

2015 Edition

Business Today *in* PA

WORKING FOR BUSINESS

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and productive
workforce ► 12

FROM URBAN TO RURAL

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PA's regions ► 34



Built to *Advance*

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TEAM
Pennsylvania
FOUNDATION

— PENNSYLVANIA. BUILT TO ADVANCE. —



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT



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.

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Built to Advance

Why do business in PA?

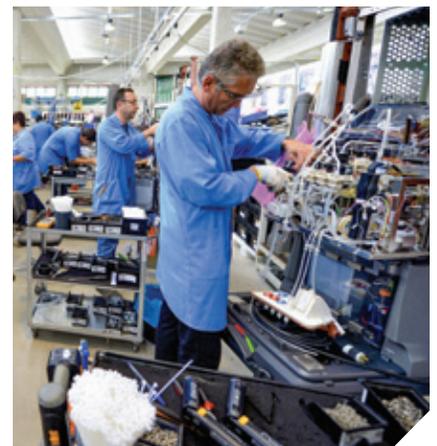


Working for Business

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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. —



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See which Pennsylvania companies and entrepreneurs were honored

Governor's
IMPACT
AWARDS
2014

Resources

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TEAM
Pennsylvania
FOUNDATION

BUILDING A BETTER PENNSYLVANIA

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- PENNONI ASSOCIATES, INC.
- WALMART
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- WILKES UNIVERSITY

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.

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PENNSYLVANIA CHAMBER OF BUSINESS AND INDUSTRY

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

SERVICES	2,675,189
RETAIL TRADE	1,275,489
MANUFACTURING	648,145
FINANCE, INSURANCE & REAL ESTATE	408,696
PUBLIC ADMINISTRATION	340,693
TRANSPORTATION & COMMUNICATIONS	307,879
WHOLESALE TRADE	279,057
CONSTRUCTION	238,731
AGRICULTURAL, FORESTRY & FISHING	61,838
UNCLASSIFIED	35,105
MINING	16,616

Source: PASiteSearch.com

FAST FACTS

- ✦ In 2014, Pennsylvania became the first U.S. state to host the World Forum for Foreign Direct Investment (FDI).
- ✦ Pennsylvania businesses can access 60 percent of the U.S. and Canada's population and six of the 10 largest U.S. markets — all within one day.
- ✦ Pennsylvanians enjoy a lower cost of living than all seven Northeast states.
- ✦ Pennsylvania leads the Mid-Atlantic region in the number of STEM credentials awarded.
- ✦ In the last six years, Pennsylvania's abundant resources have reduced natural gas prices by 50 percent and electricity prices by 40 percent.
- ✦ This year, Pennsylvania's state energy plan will help businesses take advantage of the second-largest energy field in the world.
- ✦ More than 270 of Pennsylvania's colleges and universities add highly skilled graduates annually to a labor force of 6.4 million.
- ✦ More than 2,200 life sciences companies in Pennsylvania can access \$55 million in R&D tax credits every year.
- ✦ Pennsylvania's 2,300 food processing companies ship more than \$32 billion worth of products in state and throughout the world annually.
- ✦ The Governor's ImPact Awards program honors 50 of Pennsylvania's leading companies and entrepreneurs annually.
- ✦ Every day, Pennsylvania life sciences companies fill more than 1,800 research, testing and medical labs with graduates from our 270 colleges and universities.

Fortune 500 Companies (2014)

28	AmerisourceBergen, Chesterbrook	313	Crown Holdings Inc., Philadelphia
44	Comcast, Philadelphia	324	Universal Health Services Inc., King of Prussia
118	Rite Aid Corp., Camp Hill	349	WESCO International Inc., Pittsburgh
166	United States Steel Corp., Pittsburgh	362	UGI Corp., King of Prussia
172	The PNC Financial Services Group Inc., Pittsburgh	366	The Hershey Co., Hershey
190	PPG Industries Inc., Pittsburgh	377	Mylan Inc., Canonsburg
209	Aramark Holdings Corp., Philadelphia	416	Erie Insurance Group, Erie
232	Lincoln National Corp., Radnor	421	Dick's Sporting Goods Inc., Coraopolis
234	PPL Corp., Allentown	434	CONSOL Energy Inc., Canonsburg
239	H.J. Heinz Co., Pittsburgh	498	Airgas Inc., Radnor
276	Air Products & Chemicals Inc., Allentown		

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

Pennsylvania's Awards 2013-14

Business Facilities Magazine

2013 Deal of the Year
Honorable Mention,
Urban Outfitters

Site Selection Magazine

2013 Governor's Cup
#1 in the Northeast
#4 nationwide

Business Facilities Magazine

2013 State of the Year
Runner Up

Area Development Magazine

2014 Silver Shovel Award

CoreNet Global

Economic Development Leadership Award
for work on The Navy Yard

FDI Association

Destination of the Future for Energy-Intensive Industries

NADO (National Association of Development Organizations)

2014 NADO Innovation Award for
the SAP&DC PA booth at Expomin 2014

Sigala Inc. Development and Consulting Services

PASiteSearch - State Selection Website Services
#1 for Community Search
#2 for Large States by Population

Business Facilities Magazine

#7 for Top States in Economic Growth Potential

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)

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.

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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 GatewaySM

- 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

- Retrains 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

EIGHTY YEARS AGO, OUR 22 FOUNDERS SCRAPED TOGETHER \$90.00 TO FORM THIS CREDIT UNION. Over time, we added more members, never losing sight of the importance of individuals working together so everyone can achieve more.

Because this is more than just a membership. It's not a points club or another tag to hang on your keys. It's making sure more than 400,000 members can have it all when it comes to FinancingLife®. And it's why this past January we gave back \$10,000,000 in cash to our membership, just like last year. Because it's the right thing to do.

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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.



Vanguard®

World-Class University System



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.

Post-Secondary & Higher Education

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

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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Studies **ESyou.**

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.

Pennsylvania was named the **2014 FDI Destination of the Future for Energy Intensive Industries** by the Foreign Direct Investment (FDI) Association.

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:

2ND in the nation for electricity generation

4TH in the nation for energy production

2ND in the nation for nuclear generation

4TH in the nation for coal production

2ND in the nation for natural gas 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



**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.





Manufacturing Here Is On Its Way Back.

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



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

Water Resources in PA

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.



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



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LEWIS STRATEGIC

Strategic Business Development

kelly@lewisstrategic.com
LewisStrategic.com

Kelly Lewis
 570.510.7745

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.

“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

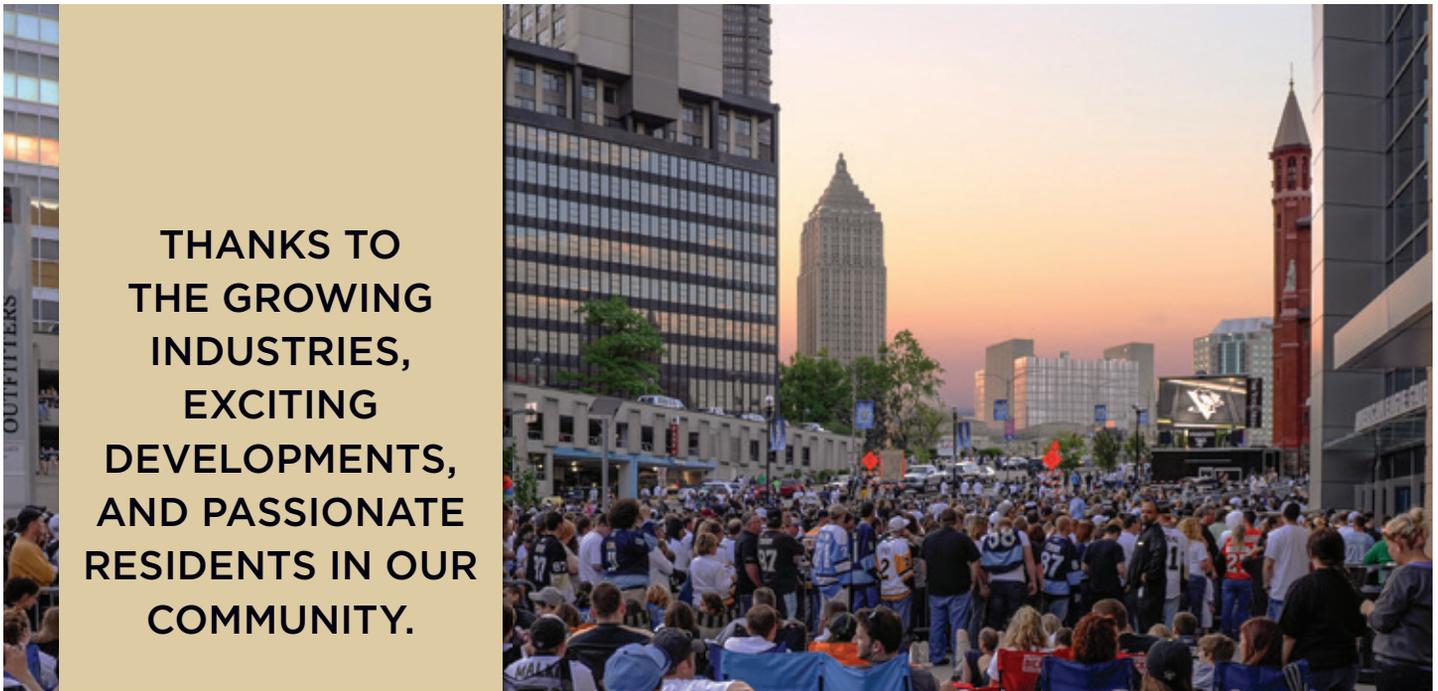


Infrastructure

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



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

YOU MAKE EVERY DAY A GREAT DAY FOR PITTSBURGH.





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.

Did you know? Pennsylvania has:

6 International Airports

66 Operating Railroads

4 Class I Railroads

3 Major Ports

7 Foreign Trade Zones

deep water, inland and Great Lakes access for convenient international importing and exporting.

The State Transportation Commission, building on the Act 89 transportation plan, has updated Pennsylvania's 12-year transportation program with a sizeable boost in much-needed transportation improvements. The new plan anticipates \$63.2 billion being available over the next 12 years for improvements to roads, bridges, transit systems, airports and railroads.

**A Leader in the Global Communications Industry...
A reliable friend & partner in the community!**

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!

CTDI's Accounting team receives a sponsorship award from the American Hotel Association.

CTDI employees help at Food Lines to collect donations for the Chester County Food Bank.

CTDI and our employees host the annual Community Christmas Party in West Chester, PA.

CTDI HQ: 1373 Enterprise Drive, West Chester, PA 19380 . 610.436.5203 . www.CTDI.com

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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

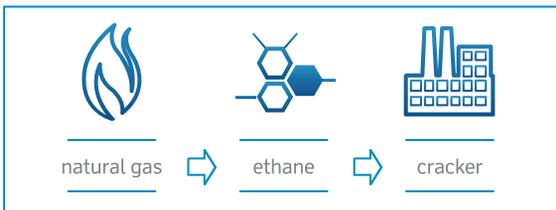
with a facility located in PA.

- 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.

ETHYLENE CHAIN PRODUCTION



intermediate products

PVC vinyl chloride ethylene glycol styrene polystyrene

 in the home trash bags detergent food packaging bottles cups housewares footwear clothes diapers stockings toys textiles	 auto care tires antifreeze sealants	 construction pool liners window siding carpet backing insulation flooring pipes paint adhesives films paper coatings models instrument lenses
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Economic Footprint of PA's Chemical Industry

- 10th largest chemical-producing state
- Ships \$7.8 billion in products around the world
- 4th largest manufacturing industry is the chemicals industry
- 57% higher average manufacturing wage of \$88,660
- Generates \$3.7 billion in payroll annually
- Provides more than 126,400 jobs both directly and indirectly
- Invests \$943 million to build and update equipment and facilities
- Generates \$1.04 billion in state, local and federal taxes

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.



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13 CAREER & TECH CENTERS

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BEDFORD COUNTY

Bette Slayton, President
Bedford County Development Assoc.
814-623-4816 | slayton@bcda.com
www.bcda.com



FULTON COUNTY

Clyde Bookheimer, Executive Director
Fulton Industrial Development Assoc.
717-325-0238 | fultonida@gmail.com
www.fultonida.com



BLAIR COUNTY

Marty Marasco, President/CEO
Altoona-Blair County Development Corp.
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www.abcdcorp.org



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Huntingdon County Business & Industry
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CAMBRIA COUNTY

Linda Thomson, President
Johnstown Area Regional Industries
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www.jari.com



SOMERSET COUNTY

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Somerset County Economic Dev. Council
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www.scedc.net

Manufacturing & Innovation

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.

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. 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.

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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)
- Manufacturing pay premium: **\$23,561** (2012)

Sources: U.S. Bureau of Economic Analysis, U.S. Census Bureau, International Trade Administration



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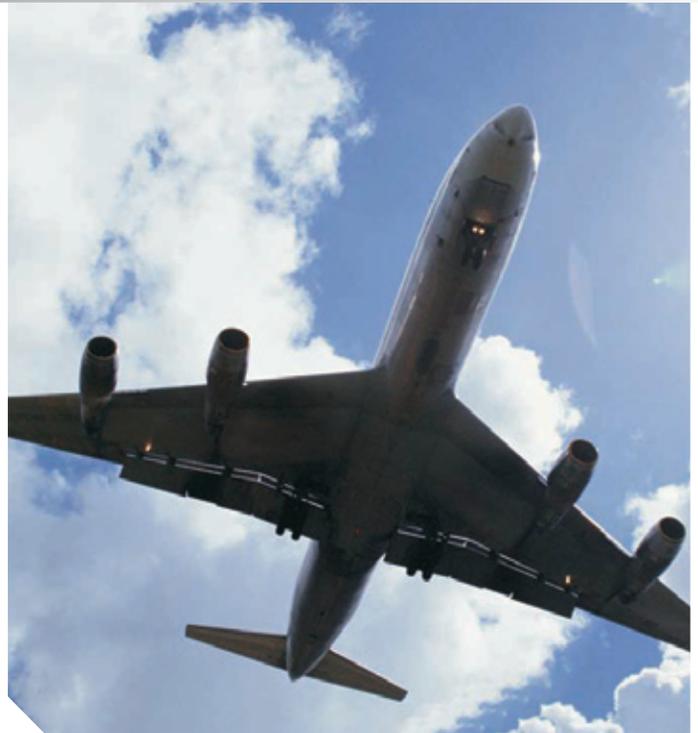
Aviation, Defense & Technology

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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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.



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Life Sciences, Medical Manufacturing & Diagnostics



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.

“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

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

- Fourth in the U.S. for bioscience-related patents (1,469 in 2013)
- More than 2,300 bioscience industry establishments
- More than 78,000 bioscience jobs

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.

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Northwest

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.





1

COUNTIES:

- Clarion
- Crawford
- Erie
- Forest
- Lawrence
- Mercer
- Venango
- Warren



CONTACT:

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 Northwest PA Regional Planning
 & Development Commission
 814-677-4800, ext. 112
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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



Southwest

An admired City of Pittsburgh anchors a thriving region

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.

After more than 30 years in business, AccuTrex continues to thrive in Southwest Pennsylvania and remains a strong member of the community.

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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 Catalyst Connection
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 pmitchell@catalystconnection.org

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

PA SiteSearch.com



Incentive Programs & Resources

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

Lehigh Valley

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GROW HERE.
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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:

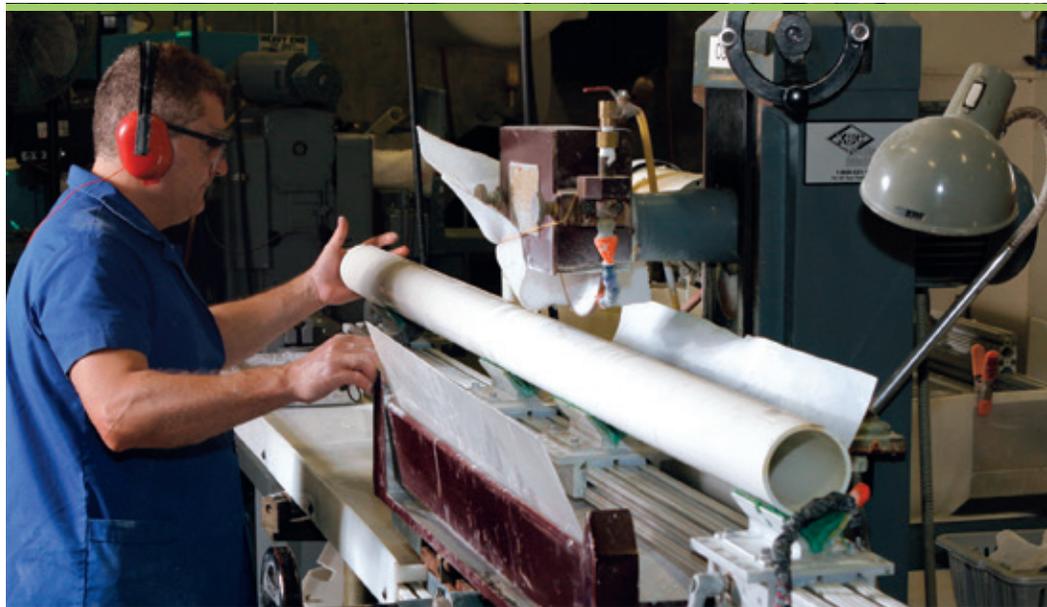


← HIGH VALUE BUSINESS SERVICES

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.

▼ 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.



LEHIGH VALLEY
economic development

North Central

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

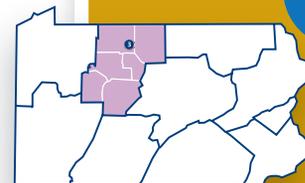
Blackbird Distillery, located outside of Brookville, Jefferson County, celebrated its grand opening with family, friends and fellow business owners on March 26, 2014. Blackbird Distillery uses corn and honey from the Finger Lakes region of New York for its products. The "shine" is completely handcrafted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





3



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.



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 frack 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.



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COUNTIES:

- Bedford
- Blair
- Cambria
- Fulton
- Huntingdon
- Somerset

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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.



COUNTIES:

- Bradford
- Susquehanna
- Sullivan
- Tioga
- Wyoming

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Top Industries

- Healthcare & Social Assistance
- Government
- Manufacturing
- Retail Trade
- Construction



Major Regional Employers

- Cargill Meat Solutions Corp.
- Global Tungsten & Powders Corp.
- Guthrie Clinic Ltd.
- Procter & Gamble Paper Products Co.
- Robert Packer Hospital Inc.



Incentives Programs & Resources

- Area Lending Organizations (ALOs)
- Industrial Development Organizations (IDCs)
- Keystone Opportunity Zone (KOZ)
- Local Development District (LDD)
- Procurement Technical Assistance (PTAC)
- Regional Export Network (REN)
- Workforce Investment Board (WIB)



Building/Site Availability

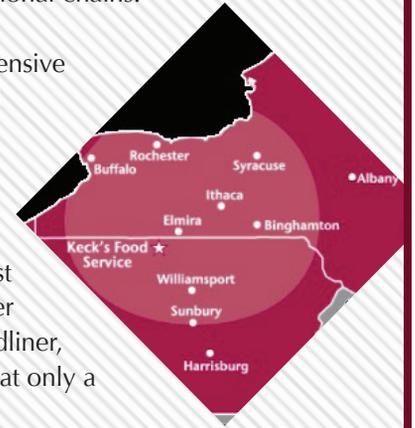
PASiteSearch.com



Reck's Food Service
 since 1964

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 a 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.



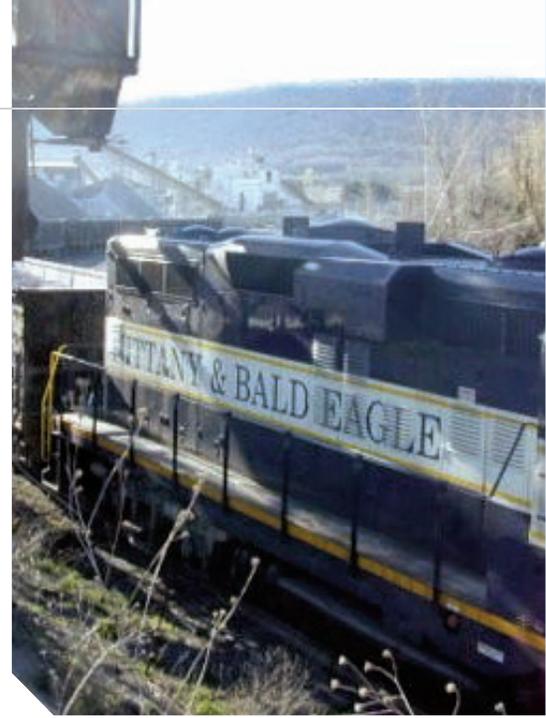
Keck's USDA operation and Multi-temp warehousing and distribution facility are located in a rural area of Tioga County; Millerton, PA. Although rural, the operational advantages associated with being a PA based company with the location and reach to service both our PA and NY State customers has proven 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.



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 www.kecksfoodservice.com

Central

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

Northeast

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 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.



Lehigh Valley

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.





8



COUNTIES:

Lehigh
Northampton

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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

A strategic location and transportation network fuel growth

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.

Webpage FX 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.



9



COUNTIES:

- Adams
- Cumberland
- Dauphin
- Franklin
- Lancaster
- Lebanon
- Perry
- York

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Top Industries

- Advanced Manufacturing
- Agriculture & Food Processing
- 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.

Southeast

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: 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 ExporTech™ 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.

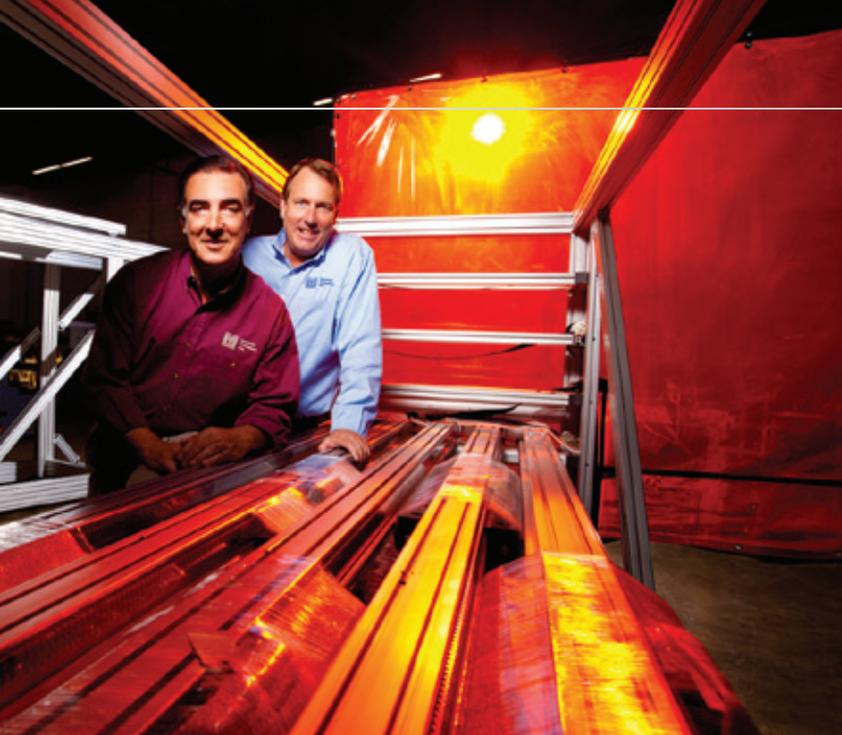
Success Story: Comcast Corp.

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.





10



COUNTIES:

- Berks
- Bucks
- Chester
- Delaware
- Montgomery
- Philadelphia

CONTACT:

Therese Flaherty, Director
 Wharton Small Business Development Center
 215-898-4861
 flaherty@wharton.upenn.edu
 www.whartonsbdc.wharton.upenn.edu



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 Economic Alliance

Together we prosper.

Unleash Your Creativity in York County, PA

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.



York County Economic Alliance

Phone: 717.848.4000 | www.ycea-pa.org

144 Roosevelt Avenue

York, PA 17401

Fax: 717.843.8837

146 Carlisle Street

Hanover, PA 17331

Phone: 717.637.6130 | Fax: 717.637.9127



www.facebook.com/YorkCountyEconomicAlliance



www.twitter.com/yceapa



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."

Partners:



Presenting Sponsor:



Major Sponsor:



Supporting Sponsors:



COMMUNITY IMPACT AWARD

Northwest

WINNER

MacDonald, Illig, Jones & Britton LLP, Erie

FINALISTS

Barr's Insurance Inc., Oil City
Burford & Henry Real Estate Services, Shipperville
Klapec Trucking Co., Oil City
Provider Resources, Inc., Erie

Southwest

WINNER

Buchanan Ingersoll & Rooney, Pittsburgh

FINALISTS

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

North Central

WINNER

GKN Sinter Metals, Emporium

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
Galliker 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, Blossburg

Central

WINNER

Webster's Bookstore Café, Inc., State College

FINALISTS

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

Northeast

WINNER

Benco Dental, Pittston

FINALISTS

Diamond Manufacturing Company, Wyoming
Harold's Pharmacy, Inc., Wilkes-Barre
Highlights for Children, Honesdale
Quandel Construction Group, Inc., Scranton

For more program details:



← Scan me with your smartphone!

continued on page 60 ▶



Lehigh Valley

WINNER

B. Braun Medical, Inc., Bethlehem

FINALISTS

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

South Central

WINNER

Pierson Computing Connection, Inc., Mechanicsburg

FINALISTS

AquaPhoenix Scientific, Hanover
Dasher Services, Inc., Harrisburg
FROYOS – 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, Wyomissing

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., Titusville
Colleen Moore Mezler, Moore Research Services, Inc., Erie
Joel Deuteran, 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, Luminite 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 Striefsky, 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, Pompeii Street Soap Co., Mifflinburg
Brian J. Hoopsick, Professional Satellite Repair, Inc. dba P.S.R., Inc., Philipsburg

Northeast

WINNER

Patrick W. Sandone 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. Coringrato Jr., CyOptics, Inc., Breinigsville
Satish Mohapatra, Dynalene Inc., Whitehall
Richard Thompson, Freshpet, Bethlehem
Primo L. Acernese, TerraGroup Corporation, Allentown

South Central

WINNER

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

FINALISTS

Sarah Lanphier, 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

Tom Krol, IMET Corporation, Southampton
Joe Messner Jr., JGM Inc., Downingtown
Robert J. Moore, RJ Metrics, Philadelphia
Bill Covaleski & Ron Barchet, Victory Brewing Company, Downingtown

EXPORT IMPACT AWARD

Northwest

WINNER

Betts Industries, Inc., Warren

FINALISTS

ACUTECH Precision Machining, Inc., Meadville
Fluid Engineering, Erie
Logistics Plus, Erie
Medart Inc., Ellwood City

Southwest

WINNER

ChemImage Corp., Pittsburgh

FINALISTS

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

North Central

WINNER

REICHdrill, Inc., Philipsburg

FINALISTS

Kane Hardwood – a Division of Collins Pine, Kane
KMA Remarketing 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, Middlebury 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

Ash/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
Saladax 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., Collegetown
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
FMC Technologies, Inc., Erie

Southwest

WINNER

Pace Industries, Airo Division, Loyalhanna

FINALISTS

Chevron Appalachia, LLC, Moon Township
Johnson Matthey Inc., Emission Control Technologies, Smithfield
PPG 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 (SAMI), 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 L.L.C., 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 Scientifics (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
Sikorsky 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, Seneca

Southwest

WINNER

Thorley Industries LLC dba 4moms, Pittsburgh

FINALISTS

Gerome 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, Cressona
In-Shore Technologies, Johnstown
N.E. Reihart & Sons, Inc., Huntingdon

Northern Tier

WINNER

Keck's Food Service Inc., Millerton

FINALISTS

Five Star Field Services Appalachia LLC, Wysox
Golis Machine, Inc., Montrose
Penn Troy 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

Northeast

WINNER

Kevin's® Worldwide, Scranton

FINALISTS

Cornell Storefront Systems, Wilkes-Barre
MegaPhase LLC, Stroudsburg
Paradigm Labs, Pine Grove
Veterinary Referral and Emergency Center, Clarks Summit

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., Wormleysburg
Direct Wire & Cable, Inc., Denver
Flinchbaugh Company, Inc., Manchester

Southeast

WINNER

Talluto's Authentic Italian Food, Folcroft

FINALISTS

Appeeling Fruit, Inc., Dauberville
ASI Technologies, Inc., Montgomeryville
Wash Cycle Laundry, Philadelphia
Y Prime, Inc., Malvern

WE ARE PEOPLES.



*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.

CENTRAL

155 N. 15th St.
Lewisburg, PA 17837
570-523-0897

LEHIGH VALLEY

2158 Avenue C
Bethlehem, PA 18017
717-433-8587

NORTHWEST

100 State St., Suite 205
Erie, PA 16507
814-871-4770

SOUTHWEST

301 Fifth Ave., Suite 250
Pittsburgh, PA 15222
412-565-2884

HARRISBURG (HEADQUARTERS)

400 North St.
Harrisburg, PA 17120
717-787-8199

NORTHEAST

409 Lackawanna Ave.
Scranton, PA 18503
570-963-4573

SOUTHEAST

200 S. Broad St., 11th floor
Philadelphia, PA 19102
215-560-5822

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.

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.northerntier.org
Contact: Cynthia Traore, Export Development Program Manager
570-265-1534
traore@northerntier.org
Region: Northern Tier
Counties served: Bradford, Sullivan, Susquehanna, Tioga and Wyoming

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

World Trade Center of Greater Philadelphia

2 Penn Center
1500 John F. Kennedy Blvd., Suite 305
Philadelphia, PA 19102
www.wtcphila.org
Contact: Dino Ramos, Senior Vice President
215-586-4246
dramos@wtcphila.org
Region: Southeast
Counties served: Bucks, Chester, Delaware, Montgomery and Philadelphia

North Central Pennsylvania Regional Planning and Development Commission

651 Montmorenci Road
Ridgway, PA 15853
www.ncentral.com
Contact: Christine Perneski, Export Marketing Director
814-773-3162
ncexport@ncentral.com
Region: North Central
Counties served: Cameron, Clearfield, Elk, Jefferson, McKean and Potter

Northwest Pennsylvania Regional Planning and Development Commission

395 Seneca St.
Oil City, PA 16301
www.northwestpa.org
Contact: Dorte Heffernan, Manager, International Trade Program
814-677-4800, ext. 110
dorteh@northwestpa.org
Region: Northwest
Counties served: Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren

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
570-524-4491, ext. 7330
nlong@seda-cog.org
Region: Central
Counties served: Centre, Clinton, Columbia, Juniata, Lycoming, Mifflin, Montour, Northumberland, Perry, Snyder and Union

Northeastern Pennsylvania Alliance

1151 Oak St.
Pittston, PA 18640
www.nepa-alliance.org
Contact: Michael Horvath, Director, International Development
570-655-5581, ext. 247
mhorvath@nepa-alliance.org
Region: Northeast
Counties served: Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne

Southern Alleghenies Planning and Development Commission

3 Sheraton Drive
Altoona, PA 16601
www.sapdc.org
Contact: Tina Taylor, International Trade Program Manager
814-949-6517
ttaylor@sapdc.org
Region: Southern Alleghenies
Counties served: Bedford, Blair, Cambria, Fulton, Huntingdon and Somerset

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
717-787-7190
ra-dcedcs@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
afoley@cglg-australia.org

Brazil

Contact: Fabio Yukio Yamada
Rua Helena 280, Suites 703 & 704
Sao Paulo – SP 04552-050
Brazil
+55-11-3044-4848
+55-11-97207-2065 (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

France, Belgium (Wallonia) and Switzerland

Contact: Johann Sponar
Groupe SALVEO
Bureau de la Pennsylvanie
35 Cours de la Liberté
69003 Lyon
France
+33-0-481-763236
j.sponar@newpa.eu

Germany, Austria, Switzerland and Poland

Contact: Stefan Peikert
AHP Group
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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.

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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.

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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.

Program Title	FUNDING TYPE					FUNDING APPLICANTS & BENEFICIARIES			Program Website
	Grant	Loan	Loan Guarantee	Tax Credit	Bonds	Business	Community/ Nonprofit	Local Governments	
Abandoned Mine Drainage Abatement and Treatment Program (AMDATP) – Act 13	☑					☑	☑	☑	newPA.com/amdatp
Alternative and Clean Energy Program (ACE)	☑	☑	☑			☑	☑	☑	newPA.com/ace
Baseline Water Quality Data Program – Act 13	☑					☑	☑	☑	newPA.com/bwqdp
Ben Franklin Technology Partners Challenge Grant & Alternative Energy Development Program (AEDP)	☑					☑			newPA.com/challenge
BFTDA – University Research Commercialization Grant Funding	☑					☑	☑		newPA.com/bftda-university
Broadband Outreach & Aggregation Fund (BOAF)	☑					☑	☑		newPA.com/boaf
Building PA		☑				☑			newPA.com/building-pa
Business in Our Sites Grants and Loans (BOS)		☑				☑	☑		newPA.com/bos
Business Opportunities Fund (BOF)		☑				☑	☑		newPA.com/bof
Community Based Services Tax Credit (CBSTC)				☑		☑	☑		newPA.com/cbstc
Community Economic Development Loan Program (CED)		☑				☑			newPA.com/ced
Discovered and Developed in PA Program (D2PA)	☑					☑	☑	☑	newPA.com/d2pa
Educational Improvement Tax Credit Program (EITC)				☑		☑	☑		newPA.com/eitc
Export Financing Program		☑				☑			newPA.com/efp
Film Tax Credit Program				☑		☑			newPA.com/film
First Industries Fund (FIF)		☑	☑			☑			newPA.com/fif
Flood Mitigation Program (FMP)	☑					☑	☑	☑	newPA.com/fmp
Global Access Program (GAP)	☑					☑			newPA.com/gap
Greenways, Trails and Recreation Program (GTRP) – Act 13	☑					☑	☑	☑	newPA.com/gtrp
Guaranteed Free Training Program (GFT-WEDnetPA)	☑					☑			newPA.com/gft

Program Title	FUNDING TYPE					FUNDING APPLICANTS & BENEFICIARIES			
	Grant	Loan	Loan Guarantee	Tax Credit	Bonds	Business	Community/ Nonprofit	Local Governments	Program Website
High Performance Building Program (HPB)	☑	☑	☑			☑			newPA.com/hpb
Historic Preservation Tax Credit (HPTC)				☑		☑			newPA.com/hptc
Industrial Sites Reuse Program (ISR)	☑	☑				☑	☑	☑	newPA.com/isr
Infrastructure and Facilities Improvement Program (IFIP)	☑					☑	☑	☑	newPA.com/ifip
Job Creation Tax Credits (JCTC)				☑		☑			newPA.com/jctc
Keystone Innovation Network (KIN)	☑					☑	☑		newPA.com/kin
Keystone Innovation Zone Tax Credit Program				☑		☑			newPA.com/kiztc
Keystone Opportunity Zones (KOZ)				☑		☑			newPA.com/koz
Keystone Special Development Zone (KSDZ)				☑		☑			newPA.com/ksdz
Local Share Account Fund (LSA - Gaming Funds) Washington County	☑						☑	☑	newPA.com/lsawashington
Local Share Account Fund (LSA - Gaming Funds) Luzerne County	☑						☑	☑	newPA.com/lsaluzerne
Local Share Account Fund (LSA - Gaming Funds) Monroe County	☑						☑	☑	newPA.com/lsamonroe
Machinery and Equipment Loan Fund (MELF)		☑				☑			newPA.com/melf
Marketing to Attract Tourists	☑					☑	☑		newPA.com/marketing-tourists
Multimodal Transportation Fund	☑					☑	☑		newPA.com/multimodal
Neighborhood Assistance Program (NAP)				☑		☑	☑		newPA.com/nap
Neighborhood Assistance, Enterprise Zone Tax Credit (NAP/EZP)				☑		☑			newPA.com/nap-ezp
New PA Venture Capital Investment Program		☑				☑			newPA.com/venture-capitalinvestment
Opportunity Scholarship Tax Credit Program (OSTC)				☑		☑	☑		newPA.com/ostc
Orphan or Abandoned Well Plugging Program (OAWP) – Act 13	☑					☑	☑	☑	newPA.com/oawp
Partnerships for Regional Economic Performance (PREP)	☑					☑	☑		newPA.com/prep
PEDFA Tax Exempt Bond Program					☑	☑	☑		newPA.com/pedfa-tax-exempt-bond
PEDFA Taxable Bond Program					☑	☑	☑		newPA.com/pedfa-taxable-bond
Pennsylvania Capital Access Program (PennCAP)			☑			☑			newPA.com/penncap
Pennsylvania Community Development Bank Loan Program (PCD Bank)		☑				☑	☑		newPA.com/pcdbank
Pennsylvania First	☑	☑	☑			☑			newPA.com/pafirst
Pennsylvania Industrial Development Authority (PIDA)		☑				☑	☑		newPA.com/pida
Pennsylvania Infrastructure Bank (PIB) (PA Dept of Transp Program)		☑				☑	☑	☑	newPA.com/pib
Pennsylvania Infrastructure Technology Alliance (PITA)						☑			newPA.com/pita
Pennsylvania Minority Business Development Authority (PMBDA)		☑				☑			newPA.com/pmbda
Pennsylvania Regional Center — New American Development Fund		☑				☑			newPA.com/nadf
Pennsylvania Small Business Credit Initiative (SSBCI)		☑				☑			newPA.com/ssbci
Pollution Prevention Assistance Account Program (PPAA)		☑				☑			newPA.com/ppaa
Regional Investment Marketing (RIM)	☑					☑	☑		newPA.com/rim
Renewable Energy Program – Geothermal and Wind Projects	☑	☑	☑			☑	☑	☑	newPA.com/renewableenergy
Research and Development Tax Credit (R&D)				☑		☑			newPA.com/rd
Second Stage Loan Program			☑			☑			newPA.com/second-stage-loan
Small Business First (SBF)		☑				☑			newPA.com/sbf
Solar Energy Program (SEP)	☑	☑	☑			☑	☑	☑	newPA.com/sep
Tax Increment Financing Guarantee Program			☑			☑			newPA.com/tif
Water Supply and Wastewater Infrastructure Program (PennWorks)	☑	☑				☑	☑	☑	newPA.com/pennworks
Watershed Restoration and Protection Program (WRPP)	☑					☑	☑	☑	newPA.com/wrpp

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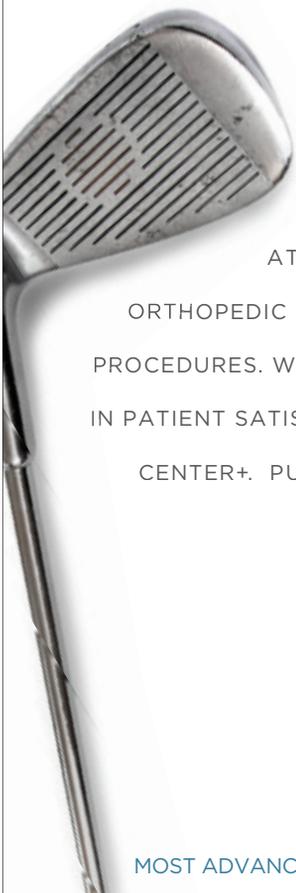
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- Altoona Beauty School Inc., Altoona
- Alvernia University, Reading
- American Beauty Academy, Philadelphia
- American College of Financial Services, Bryn Mawr
- Anthem Institute, Springfield
- Antonelli Institute, Erdenheim
- Antonelli Medical and Professional Institute, Pottstown
- Arcadia University, Glenside
- Aria Health School of Nursing, Treose
- 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
- Bloomsburg 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, Shipperville
- Clarion 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



- Curtis Institute of Music, Philadelphia
- DCI Career Institute, Monaca
- Dean Institute of Technology, Pittsburgh
- Delaware County Community College, Media
- Delaware County Technical School - Practical Nursing Program, Broomall
- Delaware Valley College, Doylestown
- DeSales University, Center Valley
- DeVry University, Fort Washington
- Dickinson College, Carlisle
- The Dickinson School of Law of the Pennsylvania State University, Carlisle
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- Drexel University, Philadelphia
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- Forbes Road Career and Technology Center, Monroeville
- Fortis Institute-Erie, Erie, Forty Fort and Scranton
- Franklin and Marshall College, Lancaster
- Franklin County Career and Technology Center, Chambersburg
- Gannon University, Erie
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 Holy Family University, Philadelphia
 Huntingdon County Career and Technology Center, Mill Creek
 Hussian School of Art, Philadelphia
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 Jean Madeline Aveda Institute, Philadelphia
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 Joseph F McCloskey School of Nursing at Schuylkill Health, Pottsville
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 Keystone Technical Institute, Harrisburg
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NewCourtland Education Center, Philadelphia
Northampton County Area Community College, Bethlehem and Tannersville
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Northern Tier Career Center, Towanda
Northwest Regional Technology Institute, Erie
Orleans Technical Institute, Philadelphia
Pace Institute, Reading
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Penn Commercial Business/Technical School, Washington
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Pennsylvania Academy of the Fine Arts, Philadelphia
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Pennsylvania College of Health Sciences, Lancaster
Pennsylvania College of Technology, Williamsport
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Pennsylvania Highlands Community College, Johnstown
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Schuylkill Technology Center, Frackville
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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
West Chester University of Pennsylvania, West Chester
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



Career & Technology Schools

With a focus on building specific skills and careers, these Pennsylvania schools are tremendous assets for strengthening our workforce.

- 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
- California University of Pennsylvania, California
- Cambria-Rowe Business College, Indiana and Johnstown
- Central Penn College, Summerdale
- Central Pennsylvania Institute of Science and Technology, Pleasant Gap
- Clarion University of Pennsylvania, Clarion
- 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 and York
- DCI Career Institute, Monaca
- DPT Business School, Philadelphia
- DeVry University, Fort Washington
- Dean Institute of Technology, Pittsburgh
- Delaware County Community College, Media
- Delaware Valley College, Doylestown
- Douglas Education Center, Monessen
- Drexel University, Philadelphia
- DuBois Business College, DuBois, Huntingdon and Oil City
- Edinboro University of Pennsylvania, Edinboro
- Erie Business Center, Erie and New Castle
- 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 Trevese
[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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