



British company locates in Greater Hazleton

Company official promotes Hazleton area at U.K. trade conference

An international company has chosen Greater Hazleton as its United States location and is actively promoting the area to other companies throughout the United Kingdom.

ABF, which designs and manufactures unique office furniture solutions through its Kite Table brand, has located its United States offices in the CAN DO Corporate Center in Drums.

"We feel that Hazleton is a great area in which to invest and that the area will be very beneficial for our business," said company President and Chief Executive Officer Darren Buttle. "We were

Buttle said Greater Hazleton offered many advantages for his company, including a good selection of available, quality properties; a well-educated labor force; proximity to key U.S. markets; quality of life and beautiful outdoor settings.

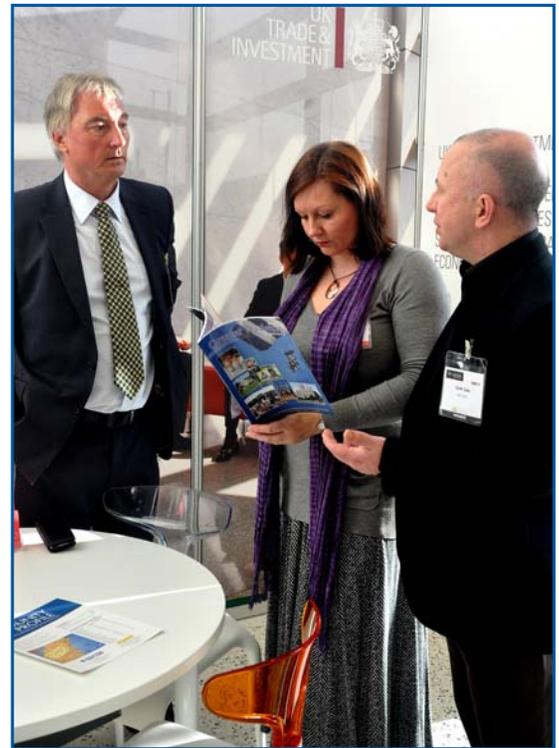
looking for a property with plenty of space and opportunity to grow and that offered a 'wow' factor. We found all that and more in the CAN DO Corporate Center."

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He cited the support from CAN DO and Penn's Northeast as vital to his decision, saying, "What I really liked is that people here were actually listening to what we needed and identifying properties that were suitable to our business. That, in particular, stood out to us. Joe Lettiere of CAN DO and Penny Canella of Penn's Northeast both took a great deal of interest in our business and learning more about what we do. They also helped identify contacts and various incentives for us."

Lettiere said, "We are happy to have matched ABF with an appropriate location in the CAN DO Corporate Center. ABF demonstrates the diversity of companies in CAN DO's industrial parks and corporate center and we welcome them to the area."

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Darren Buttle, right, president and chief executive officer of ABF USA, located in the CAN DO Corporate Center in Drums, served as one of the speakers during Venturefest Yorkshire in the United Kingdom, during which he promoted Greater Hazleton as an ideal business location. From left: Graham Percival, deputy international trade director at United Kingdom Trade and Investment Network; Rebecca Parsley, ABF communications consultant, and Buttle review literature on Greater Hazleton during Venturefest.

CAN DO's website offers data, statistical info

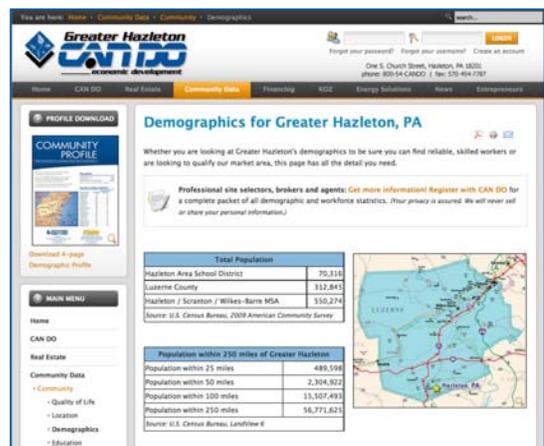
CAN DO's website, www.hazletoncando.com, is an excellent resource for brokers, developers and site selectors, enabling them to access information quickly and easily.

The site features extensive data and statistics that are viewable on the website and as a download. The information includes details on population, education, labor market information and wage rates. The demographic and workforce information complements other data on the site, including details about industry clusters, top employers and workforce resources as well as a searchable real estate database.

Registered users can access even more information. Registering enables users to view additional details of the data and statistics for Greater Hazleton.

"Our website is a valuable tool in providing news and information to the brokerage and site selector community," said Vice President of Sales and Marketing Joseph Lettiere. "In the hopes of making the site selection process easier, we encourage members of the real

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Statistical data for Greater Hazleton and the surrounding region can be found on the CAN DO website.

United States Cold Storage expands facility

Due to a growth in business, a company in Humboldt Industrial Park North has recently undergone an expansion that significantly increases its square footage and workforce.

United States Cold Storage, which provides refrigerated storage and distribution services to the food industry, constructed a 130,000-square-foot expansion of its Humboldt North facility.

The distribution center, which opened in 2008, was originally 215,000 square feet. U.S. Cold Storage began its expansion after securing a long-term account with a major company. Because of the expansion, U.S. Cold Storage will be increasing its local workforce.

CAN DO, which makes regular visits to the industries in its parks to offer assistance, was able to help the company obtain some of the financing for the project.

"CAN DO's support has been fantastic," said General Manager Ryan Horvath. "Since our initial construction, we have received a great deal of support from CAN DO, especially relating to permitting, future planning and promoting our presence in the area."

CAN DO Vice President of Sales and Marketing Joseph Lettiere said, "Since U.S. Cold Storage began operations in Greater Hazleton, its business has continued to increase, culminating in this expansion. The assistance we provide to industries, including help with obtaining funding from different sources, makes CAN DO truly a 'one-stop shop.' Any company that chooses to locate to Greater Hazleton will have access to the resources of this organization. We believe the expertise and assistance we offer can help a company not only in its initial location decision but also throughout its time as a tenant in one of our

industrial parks."

U.S. Cold Storage is part of a growing cluster of food storage and manufacturing industries in the Hazleton area, with many of the companies drawing resources from each other. For example, a special shuttle service links several Humboldt food processing companies with U.S. Cold Storage's distribution center. Logistics is particularly important for these companies, which have found Greater Hazleton's proximity to Interstates 80 and 81 to be particularly advantageous.



U.S. Cold Storage's facility contains more than 6 million cubic feet of refrigerated space. The building was designed for high-volume distribution of refrigerated and frozen food products to grocery chains and restaurants throughout the northeastern United States and eastern Canada. The facility recently completed a 130,000-square-foot expansion.

CAN DO Business Financing program aids businesses with securing low-interest financing

CAN DO offers business financing to help companies of all sizes succeed. In addition to CAN DO's long-standing relationship with the Pennsylvania Department of Community and Economic Development as a certified industrial development corporation, CAN DO has now been approved as an area loan organization.

As an area loan organization, CAN DO can assist small businesses in securing financing for many different business needs, such as start-up, land and building acquisition, construction, equipment, working capital, installation of pollution control equipment, and energy efficiency upgrades. As an industrial development corporation, CAN DO will also continue to offer larger companies Pennsylvania Industrial Development Authority (PIDA) financing for land and building purchases and construction.

"Our Business Financing program is just one of the ways we assist



companies in Greater Hazleton," said Vice President of Sales and Marketing Joseph Lettiere. "Not only do we work to attract companies to the area, we are also committed to assisting them and helping them succeed long after they join the Greater Hazleton business community."

Loan rates being offered currently range from 2 percent to 5 percent. Loans with various repayment terms are available in amounts up to \$200,000 for small businesses and up to \$2.25 million for larger land and building projects.

"Our Business Financing program sets us apart from other organizations," Lettiere said. "We can help companies of all different sizes obtain financing for a variety of projects."

For more information, visit www.hazletoncando.com/financing or call CAN DO at 1-800-54-CANDO. Site selectors and brokers are also encouraged to learn more about how the program can benefit their clients.

CAN DO's website includes data, statistical info (Continued from page 1)

estate community to register so they can gain further access to additional statistics and information."

CAN DO's newly updated workforce brochure is also available for download via www.hazletoncando.com. The brochure includes information on various workforce and education topics, testimonials from local employers and labor and demographic statistics.

Greater Hazleton's dedicated workforce

Greater Hazleton is known for its high-quality, reliable, skilled workforce. Companies also find that the proximity of Greater Hazleton to Interstates 80 and 81 provides access to a civilian workforce of more than 300,000 within a 30-mile "commute shed" radius.

Between the Humboldt, Valmont and McAdoo Industrial Parks and the Corporate Center, CAN DO-attracted businesses employ more than 11,000 residents in Greater Hazleton and the surrounding areas.

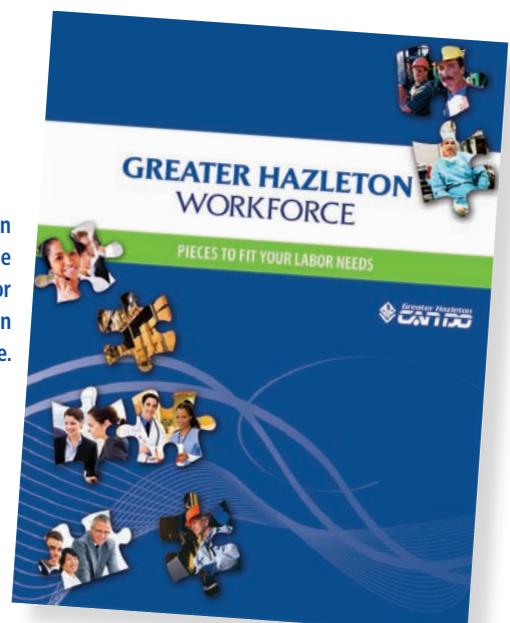
Want to know what some of our employers are saying? Read their testimonials.

You can also download the [Greater Hazleton Workforce brochure](#) or browse other pages in this workforce section for more information regarding:

- Workforce Resources
- Business Partnerships
- Testimonials
- Labor Statistics

The Greater Hazleton Workforce profile is available for download on CAN DO's website.

Detailed information on the area's workforce is just some of the material available at www.hazletoncando.com.



Route 924 improvements completed



CAN DO has upgraded North Park Drive, the main entrance to Humboldt North, to a high-volume entrance in conjunction with PennDOT's Route 924 improvements.

Work on Route 924, the main artery through Humboldt Industrial Park, was recently completed, allowing for improved access and smoother traffic flow through the park.

During the construction project, the Pennsylvania Department of Transportation (PennDOT) widened and improved Route 924 beginning at the entrance of Humboldt to its intersection with Scotch Pine Drive. The state highway, formerly two lanes, is now a five-lane highway with turning lanes at most intersections.

CAN DO Vice President of Sales and Marketing Joseph Lettiere said, "This was an important improvement not only for existing companies, but also for attracting new industries to Humboldt Industrial Park. The upgrades will provide a better flow for traffic

entering and exiting the park."

In conjunction with the PennDOT project, CAN DO has made improvements to two major intersections in the park.

North Park Drive, which is the primary entrance to Humboldt North, has been upgraded from a medium-volume entrance to a high-volume entrance. CAN DO has added acceleration and deceleration lanes for North Park Drive on Route 924, along with traffic signals at the intersection and turning lanes from North Park Drive.

The Scotch Pine Drive intersection has also been completed and a traffic light added. This new entrance opens up the 400-acre Humboldt Northwest for future development.

British company locates in Hazleton area

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For ABF, the potential of the area was a key in the decision to locate in Drums. The company exports to Canada, South America and the Caribbean from its Drums location and will be using U.S. suppliers for 85 percent of its product content.

"All these factors align perfectly with our company's goal of improving the way people meet, train and communicate around the world," Buttle said.

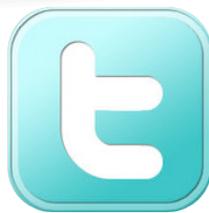
Buttle recently discussed Greater Hazleton and its advantages as a business location during a speech to business leaders in the United Kingdom. He was a featured speaker during Venturefest

Yorkshire, an expo attended by up to 2,000 science, technology and knowledge entrepreneurs. He served as the keynote speaker for UK Trade & Investment, the United Kingdom government organization that advises on outbound and inbound investment strategy.

Venturefest features a variety of business speakers and information on professional services. During the event, Buttle discussed export strategy and the importance of a good location as part of his topic, "Success in a Global Market."

To learn more about ABF and Kite tables, visit www.kite-usa.com.

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Featured Properties

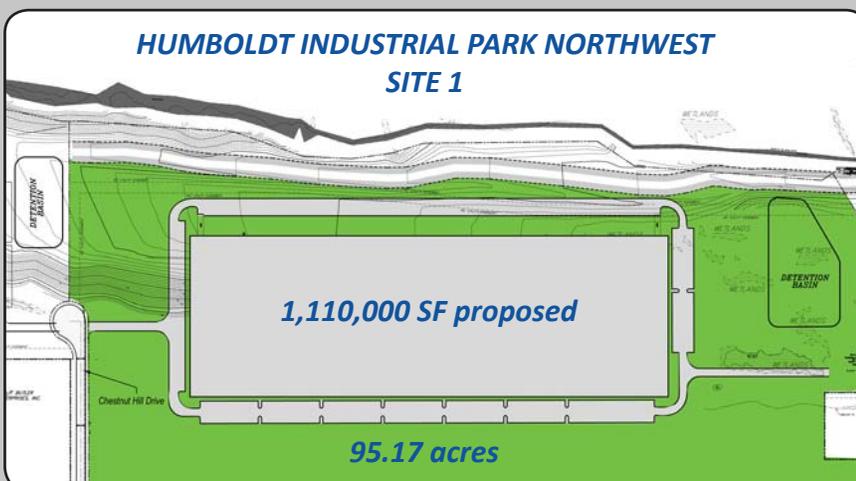


Retail / Commercial

Site 106
Humboldt Industrial Park East
101 Commerce Drive, Hazle Township, PA

- 52.7 acres
- Zoned retail/commercial
- Designated Keystone Opportunity Zone (KOZ) with most state and local taxes abated through Dec. 31, 2017
- Only ½ mile from Interstate 81 with visibility from the interstate
- Within 20 miles of more than a quarter million people

Available immediately!
Contact CAN DO today at 570-455-1508!



Industrial

95.17 acres
Humboldt Northwest, Site 1

- 1,110,000 square feet proposed
- Designated Keystone Opportunity Zone (KOZ) with most state and local taxes abated through Dec. 31, 2019
- Rail access available
- Immediate access to Interstate 81 with Interstates 80, 84, 380 and 476 nearby
- Ideal for manufacturing or distribution

Available immediately!
Contact CAN DO today at 570-455-1508!

For information about these or any other properties, call 800.54.CANDO outside PA or 570.455.1508, send an e-mail to cando@hazletoncando.com or visit our website at www.hazletoncando.com