

2015 FISCAL YEAR ANNUAL REPORT



A look at accomplishments made during fiscal year 2015.

*Governance Committee
Finance Committee
Economic Development Committee
CAN BE Committee*

*Community Relations Committee
Marketing Committee
Property Committee
KOZ Summary*

*CAN DO Community Foundation
Regional Partnerships
Board of Directors*



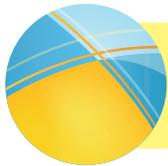


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CAN DO

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REPORT FROM THE CHAIRMAN

LEW DRYFOOS III



In my years of involvement with CAN DO, I have had the great fortune to work with literally hundreds of great and dedicated community volunteers. Many of these people invest huge portions of their personal time in service to CAN DO. Why do they do it?

When Dr. Edgar Dessen and other community leaders started CAN DO in 1956, our area and the people

who called that area home were in deep trouble. As the local economy was suffering, so to was our quality of life. Action needed to be taken.

Volunteering for and investing in CAN DO were noble efforts, intended to help the entire community. And these efforts paid off. An editorial from the *Standard-Speaker* from February of 1960 explained it well:

"There is no single person in this community who can say that he or his life is so remote that CAN DO has not touched it, directly or indirectly. Without CAN DO's transfusion of new industrial blood, thousands of people would not be residing here. . . . It is a fact that the millions in payroll and purchases of the CAN DO plants have created new life for our economy. . . . What CAN DO has done has affected everyone in this community for the better."

Now, nearly 60 years later, CAN DO has been a remarkable success. The efforts of CAN DO and its volunteers have leveraged the community's original investment many times over, bringing thousands and thousands of jobs and hundreds of millions of dollars to Greater Hazleton

As CAN DO has experienced success and in doing so has made Greater Hazleton a premier location for business, private investment and industry have come into the picture. Thankfully, gone are the days when only community-based actions could bring jobs to our area. The strength of our local economy now makes it possible for that to happen on its own.

So what role does CAN DO now play in helping our local economy? What do we do now that we are "all grown up"? Is our mission still pertinent?

We are currently in the second year of a strategic plan; a plan that was devised with the input of community members, not only current CAN DO volunteers, but people from throughout our community. This plan gives us purposeful direction, so that CAN DO can help build the kind of economy that best serves our community.

While giving attention to our self-sustainability, the plan sets us on a path to foster entrepreneurship, attract preferred industries, support workforce development, and help improve Hazleton's downtown. This strategic direction is in keeping with our mission and our original purpose; to improve the quality of life in Greater Hazleton.

In addition to our strategic planning process, CAN DO has spent considerable time in the last months to reviewing its governance. In our earliest days, CAN DO was a completely volunteer organization. As time has gone on and CAN DO's operations have grown, so too has the need for a professional and technical staff. Recognizing the complexities of economic development, financial programs, operation of utilities, land development, and environmental considerations, among other things, our volunteers have necessarily delegated day-to-day operational functions of CAN DO to the CEO and his staff. This delegation happens within the policies and procedures set by our volunteers, and is subject to appropriate oversight and review. CAN DO's Board of Directors and board committees provide the mission-based strategic direction and ensure accountability for results. This has been a fascinating introspective process that will ensure we maintain an efficiently functioning and strong organization that stays true to its purpose.

To paraphrase Lincoln, CAN DO is an organization of the community, by the community, and for the community. Our noble mission continues, being carried out by dedicated community volunteers, numerous partner organizations, and our talented and professional staff. It has been a personal honor to have had the opportunity to work with so many on behalf of our great and successful organization.

President and CEO Kevin O'Donnell has been an asset to both CAN DO and the community as a whole during his 42 years of service with the company. He was an integral part of helping the board of directors create the new strategic plan that will see CAN DO into its future. He works tirelessly to keep a focus on bringing more industries to CAN DO's parks and creating jobs that will benefit the entire community.

I also want to thank Vice Chairmen William Magnotta, David M. McCarthy and Daniel Jorgensen, as well as Secretary Dr. John Madden and Treasurer Patrick J. Ward and all of our committee chairs for the work they do throughout the year.

The CAN DO staff and volunteers have an immeasurable impact on the organization and Greater Hazleton. They take pride in what they do day-in and day-out and they should know their efforts are worth it and do not go unnoticed.

I would also like to pay tribute to both our founder

Dr. Edgar L. Dessen, past board president Herbert D. Nash, and board member Arthur A. Tarone, who passed away during my three years as chair. Their spirit lives on in the many projects we continue to develop for the organization. CAN DO does not do its job without help from our many economic development partners. These include: Cranberry Creek Gateway Site, PPL Corporation, Northeast PA Manufacturers and Employers Association, Northeastern Pennsylvania Industrial Resource Center, Ben Franklin Technology Partners of Northeastern PA, Penn State Hazleton, the Greater Hazleton Chamber of Commerce, the Northeastern Pennsylvania Alliance, CAN DO Community Foundation, Partners in Education, PA CareerLink, Tec Bridge, Luzerne/Schuylkill Workforce Investment Board, Inc., Metro Action, Penn's Northeast, the Downtown Hazleton Alliance for Progress, Luzerne County, the Small Business Development Corporation, Wilkes University, and CORE PA Global.

Thank you to all who support CAN DO and its mission to make Greater Hazleton a better place to live and work.

Governance Committee

I would like to thank Governance Committee Chairman William Genetti and Nancy Stasko, director of administration, for the assistance they have provided during the past fiscal year.

The Governance Committee assists the Executive Committee in strategic planning, policy oversight and the development of CAN DO's leadership, as well as the nomination of candidates for board membership and offices each year.

This committee also assists the Executive Committee in developing and maintaining the operating procedures and policies of CAN DO, especially in matters regarding the code of ethics, conflict of interest and procurement.

The Governance Committee, established several years ago under our revised bylaws, has worked diligently to carry out the items discussed in the strategic plan. The committee continues to look at various aspects of the organization to see what improvements can be made.

Awards

CAN DO honored several employees for their dedication to the organization in FY2015.



Brian Demshock – 10 Years of Service



Dan Sweeney – 15 Years of Service



Joseph Lettiere – 15 Years of Service



Nancy Stasko – 20 Years of Service



REPORT FROM VICE CHAIRMAN WILLIAM MAGNOTTA

Committees: Finance and Community Relations

I would like to recognize the efforts of those who work with the Finance Committee and Community Relations Committee. I would particularly like to thank Finance Committee Chairman John Schwear Jr. and Community Relations Chairman Gary Danish.

I also extend my thanks to the Finance and Community Relations staff members including Patricia Gendler, CPA, chief financial officer; Nancy Stasko, director of administration; Tiffany Teter, staff accountant; Kathy Kline, accounting specialist; and Marta Jacober, office assistant.

Finance Committee

There have been many positive financial events for CAN DO this fiscal year.

In July, the sale of 13.698 acres of land in Humboldt



As part of its focus on downtown Hazleton, CAN DO made a loan to DHAP to purchase Security Savings, above.

Industrial Park North that had been under contract for approximately eight years was completed.

CAN DO made several real estate investments during the past fiscal year.

- Three residential properties were purchased in Humboldt Station in July. Although the properties will be leased temporarily, the purpose of the acquisition was to secure the site for retail use in Humboldt Station.
- In November, \$1 million of renovations were completed on the Lions Drive 60,000 SF industrial lease property purchased in the prior fiscal year.
- And in December, a 25,000-square-foot industrial rental property was purchased in the Humboldt Industrial Park on Green Mountain Road for \$1.1 million.

These investments will push the company closer to its financial goal of operating without land sales.

In November, as part of its strategic plan and mission to improve the quality of life in Greater Hazleton, CAN DO made a loan to its partner, the Downtown Hazleton Alliance for Progress (DHAP), to purchase the former Security Savings Bank building. CAN DO also purchased an additional property in downtown Hazleton in support of the revitalization efforts.

CAN DO also received an operational grant from the Northeast Pennsylvania Partnership for Regional Economic Performance (PREP) for \$13,000.

The division of space and construction of offices within CAN BE was financed in part through a loan from the Luzerne County Office of Community Development in 2005. As part of the loan, specific goals were outlined for a 10-year period and, if met, the loan would be forgiven. In November, the 10-year period ended and CAN DO had met the terms for job creation and other factors so CAN DO realized grant revenue in the amount of \$270,000.



Three residential buildings purchased by CAN DO in Humboldt Station.

Other grants and loans also benefited CAN DO during the past fiscal year.

- A \$1.2 million grant was awarded to CAN DO to improve infrastructure in Humboldt Industrial Park
- A \$256,000 loan from PennVEST will be used to make improvements to the Humboldt Industrial Park Waste Water Treatment Facility.

The utility division continues to operate efficiently and within budget. Over the next fiscal year, several capital improvements are planned which include upgrades to water tanks and wells.

The Finance Committee reviewed various investment firms for the purpose of investing CAN DO cash at a higher rate of return than is currently available through traditional bank accounts. FNB Trust was selected to be the cash management firm and \$2 million was invested with them after the creation and refinement of the CAN DO Investment Policy in October.

CAN DO is currently vetting other real estate investment opportunities that have the ability to provide sustainable income to the organization. It really has been a busy financial year for CAN DO.

Community Relations Committee

The Community Relations Committee helps promote and build support for CAN DO's efforts throughout Greater Hazleton. The committee works to foster a better

understanding of CAN DO's mission and operations and creates positive relations throughout the community.

Various CAN DO events and projects were planned, coordinated and attended by the Community Relations Committee throughout the fiscal year. These events include mixers, ribbon-cuttings, groundbreakings and more. One of those ribbon cuttings was held in November 2014 for American Eagle Outfitters' one-million-square-foot facility in Humboldt Industrial Park. The grand opening was well attended and special guests for the day included State Representative Tarah Toohil, Hazle Township Supervisors Chairman Bill Gallagher, and Hazleton Mayor Joe Yannuzzi.

The Community Relations Committee supports the Humboldt Park Association, which now meets on a regular basis. Representatives of industries in Humboldt meet to discuss common issues such as workforce needs, roadwork and training programs. Election of officers took place and those nominated to serve for 2015 include Rich Roselle, Freedom Corrugated, president; Paul Detwiler, Econoco, vice president; Tracy Karchner, Karchner Logistics, treasurer; and Nancy Stasko, CAN DO, secretary.

On October 26, the Humboldt Park Association had a mixer at the Mohegan Sun Arena, where attendees were treated to club seats at center ice and hors d'oeuvres in the club lounge. Sixty-eight people were in attendance from various companies to watch the Wilkes-Barre/Scranton Penguins play the Binghamton Senators. CAN DO expressed gratitude



In November 2014, American Eagle Outfitters held a ribboncutting at their one-million-square-foot Humboldt facility.



Winners from CAN DO's seventh annual Curb Appeal Awards pose for a photo after receiving their awards in September 2014.

to Mohegan Sun Arena for sponsoring the event and to Nancy Stasko for coordinating it.

The Committee also supports the Boy Scout Explorer Post 924, which has a focus on engineering. Explorer is a career education program for young men and women 14-20 years old. It provides real workplace experiences that prepare young people for college, technical education, and future employment. The result is a program of activities that helps young people pursue their special interests and try out a potential career.

CAN DO held its successful Curb Appeal Awards judging for the seventh time last summer. The program, co-chaired by Lonnie Polli and Gary Danish in FY2015, recognizes and rewards companies in CAN DO's three industrial parks (Humboldt, McAdoo and Valmont) and the CAN DO Corporate Center business park that have proactively maintained or improved the appearance of their properties.

CAN DO believes well-maintained properties help provide increased value for industries and their neighbors, as well as a quality work environment and improved morale for employees. With that in mind, our organization wanted to reward the efforts of the many companies that keep their facilities looking beautiful. The Curb Appeal Committee was formed to choose the winners, and subcommittee members visited the properties of all companies within CAN DO parks. Curb Appeal Award winners were honored at an industry mixer held in September at the Residence Inn by

Marriott. The Curb Appeal Award plaques were presented in the categories of companies with 1-75 employees in their local facility, companies with more than 75 employees, Commercial Service, and Commercial – Hotels, Restaurants, Retail.

Recipients in the 1-75 employee category were First Quality Nonwovens office, Humboldt Industrial Park; Karchner's location at 425 Jaycee Drive, Valmont Industrial Park; New Global Marketing, CAN DO Corporate Center; and PSI Containers, Inc., McAdoo Industrial Park. Meadow Burke, also in Humboldt Industrial Park, received an honorable mention. Recipients in the more-than-75 employee category were TAB.com, Humboldt Industrial Park; Gonnella Frozen Products, Humboldt Industrial Park North; Fabrikal Corporation, Valmont Industrial Park; and Network Solutions, CAN DO Corporate Center. Cargill, Humboldt Industrial Park West, received an honorable mention.

The Commercial Service Award recipient was the Hazleton Area Academy of Sciences in the CAN DO Corporate Center. The winner in the Commercial – Hotels, Restaurants, Retail category was Residence Inn by Marriott in Humboldt Station. The Hazleton Area Academy of Sciences was named the overall winner, receiving the top award in the program.

Planning is already underway for the eighth annual Curb Appeal Awards, which will be presented in the fall of 2015.

Student Action Committee

CAN DO's Student Action Committee was busy with several events throughout the past year. The committee is made up of local high school students who plan and assist with special community projects.

This year's Student Action Committee included Luke Olander, Gabrielle Ator, Morgan O'Hara, Monica Abdelmalek and Natalie Alcantara, Hazleton Area High School; Rebecca Wolfe and Anthony Kimsal, Immanuel Christian School; Dominic Mussoline and Hunter Berger, Marian High School; Haylee Kirschner and Brendan Drusda, MMI Preparatory School; and Samantha Hartz and Trent Dempsey, Weatherly Area High School. CAN DO board member Charles Burkhardt and CAN DO Director of Administration Nancy Stasko are the Student Action Committee advisers.

Each year, the committee organizes "Operation: CAN DO," a drive to collect food, hygiene and entertainment items for local servicemen and -women stationed overseas. The drive marked its tenth anniversary last year. The items that are collected are placed into care packages and mailed each fall in partnership with the Freeland American Legion, so the packages will be received in time for the holidays. The drive, which is always well received by the community, garnered publicity through newspaper articles and television coverage. This year's "Operation: CAN DO" co-chairs were Monica Abdelmalek and Dominic Mussoline.



Freeland Elementary students take part in "Operation: CAN DO."

Student Action Committee members also coordinated the 22nd annual CAN DO Community Christmas, which was held in December 2014. Hundreds of children and adults enjoyed the festive musical performances at Christ Lutheran Church on Green Street in Hazleton. Gary Danish produced the event.

CAN DO Chairman of the Board Lew Dryfoos III, Greater Hazleton Chamber of Commerce Vice President of Marketing Leann Fallabel and student advisers Charles

Burkhardt and Nancy Stasko all spoke during the festivities. Carla Thaller served as master of ceremonies for the evening, which featured a visit from Santa Claus and performances by the Hazleton Area High School jazz ensemble, directed by Neil Forte; the Hazleton Area High School chamber singers, directed by Kim Sharonoff; the Heights-Terrace third-grade chorus, directed by Rachel Brimmer; the MMI chamber ensemble, directed by Christine Lizbinski; and the Heights Terrace Elementary/Middle School jazz ensemble, directed by Jennifer Gerhard. Each student performer received a T-shirt designed by the Student Action Committee. Committee members also helped children in attendance write letters to Santa and served refreshments. Committee members Samantha Hartz and Haylee Kirschner served as this year's CAN DO Community Christmas co-chairs.



The 22nd annual CAN DO Community Christmas event was held in 2014.



STUDENT ACTION COMMITTEE

Outgoing members talk about their experience

"Now more than ever, I am aware of the businesses that call the Hazleton area their home and why these businesses are coming here. It opened my eyes on how small changes in the area can have an enormous impact on the community. I learned more about the business world and how good communication and good relations with your clients play a large role in the key to success."

— Gabrielle Ator



"I gained the passion to push to make a difference. The desire does not have to be to change the world; even just small steps in one's life can create a huge impact on the lives of others around them. It sparks in the heart of one person and has the potential to ignite inside all."

— Rebecca Wolfe

"Through my experience in CAN DO, I have learned about how a business like CAN DO works from the inside out, while most people only see the final product. I also learned a lot about how much time and effort go into the smallest things."

— Haylee Kirschner



"Personally, I've gained experience working within a team concept to serve our community and solve problems. I have also learned the importance of community service in my life."

— Luke Olander

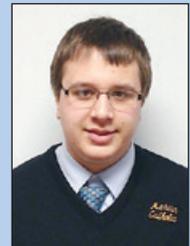


"I have gained more communication skills through CAN DO that have made me a better leader in my school and the community. Serving as a student member has allowed me to voice my opinion, even if others disagree. It has also allowed me to give back to the community in a way that did not feel like work and was fun."

— Samantha Hartz

"I've learned the importance of helping others and being actively involved in the community in which I reside."

— Hunter Berger



Additional members of the CAN DO Student Action Committee



Monica
Abdelmalek



Natalie
Alcantara



Trent
Dempsey



Brendan
Drusda



Anthony
Kimsal



Dominic
Mussoline



Morgan
O'Hara



REPORT FROM VICE CHAIRMAN DAVID M. McCARTHY

Committees: CAN BE and Economic Development

I would like to recognize the efforts of those on the CAN BE Committee and on the Economic Development Committee. I would like to thank CAN BE Advisory Committee Chairman Dr. Gary Lawler and Economic Development Committee Chairman Joseph Zeller.

I would also like to thank CAN DO Director of Economic Development and Entrepreneurship Jim Kelshaw and the other staff and volunteers who assist those committees.

CAN BE Committee

The Community Association for New Business Entrepreneurship (CAN BE), our business incubator program that offers services to all early-stage companies seeking assistance, has experienced a few highlights in the past year.

Transfusion Logistics, a staffing company for tractor-trailer owner-operators, began operations in the Greater Hazleton Business Innovation Center in Valmont Industrial Park.

CAN BE initiated quarterly socials to promote business and informal interaction among the tenants in its 14,400-square-foot facility, which was not always possible on a daily basis due to varied business operating hours.

As we look to the future of CAN BE and the creation of an entrepreneurial ecosystem within Greater Hazleton, CAN BE has expanded its alliance with Penn State and added access to additional services through the Allan P. Kirby Center for Entrepreneurship and Free Enterprise through Wilkes University. This will bring technology transfer assistance, as well as other technical expertise availability, to our entrepreneurs. In exchange, CAN BE will assist with production space and funding consultations.

As part of its focus on downtown Hazleton, CAN DO purchased the former "Remember When" building on Broad Street in Hazleton during the past fiscal year. A study is being performed to determine its viability as a hospitality and retail incubator. We hope to provide community kitchen space and offices for start-up professional services in the heart of our business district.



CAN BE is proud to be of service to our clients and the community. We are determined to assist our present and future neighbors with the tools and leadership they need to achieve their goals.

Economic Development Committee

The Economic Development Committee continues to assist local industries with their business needs and to advance the mission statement of CAN DO, which is "To improve the quality of life in the Greater Hazleton area through the creation and retention of a full range of employment opportunities."

Internally, CAN DO received two grant approvals totaling \$1.244 million through the Commonwealth Financing Authority and PennDOT's multimodal grant programs. The funds will be used toward a planned extension of White Birch Road and radii/signalization improvements to the intersection of Forest Road and Maplewood Drive in our Humboldt Industrial Park. This project is significant given that it will ready the existing infrastructure of the park for a second means of ingress/egress to Interstate 81. This will be made possible upon the completion of an extension to State Route 424, which has been approved by the state as part of the much-needed Transportation Bill of 2014.

Once the project is finished, employees and truck traffic will have an alternative to solely using State Route 924 as a means to access and exit our park, which has grown to more than 60 industries and seasonally supports greater than 10,000 full-time jobs. In further support of this project's funding, CAN DO has also submitted an application to the Appalachian Region Commission for a \$469,000 access road grant. This process averages 18 months and we are awaiting notification of the application's decision.

Loans

Loans were procured to facilitate the acquisition of several properties over the past year. CAN DO purchased properties at 135 Lions Drive in Valmont Industrial Park and 63A Green Mountain Road in Humboldt Industrial Park in the past fiscal year to increase its portfolio of leasable industrial space and to support the growth of one of its existing tenants. The

135 Lions Drive property has been leased to Bellemarque. Tosca was leasing the 25,000-square-foot building in Humboldt and CAN DO stepped in and purchased it from the previous owner to allow the company to continue its operations for the remaining term of its lease. To complete the purchase of the properties, the Economic Development department procured conventional financing of nearly \$2.5 million.



Left: CAN DO purchased the "Remember When" building in downtown Hazleton for possible use as a hospitality and retail incubator. Above: CAN BE holds quarterly socials at its Business and Innovation Center in Valmont.

In August 2014, as the applicant and administrator, CAN DO received a \$750,000 Discovered and Developed in PA (D2PA) grant. This creates a revolving loan fund for site readiness of land for future development, and will be used by the five certified Industrial Development Corporations within our Northeastern Pennsylvania Partnership for Regional Economic Performance (PREP). This grant represents money from the state that can assist in the costly activities necessary to convert buildable lots into “pad-ready” sites through engineering, permitting, and design work, and will provide a competitive advantage when attracting business to Greater Hazleton. The revolving loan fund allows the money to be used, repaid to the fund upon project completion, and made available again for future use.

In April 2015, CAN DO secured a \$450,000 loan from the Pennsylvania Infrastructure Investment Authority (PENNVEST) to support a project to convert our one-million-gallon-per-day sewer system in Humboldt Industrial Park to ultraviolet treatment of the wastewater.

CAN DO continues to support all Hazleton area businesses by offering a comprehensive portfolio of debt financing and alternative investment strategies to help businesses locate and grow in the region. In addition to CAN DO’s long-standing relationship with the Pennsylvania Department of Community and Economic Development as a certified Industrial Development Corporation (IDC), CAN DO is also approved as an Area Loan Organization (ALO). As an ALO, CAN DO can assist small businesses in securing incentive financing for many different business needs, such as land and building acquisition, construction, machinery and equipment, and working capital needs. During the past fiscal year, the State Department of Community and Economic Development merged its ALO loan programs into the Pennsylvania Industrial Development Authority (PIDA). CAN DO became a Certified Economic Development Organization (CEDO) at that time, and formally extended our service area to all of Luzerne County.

Under the direct programs available to CAN DO through the State of Pennsylvania, we were able to provide more than \$3 million in six loans to five different entities: DHD Realty, GT Fabrication, Susquehanna Brewing Company, Hydrodynamics and HawkMtn Labs. The loan proceeds were used for many of the above ALO/CEDO business needs and served a plethora of industry types, including HVAC service technicians, a brewing company, environmental testing laboratory and paper product manufacturers. A machine fabrication shop and a multi-tenant office building combined to create 160 new full-time employment positions and retain 65 jobs in our county.

Furthermore, while providing direct loans to those customers mentioned above, CAN DO worked to coordinate additional funding for those borrowers to complete their projects by working with loan programs from Luzerne County, the United States Department of Agriculture and multiple revolving loan programs through other economic development groups. This additional funding exceeded \$1.1 million.

In keeping with our strategic plan initiatives and to better serve our communities, the Economic Development department is working to expand our products and outreach in the coming year. Projects underway include the establishment of a revolving loan fund to be administered by CAN DO to assist area businesses in conjunction with other state, county and local funds. CAN DO also formalized a fee-sharing agreement for providing U.S. Small Business Administration 504 loans to businesses in Carbon, Luzerne and Schuylkill counties.

Furthering the access of capital to small businesses, Mr. Kelshaw serves as a Director for the NEPA Alliance Business Finance Corporation, an SBA-certified community development corporation based in Pittston, and MetroAction, a small business lender located in Scranton and housed in the Scranton Chamber of Commerce. These groups have a service outreach to seven counties within Pennsylvania.

Our Economic Development department also serves a vital role – along with other representatives from the City of Hazleton, the Greater Hazleton Chamber of Commerce, the CAN DO Community Foundation, the DBI/Hayden Partnership and leadership from within the Latino community – in the Downtown Hazleton Alliance for Progress (DHAP). Mr. Kelshaw is the group’s vice president, while both he and Mr. O’Donnell serve on the Board of Directors. According to its mission statement, DHAP was formed “to provide sustainable leadership, direction and support for the successful, efficient revitalization and long-term success of downtown Hazleton.” It is our belief that CAN DO’s mission includes helping improve the quality of life in our community, which includes a safer, cleaner and more active downtown environment.



Susquehanna Brewing Co., above, and Hydrodynamics, below, received financing with the assistance of CAN DO in FY2015.





REPORT FROM VICE CHAIRMAN DANIEL C. JORGENSEN

Committees: Marketing and Property

I would like to thank everyone in the Marketing and Property departments for their hard work. I especially want to thank Marketing Committee Chairman Lisa Finkelstein and Property Committee Chairman Tim Genetti.

I would also like to thank Joseph Lettiere, vice president; Greg Kurtz, director of operations; Melissa Frederick, marketing specialist; Dan Sweeney, facilities manager; Brian Demshock, utility supervisor; Joe DelBalso, lead water operator; and Stewart Smith, lead wastewater operator.

Marketing Committee

Under the leadership of Chairman Lisa Finkelstein, the Marketing Committee continued to provide input and direction on key issues affecting the CAN DO organization, including:

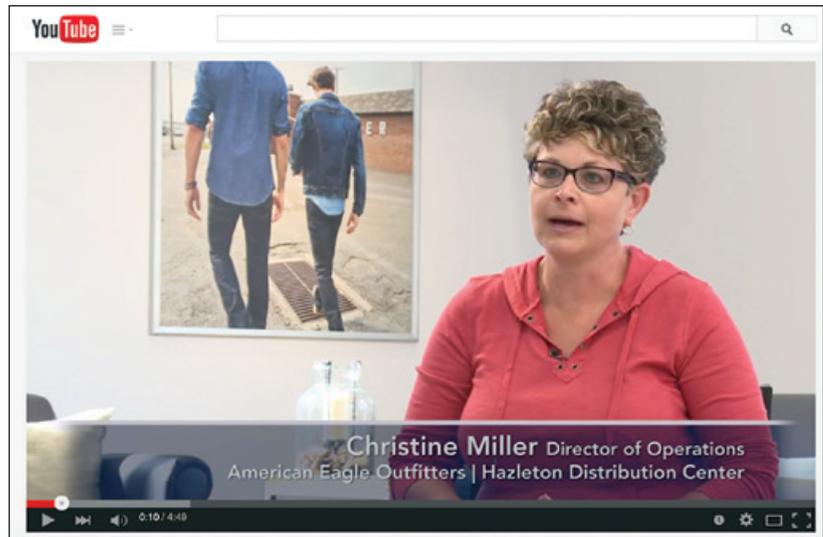
- Site permitting related to Humboldt Northwest Site 1
- Challenges related to the traffic within Humboldt Industrial Park
- The marketability of remaining land holdings within CAN DO's portfolio
- Potential real estate investments to increase the organization's leasing portfolio and stabilize its operational budget
- And increased development in the CAN DO Corporate Center.

The committee also oversaw the implementation of the marketing department's Plan of Work, as well as our department's portion of the strategic plan, which concentrates our marketing efforts on the continued growth of the food processing cluster within Greater Hazleton.

New job creation/expansion projects

Through the ongoing efforts of the marketing committee and staff, CAN DO helped facilitate several job creation projects for the community throughout the past fiscal year. The companies that have committed to creating jobs or expanding operations in the Hazleton area during the past fiscal year include:

- CTC Manufacturing (retained 83 jobs and added eight new jobs by expanding to MT 7B and C on Rotary Drive in Valmont Industrial Park for a total of 33,117 square feet)
- Amazon hired an additional 400 full-time people in addition



American Eagle Outfitters provided a testimonial about the excellent workforce in Greater Hazleton. A video was placed on CAN DO's YouTube channel, www.youtube.com/hazletoncando, and promoted via email and social media.

- to its already existing workforce of 1,300 for a total 1,700.
- Kelly Iron Works (a steel fabrication company that expanded its business to Hazleton from its main location in Chester and will create 4-10 jobs)
- And Graham Packaging (expanded its warehouse by 165,000 square feet, now leasing 264,370 square feet at 68 Green Mountain Road).

Leases

With the addition of three new tenants and several lease renewals, CAN DO's leasing portfolio ended the year at 100 percent occupancy rate.

New leases

- Bimbo Bakeries signed a lease for Valmont Industrial Park, Site 9.
- CTC Manufacturing signed a lease to occupy 9,117 square feet at Multi-Tenant Building 7C and 24,000 square feet at Multi-Tenant Building 7B in Valmont Industrial Park.
- Humboldt West Site 63A – CAN DO assumed this lease with the purchase of the property.

Lease renewals

- EDC renewed its lease for 40,000 square feet in MT 6.
- Congressman Barletta's office renewed its lease in the CAN DO Renaissance Center.
- Therma-Tek renewed its lease for 19,683 square feet at

Multi-Tenant Building 7C in Valmont Industrial Park.

Land Sales

- Equilibrium Equities finalized its purchase of Humboldt North Site 10, a 13.7-acre rail-served site, for a build-to-suit project proposing an 180,000-square-foot Class A industrial facility.

Real Estate Investments

The marketing department identified several real estate investment opportunities to help bring the organization closer to its goal to operating without land sales. A thorough financial analysis of each investment opportunity was completed by the marketing staff and of those investigated, the following two properties were purchased:

- Valmont Industrial Park Site 9 - CAN DO purchased an 11-acre tract to assure Bimbo Bakeries maintained its truck parking area near its manufacturing facility in Valmont Industrial Park, further stabilizing their operations.
- 63A Green Mountain Road - CAN DO purchased the 25,000-square-foot building in Humboldt Industrial Park West with the goal of retaining Tosca Ltd. on a long term basis.

CAN DO is currently evaluating other real estate investment opportunities that will both increase the size of the leasing portfolio and provide additional cash flow to the organization while also following the mission of the organization.

Site Permitting

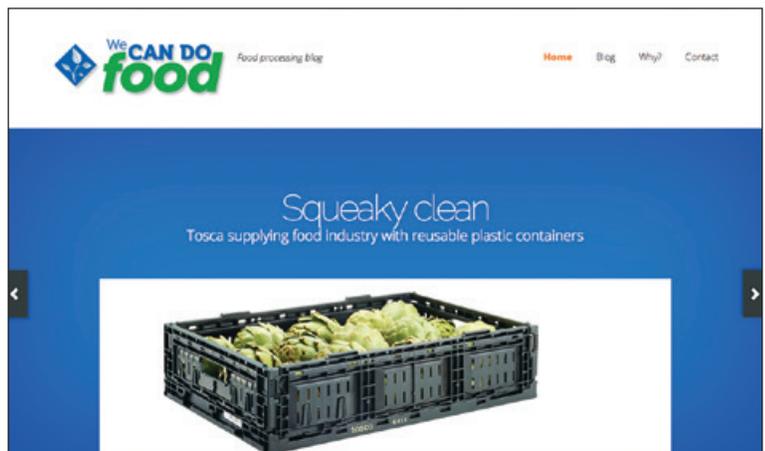
With tighter project timeframes and more companies looking for sites that are already permitted, the marketing department began the process of obtaining land development approvals for one of the most marketable sites remaining in CAN DO's land inventory, Humboldt Industrial Park Northwest Site 1. By obtaining all permits for the site, our community will be competitive for more job creation projects.

- The preliminary grading plan and storm water infiltration testing have been completed and the marketing department will work with our engineer to finalize all approvals through the next fiscal year.

Humboldt Industrial Park Traffic

Working with Hazle Township officials to address traffic congestion and safety concerns within Humboldt Industrial Park, CAN DO hired Borton Lawson to complete a traffic study of the Park. The marketing department spearheaded this initiative and coordinated the findings of the study with the township. Improvements at Maplewood Drive and Forest Road, as well as the extension of White Birch Road to Commerce Drive were recommended within the study.

The marketing department continues its online publishing



The CAN DO Food Blog, www.wecandofood.com, targets the food processing industry cluster.

of the food processing blog “We CAN DO Food” (www.wecandofood.com) which features CAN DO-generated stories of local food processing and food distribution companies, along with information that is pertinent to the industry cluster in our efforts to attract new projects. In the past year, the blog has featured stories on various food-related companies throughout Greater Hazleton, as well as utility services readily available in the industrial parks that provide a competitive advantage for food processing companies. Other topics included Northeast Pennsylvania's transportation system and its benefits to Hazleton's food processing plants, and the business partnerships available from Ben Franklin Technology Partners, the NEPA Food Processing Industry Partnership, the Northeast Pennsylvania Manufacturers and Employers Association, and the “Your Employability Skills” program. A 90-second video about Greater Hazleton's benefits for the food processing industry was also created and posted to the site.

Marketing efforts

The available property signs along Interstate 81 near Valmont Industrial Park were replaced to improve visibility. Signs can be seen by travelers on the interstate, which promote our available properties to those heading north. The department has also continued its semiannual SiteLines marketing e-newsletter, which is sent along with other email blasts to 1,500 brokers, developers and site selectors. To maintain its innovative, creative and up-to-date marketing materials, CAN DO's marketing department completes many of the marketing materials in-house, including maps, building and site flyers, and brochures. Leveraging one of our most successful projects to promote our workforce, management at one of our newest companies, American Eagle Outfitters, provided video testimonials touting the company's successful move to Humboldt Industrial Park and its satisfaction with the quality of workforce it found in Greater Hazleton. That video was posted to the website, as well.

Marketing activities

During the past year, CAN DO held networking events in Lehigh Valley and King of Prussia for brokers and developers. CAN DO partnered with the Greater Wilkes-Barre Chamber of Business and Industry and the Scranton Plan for all networking events. We also implemented a new networking event this year and partnered with the Schuylkill Economic Development Corporation (SEDCO) to host a sporting clay event. The event was also held for brokers and developers as it has been noted within the Development Counsellors International (DCI) 2014 study, *Winning Strategies in Economic Development Marketing* that hosting special events are among the most effective marketing techniques.

We also participated in the networking event at the annual Society of Industrial and Office Realtors gathering in Hershey.

Keeping pace with the increased use of social media for marketing, the department promoted news and real estate inventory using CAN DO's Facebook, Twitter and LinkedIn accounts.

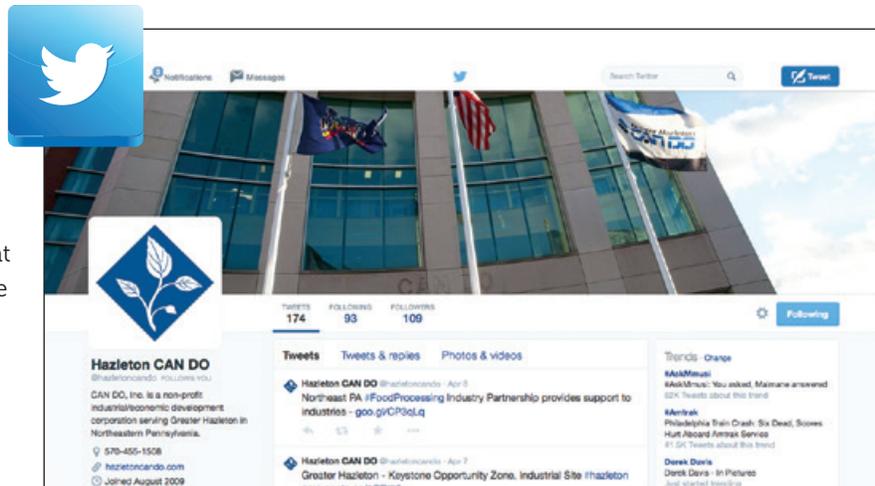
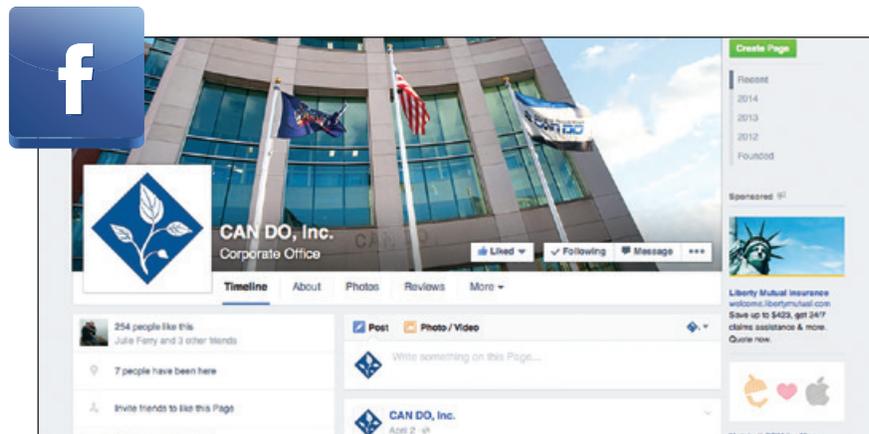
Finally, in an effort to spur retail development, CAN DO renewed the contract with Hinerfeld Commercial Real Estate to act as our broker for Humboldt Station, including Lots 106 and 107.

Regional efforts

CAN DO is actively involved in leadership of regional marketing efforts holding two seats on the executive committee of Penn's Northeast (PNE), a nonprofit economic development organization. Plans are currently underway for the Penn's Northeast's Fall Festival for brokers and developers, which will be held in October.

PREP - (Partnerships for Regional Economic Performance) is a network of regional partners designed to work together to assist businesses Northeastern Pennsylvania. CAN DO has been an active member within this network, participating in several initiatives including the Jobs 1st program which facilitates increased investment and job creation by coordinating workforce recruitment, training programs and economic development throughout the PREP region.

CORE PA - A broader effort CAN DO is taking part in is CORE PA Global which was funded through a Make it in America Challenge grant. CORE PA Global, is the centerpiece of a Pennsylvania government initiative established to increase the visibility of a 53 county footprint of Pennsylvania



to international and domestic investors and reshoring prospects.

Property Committee Land Development

White Birch Road Extension

The extension of White Birch Road is in the planning and design stages. This new means of ingress and egress will allow traffic in Humboldt Industrial Park to have easy access to the future State Route 424 extension currently in design with PennDOT and Alfred Benesch & Associates. Many traffic and safety issues that currently limit growth in Humboldt will be resolved with this project's completion which is estimated to be done in 2018.

Wetlands

As part of an agreement reached with the Pennsylvania Department of Environmental Protection, CAN DO is constructing 5.6 acres of wetlands in Humboldt Industrial Park to replace previously constructed wetlands that had failed. The project, scheduled to be completed over two years, should be substantially complete by the fall of 2015.

Lots J and K

The Operations and Marketing departments are currently working together on a project to be built on lots J and K in Humboldt Station.

Facilities Management

A program to add a software solution to our facilities and utilities divisions is in progress. The software is currently in use by utility and facility staff, who are populating data for use. Records of current maintenance activities are starting to be entered for future reference and reporting. Preventative maintenance items are also being produced and entered to reduce emergency repairs and downtime.

Energy Savings Efforts

Efforts are being taken to reduce CAN DO's energy costs. Some of the projects include HVAC upgrades, lighting changes, window tinting and additional insulation in problem areas. In addition to reducing operating costs, the initiative will also reduce our carbon footprint and conserve our natural resources.

GIS Mapping

GIS ("Global Informational System") mapping is underway at CAN DO. We have many miles of utility pipes, valves, hydrants and underground infrastructure distributing potable water and collecting waste water. To better serve our clients, as well as save on labor and utility expenses, we are undergoing a 2-3 year project to digitally map all the systems, making it possible to use a computer to click and reveal pertinent information related to size of pipe, type of valve, year of installation and other pertinent information. In the field, an operator can use a handheld GPS device to locate equipment in seconds, rather than hours, thus saving significant cost by enabling faster response times. This system will also be used daily as the PA One-Call system requires our technicians to locate our utilities every time someone needs to dig around our infrastructure. (A sample map that we would utilize is depicted at right.)

Utilities Division

Sewer

CAN DO has been mandated by the Pennsylvania Department of Environmental Protection to eliminate chlorine from the disinfection process at the Humboldt Industrial Park Waste Water Treatment Facility. An ultraviolet disinfection system has been designed and is now under construction. Completion of the system and conversion to ultraviolet disinfection is slated for November of 2015. This change will eliminate the sodium bisulfate that we currently discharge into the waterways, making our process even more environmentally friendly.

Water

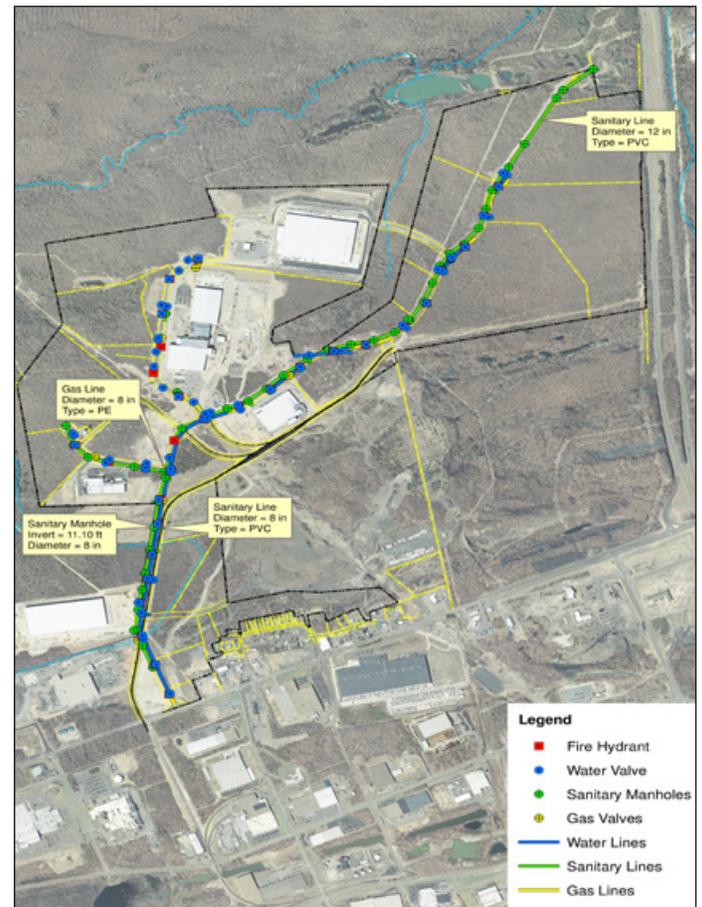
CAN DO provides potable water service to two separate industrial parks: a business park and the Sand Springs golf community. This year, plans to refinish several water storage standpipes (tanks) will come to fruition. Proper maintenance of these structures is imperative to long life and to maintain the quality of the water we supply to our customers.

CAN DO Corporate Center Improvements

The CAN DO water systems that support the potable water needs of the CAN DO Corporate Center in Drums are comprised of one groundwater well, one 500,000-gallon water tank, miles of underground piping, and fire hydrants. We have recently received approval to move forward with the test drilling of a second well for the CAN DO Corporate Center. This new well will serve as a back up for our existing well and provide a level of redundancy in case problems arise with our first well. This well will also increase our capacity and properly position CAN DO for new growth in the CAN DO Corporate Center as well as the surrounding area.

Humboldt Water System Improvements

The water system at Humboldt Industrial Park consists of five wells, four water storage tanks and a distribution system, delivering nearly 600,000 gallons of water daily to all areas of Humboldt Industrial Park. This year, we are planning to rehabilitate two wells as a preventative maintenance effort to maintain the flow from the multiple-well system that was created over the past years.



A new GIS mapping system will make it easier to digitally identify all of CAN DO's infrastructure.



CAN DO PARTNERS

Thank you, partners!

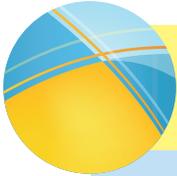


Hazle Township, Luzerne County, Pennsylvania

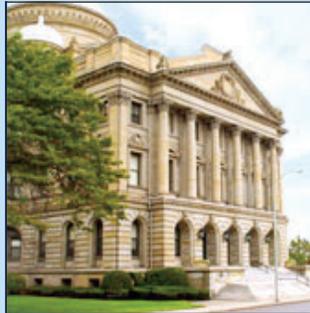


Luzerne County – Office of Community Development





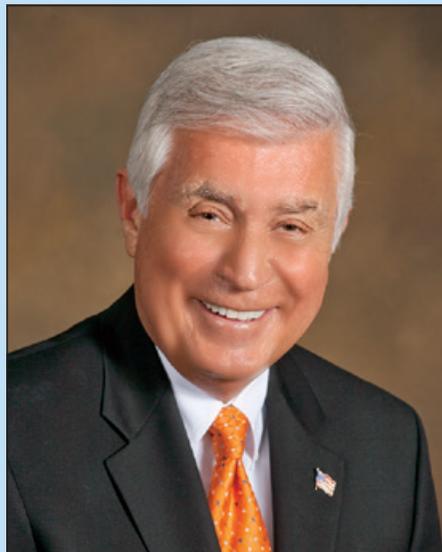
2015 CAN DO
Partner Award



**Luzerne County – Office of
Community Development**



2015 CAN DO
Chairman's Award



Donald M. Pachence



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* Non-voting members
** Deceased

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Hunter Berger (MHS)	Morgan O'Hara (HAHS)
Trent Dempsey (WAHS)	Luke Olander (HAHS)
Brendan Drusda (MMI)	Rebecca Wolfe (ICS)
Samantha Hartz (WAHS)	



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Founder



Joe Yenchko**
Executive Director
1963-1984



Kevin O'Donnell
President
1984-Present



Arthur A. Krause**
1971-1973



Hugh L. Campbell, III**
1973-1976



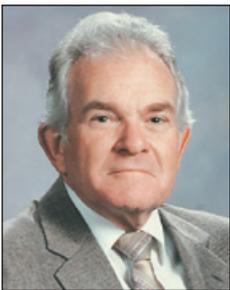
Robert K. Gicking
1976-1979



Paul Cerula**
1979-1982



John H. Wright, Jr.
1982-1985



Herbert D. Nash**
1985-1988
1993-1994



Donald M. Pachence
1988-1991



Eugene M. Dougherty
1991-1993



Gary F. Lamont
1994-1997



Dr. Terrance M. Eyerly
1997-2000



Joseph M. DeBias
2000-2003



Robert J. Moisey
2003-2006



E. Thomas Sandrock
2006-2009



John J. Spevak
2009-2013



Llewellynn F. Dryfoos III
2013-2015

*** Deceased*





Our Mission...

To improve the quality of life in the Greater Hazleton Area through the creation and retention of a full range of employment opportunities.