie

Southwest
WINNER
Buchanan Ingersoll & Rooney, Pittsburgh

FINALISTS
All-Clad Metalcrafters, Canonsburg
Clark Metal Products Company, Blaineville
Hamill Manufacturing Company, Trafford
Shallenberger Construction, Inc., Connellsville

North Central
WINNER
GKN Sinter Metals, Empourium

FINALISTS
American Refining Group, Inc., Bradford
Kessel Construction, Inc., Bradford
Morgan Advanced Materials, St. Marys
Zook Motors, Kane

Southern Alleghenies
WINNER
Sheetz, Inc., Altoona

FINALISTS
1ST SUMMIT BANK, Johnstown
Gallicher Dairy Company, Johnstown
Makdad Industrial Supply Co., Inc., Altoona
Somerset Trust Company, Somerset

Northern Tier
WINNER
Cabot Oil & Gas, Montrose

FINALISTS
BX3 dba Taylor Rental, South Montrose
Hawk Insurance Agency, LLC, Tunkhannock
Hurley’s Fresh Market, Towanda
Ward Manufacturing LLC, Bloomsburg

Central
WINNER
Webster’s Bookstore Café, Inc., State College

FINALISTS
Brodart Co., Williamsport
Larson Design Group, Williamsport
PPL Corporation, Northumberland
Sire Advertising, Selinsgrove

Northeast
WINNER
Benco Dental, Pittston

FINALISTS
Diamond Manufacturing Company, Wyoming
Harrold’s Pharmacy, Inc., Wilkes-Barre
Highlights for Children, Honesdale
Quandel Construction Group, Inc., Scranton
Lehigh Valley

**WINNER**

B. Braun Medical, Inc., Bethlehem

**FINALISTS**

- ATAS International Inc., Allentown
- C. F. Martin & Co., Inc., Nazareth
- Lutron Electronics, Cooperstown
- PPL Corporation, Allentown

South Central

**WINNER**

Pierson Computing Connection, Inc., Mechanicsburg

**FINALISTS**

- AquaPhoenix Scientific, Hanover
- Dasher Services, Inc., Harrisburg
- PROYOS – the frozen yogurt place, Mechanicsburg
- Smith Land & Improvement Corporation, Camp Hill

Southeast

**WINNER**

The Vanguard Group, Valley Forge

**FINALISTS**

- Aerzen USA, Coatesville
- Jidan Cleaning, Philadelphia
- The Richardson Group Senior Citizen Living Quarters, Inc., Philadelphia
- VF Outlet, Waynesboro

**ENTREPRENEUR IMPACT AWARD**

Northwest

**WINNER**

Ken Davis & Brian Davis, Davis Alloys Manufacturing, LLC, Sharon

**FINALISTS**

- Jason Howls, Blooming Valley Landscape & Supply, LLC, Meadville
- Joseph H. Carter Jr., MS, CPO, FAAOP, Carter Orthopedics, Ltd., Southwest
- Joel Deuterman, Velocity Network, Inc., Erie
- Joie Deuterman, Velocity Network, Inc., Erie

Southwest

**WINNER**

David J. Danko, Quality Mould, Inc., Latrobe

**FINALISTS**

- Thomas Joseph, Epiphany Solar Water Systems LLC, Pittsburgh
- Robert DiNardi, L & S Machine Company, LLC, Latrobe
- Wendy Mascio, Medical Equipment Source, LLC, Mars
- Robert Kane, Reliant Holding, Inc., Indiana

North Central

**WINNER**

Daniel J. Cunningham, Penn Pallet, Inc., St. Marys

**FINALISTS**

- Monica Mitchell, BWP Bats, LLC, Brookville
- Richard F. Songer, Luminit Products Corporation, Bradford
- Todd Gordon, STAAR Distributing LLC, Reynoldsville
- Daniel G. Wortman, Wortman Controls Inc., St. Marys

Southern Alleghenies

**WINNER**

William C. Polacek, JWF Industries, Johnstown

**FINALISTS**

- Naomi Poe, Better Batter Gluten Free Flour, LLC, Altoona
- Donald Devorris, Blair Companies, Altoona
- David Peoples, Huntingdon Cinema, Inc., Huntingdon
- Debra Tumlin, Stone Town Gallery and Cafe, Huntingdon

Northern Tier

**WINNER**

Laurel Fischer Mueller, Soil Services Company, Inc., Forksville

**FINALISTS**

- Wayne Ferree, Ferree Studios, Tunkhannock
- Patricia Streifsky, The Forest City News, Inc., Forest City
- Aimee Plastow, Hotel Harrington, Dushore
- Brad S. Goodwin, Red Skillet, Wellsboro

Central

**WINNER**

Todd Erdley, Videon Central, Inc., State College

**FINALISTS**

- Donald F. Heaney, Ph.D., PE, Advanced Powder Products, Inc., Philipsburg
- Douglas Michael, Columbia County Bread and Granola, Bloomsburg
- Jessica Grill, Pomperil Street Soap Co., Millinburg

Northeast

**WINNER**

Patrick W. Sondone III, Net Driven, Scranton

**FINALISTS**

- Pamela-Jean Burlock, Greenway Solutions, Inc., Wilkes-Barre
- Richard Kane, Kane Is Able, Inc., Scranton
- Allie Mancino, Lake Region Micro Electronics, Hawley
- Lynn Banta, Outsourcing USA, Dallas

Lehigh Valley

**WINNER**

Tony Salvaggio, CAI Inc./Computer Aid, Allentown

**FINALISTS**

- Ed J. Corningro Jr., CyOptics, Inc., Breinigsville
- Satish Mohapatra, Dynalene Inc., Whitehall
- Richard Thompson, Freshpet, Bethlehem
- Primo A.ucerne, TerraGroup Corporation, Allentown

South Central

**WINNER**

Kenneth Hau II, Hawk Designs LLC, home of River Raider Off Road, Chambersburg

**FINALISTS**

- Sarah Lapnricher, Nuts About Granola, LLC, York
- William Craig, WebpageFX, Inc., Harrisburg
- Richard N. Wurzbach, York Laboratories, LLC dba MRG Labs, York

Southeast

**WINNER**

Donna L. Allie, Team Clean, Inc., Philadelphia

**FINALISTS**

- Jim Krul, IMET Corporation, Southampton
- Joe Messner Jr., JGM Inc., Downingtown
- Robert J. Moore, RJ Metrics, Philadelphia
- Bill Covaletti & Ron Barchet, Victory Brewing Company, Downingtown

**EXPORT IMPACT AWARD**

Northwest

**WINNER**

Betts Industries, Inc., Warren

**FINALISTS**

- ACUTEC Precision Machining, Inc., Meadville
- Fluid Engineering, Erie
- Logistics Plus, Erie
- Medart Inc., Elwood City

Southwest

**WINNER**

Chemlimage Corp., Pittsburgh

**FINALISTS**

- Ace Wire Spring & Form Co., Inc., McKees Rocks
- Cleveland Brothers Equipment Co., Murrysville
- IBACCOS, Pittsburgh
- SinterMet, LLC, Kittanning

North Central

**WINNER**

REICHdrill, Inc., Philipsburg

**FINALISTS**

- Kane Hardwood – a division of Collins Pine, Kane
- KMA Marketing Corporation, DuBois
- P.V. International, Inc., DuBois
- TomBob Outdoors, LLC, Ridgway

Southern Alleghenies

**WINNER**

UMF Medical, Johnstown

**FINALISTS**

- Bedford Forest Products, Inc., Bedford
- DeVilbiss Healthcare, Somerset
- John R. Wald Company, Inc., Huntingdon
- McLanahan Corporation, Hollidaysburg

Northern Tier

**WINNER**

Metalkraft Industries, Inc., Wellsboro

**FINALISTS**

- Hoffman/New Yorker Inc., Dushore
- Lubbering Corp., Troy
- Oak Hill Veneer, Inc., Troy
- Rocky Ridge Maple Farm, Middlesbury Center

Central

**WINNER**

AcousticsSheep, LLC, Bellefonte

**FINALISTS**

- Arcos Industries LLC, Mt. Carmel
- G & B Specialties, Inc., Berwick
- SilcoTek® Corporation, Bellefonte
- Wheeland Lumber Company Inc., Liberty

Northeast

**WINNER**

Vigon International, Inc., East Stroudsburg

**FINALISTS**

- Ashy/Tec, Inc., Hegins
- Gentex Corporation, Carbondale
- Scent-Sations, Inc., Wilkes-Barre
- Weiler Corporation, Cresco

Lehigh Valley

**WINNER**

Bitronics LLC/NovaTech LLC, Bethlehem

**FINALISTS**

- Apprise Software, Bethlehem
- Bio Med Sciences, Inc., Allentown
- Bioscience, Inc., Allentown
- Saladas Biomedical, Inc., Bethlehem

South Central

**WINNER**

Klinge Corporation, York

**FINALISTS**

- AllPure Technologies, Inc., New Oxford
- Fox Chapel Publishing, East Petersburg
- International Water Company, York
- Oakworks Inc., New Freedom
Southeast

**WINNER**

*Nielsen-Kellerman, Boothwyn*

**FINALISTS**

Packaging Progressions, Inc., Collegeville
Penn Emblem, Philadelphia
VideoRay LLC, Pottstown
Wallquest Inc., Wayne

JOBS FIRST IMPACT AWARD

Northwest

**WINNER**

*C&J Industries, Inc., Meadville*

**FINALISTS**

Accuride Corporation, Erie Operations, Erie
Blair LLC, Warren
Car Mate Trailers, Inc., Leeper
PMC Technologies, Inc, Erie

Southwest

**WINNER**

* Pace Industries, Airo Division, Loyalhanna*

**FINALISTS**

Chevron Appalachia, LLC, Moon Township
Johnson Matthey Inc., Emission Control Technologies, Smithfield
PFG Industries, Inc., Pittsburgh
Questeq, Coraopolis

North Central

**WINNER**

*Metco Industries, Inc., St. Marys*

**FINALISTS**

B&T Contractors Inc., Bradford
Global Fabrication, Inc., Dubois
Keystone Powdered Metal Company, St. Marys
Super Abrasive Machining Innovations LLC (SAM!), Ridgway

Southern Alleghenies

**WINNER**

*Curry Supply Company, Martinsburg*

**FINALISTS**

Asurion, Altoona
CTCI-CaerVision, Johnstown
Huntingdon Fiberglass Products, LLC, Huntingdon
ITI Trailers and Truck Bodies, Inc., Meyersdale

Northern Tier

**WINNER**

*Hoff Mechanical, Inc., Lawrenceville*

**FINALISTS**

Bishop Brothers Construction, Ulster
Diaz Companies, Kingsley
The Procter & Gamble Paper Products Company - Mehoopany Plant, Mehoopany
Sugar Hollow Water Services LLC, Tunkhannock

Central

**WINNER**

*Nittany Paper Mills Inc., Lewistown*

**FINALISTS**

Benton Foundry, Inc., Benton
Mission Critical Partners, Inc., Port Matilda
Publishers Service Associates Inc., Williamsport
Stahl Sheaffer Engineering, LLC, State College

Northeast

**WINNER**

*Sallie Mae, Inc., Wilkes-Barre*

**FINALISTS**

Cardinal Systems, Inc., Schuylkill Haven
Northeast Prestressed Products, LLC, Cressona
RAD MFG., Nescopeck
Solar Innovations, Inc., Pine Grove

Lehigh Valley

**WINNER**

*The Samuel Adams Pennsylvania Brewery, Breinigsville*

**FINALISTS**

abec, inc., Bethlehem
Bazzini LLC, Allentown
Crayola LLC, Easton
Follett Corporation, Easton

South Central

**WINNER**

*Volvo Construction Equipment, Shippensburg*

**FINALISTS**

Advanced Sciences (ASI), Millersburg
CounterTek Inc., Ephrata
Pennex Aluminum Company, Wellsville

Southeast

**WINNER**

*Urban Outfitters, Inc., Philadelphia*

**FINALISTS**

Barry Callebaut USA LLC, Eddystone
Comcast, Philadelphia
East Penn Mfg. Co., Inc., Lyon Station
Silcosky Global Helicopters, Inc., Coatesville

SMALL BUSINESS IMPACT AWARD

Northwest

**WINNER**

*Optical Filters USA, Meadville*

**FINALISTS**

First General Services of W. PA, Farrell
Klapec Auto Body Inc., Cranberry
Radio Adventures Corp. dba CS Technologies Plus, Serica

Southwest

**WINNER**

*Thorley Industries LLC dba 4moms, Pittsburgh*

**FINALISTS**

Genome Manufacturing Company, Inc., Smithfield
MCC International, Inc., McDonald
Wojanis Supply Company, Coraopolis

North Central

**WINNER**

*St. Marys Carbon, St. Marys*

**FINALISTS**

Embassy Powdered Metals, Inc., Emporium
Flickerwood Wine Cellars, Inc., Kane
MexAmerica Foods, LLC, St. Marys
Precision Compacted Components, Inc., Wilcox

Southern Alleghenies

**WINNER**

*Keller Engineers, Inc., Hollidaysburg*

**FINALISTS**

Blair Candy Co., Inc., Altoona
Children’s Express, Cresson
In-Ship Technologies, Johnstown
N.E. Reihart & Sons, Inc., Huntingdon

Northern Tier

**WINNER**

*Keck’s Food Service Inc., Millerton*

**FINALISTS**

Five Star Field Services Appalachia LLC, Wysax
Golis Machine, Inc., Montrose
Penn Tray Manufacturing, Inc., Troy
Stone Hedge Golf Club, Factoryville

Central

**WINNER**

*North Shore Railroad Company, Northumberland*

**FINALISTS**

Danville Pharmacy, Danville
Discovery Machine Inc., Williamsport
Rich Coast Corporation, Lewistown
Transport Designs, Inc., Montoursville

Lehigh Valley

**WINNER**

*HindlePower, Inc., Easton*

**FINALISTS**

Altitude Marketing, Emmaus
EcoTech Marine, Allentown
FCI Multiple Services, Easton
First Generation, Allentown

South Central

**WINNER**

*Legacy, Hanover*

**FINALISTS**

Astro Machine Works, Inc., Ephrata
Avanco International, Inc., Womelsdorf
Direct Wire & Cable, Inc., Denver
Flinchbaugh Company, Inc., Manchester

Southwest

**WINNER**

*Tellus’s Authentic Italian Food, Folcroft*

**FINALISTS**

Appetizing Fruit, Inc., Dauberville
ASI Technologies, Inc., Montgomeryville
Wash Cycle Laundry, Philadelphia
Y Prime, Inc., Malvern
Peoples is a natural gas distribution company that has been providing Western Pennsylvania with clean, safe and reliable natural gas service for more than 125 years.

From the industrial age to the technology era, Peoples has been an integral part of the fabric that makes up this region.

Our vision is to help Western Pennsylvania move forward by serving our customers well and supporting economic development in the region.

From the Peoples Gas employees living and working right here in Western Pennsylvania, we look forward to serving you and your communities, now and in the future.

We’re Peoples, Your Hometown Natural Gas Company.

www.peoples-gas.com
**Governor’s Action Team (GAT)**

GAT is a group of experienced economic development professionals who serve as a single point of contact for companies looking to establish new business operations in Pennsylvania or companies considering retention and/or expansion of existing Pennsylvania operations. Below is the list of contacts for the PA region.

**Regional Export Network (REN)**

REN provides manufacturers and service firms with export development services, including market research, market entry strategy development, technical support and access to grants and financing programs. Below is the list of providers and the Pennsylvania counties they serve.

<table>
<thead>
<tr>
<th>Region</th>
<th>Provider</th>
<th>Address</th>
<th>Contact Person</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>CENTRAL</td>
<td>Central Pennsylvania Regional Planning and Development Commission</td>
<td>651 Montmorenci Road, Ridgway, PA 15853</td>
<td>Christine Perneski</td>
<td>814-773-3162</td>
</tr>
<tr>
<td></td>
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<td><a href="http://www.ncentral.com">www.ncentral.com</a></td>
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<tr>
<td></td>
<td>North Central Pennsylvania Regional Planning and Development Commission</td>
<td>395 Seneca St., Oil City, PA 16301</td>
<td>Dorte Heffernan, Manager</td>
<td>814-677-4800</td>
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<td><a href="http://www.northwestpa.org">www.northwestpa.org</a></td>
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<td></td>
<td>North Central Pennsylvania Regional Planning and Development Commission</td>
<td>301 Fifth Ave., Suite 250, Pittsburgh, PA 15222</td>
<td>Dino Ramos, Senior Vice President</td>
<td>215-586-4246</td>
</tr>
<tr>
<td></td>
<td>Northwest Pennsylvania Regional Planning and Development Commission</td>
<td>3 Sheraton Drive, Altoona, PA 16601</td>
<td>Tina Taylor, Executive Director</td>
<td>717-843-1090</td>
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<tr>
<td></td>
<td>Susquehanna Economic Development Association (SEDA) - Council of Governments</td>
<td>201 Furnace Road, Lewisburg, PA 17837</td>
<td>Noelle Long, Director</td>
<td>570-524-4491</td>
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<td></td>
<td>World Trade Center Harrisburg</td>
<td>600 N. Hartley St., Suite 110, York, PA 17404</td>
<td>Tina Weyant, Executive Director</td>
<td>717-843-1090</td>
</tr>
<tr>
<td></td>
<td>World Trade Center of Greater Philadelphia</td>
<td>2 Penn Center, 1500 John F. Kennedy Blvd., Suite 305, Philadelphia, PA 19102</td>
<td>Contact: Tina Taylor</td>
<td>717-843-1090</td>
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<td><a href="http://www.wtccentralpa.org">www.wtccentralpa.org</a></td>
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<td><a href="http://www.wtccentralpa.org">www.wtccentralpa.org</a></td>
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</tbody>
</table>

**Lehigh University Small Business Development Center/Lehigh Export Network**

Lehigh University Stabler Complex
125 Goodman Drive
Bethlehem, PA 18015
Contact: Cora Landis, LexNet Coordinator
610-758-4350
cll4@lehigh.edu
www.lehigh.edu/sbdc
Region: Lehigh Valley
Counties served: Lehigh and Northampton

**Northern Tier Regional Planning and Development Commission**

312 Main St.
Towanda, PA 18848
www.nort hern tier.org
Contact: Cynthia Traore, Export Development Program Manager
412-391-5590, ext. 320
renabelshe@spcregion.org
Region: Northwest
Counties served: Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Washington and Westmoreland

**Southwestern Pennsylvania Commission**

2 Chatham Center, Suite 500
112 Washington Place
Pittsburgh, PA 15219
www.spcregion.org
Contact: Rena Liu-Belshe, Manager, International Trade
412-391-5590, ext. 320
renabelshe@spcregion.org
Region: Southwest
Counties served: Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Washington and Westmoreland

**Southern Alleghenies Planning and Development Commission**

3 Sheraton Drive
Altoona, PA 16601
www.sapdc.org
Contact: Tina Taylor, International Trade Program Manager
814-540-6617
ttaylor@sapdc.org
Region: Southern Alleghenies
Counties served: Bedford, Blair, Cambria, Fulton, Huntingdon and Somerset

**Susquehanna Economic Development Association (SEDA) - Council of Governments**

201 Furnace Road
Lewisburg, PA 17837
www.seda-cog.org/export
Contact: Noelle Long, Director, Export Development Program
814-677-4800, ext. 110
dorteh@northwestpa.org
Region: Northwest
Counties served: Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren

**World Trade Center Harrisburg**

600 N. Hartley St., Suite 110
York, PA 17404
www.wtccentralpa.org
Contact: Tina Weyant, Executive Director
717-843-1090
tina@wtccentralpa.org
Region: South Central
Counties served: Adams, Berks, Cumberland, Dauphin, Franklin, Lancaster, Lebanon and York
Pennsylvania’s Global Investment Representatives

Pennsylvania’s global investment representatives serve as business advocates and liaisons between federal, state and local governments and potential foreign investors. These overseas offices are committed to eliminating the barriers that foreign companies might encounter in investing, expanding and operating a business in Pennsylvania.

Department of Community & Economic Development (DCED)
Office of International Business Development (OIBD)
Commonwealth Keystone Building
400 North St., Fourth floor
Harrisburg, PA 17120-0225
USA
www.newPA.com
717-787-2190
ra-dcedsbcn@pa.gov

Australia and New Zealand
Contact: Angela Foley
Council of Great Lakes Governors
Suite 302, 147 King St.
Sydney NSW 2000
Australia
+61-2-9229-8555
failey@cglg-australia.org

Brazil
Contact: Fabio Yukio Yamada
Rua Helena 280, Suites 703 & 704
Sao Paulo – SP 04552-050
Brazil
+55-11-3044-2665 (Mobile)
fabio@tradebrz.com

Canada
Contact: Jason Rose
CIDEP Consultants
1274 Jean Talon E., Suite 202
Montreal, QC H2R 1W3
Canada
514-664-4772
j.rose@newpa.ca

China and Taiwan
Contact: Irene Tsai
Suite 7D-16, No. 5
Xin-Yi Rd., Sec. 5
Taipei 110
Taiwan
+886-2-8789-8855
pa.taipei@msa.hinet.net

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Bureau de la Pennsylvanie
35 Cours de la Liberté
69003 Lyon
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+33-0-471-963236
j.sponar@newpa.eu

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AHP Group
Karl-Heinrich-Ulrichs-Strasse 11
10787 Berlin
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+49-30-756-8754-12
peikert@newpa.de

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201 Infantry Court
130 Infantry Road
Bengaluru 560 001
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+91-80-2286-8732
paindiaoffice2@gmail.com

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Contact: Seth Vogelman
Mr. Jonathan Sternerg
Middle East Regional Office
POB 45005
91450 Jerusalem
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+972-2-571-0199
seth.vogelman@atid-edi.com, jon@atid-edi.com

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Bees Communication
Via Santo Stefano 32
40125 Bologna
Italy
+39-05-119-9886-50
patrizia.marani@beescommunication.it

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Fenetre Partners, LLC
Roppongi, Mikawadai Bldg 7F
4-8-7, Roppongi Minato-ku
Tokyo 106-0032
Japan
+81-3-5414-7866
takayama@pa-japan.org

Netherlands, Belgium (Flanders), Finland, Denmark, Norway and Sweden
Contact: Geert Hovens
St. Vitusstraat 12
5855 BM Well
The Netherlands
+31-72-50-81-65
ghovens@lancebv.com

United Kingdom, Ireland and Italy
Contact: Richard Kliner
133 Coombe Lane
London SW200QY
United Kingdom
+44-20-8944-6589
rkliner@aol.com

Small Business Champion Network
www.newPA.com/sbcn
800-280-3801, 717-783-5700
ra-dcedsbcn@pa.gov

Pennex, a leader in aluminum part manufacturing, specializes in recycling industrial aluminum to create unique finished products we use everyday.

Corporate Headquarters: Wellsville, PA
Additional plants in York and Greenville, PA and Leetonia, OH
www.pennexaluminum.com

** Our biggest concern with our wireless network was ensuring employee productivity while still allowing freedom. The PCCI solution with Meraki products allows this balance, and lets us make adjustments as our business changes.**

Let’s connect


Pierson Computing Connection Inc
Powering Technology for People®
piersoncci.com • 717.796.0493
Site Selection Tools
PASiteSearch.com

Revolutionize the way you search for commercial properties in Pennsylvania with one of the nation's best site selection tools! Recently recognized by Sigala Inc., a California-based development and consulting services firm, as having the No. 1 community search function, PASiteSearch allows you to have the competitive advantage in the corporate site selection process.

From health care and consumer expenses to the availability of rail access and utility services statistics, information on our red-hot locations is available to you at the click of a mouse. By using an intuitive GIS mapping system, PASiteSearch projects a visual layer of data onto the statewide database of properties. Powered by Google Maps technology, this state-of-the-art Web-mapping interface includes a host of features and available data to better showcase Pennsylvania's available commercial property to a worldwide audience. PASiteSearch enables users to explore with ease and convenience from the very beginning of the search process, providing businesses with an entry point to see why Pennsylvania is built to advance.

PASiteSearch features:
- The largest nationwide site selection network
- Built-in social media integration
- Google Maps-based street and satellite views
- Advanced GIS-based site selection tools
- Search by drive time, infrastructure and workforce
- Business data, demographic heat maps and much more!

Recognizing the BEST PLACES to work in PA

The Best Places to Work in PA is an exciting public-private initiative dedicated to identifying and recognizing Pennsylvania's best employers. If you think your organization has what it takes to be honored in this statewide annual list, or if you simply want to learn more about it, we invite you to visit www.bestplacestoworkinpa.com.

There you will find the 2014 list of the 100 Best Places to Work in PA and more about how your organization can participate.

The Best Places to Work in PA is a partnership of Team Pennsylvania Foundation, the Pennsylvanias Department of Community and Economic Development, Central Penn Business Journal, and the Pennsylvania State Council of SHRM. The program is managed by Best Companies Group.
Pennsylvania is back on the path to prosperity through the implementation of strategic initiatives that encourage business growth. DCED has identified various fundamental factors that must be addressed to ensure continual growth, including the ability of businesses to access capital.

Apply » newPA.com/single

Applications for most department program funding can be found on the Single Application for Assistance, unless otherwise noted. Some programs require addenda or supplements to accompany the application, so be sure to double-check the guidelines for any of these requirements before you apply online.

Get Help » newPA.com/contact-us or 866-466-3972

We’re more than happy to answer any questions regarding DCED’s programs. Not sure about completing the Single Application for Assistance? We’ll help you with that, too.

Site Selection » PAsiteSearch.com

This interactive, Web-based database contains information on sites and buildings throughout the commonwealth.

Programs » newPA.com/programs

The programs listed below are evolving regularly. Check online for the most up-to-date information.

<table>
<thead>
<tr>
<th>Program Title</th>
<th>FUNDING TYPE</th>
<th>FUNDING APPLICANTS &amp; BENEFICIARIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abandoned Mine Drainage Abatement and Treatment Program (AMDATP) – Act 13</td>
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<tr>
<td>Alternative and Clean Energy Program (ACE)</td>
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<td>Baseline Water Quality Data Program – Act 13</td>
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<tr>
<td>Ben Franklin Technology Partners Challenge Grant &amp; Alternative Energy Development Program (AEDP)</td>
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<td>BFTDA – University Research Commercialization Grant Funding</td>
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<tr>
<td>Broadband Outreach &amp; Aggregation Fund (BOAF)</td>
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<td>Building PA</td>
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<tr>
<td>Business in Our Sites Grants and Loans (BOS)</td>
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<td>Business Opportunities Fund (BOF)</td>
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<td>Community Based Services Tax Credit (CBSTC)</td>
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<td>Community Economic Development Loan Program (CED)</td>
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<td>Discovered and Developed in PA Program (DzPA)</td>
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<td>Educational Improvement Tax Credit Program (EITC)</td>
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<td>Export Financing Program</td>
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<td>Film Tax Credit Program</td>
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<td>First Industries Fund (FIF)</td>
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<td>Flood Mitigation Program (FMP)</td>
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<td>Global Access Program (GAP)</td>
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<td>Greenways, Trails and Recreation Program (GTRP) – Act 13</td>
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<td>Guaranteed Free Training Program (GFT-WEDnetPA)</td>
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<td>High Performance Building Program (HPB)</td>
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<td>Historic Preservation Tax Credit (HPTC)</td>
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<td>Industrial Sites Reuse Program (ISR)</td>
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<td>Job Creation Tax Credits (JCTC)</td>
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<td>Local Share Account Fund (LSA - Gaming Funds) Washington County</td>
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<td>Research and Development Tax Credit (R&amp;D)</td>
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<td>Tax Increment Financing Guarantee Program</td>
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<td>Water Supply and Wastewater Infrastructure Program (PennWorks)</td>
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<td>Watershed Restoration and Protection Program (WRPP)</td>
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Pennsylvania offers an impressive listing of post-secondary educational institutions, in all sizes and locations.

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Academy of Vocal Arts, Philadelphia
Albright College, Reading
Allegheny College, Meadville
All-State Career School, Essington, Lester and West Mifflin
Altoona Beauty School Inc., Altoona
Alvernia University, Reading
American Beauty Academy, Philadelphia
American College of Financial Services, Bryn Mawr
Anthem Institute, Springfield
Antonelli Institute, Erdenheim
Antonelli Medical and Professional Institute, Pottstown
Arcadia University, Glenside
Aria Health School of Nursing, Trevose
The Art Institute of Philadelphia, Philadelphia
The Art Institute of Pittsburgh, Pittsburgh
The Art Institute of York, York
Automotive Training Center, Exton and Warminster
Aviation Institute of Maintenance-Philadelphia, Philadelphia
Baltimore School of Massage, York
Baptist Bible College & Seminary of Pennsylvania, Clarks Summit
Barber School of Pittsburgh, Pittsburgh
Barone Beauty Academy, Williamsport
Beaver Falls Beauty Academy, Beaver Falls
Bella Capelli Academy, Monroeville
Berks Career & Technology Center, Leesport
Berks Technical Institute, Wyomissing
Biblical Theological Seminary, Hatfield
Bidwell Training Center Inc., Pittsburgh
Bloomburg University of Pennsylvania, Bloomsburg
Bradford School, Pittsburgh
Bryn Athyn College of the New Church, Bryn Athyn
Bryn Mawr College, Bryn Mawr
Bucknell University, Lewisburg
Bucks County Community College, Newtown, Bristol, Perkasie
Bucks County School of Beauty Culture Inc., Feasterville
Butler Beauty Academy, Butler
Butler County Community College, Butler
Byzantine Catholic Seminary of Saints
Cyril and Methodius, Pittsburgh
Cabrini College, Radnor
Cairn University, Langhorne
California University of Pennsylvania, California
Calvary Baptist Theological Seminary, Lansdale
Cambria-Rowe Business College, Indiana and Johnstown
Career Technology Center of Lackawanna County, Scranton
Career Training Academy, Monroeville, New Kensington and Pittsburgh
Carlow University, Pittsburgh
Carnegie Mellon University, Pittsburgh
CDE Career Institute, Tannersville
Cedar Crest College, Allentown
Central Penn College, Summerdale
Central Pennsylvania Institute of Science and Technology, Pleasant Gap
Central Susquehanna Intermediate Unit LPN Career, Lewisburg
Chambersburg Beauty School, Chambersburg
Chatham University, Pittsburgh
Chester County Intermediate Unit, Downingtown
Chestnut Hill College, Philadelphia
Cheyney University of Pennsylvania, Cheyney
Citizens School of Nursing, New Kensington
Clarion County Career Center Practical Nursing Program, Shippenville
Clariion University of Pennsylvania, Clarion
Clearfield County Career and Technology Center, Clearfield
The Commonwealth Medical College, Scranton
Commonwealth Technical Institute, Johnstown
Community College of Allegheny County, Pittsburgh
Community College of Beaver County, Monaca
Community College of Philadelphia, Philadelphia
Conemaugh Valley Memorial Hospital, Johnstown
Consolidated School of Business, Lancaster
Consolidated School of Business, York
Cortiva Institute-Pennsylvania School of Muscle Therapy, King of Prussia
Crawford County Career and Technical Center Practical Nursing Program, Meadville
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Gwynedd Mercy University, Gwynedd Valley
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Harris School of Business, Upper Darby
Harrisburg Area Community College, Gettysburg, Harrisburg, Lancaster, Lebanon and York
Harrisburg University of Science and Technology, Harrisburg
Haverford College, Haverford
Hazleton Area Career Center, Hazleton
Holy Family University, Philadelphia
Huntingdon County Career and Technology Center, Mill Creek
Hussian School of Art, Philadelphia
Immaculata University, Immaculata
Indiana County Technology Center, Indiana
Indiana University of Pennsylvania, Indiana
Institute of Medical Careers, Pittsburgh
International Academy of Medical Reflexology, Allentown
International Institute for Restorative Practices, Bethlehem
ITT Technical Institute, Dunmore, Harrisburg, Levittown, Philadelphia, Pittsburgh, Plymouth Meeting and Tarentum
Jameson Health System, New Castle
Jean Madeline Aveda Institute, Philadelphia
Jefferson County Dubois Area Vocational Technical Practical Nursing Program, Reynoldsville
JNA Institute of Culinary Arts, Philadelphia
Johnson College, Scranton
Jolie Hair and Beauty Academy, Hazleton and Wilkes-Barre
Joseph F McCloskey School of Nursing at Schuylkill Health, Pottsville
Juniata College, Huntingdon
Kaplan Career Institute, Broomall, Harrisburg, Philadelphia and Pittsburgh
Keystone College, La Plume
Keystone Technical Institute, Harrisburg
King’s College, Wilkes-Barre
Kittanning Beauty School, Kittanning
Kutztown University of Pennsylvania, Kutztown
L T International Beauty School, Philadelphia
La Roche College, Pittsburgh
La Salle University, Philadelphia
Lackawanna College, Scranton
Lafayette College, Easton
Lake Erie College of Osteopathic Medicine, Erie

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Lancaster School of Cosmetology, Lancaster
Lancaster Theological Seminary, Lancaster
Lansdale School of Business, North Wales
Lansdale School of Cosmetology Inc., Lansdale
Laurel Business Institute, Uniontown
Laurel Technical Institute, Sharon and Meadville
Lawrence County Career and Technical Center - Practical Nursing Program, New Castle
Lebanon County Area Vocational Technical School, Lebanon
Lebanon Valley College, Annville
Lehigh Carbon Community College, Schnecksville
Lehigh University, Bethlehem
Lenape Technical School Practical Nursing Program, Kittanning
Levittown Beauty Academy, Levittown
Lincoln Technical Institute, Allentown and Philadelphia
Lincoln University of Pennsylvania, Lincoln University
Lock Haven University, Lock Haven
Lutheran Theological Seminary at Gettysburg, Gettysburg
Lutheran Theological Seminary at Philadelphia, Philadelphia
Luzerne County Community College, Nanticoke
Lycoming College, Williamsport
Magnolia School, Ambler
Manor College, Jenkintown
Mansfield University of Pennsylvania, Mansfield
Marywood University, Scranton
McCann School of Business & Technology, Allentown, Carlisle, Dickson City, Hazle Township, Pottsville, Sunbury and Wilkes-Barre
Mercer County Career Center, Mercer
Mercy Hospital School of Nursing, Pittsburgh
Mercyhurst University, Erie and North East
Messiah College, Mechanicsburg
Metro Beauty Academy, Allentown
Metropolitan Career Center Computer Technology Institute, Philadelphia
Mifflin-Juniata Career and Technology Center, Lewistown
Millersville University of Pennsylvania, Millersville
Misericordia University, Dallas
Montgomery County Community College, Blue Bell
Moore College of Art and Design, Philadelphia
Moravian College, Bethlehem
Mount Aloysius College, Cresson
Muhlenberg College, Allentown
National Massage Therapy Institute, Philadelphia
Neumann University, Aston
New Castle Beauty Academy, New Castle
New Castle School of Trades, New Castle and Pulaski
NewCourtland Education Center, Philadelphia
Northampton County Area Community College, Bethlehem and Tannersville
Northeastern Hospital School of Nursing, Philadelphia
Northern Tier Career Center, Towanda
Northwest Regional Technology Institute, Erie
Orleans Technical Institute, Philadelphia
Pace Institute, Reading
Peirce College, Philadelphia
Penn Commercial Business/Technical School, Washington
Pennco Tech, Bristol
Pennsylvania Academy of Cosmetology Arts and Sciences, DuBois and Johnstown
Pennsylvania Academy of the Fine Arts, Philadelphia
Pennsylvania College of Art and Design, Lancaster
Pennsylvania College of Health Sciences, Lancaster
Pennsylvania College of Technology, Williamsport
Pennsylvania Gunsmith School, Pittsburgh
Pennsylvania Highlands Community College, Johnstown
Pennsylvania Institute of Health and Technology, Mount Braddock
Pennsylvania Institute of Taxidermy Inc., Ebensburg
Pennsylvania Institute of Technology, Media
Pennsylvania State University-College of Medicine, Hershey
Pennsylvania State University, Abington, Altoona, Center Valley, DuBois, Dunmore, Erie, Hazleton, Lehman, Lemont Furnace, Malvern, McKeesport, Media, Monaca, Middletown, Mont Alto, New Kensington, Reading, Schuylkill Haven, Sharon, University Park and York
Philadelphia College of Osteopathic Medicine, Philadelphia
Philadelphia University, Philadelphia
PITC Institute, Glenside
Pittsburgh Institute of Aeronautics, West Mifflin
Pittsburgh Institute of Mortuary Science Inc., Pittsburgh
Pittsburgh Technical Institute, Oakdale
Pittsburgh Theological Seminary, Pittsburgh
Pittsburgh's Ohio Valley Hospital School of Nursing, McKees Rocks
Point Park University, Pittsburgh
Precision Manufacturing Institute, Meadville
Prism Career Institute, Philadelphia and Upper Darby
Pulse Beauty Academy - A Paul Mitchell Partner School, Downingtown
Reading Area Community College, Reading
Reading Hospital School of Health Sciences, Reading
Reconstructionist Rabbinical College, Wyncoate
Reformed Presbyterian Theological Seminary, Pittsburgh
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Saint Joseph’s University, Philadelphia
Saint Luke’s Hospital School of Nursing, Bethlehem
Saint Margaret School of Nursing, Pittsburgh
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Saint Vincent Seminary, Latrobe
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Salus University, Elkins Park
Sanford-Brown Institute, Pittsburgh and Trevose
Schuykill Technology Center, Frackville
Seton Hill University, Greensburg
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Shippensburg University of Pennsylvania, Shippensburg
Slippery Rock University of Pennsylvania, Slippery Rock
Somerset County Technology Center, Somerset
South Hills Beauty Academy Inc., Pittsburgh
South Hills School of Business & Technology, Altoona and State College
Star Career Academy, Audubon and Philadelphia
Strayer University, Center Valley, King of Prussia, Philadelphia, Pittsburgh, Springfield, Trevose and Warrendale
Stroudsburg School of Cosmetology, Stroudsburg
Susquehanna County Career and Technology Center, Dimock
Susquehanna University,Selinsgrove
Swarthmore College, Swarthmore
Talmudical Yeshiva of Philadelphia, Philadelphia
Temple University, Philadelphia
Thaddeus Stevens College of Technology, Lancaster
Theological Seminary of the Reformed
Episcopal Church, Blue Bell
Thiel College, Greenville
Thomas Jefferson University, Philadelphia
Triangle Tech Inc., Bethlehem, DuBois, Erie, Greensburg, Pittsburgh and Sunbury
Trinity Episcopal School for Ministry, Ambridge
Universal Technical Institute of Pennsylvania Inc., Exton
University of Pennsylvania, Philadelphia
University of Phoenix, Harrisburg, Pittsburgh and Wayne
University of Pittsburgh Medical Center - Shadyside School of Nursing, Pittsburgh
University of Pittsburgh, Bradford, Greensburg, Johnstown, Pittsburgh and Titusville
University of Scranton, Scranton
The University of the Arts, Philadelphia
University of the Sciences, Philadelphia
Ursinus College, Collegeville
Valley Forge Christian College, Phoenixville
Valley Forge Military College, Wayne
Venango County Area Vocational Technical School, Oil City
Venus Beauty Academy, Sharon Hill
Vet Tech Institute, Pittsburgh
Villanova University, Villanova
The Vision Academy, Allentown
Washington & Jefferson College, Washington
Washington Hospital School of Nursing, Washington
Washington Hospital School of Radiography, Washington
Waynesburg University, Waynesburg
Welder Training and Testing Institute, Allentown
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Western Area Career and Technology Center, Canonsburg
Western Pennsylvania Hospital School of Nursing, Pittsburgh
Westminster College, New Wilmington
Westminster Theological Seminary, Glenside
Westmoreland County Community College, Youngwood
Widener University, Chester and Harrisburg
Wilkes University, Wilkes-Barre
Wilkes-Barre Area Career and Technical Center Practical Nursing, Wilkes Barre
Wilson College, Chambersburg
Won Institute of Graduate Studies, Glenside
World A Cuts Barber Institute, York
Wyo Tech-Blairsville, Blairsville
Yeshivath Beth Moshe, Scranton
York College Pennsylvania, York
York County School of Technology - Adult & Continuing Education, York
Yorktowne Business Institute, York
YTI Career Institute, Altoona, Mechanicsburg and York
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All-State Career, Lester
Alvernia University, Reading
Anthem College, Springfield
Automotive Training Center, Exton and Warminster
Aviation Institute of Maintenance, Philadelphia
Berks Technical Institute, Wyomissing
Bidwell Training Center Inc., Pittsburgh
Bradford School, Pittsburgh
Bucks County School of Beauty Culture Inc., Feasterville
Bucks County Community College, Newtown
Butler County Community College, Butler
CHI Institute, Broomall and Philadelphia
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Erie Institute of Technology Inc., Erie
Everest Institute, Pittsburgh
Forbes Road Career and Technology Center, Monroeville
Fortis College, Forty Fort and Scranton
Fortis Institute-Erie, Erie
Gannon University, Erie
Geneva College, Beaver Falls
Great Lakes Institute of Technology, Erie
Greater Altoona Career & Technology Center, Altoona
Greater Johnstown Career and Technology Center, Johnstown
Gwynedd Mercy College, Gwynedd Valley
Harcum College, Bryn Mawr
Harris School of Business, Upper Darby
Harrisburg Area Community College, Harrisburg
Holy Family University, Philadelphia
ITT Technical Institute, Bensalem, Dunmore, Harrisburg, King of Prussia, Pittsburgh and Tarentum
Indiana County Technology Center, Indiana
Johnson College, Scranton
Kaplan Career Institute, Harrisburg and Pittsburgh
Keystone College, La Plume
Keystone Technical Institute, Harrisburg
King's College, Wilkes-Barre
La Roche College, Pittsburgh
Lackawanna College, Scranton
Lancaster County Career and Technology Center, Willow Street
Lancaster School of Cosmetology, Lancaster
Lansdale School of Business, North Wales
Laurel Business Institute, Uniontown
Laurel Technical Institute, Sharon
Lehigh Carbon Community College, Schnecksville
Lincoln Technical Institute, Allentown and Philadelphia
Luzerne County Community College, Nanticoke
Manor College, Jenkintown
Mansfield University of Pennsylvania, Mansfield
McCann School of Business and Technology, Pottsville
Mercyhurst College, Erie
Metropolitan Career Center Computer Technology Institute, Philadelphia
Millersville University of Pennsylvania, Millersville
Montgomery County Community College, Blue Bell
Mount Aloysius College, Cresson
Muhlenberg College, Allentown
New Castle School of Trades, New Castle
Newport Business Institute, Lower Burrell
Northampton County Area Community College, Bethlehem
Northwest Regional Technology Institute, Erie
Orleans Technical Institute, Philadelphia
PJA School, Upper Darby
Pace Institute, Reading
Peirce College, Philadelphia
Penn Commercial Business/Technical School, Washington
Pennco Tech, Bristol
Pennsylvania College of Technology, Williamsport
Pennsylvania Highlands Community College, Johnstown
Pennsylvania Institute of Health and Technology, Mount Braddock
Pennsylvania Institute of Technology, Media
Pennsylvania School of Business, Allentown
Pennsylvania State University, Altoona, DuBois, Dunmore, Erie,
    Hazleton, Lehman, McKeesport, Mont Alto, Reading, Schuylkill
    Haven, Sharon, Uniontown, University Park, Upper Burrell and York
Pittsburgh Institute of Aeronautics, West Mifflin
Pittsburgh Technical Institute, Oakdale
Point Park University, Pittsburgh
Precision Manufacturing Institute, Meadville
Reading Area Community College, Reading
Rosedale Technical Institute, Pittsburgh
Saint Francis University, Loretto
Sanford-Brown College, Pittsburgh and Trevose
Schuylkill Technology Center, Frackville
Somerset County Technology Center, Somerset
South Hills School of Business & Technology, State College
Star Career Academy, Philadelphia
Temple University, Philadelphia
Thaddeus Stevens College of Technology, Lancaster
The Art Institutes, Philadelphia and York

The Reading Hospital School of Health Sciences, Reading
Thompson Institute, Philadelphia
Triangle Tech Inc., Bethlehem, DuBois, Erie, Greensburg,
    Pittsburgh and Sunbury
Universal Technical Institute, Exton
University of Pittsburgh, Bradford, Johnstown, Pittsburgh
    and Titusville
Vet Tech Institute, Pittsburgh
Washington Hospital School of Radiography, Washington
Waynesburg University, Waynesburg
Welder Training and Testing Institute, Allentown
West Chester University of Pennsylvania, West Chester
Westmoreland County Community College, Youngwood
Widener University, Chester
Wilson College, Chambersburg
Wyotech, Blairsville
YTI Career Institute, Altoona, Mechanicsburg and York
Yorktowne Business Institute, York

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*According to Inside Public Accounting (2014)
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