



CAN DO Energy Solutions program helps companies save money
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www.hazletoncando.com

The Official Newsletter of the CAN DO Marketing Department
 1 S. Church St., Hazleton, Pennsylvania, 18201 - Phone: 800-54-CAN DO

CAN DO launches new Web site

In February, CAN DO unveiled its redesigned Web site, www.hazletoncando.com.

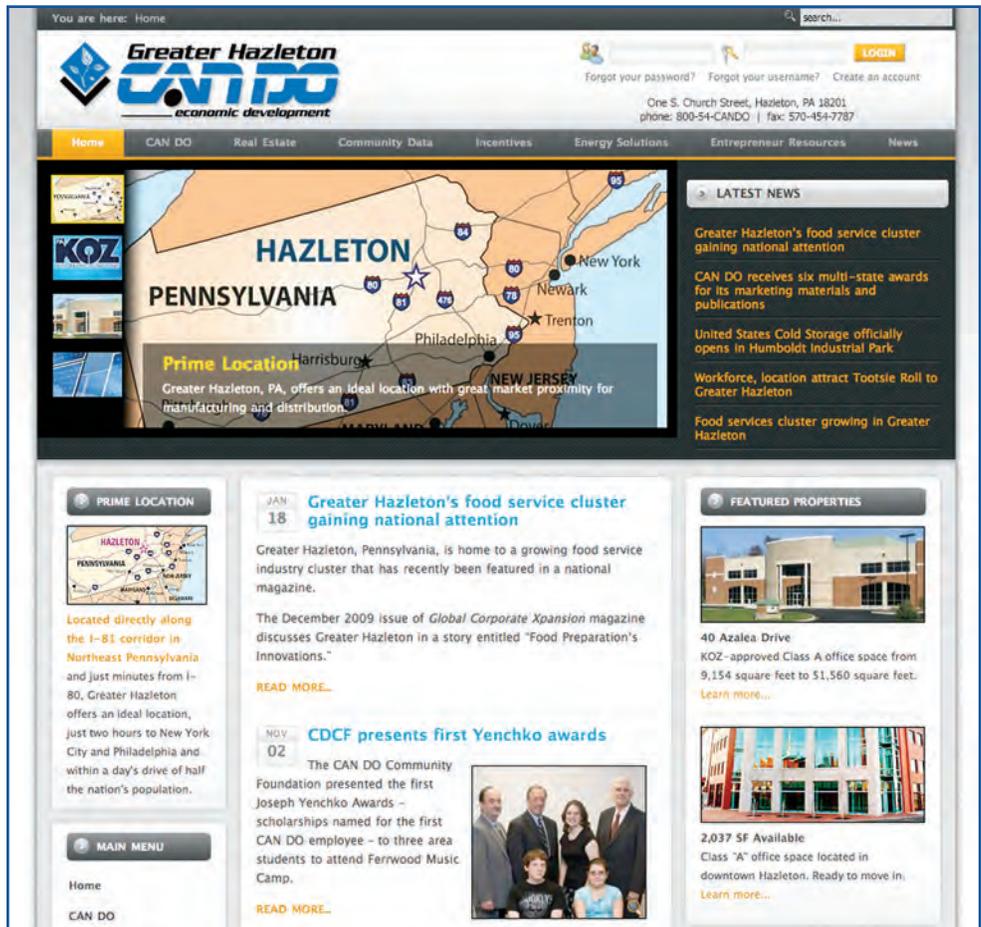
"We have worked very hard to make sure www.hazletoncando.com provides the most critical information that brokers, site selectors and companies look for when they're searching for a new location for their client or business," said CAN DO Vice President of Sales and Marketing Joseph Lettiere. "While we're proud of the old site, we think visitors to our new site will find it to be easier to navigate, easier to read, and more informative than ever before."

Visitors can learn more about the various industry clusters and partnerships in CAN DO parks and Greater Hazleton, including the burgeoning food service industry, plastics industry, distribution and logistics cluster and back office/business continuity cluster.

"We often hear from companies in these clusters about the advantages of the Hazleton area, such as our strategic location, competitive operating environment and highly rated workforce," Lettiere said. "We are working hard to continue to bring similar companies to the area."

The new www.hazletoncando.com now features additional demographic and labor statistics, including detailed information regarding the

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The new CAN DO Web site offers visitors vital news, data and statistical information.

Tax-free program extended through 2017, 2019

Officials in the Hazleton area have embraced the ability to extend the benefits of the Keystone Opportunity Zone program by granting full tax abatement through December 31, 2017, for eligible properties.

As further evidence of the foresight of those officials and through the support of the commonwealth, CAN DO also was assigned one of 15 new subzones throughout the state, which will abate taxes in that 350-acre tract through December 31, 2019.

As a result, nearly 650 acres of land in CAN DO industrial parks have been granted tax-free extensions through at least the end of 2017 under the Commonwealth of Pennsylvania's renowned Keystone Opportunity Zone (KOZ) program.

In the case of the new KOZ subzone, those sites are tax-free through the end of 2019. Available KOZ sites include both commercial and industrial land parcels, as well as many industrial buildings.

Benefits

As in the past, when a company locates in a KOZ, it is exempt from paying most state and local taxes.

Eligible companies receive full abatements for state taxes including but not limited to: corporate net income tax, capital stock and foreign franchise tax, sales and use tax, bank shares and trust company tax, and insurance premiums tax.

On the local level, companies locating in a KOZ do not pay local real estate property taxes for the life of the program.

Businesses in a KOZ receive priority consideration for state assistance through the Department of Community and Economic Development programs.

Projects in Keystone Opportunity Zones that are approved by the Pennsylvania Industrial Development Authority (PIDA) receive the lowest interest rate extended to borrowers.

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More than 650 acres of land in CAN DO parks have tax-free status through at least 2017



KOZ extensions approved (Continued from page 1)

There are even more advantages to locating a company in one of CAN DO's KOZ properties.

CAN DO's KOZ sites are just a few miles from the crossroads of Interstates 80 and 81 – two major superhighways that link Greater Hazleton to the northeastern United States. A few more miles from those roads are the Pennsylvania Turnpike and Interstates 84, 380 and 78.

Companies that take advantage of Greater Hazleton's strategic location will find themselves within 300 miles of 25 percent of the nation's population and production. The region is within a day's drive of several major metropolitan areas, including New York City, Philadelphia, Baltimore and Boston.

Perhaps most importantly, almost all of CAN DO's KOZ properties are ready-to-build sites offering a great location combined with an available, skilled workforce.

And the tax-free advantages begin immediately once a project is approved.

Why CAN DO?

"CAN DO has nearly 55 years of economic development experience. We have created and operated multiple industrial and corporate parks, so we are very familiar with the infrastructure that companies need to thrive and grow," said

CAN DO Vice President of Sales and Marketing Joseph Lettiere. "We understand the importance of connecting industry with the community and being a resource to businesses so their operations remain profitable and they can continue to create jobs in our community. We realize the impact the KOZ has on a company's bottom line and feel it is a tremendous incentive for businesses looking to expand or relocate to Hazleton."

Indeed, numerous globally respected companies have already taken advantage of CAN DO's expertise with the KOZ program. They include OfficeMax (lauded as the first KOZ success story in Pennsylvania), Gonnella Frozen Products, Inc., U.S. Cold Storage, Cargill Meat Solutions, Simmons Company, Network Solutions and Amazon.com. One of CAN DO's most recent KOZ successes is candymaker Tootsie Roll Industries.

"These extended KOZ properties are expected to attract a lot of attention, so we strongly encourage those who are interested in taking advantage of these tax-free benefits to contact us immediately," Lettiere said.

For more information on the Keystone Opportunity Zone program or to view available properties in Greater Hazleton, please visit www.hazletoncando.com.

Food industry cluster featured in magazine

Greater Hazleton's growing food industry cluster was featured in the December 2009 issue of *Global Corporate Expansion* magazine, a quarterly magazine for executives and site selectors planning to relocate a facility or expand operations.

The Hazleton area appears in a story entitled "Food Preparation's Innovations."

"A large food processing region located on the Eastern Seaboard of the country, home to manufacturing operations such as The Hershey Company, Archer Daniels Midland Co. and Bimbo Bakeries, is Hazleton, Pa.," the article states. "[Greater Hazleton] has taken advantage of a food processing initiative created by CAN DO, Inc., which was created to assist companies in all aspects of their operations [...] Here, distribution, logistics and low operating costs are just some of the advantages that help companies in Greater Hazleton compete with other markets," says Joseph Lettiere, vice president of sales and marketing, CAN DO.

CAN DO has been targeting the food-processing/food-distribution industry as an area of future growth, Lettiere explained.

"Companies in the food-processing industry find that the Hazleton area is the perfect location for many reasons, including our transportation network, competitive operating environment, highly rated workforce and the availability of training programs," Lettiere said.

Those companies can take advantage of many other benefits of Greater Hazleton, including industry partnerships that help companies with a variety of needs, such as workforce development and training programs. For example, the Food Processing Industry Partnership (FPIP) was created as a joint effort among the Luzerne/Schuylkill, Lackawanna, Northern Tier and Pocono

Counties Workforce Investment Boards with the support of PA CareerLink. The partnership fosters collaboration with the food-processing industry partners, workforce investment agencies, local economic development groups and educational institutions.

"The strength of the food-processing cluster is evidenced by the number of companies that have chosen to locate to the Hazleton area, such as Fresh Start

Bakeries, Tootsie Roll, The Hershey Company, Archer Daniels Midland (ADM), Cargill Meat Solutions, Bimbo Bakeries, Gonnella Frozen Products, U.S. Cold Storage and Romark Logistics," Lettiere said. "We encourage other food-related companies to learn more about Greater Hazleton and the business benefits of locating here."

CAN DO continually works to assist companies in food processing and food distribution. The organization has doubled the capacity of its wastewater treatment plant in Humboldt Industrial Park to one million gallons a day. Other sections of Humboldt connect with the Greater Hazleton Joint Sewer Authority's system, which can process nearly 9 million gallons per day.

Humboldt Industrial Park also has an ample water capacity to serve most food-processing companies. CAN DO recently supplemented its existing water capacity through an interconnection agreement with the Hazleton City Authority. This enables CAN DO and HCA to accommodate users who have larger water requirements.

To learn more about how to locate in Greater Hazleton, contact Lettiere at (570) 455-1508 or visit www.hazletoncando.com.



CAN DO scores six 2009 NEDA Awards

CAN DO's recent marketing efforts have earned the organization numerous awards from a prominent economic development association.

The Northeastern Economic Developers Association (NEDA) presented CAN DO representatives with one Best of Class/Superior, one Excellent and four Merit awards in the 2009 NEDA Literature & Promotions Competition during its conference, which was held in September.

"SiteLines," the document you are reading right now, received the Best of Class/Superior award. Judges noted its design and eye-catching title.

The CAN DO Energy Solutions brochure, which touts the agency's green energy efforts, received a score of Excellent.

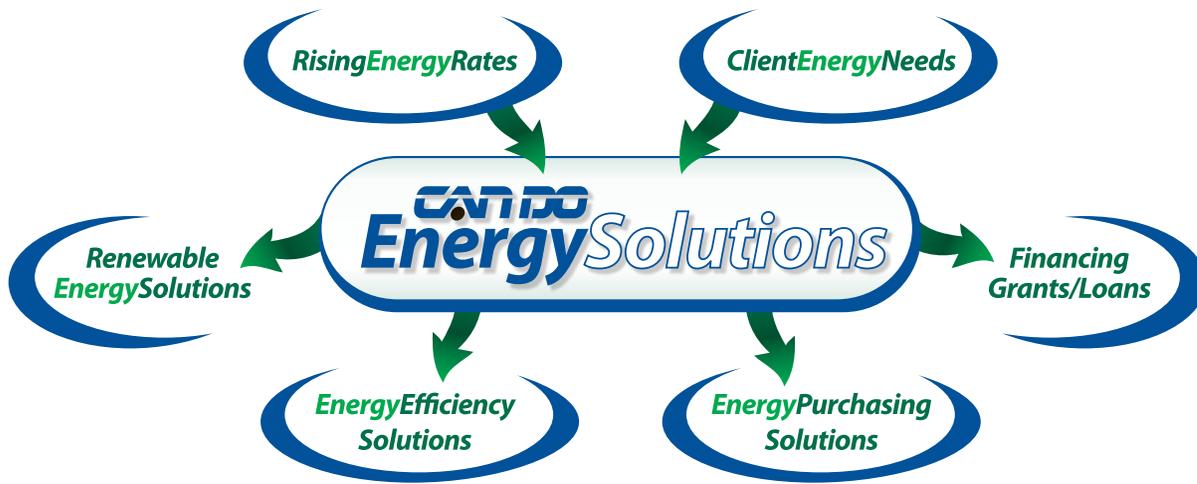
The 2008 CAN DO Annual Report to the Community, the "Communiqué" e-mailed newsletter, the "What Vision ... CAN DO" general purpose brochure and the printed advertisement "Hazleton, PA is on a (Tootsie) Roll" also received Merit Awards.

"The CAN DO staff is constantly trying to produce eye-catching, high-quality materials to attract new jobs and new economic opportunity and inform the public about what we do," said CAN DO Chairman of the Board John Spevak. "It's very gratifying to receive six awards, and it encourages us to keep moving forward, especially in these challenging economic times."



CAN DO Chairman John Spevak, left, and CAN DO President Kevin O'Donnell display some of the winning competition entries.

CAN DO helps industries save money on energy



In an environment where businesses need to reduce costs, CAN DO has put into place a program that assists companies in eastern Pennsylvania with saving money on energy.

CAN DO's Energy Solutions program helps Greater Hazleton's industries by providing companies with meaningful, practical energy solutions to reduce energy costs for years to come.

Through CAN DO Energy Solutions, businesses can realize cost savings by understanding the renewable energy options available. Financial packaging offered by CAN DO can make the project more financially attractive and shorten the payback period.

In addition to financial assistance, CAN DO can link companies with experienced energy companies with a proven track record and strong reputation.

Through the program, companies can receive just some of the following benefits:

- ◆ A customized package to finance a company's energy project
- ◆ Identification of and assistance in the procurement of grant funding
- ◆ Free lighting audits and lighting retrofits
- ◆ Intensive, whole building energy audits
- ◆ Audits on electricity use in the manufacturing process
- ◆ Renewable energy opportunities from wind, solar and geothermal power sources
- ◆ Ability of smaller users to pool their energy purchases through an on-demand program by local Chambers of Commerce
- ◆ Reverse electricity auctions for large users

How does CAN DO Energy Solutions work?

A company reaches out to CAN DO expressing a need to reduce its electricity costs, or engage a specialist to look at options in a rising-rate environment.

Depending upon the company's needs, CAN DO refers an appropriate partner, usually beginning with energy efficiency. Once the vendor performs an analysis, CAN DO works with the vendor and the company to identify funding for a company to help receive incentives for its project and reduce the payback period.

CAN DO sorts through funding such as grants and low-interest loans to customize a funding solution for eligible companies. Financing may be identified for energy efficiency and renewable energy projects.

For more information, please visit www.candoenergysolutions.com or contact Bernadette DeBias at (570) 455-1508.

New Web site offers new features (Continued from page 1)

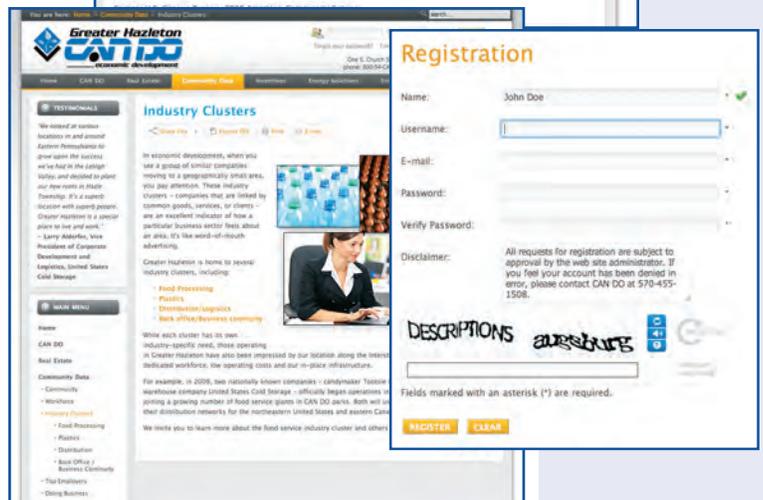
area's population, educational programs, wage rates, commute times and more. The demographic information also includes retail-specific details for Humboldt Station, CAN DO's commercial property at Interstate 81 and State Route 924.

A special feature of the new site is the ability for visitors to register. By registering, users have access to more detailed demographic and statistical information. In the future, other downloads and pages, such as an FTP site, will be available to those users.

The new Web site includes additional information related to CAN DO's parks, such as details about the parks' infrastructure, park maps and a featured property page. The site also includes an information center with downloads available on specific items pertaining to the park. The searchable property database is still a valuable part of the site and can still be used to find available inventory in Greater Hazleton.

"While we're proud of the work we've done, we at CAN DO want to continue to improve upon the information available to brokers, site selectors and companies to help make their jobs easier when looking for a new location," Lettiere said.

"Despite the difficult economic times, we are looking toward future job creation opportunities and new land for development. We are working with developers to fill the existing speculative buildings with the hope of spawning further investment in the Hazleton area. And we are continuing to upgrade our infrastructure in all of our parks for new and existing businesses. The redesigned Web site illustrates just another way CAN DO acts as a resource for economic development projects in Hazleton," he said.



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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
- Just 35 miles from the nearest hub airport

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



Class "A" Office

1 S. Church St.
CAN DO Renaissance Center, Hazleton, PA

- First-floor space: 2,037 SF
- Ideal for front office, retail or professional use
- Includes two dedicated parking spaces
- Includes a conference room, lunch room and reception area
- Faces Broad and Church streets in downtown Hazleton
- Located minutes from I-81 and I-80

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 web site at www.hazletoncando.com