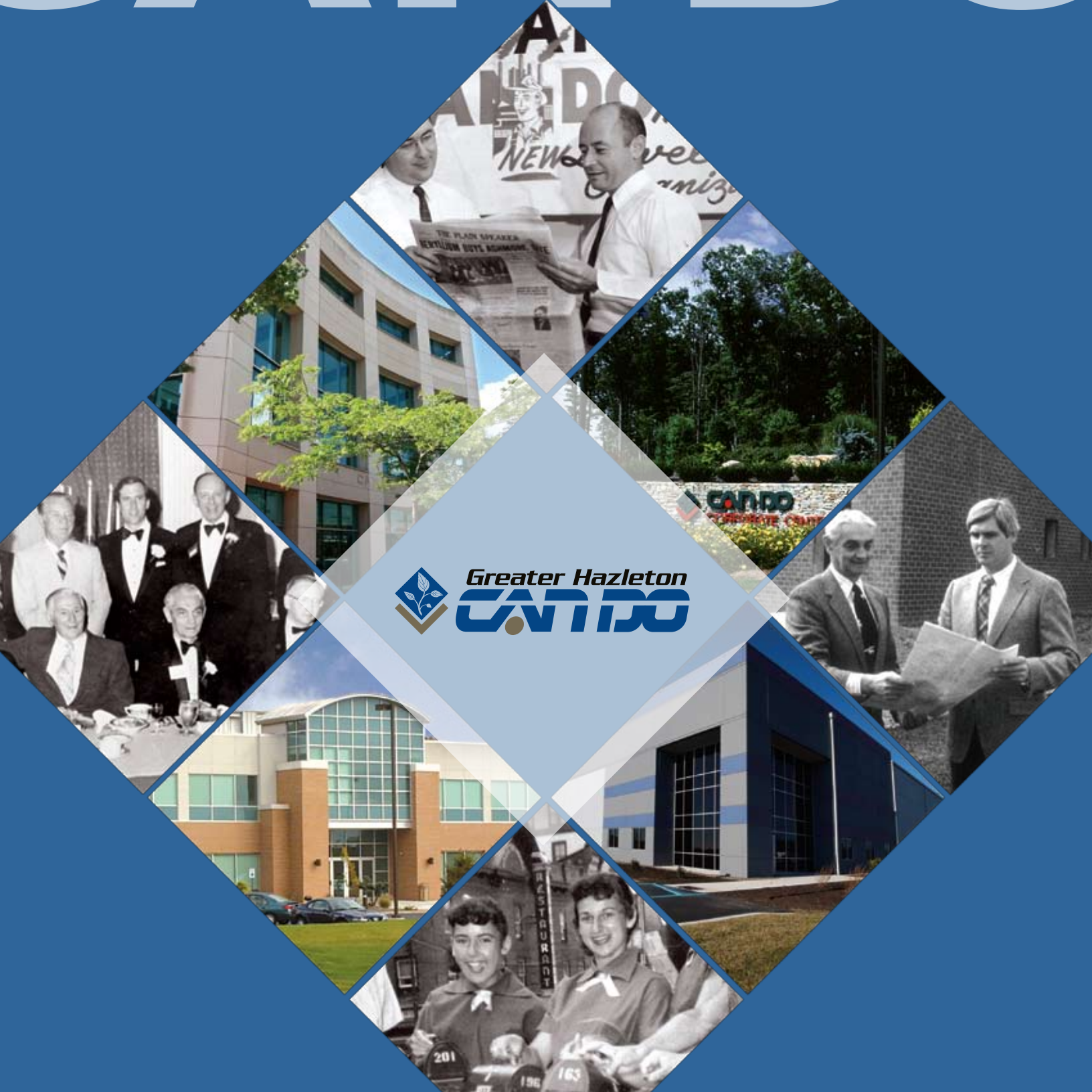


what vision,  
drive

and a community

# CAN DO



Greater Hazleton  
**CAN DO**

# HEART OF CAN DO

## THE HEART OF CAN DO

CAN DO is a private, nonprofit economic and industrial development agency. CAN DO is not a governmental body; it is not funded by local, state, or the federal government, nor does it receive direct tax dollars for operation. The 1956 fund drive financed CAN DO's startup costs. Other than additional fund campaigns conducted in 1959, 1964 and 1996, CAN DO has functioned on revenue generated from its operations.

CAN DO's ultimate goal is job creation. From inception through 2007, CAN DO's extraordinary efforts have created more than 24,000 jobs throughout Greater Hazleton, 360 development projects and almost \$1.5 billion in private investment. Annually, CAN DO Industries generate more than \$6 million in taxes for local municipalities and school districts and more than \$290 million in annual payroll.

The spacious Renaissance Center in downtown Hazleton is home to CAN DO's progressive team of economic development professionals.

Our core staff remains small in number, but big in accomplishments. Supporting them are the 97 voting and non-voting volunteers who comprise the CAN DO Board of Directors. These non-paid, community-minded individuals are the heart and soul of the CAN DO organization.

CAN DO's roots run deep. Many of our directors were appointed by local service organizations that were granted seats on the board according to their participation in the 1956 fund drive. All serve one-year terms.



### The board includes:

**Directors-at-Large** – Prior board members and other individuals chosen to serve by the board because of their particular expertise.

**Municipal Representatives** – Each municipality in which CAN DO maintains an industrial or business park appoints one representative.

**Service Organization Representatives** – Area service organizations that played a role in the initial creation of CAN DO are represented on the board, including Lions, Kiwanis, Rotary, UNICO and Jaycees.

**Park Association Representatives** – A volunteer from both Humboldt Industrial Park and Valmont Industrial Park serve on the board to represent the businesses in each park.

**Past Presidents/Chairmen** – Former CAN DO presidents and chairmen of the board remain active as voting members of the organization.

**Honorary Directors** – Retired board members who remain active after their original terms have expired.

**School Representatives** – Representative from area educational organizations serve on the board, including Hazleton Area School District, Penn State Hazleton, Luzerne County Community College, Lackawanna College and Greater Hazleton Partners in Education.

**Student Representatives** – Students from Hazleton Area High School, Immanuel Christian High School, MMI Preparatory School and Weatherly Area High School are appointed by their teachers and school administrators.

**Key Committees** – The directors help steer CAN DO by serving on the CAN BE, Community Relations, Development, Economic Development, Executive, Facilities, Finance, Marketing and Planning committees.





## THE HISTORY

Backed by local civic and business leaders, Dr. Edgar L. Dessen founded the Community Area New Development Organization (CAN DO) in 1956. Operating under the auspices of the Greater Hazleton Chamber of Commerce, CAN DO's vision was to counteract the decline of the coal industry, high unemployment and the sagging local economy by attracting new and diverse industries to the area through economic development initiatives.

To kick-start its dreams, CAN DO coordinated a "dime-a-week" fund campaign that would raise enough money to purchase 500 acres of land for creation of the Valmont Industrial Park. A second, more aggressive community-wide fund drive raised \$749,000 for construction of an industrial shell building and the needed infrastructure for Valmont.

Subsequent fund drives in 1959 and 1964 helped CAN DO raise more than \$2.2 million for economic development. This early success cemented CAN DO as the main economic development force for Greater Hazleton. Shortly after the development and opening of Valmont Industrial Park, the first tenant moved in and created 100 new jobs for hardworking locals.

Other businesses soon followed, and the success of Valmont spurred the development of other local industrial centers. The Humboldt Industrial Park opened in the early 1970s. Tenants flocked to it, attracted by quick, easy access to northeast markets via Interstates 81 and 80.

In the mid-1980s, responding to the changing needs of industries, CAN DO developed a different kind of park by creating the McAdoo Industrial Park, which has outstanding infrastructure, but offers smaller sites than most traditional industrial parks. This park fits the needs of companies that don't require direct access to the interstate highways.

In the early 1990s, CAN DO recognized the need for a high-tech business park. The new CAN DO Corporate Center opened a few years later. The Center's environmentally friendly design, coupled with the "Terrarium Concept," earned CAN DO the Arthur D. Little Award for Environmental Excellence in Economic Development. Success for the business park came quickly as the first tenant agreed to move in even before a speculative office building was complete.



During the same decade, the success of Humboldt Industrial Park prompted a major expansion project that opened up more than 500 acres to the west of the original section of the park. Companies moved into sites as they became available, and with the assistance of an aggressive tax incentive program that designated parcels as Keystone Opportunity Zones (KOZs) abating most state and local taxes for qualified companies, Humboldt Industrial Park grew more rapidly than ever.

By 2001, Humboldt Industrial Park required further expansion, and CAN DO launched two major developments when officials broke ground across Route 924 for Humboldt North and were finalizing plans for an eastward expansion of the original Humboldt Industrial Park.

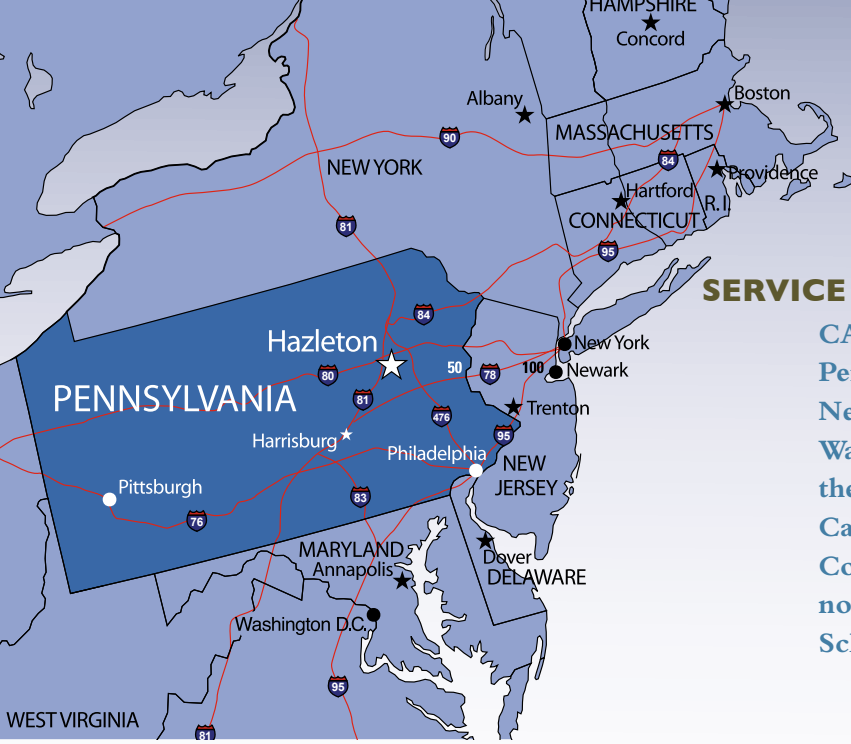
In 2005, CAN DO made a major commitment to fostering new business development and introduced its business incubator program – the Community Association for New Business Entrepreneurship, or CAN BE. Utilizing a portion of one of its multi-tenant buildings in Valmont, the Greater Hazleton Business Innovation Center was opened. The program offers new start-up businesses low-cost rents, technical and administrative assistance as well as other cost saving benefits to help get their business off the ground during their first years of existence.

Later in 2005, recognizing the need for retail services for the growing Humboldt Park, CAN DO broke ground for Humboldt Station, its first commercial real estate project. Located just off of Exit 143 of Interstate 81 and adjacent to Humboldt Industrial Park, the commercial center will be home to hotels, restaurants and more. The development not only serves the businesses in the growing industrial park but also travelers along Interstate 81 and the communities of Greater Hazleton. The commercial park's first tenant, a Residence Inn by Marriott, broke ground in spring of 2007.

CAN DO marked its 50th anniversary in June of 2006 with an event attended by nearly every past president of the organization, setting the stage for the next 50 years of economic development in Greater Hazleton.

# HISTORY





## SERVICE AREA

CAN DO is located in Northeastern Pennsylvania, just a short drive from New York City, Philadelphia, Boston or Washington, D.C. Our coverage area includes the counties of Luzerne, Schuylkill and Carbon. This area is bordered on the west by Columbia County, east by the Lehigh River, north by Wilkes-Barre, and south by upper Schuylkill and Carbon counties.

## THE BIRTH OF CAN BE

For more than 50 years, CAN DO has searched across the country and around the globe for industries interested in locating or expanding in the northeast.

While this remains an integral part of the organization's core mission, an effort was launched to expand CAN DO's services right here at home.

Assisted by Penn State Hazleton, the Ben Franklin Technology Partners, Luzerne County, PPL and other agencies, in 2005 CAN DO founded CAN BE, the Community Association for New Business Entrepreneurship, to encourage and assist local entrepreneurs in launching new businesses.

This led the way for the opening of the Greater Hazleton Business Innovation Center, a business incubator. CAN BE's business incubator provides entrepreneurial firms flexible lease space, shared office services and access to office equipment. CAN BE also offers hands-on management assistance, access to financing and exposure to critical business or technical support services for fledgling businesses.

Since its founding, CAN BE has helped nearly a dozen new businesses get off the ground with shared services, technical assistance, business counseling and affordable rent.



# SERVICES

To achieve its mission of improving the quality of life in Greater Hazleton through the creation of employment opportunities, CAN DO has evolved into a one-stop shop for new business and industry. Important functions include:

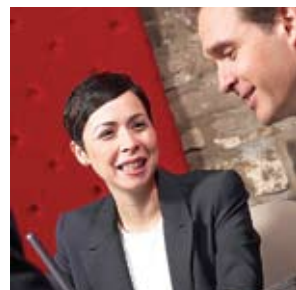
**Developer** – Developed multiple industrial parks, an office/business park and the commercial park Humboldt Station.

**Builder** – Constructs speculative buildings – partially completed industrial properties that can be easily modified to a company's specific needs. When needed, CAN DO hires local contractors to erect customized buildings.

**Landlord** – Owns and leases industrial, office and commercial space throughout the community.

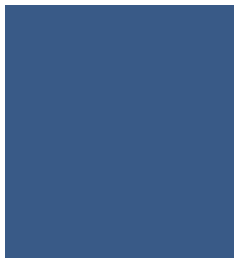
**Facilitator** – CAN DO provides assistance in a variety of ways for incoming businesses including helping them to identify options for financing, training and construction, as well as working to meet municipal regulatory requirements.

# FUTURE



## THE FUTURE

The CAN DO spirit of vision, drive and determination brought about the rebirth of a proud community. That remarkable effort continues today with CAN DO's talented, professional staff and dedicated volunteers to ensure success tomorrow and beyond!



We will continue to acquire and develop the land and infrastructure needed to attract new industries and new jobs to Greater Hazleton. We will work with existing companies to provide them the support they need to flourish, and we will seek entrepreneurs with new ideas and help them turn those ideas into successful businesses.



**“Our Mission is to improve the quality of life in the Greater Hazleton Area through the creation of employment opportunities.”**



**Utility Provider** – As necessary, CAN DO constructs its own utilities to keep development prospering. Utilities provided by CAN DO include:

**Water** – CAN DO owns and operates water systems in the Humboldt Industrial Park, McAdoo Industrial Park and the CAN DO Corporate Center.

**Sewage** – CAN DO owns and operates its own sewage collection system and treatment plant.

**Rail** – CAN DO owns and maintains more than seven miles of railroad track in Humboldt Industrial Park over which carriers operate.

**Funding Assistance** – CAN DO understands that financial assistance plays an integral role in the success of a project. We have five decades of experience in providing tailored, comprehensive funding packages that leverage federal, state, regional and local monies.

**Business Liaison** – CAN DO has the resources in place to help industries maintain and expand their local operations. A full-time economic development department serves as liaison between business and service providers so CAN DO can better address their needs.

**Business Incubator** – CAN BE, together with Penn State Hazleton and several other agencies, provides local entrepreneurs with assistance in launching homegrown businesses. This assistance comes in the form of technical and business support, shared services in a business incubator and affordable rents.

## AWARDS

### 1964 – All-American City Award

CAN DO and the Greater Hazleton Chamber of Commerce spearheaded a campaign to obtain this important distinction for the City of Hazleton.

### 1970 – Honorable Mention, All-American City Award

Also coordinated with the Greater Hazleton Chamber of Commerce for the City of Hazleton.

### 1987 – Top 10 Development Group

Awarded by Site Selection & Industrial Development magazine.

### 1988 – Pocono Northeast Community Award, 1st Place

Presented for economic development by the Economic Development Council of Northeastern Pennsylvania.

### 1989 – Top 10 Development Group

Awarded by Site Selection & Industrial Development magazine.

### 1993 – Arthur D. Little Organization Environmental Excellence in Economic Development Award

For “Terrarium Concept” design of CAN DO Corporate Center.

### 2000 – Northeastern Economic Developers Association Awards Competition

CAN DO’s Communiqué newsletter, the CAN DO website and a color advertisement in a national trade magazine were selected “among the best” in Northeast United States.

### 2006 – U.S. Green Building Council Leadership in Energy and Environmental Design (LEED) Award

For the 40 Azalea Drive property in the CAN DO Corporate Center.

### 2006 – Northeastern Economic Developers Association Awards Competition

CAN DO’s 50th Anniversary video and commemorative book earned a “Best of Class” Award, while CAN DO’s marketing department earned an “Excellence Award” for a print advertisement placed in Attaché magazine.

### 2006 – TELLY® Award

The 50th Anniversary video and commemorative book also earned CAN DO a bronze TELLY Award, a highly coveted award presented for excellence in commercial and video production.

# INDUSTRIAL PARKS

## Valmont Industrial Park

Route 93, West Hazleton  
750 acres of industrial property  
Nearly 4 million square feet  
Nearly 40 tenants, more than 3,000 jobs created

## Humboldt Industrial Park

(including Humboldt North, Humboldt East and Humboldt West)

Route 924, Hazle Township  
3,000 acres of industrial property  
More than 10 million square feet  
More than 50 tenants, more than 6,500 jobs created

## Humboldt Station

CAN DO’s first retail/commercial project  
Interstate 81 and Route 924, Hazle Township  
11 commercial/retail sites

## CAN DO Corporate Center

Route 309, Drums  
1,010 acres for white-collar, skilled administrative and light industrial development  
More than 200,000 square feet  
More than 10 tenants, nearly 500 jobs created

## McAdoo Industrial Park

Tresckow Road, Banks Township  
230 acres of industrial property  
Nearly 800,000 square feet  
More than 10 tenants, nearly 450 jobs created

## Other Industrial & Business Sites

CAN DO has also assisted with numerous development projects in the City of Hazleton and surrounding areas.

> ready > set > invest



## CONTACT

1 South Church Street  
200 Renaissance Center  
Hazleton, Pennsylvania 18201

Phone: 570.455.1508 1.800.54.CANDO  
email: [cando@hazletoncando.com](mailto:cando@hazletoncando.com)  
[www.hazletoncando.com](http://www.hazletoncando.com)

