

## CAN DO redesigns website to better serve the economic development community

CAN DO launched a redesigned website at www.hazletoncando.com aimed at delivering the most comprehensive and up-to-date information about the Greater Hazleton area for the economic and industrial development community.

The modern look and responsive design make it easy for users to quickly and efficiently navigate to the information they are seeking, including details on industrial and commercial real estate in Greater Hazleton together with CAN DO's four parks. The website also provides valuable information to those interested in entrepreneurship, utilities, community and workforce data, and business financing options.

CAN DO Executive Vice President Joseph Lettiere said, "It's critical in today's economic development world to present information online so everyone from developers and real estate brokers to entrepreneurs and potential employers can easily access the information they need to make the right choice for their client or business. While much of the content remains the same from the previous website, we've updated all the data to reflect the current statistics and the refreshed design makes the new website more user-friendly for our visitors."

For example, under the Real Estate menu, visitors to the site will find valuable information about each CAN DO industrial or business park, including notable statistics, infrastructure data and

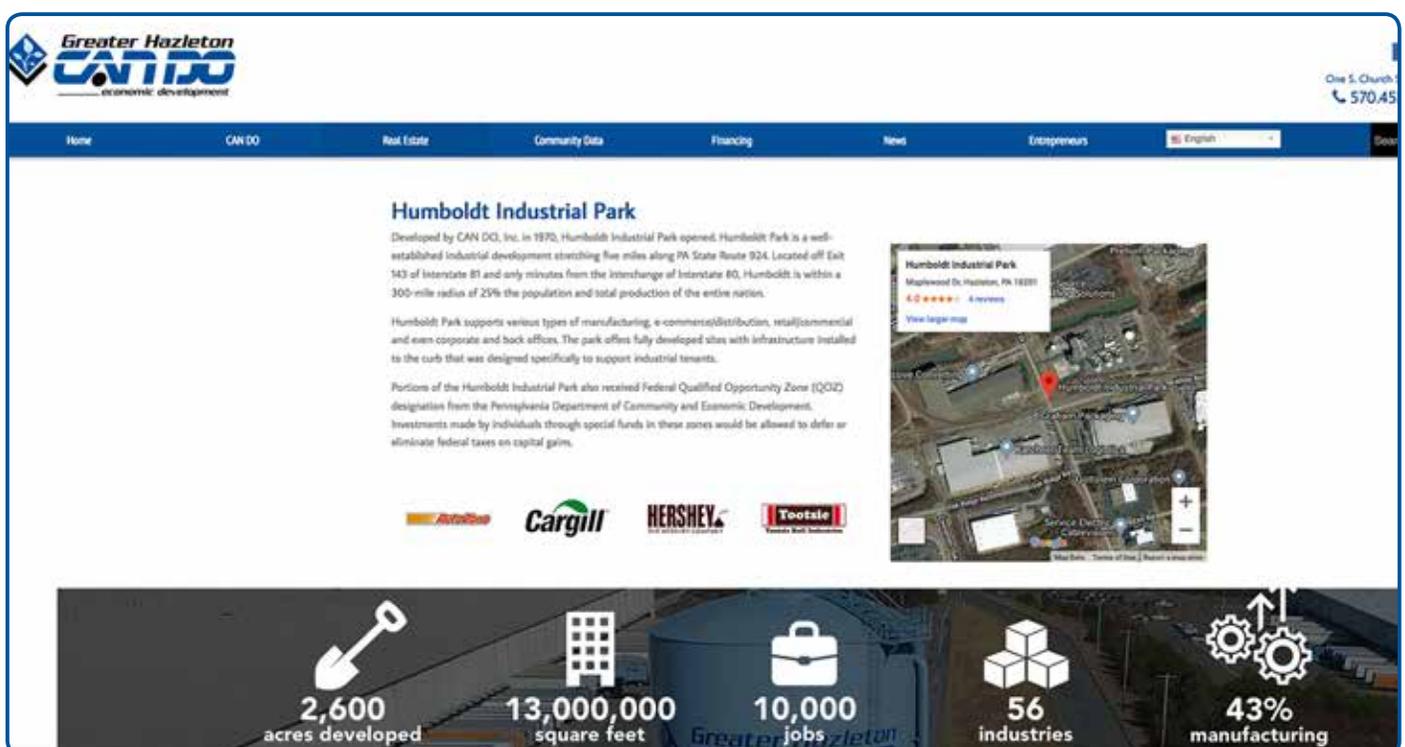
a downloadable map that lists all the park's tenants.

Newcomers to the area and business executives looking to open a new location can find a wealth of information about the region under the Community menu. In addition to quick facts about the area, visitors to the Community Data page can view demographic information, workforce and labor statistics, and continuing education opportunities at some of the region's 15 colleges and universities.

The Targeted Industries page focuses on the success CAN DO and Greater Hazleton has had in attracting a variety of businesses in the food processing, plastics and e-commerce industries to the area. Visitors can view some of the impressive facts about the performance of companies in these industry sectors who chose to locate their operations in Northeast PA.

CAN DO offers business financing services as a Certified Economic Development Organization (CEDO), as recognized by the Pennsylvania Department of Community and Economic Development. The website's Business Finance page lists up-to-date information about the various financing programs that are available at attractive interest rates for Greater Hazleton and Luzerne County.

*(continued on page 4)*



The modern design and responsive layout of CAN DO's new website help visitors quickly and efficiently find the information they need.

## Corrugated Supplies Company selects Humboldt for access to major transportation routes and Northeast U.S. market

When Corrugated Supplies Company was searching for a location to help the manufacturer efficiently service its many customers in the northeastern U.S., it found the perfect site in Greater Hazleton's Humboldt Industrial Park.

As the largest independent sheet feeder in the country, Corrugated Supplies Company has customers located across a 400-mile service area in the northeastern United States.

The company recently signed a lease with CBRE Global Investors to occupy 220,000 square feet of a brand new 440,504 square-foot multi-tenant industrial facility in the Humboldt East section of the park.

Russell Williams, facility manager for Corrugated Supplies Company's Humboldt location, said the facility is perfect for the company's seventh U.S. location. "It's a newly-constructed building that is located right next to Interstate 81 so it's very convenient for us. We have several customers in this area and this new location will allow us to service them better," Williams said.

Corrugated Supplies Company, which manufactures corrugated sheets, color sheets and fanfolds, started hiring for the new facility just a few months ago and Williams said the company is already taking advantage of the quality workforce that Greater Hazleton offers.

"Corrugated Supplies is committed to attracting, developing and retaining dedicated, talented and hardworking people whose values align with ours. So far, our search in the Hazleton area

has been very good. When we get fully operational, we will employ 50 people. Right now, we're looking to fill production technician positions and anticipate being up and running by Thanksgiving."

Developer Trammell Crow Company constructed the facility on speculation. Andrew Mele, managing director in Trammell Crow's Northeast Metro Division, said the company's ability to lease the building shortly after completing construction justifies its assessment of the benefits to constructing a facility in the Humboldt Industrial Park.

"Humboldt Industrial Park is one of the largest and best-known industrial parks in Pennsylvania. The park has great access to I-81 and I-80 and tenants can reach every major northeast city within a five-and-a-half-hour drive. Humboldt is characterized by great amenities, a pro-business environment and a high-profile tenant base. It's history, access to transportation and the availability of a quality labor pool makes it a no brainer location for a project like ours."

In addition to the proximity to major interstate highways and the available workforce, Mele cited the building's access to rail and utilities as some of the key benefits for the space.



*Corrugated Supplies Company is the largest independent sheet feeder in the United States. Its sheets are used to make various items, including boxes, point of purchase displays, packaging.*

"Another unique amenity is reliable rail service in the park. Corrugated Supplies Company is a rail user that will take advantage of this great amenity. Lastly, the project has the benefit of robust utility services – gas, electric, water and sewer – that is unlike most projects in Pennsylvania," he said.

Trammell Crow has a long-standing relationship with CAN DO. Mele said working with the economic development organization on this latest project was another "excellent" experience.

"I really can't say enough about how great it is to work with CAN DO. They are professional, knowledgeable and responsive. The support of the CAN DO team, and in particular Joe Lettiere, was crucial in the success of the project," Mele said.

## Greater Hazleton's workforce and strategic location aid in Pro-Con's regional expansion

Immediate access to two of the nation's prominent transportation routes and a strong and reliable workforce played a role in Progressive Converting's (Pro-Con) decision to expand its operations inside Greater Hazleton's Humboldt Industrial Park for the third time in less than 25 years.

Pro-Con recently completed a lease agreement with Endurance Real Estate Group on a 242,960 square-foot distribution center located along Route 924 in Humboldt. The building is within minutes of access to Interstate 81 and only a few miles from the junction of Interstate 80. This easy access to major highways allows the company to provide



*Pro Con signed a lease for a 242,960 square foot facility in the Humboldt Industrial Park. This is the company's third facility in Greater Hazleton.*

**(continued on page 3)**



Best Cigar Prices worked with CAN DO officials for the guidance the company needed to complete a multimillion dollar expansion project at its CAN DO Corporate Center facility less than 10 years after locating in the area.

## CAN DO's expertise helps Best Cigar Prices expand its operations and bring 25 new jobs to Greater Hazleton

After more than 20 years of growth as an e-commerce cigar retailer, and following the successful opening of a small physical retail space, Best Cigar Prices wanted to expand its facility and open a one-of-a-kind cigar lounge at its 25,000 square-foot facility in the CAN DO Corporate Center in Drums. When company officials decided they needed expertise to make the idea a reality, they turned to CAN DO for help.

As a result, the company recently opened the 3,000-square-foot addition that, according to officials at Best Cigar Prices, houses the only cigar lounge of its kind in the country and has brought 25 new jobs to Greater Hazleton.

Best Cigar Prices, formerly known as New Global Marketing, was founded in New York in 1997 in a private residence. In 2007, the company moved to a 10,000-square-foot facility in Kingston, New York, before relocating to its current location in the CAN DO Corporate Center in 2011. Jason Harding, senior copywriter for Best Cigar Prices, said CAN DO's assistance was among the top reasons the company chose Greater Hazleton for its new location.

"We have found CAN DO to be easy to work with, informative and responsive. In the last year or two specifically, the relationship has grown in several areas. We needed special guidance related to opening a restaurant in the Corporate Center. These waters were difficult to navigate but CAN DO helped us through the process," Harding said. "We also requested a digital sign at the entrance to the park, which CAN DO stepped up and agreed to do. These are game-changing items for our business that we could not have achieved without CAN DO's help. Also, our CEO, Greg Fox, now is on the CAN DO Board of Directors and serves as part of the CAN BE Committee."

Best Cigar Prices has grown from those humble beginnings inside a private residence into a global e-commerce company that services approximately 200,000 customer transactions from 150 countries worldwide annually. It offers a selection of more than 8,000 unique cigars from more than 800 top brands. Harding said

the company's rapid rise gave officials the idea to bring a unique cigar experience to the area.

"Support and demand for our retail location greatly exceeded all expectations, and we realized there was a real interest for the premium cigar lifestyle in this area. It was then that the idea for the Pub was born," Harding said. "We believe that our new establishment will add to the value of the community by providing a safe, clean and modern space for patrons to relax and enjoy premium handmade cigars, great food and top shelf spirits responsibly. In addition, we will be bringing about 25 new jobs to Drums."

Harding called Best Cigar Pub a "completely immersive cigar culture experience" and said patrons will have the advantage of being connected to the rest of the Best Cigar facility, which contains the company's massive humidor and giant inventory of cigars and accessories. The Pub addition will also house a comprehensive Cigar Museum with more than 50 artifacts on display, a lounge area with 32 big-screen TVs and a more than 500 square-foot putting green. Among the specialty food and beverage selections at the bar is the company's own barrel of Best Cigar Pub Jack Daniels Whiskey that was made exclusively in Nashville, Tennessee.

"Guests can essentially shop our entire website selection in person. In addition to the massive selection and easy access, patrons will be able to enjoy a fine cigar in the comfort of our state-of-the-art air handling system. This system exchanges 100% of the air inside the Pub with fresh outside air every three minutes, ensuring a clean, non-smoky environment," Harding said.

Harding praised CAN DO for its guidance and support throughout the entire expansion process. "It is obvious in every interaction we have that CAN DO truly cares about the community, especially economic development and job growth. They try to make our lives as easy as possible so we can do our small part to contribute to these goals," he said.

## Pro-Con expansion (continued from page 2)

cost-effective services to the entire east coast, as well as offer next-day service to most markets.



Jeff Carew, operations manager at Pro-Con's headquarters in Appleton, Wisconsin, said, "Being located in Humboldt with quick access to the Interstate 80 and 81 corridor has allowed us to be able to provide cost effective solutions for our Northeast customers from not only a proximity standpoint, but also for their warehousing, transportation and supply chain needs."

Carew added that CAN DO was "instrumental" in bringing the company to Greater Hazleton when it opened its first facility in 1996 and that the workforce in the region plays a role in the company's success.

"We have a lot of great, talented people in Hazleton who have

enabled us to grow and we look forward to continuing on this path," Carew said.

Pro-Con does contract converting of custom-size sheets and rolls of paper and

paperboard for packaging, commercial and specialty printing at its six facilities across the U.S.

In addition to this new building at 594 CAN DO Expressway, Pro-Con also has locations at 109 Maplewood Drive and 1104 North Park Drive in Humboldt. The company transports as many as 60 inbound and outbound truckloads of cargo a day among its local facilities.

Carew said he expects the company to add additional employees as it settles in to the new facility. "Our business has continued to grow organically and we continue to do a tremendous amount of distribution and logistics for our customers."

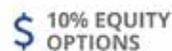
## Business Financing for the Greater Hazleton Area and Luzerne County

CAN DO has been certified by the Pennsylvania Department of Community and Economic Development (DCED) as a certified economic development organization (CEDO), enabling us to act as a conduit for state funding.

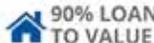
We work along side our partners the Pennsylvania Industrial Development Authority (PIDA), NEPA Alliance, Luzerne County Office of Community Development and Metro Action to provide a variety of grants and loans include land and building acquisition loans, Small Business First loans, machinery and equipment loans, workforce training grants and job creation and investment loans.



LONG TERM  
FIXED RATES



10% EQUITY  
OPTIONS



90% LOAN  
TO VALUE



SUBORDINATE  
FINANCING

CAN DO Finance Rates	
<b>PIDA</b>	<b>Rate</b>
Adjustable Rate	1.75%
Fixed Rate	2.75%
<b>SBA 504 Loan</b>	<b>Rate</b>
10-Year Effective	3.56%
20-Year Effective	3.46%
25-Year Effective	3.54%
<b>Micro Loans</b>	<b>Rate</b>
Luzerne Co. Small Business Loan Program	3.0%
ARC Funds	3.0%
EDA Funds	5.5%
Rural Development Funds	3.5%



The Business Finance section of CAN DO's newly-redesigned website provides detailed information on all the loans and other business financing options CAN DO offers as a Certified Economic Development Organization.

## CAN DO's certified business financing services help companies obtain loans for upgrade and expansion projects

When business is robust and companies need to expand their facilities or upgrade their machinery and equipment in order to be more efficient, securing financing can sometimes be the most challenging component of the project.

As a Certified Economic Development Organization (CEDO), through the Department of Community and Economic Development (DCED), CAN DO helps businesses in Greater Hazleton and all of Luzerne County obtain the funding they need for these vital projects.

CAN DO works alongside partners like DCED's Pennsylvania Industrial Development Authority (PIDA), NEPA Alliance, Luzerne County Office of Community Development and MetroAction to provide a variety of loans to businesses of all sizes. Eligible uses of these loans include land and building costs, machinery and equipment costs and working capital.

CAN DO's business financing program allow companies to access funds ranging from \$2,500 up to \$5.5 million to eligible businesses that commit to creating and retaining jobs in the Greater Hazleton area. CAN DO's programs provide low-fixed interest rates with terms extending up to 25 years for real estate, 10 years for machinery and equipment and three years for working capital.

Mark Minnig, CAN DO's Economic Development Specialist, said the benefits companies receive through CAN DO business financing options include up to 90 percent Loan to Value, 10 percent equity options and subordinate financing.

"We take great pride in providing businesses with outstanding customer service. We can help match your businesses with the correct state and/or regional agencies that can provide the specific services you need," Minnig said.

Since its founding in 1956, CAN DO has helped companies receive

millions of dollars in business financing to enhance operations, add additional employees and retain existing members of their workforce.

Recently, CAN DO assisted Summit Utility Structures in obtaining a machinery and equipment loan at a low interest rate for 10 years from the Pennsylvania Industrial Development Authority. The project created at least 25 full-time employees and retained another 42 full-time employees. In addition to Summit Utility Structures, CAN DO assisted local ice cream manufacturer Milkhouse Creamery in receiving funds from the Commonwealth Financing Authority's PA Dairy Investment Grant program.

Head to the Business Financing section of CAN DO's website to learn more about potential financing opportunities available for your business, including current interest rates.

### CAN DO redesigns website (continued from page 1)

Additionally, CAN DO aids small business development with its financing options but it also helps startups through CAN BE (Community Association for New Business Entrepreneurship). Anyone who is launching a new business, expanding a small home-based business or creating a spin-off venture for an existing business, can find an overview about CAN BE on the Entrepreneurs page.

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