

## Northeast

# Cities lead the way with redevelopment

**T**he 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.

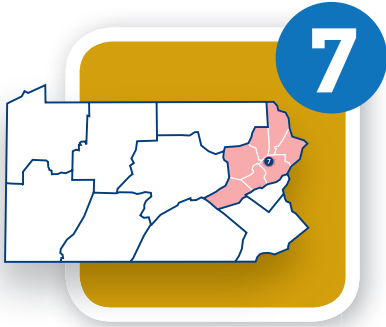
"Lake Region Micro Electronics Corporation continues to build on our past performance, from small-contract awards with various DOD agencies as a direct result of the PTAC support staff, their bid-matching program and contacts I have made through the PTAC program opportunities," Mancino said.

### 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.

