

EAST MOUNTAIN CORPORATE CENTER

PLAINS TOWNSHIP, PENNSYLVANIA





02

MESSAGE FROM
OUR LEASING TEAM

03

LOCATION &
TRANSPORTATION

05

UTILITY
INFORMATION

07

PARK
AERIAL

09

WORKFORCE
& EDUCATION

15

COST ADVANTAGES
& INCENTIVES

19

MERICLE
OVERVIEW

25

SOME OF
MERICLE'S CLIENTS



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Welcome to the East Mountain Corporate Center,

a Class A office park located along Pennsylvania's I-81 Corridor.

Located just one mile from Exit 170A of I-81 and just four miles from Exit 105 of I-476, the East Mountain Corporate Center offers tax-free sites and space for office and medical companies.

The park is located in Plains Township in Luzerne County, Pennsylvania and is less than 10 minutes from Downtown Wilkes-Barre. The park can accommodate companies needing as little as 2,000 square feet to as much as 100,000 square feet. Park tenants include Mericle's corporate headquarters, Borton Lawson, Bank of America Merrill Lynch, Geisinger Wyoming Valley Healthcare, PPL Electric Utilities, and RCN.

More than 736,000 people live within 30 miles of the park. There are 17 college campuses with approximately 51,000 enrolled students within an hour's drive.

Most of the land Mericle owns in the park is located in a Local Economic Revitalization Tax Assistance (LERTA) zone. Every building we construct on a LERTA site receives a 10-year, 100% real estate tax abatement on improvements. Altogether, we have developed eight of the 10 office buildings in the park. The companies in the eight buildings have created approximately 2,500 jobs, and our buildings total approximately 500,000 square feet. We plan to construct seven office buildings on the 77 remaining acres we own in the park.

Please learn more about East Mountain Corporate Center on the following pages, and view all of our available buildings and sites at www.mericlereadytogo.com. Call us at **570.823.1100** to request a proposal and/or arrange a tour.

We look forward to hearing from you.



THE PARK IS AN EASY DRIVE FROM MANY KEY CITIES.

CITY	MI. AWAY
Wilkes-Barre, PA	3
Scranton, PA	14
Hazleton, PA	34
Delaware Water Gap, PA	51
Allentown, PA	59
Binghamton, NY	78
Morristown, NJ	101
Philadelphia, PA	109
Harrisburg, PA	109
New York, NY	123
Syracuse, NY	148
Baltimore, MD	189
Hartford, CT	206
Washington, DC	232
Pittsburgh, PA	270



ROAD ACCESS

The East Mountain Corporate Center is located along S.R. 115 in Plains Township, near Wilkes-Barre, Pennsylvania. Downtown Wilkes-Barre is less than 10 minutes away and Wilkes-Barre’s major suburban shopping areas can be reached in just five minutes. The park is just one mile from Exit 170A of I-81 and four miles from Exit 105 of I-476.

AIR ACCESS

The Wilkes-Barre/Scranton International Airport (airport code AVP) is just eight miles from the park and offers approximately 40 daily arrivals and departures to eight major hubs with one-stop service to more than 450 destinations worldwide. AVP provides direct daily flights to Atlanta, Charlotte, Chicago, Detroit, Newark, Orlando, Tampa, and Philadelphia. Carriers include Allegiant, Delta, United, and American Airlines. AVP is also served by Aviation Technologies, one of the finest fixed base operators in the Northeastern United States.





ELECTRICAL

Service within the park is provided by PPL Electric Utilities through underground primary and secondary distribution facilities. PPL's East Mountain substation is located immediately adjacent to the park.

The substation has two independently supplied 69/12.47KV, 10MVA, step-down transformers. Each transformer in turn supplies a nominal 12.47KV bus section, which is connected through a normally closed bus tie breaker. As a result, the loss of either 69KV transmission feed to the substation or either transformer will not result in any service interruptions.



SANITARY SEWER

Conveyance is provided by the Plains Township Sewer Authority and treatment is provided by the Wyoming Valley Sanitary Authority (WVSA). All sanitary mains within the park are 8" or 10" diameter gravity sewers. The WVSA has an excess capacity of approximately 7 million gallons per day.



WATER

The park's water is supplied by Pennsylvania American Water Company's (PAWC) Watres Reservoir and is treated at PAWC's Watres Treatment Plant. A 500,000 gallon standpipe located in the park supplies both fire protection and domestic service to the park. A 12" main runs throughout the entire park and provides both domestic service and fire protection service to the lots at lower elevation. This 12" main also provides fire protection service to the lots at higher elevation, while a separate 6" main provides domestic service to the lots at higher elevation. The 6" main is fed from a booster pump station that is located near the standpipe. Pressures within the park range from 60 PSI to 95 PSI.



NATURAL GAS

UGI Penn Natural Gas provides gas service at pressures ranging from 30 PSI to 55 PSI. Gas mains in the park are 4" intermediate pressure.



TELECOMMUNICATIONS

Verizon, Level 3, Frontier Communications, Comcast, and Earthlink all serve the park. Services available include local, regional, and long distance telephone, Internet (high-speed and dedicated access), T-1 lines, T-3 lines, OC3 to OC196, ISDN, DSL, frame relays, and LAN/WAN services. Local points of presence for these firms are located in Wilkes-Barre, Scranton, Pittston, and Clarks Summit.



EAST MOUNTAIN CORPORATE CENTER PARK AERIAL

PLAINS TOWNSHIP | LUZERNE COUNTY, PENNSYLVANIA



EAST MOUNTAIN BLVD

GEISINGER
WYOMING VALLEY HEALTHCARE

FUTURE
CONSTRUCTION
BY MERICLE

SOCIAL SECURITY
ADMINISTRATION

BALTIMORE DRIVE

MERICLE HQ

309

115



GREEN SPACE



“In 1930, our grandfather Benjamin Cohen opened a small dental depot in downtown Wilkes-Barre. Since then, Benco Dental has become the nation’s largest independent dental distributor, with operations in 35 states. Key to our growth has been the excellent and dedicated team of Benco associates who deliver success, smile after smile, to thousands of dental customers every day. When we outgrew our previous facility, the quality and loyalty of our people made it an easy decision to stay and invest right here in Northeastern PA.”

CHARLES COHEN & RICHARD COHEN
PRESIDENT & SENIOR VICE PRESIDENT
BENCO DENTAL SUPPLY CO. INC., WILKES-BARRE, PA

“We have virtually no absenteeism because our employees are so committed to making life better for our patients. All of them understand that when you get into healthcare, you have to put patients first – it just comes with the territory. When I first started here 23 years ago, I proposed that we treat patients on the weekends. I asked my staff, ‘What do you think?’ The response was overwhelmingly positive! Their commitment is amazing. All of our staff are board-certified, extremely qualified and compassionate caregivers.”

HARMAR D. BRERETON, M.D.
NORTHEAST RADIATION ONCOLOGY CENTERS
SCRANTON, DUNMORE & MILFORD, PA

“Since relocating our US based call center to Wilkes-Barre in November of 2007, C3i has had the opportunity to recruit and train more than 175 technical people to support our pharmaceutical clients. The workforce in NEPA is very strong, and we are continually able to obtain excellent people who are qualified, professional and dedicated to quality.

ROBERT JONES, CHIEF FINANCIAL OFFICER
C3I, WILKES-BARRE, PA

“The workforce here (Scranton) is very strong. The work ethic is fantastic. We feel a lot of our success as a company is due to the fact that our associates have a genuine concern about doing a great job for our customers. That’s what makes us successful in Northeastern Pennsylvania.”

DICK KANE, PRESIDENT
KANE IS ABLE, JENKINS TOWNSHIP, PA

“I have been a manager in varying industries now for over 35 years. I have had the ability to establish new facilities and have had first hand involvement with varying work forces in 6 different states. During this time the workforce ethics varied from state to state and industry to industry. I can honestly say that coming back to Pennsylvania and managing a facility where the employees care about their job, have a strong feeling of ownership of their company, and the motivation level to exceed is exciting and beneficial to our facility and company. I have not encountered this work ethic in many of the locations I have managed and lived in. Northeast PA is a company’s best found option for exceeding their expectations.”

BILL WELLIVER, FACILITY MANAGER
TELERX, WILKES-BARRE, PA

“We are thrilled with the quality of the people we hired, their technical aptitude, and the speed with which they learned C3i’s operations. Our customer satisfaction already averages 93% across our client base. This is simply outstanding”.

ROBERT PIWKO, CHIEF OPERATING OFFICER
C3I, WILKES-BARRE, PA

“It’s almost like Northeast PA defines what work ethic is. People come to work with an eagerness and a willingness to get the job done.”

JOHN RHODES
SENIOR EXECUTIVE
MORAN, STAHL AND BOYER, LAKEWOOD RANCH, FL

“We have a great workforce. We have capable people who are passionate about achieving their goals. We are in a low-cost area yet we have people with the skills you might think you would find only in a high-cost area. Everything in Northeast PA is just right. It’s the Goldilocks theory of doing business.”

SCOTT MEUSER, CHAIRMAN & CEO
PRIDE MOBILITY PRODUCTS CORP., W. PITTSTON, PA

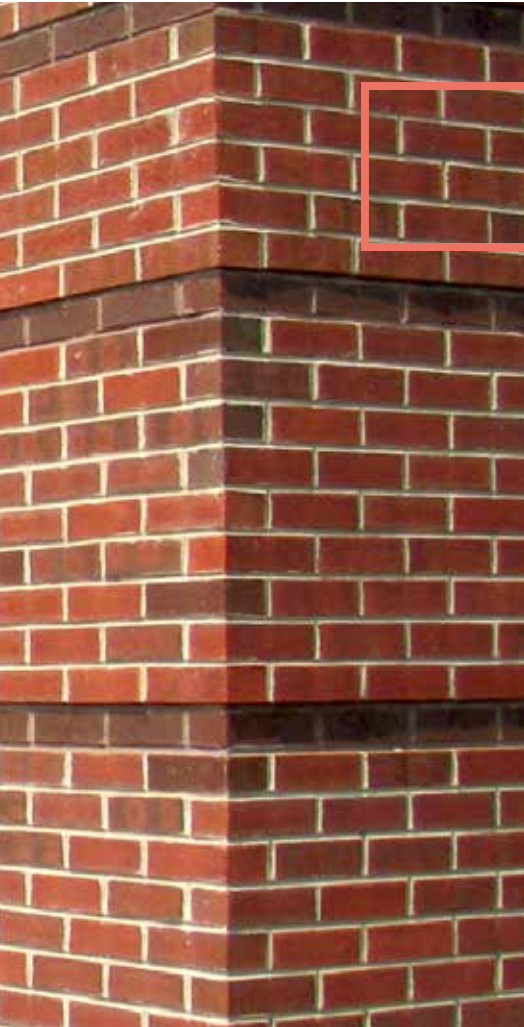




LARGEST OFFICE EMPLOYERS IN NORTHEASTERN PA

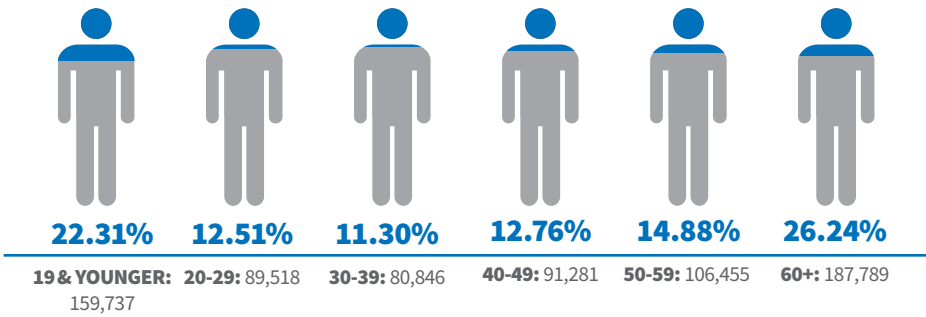
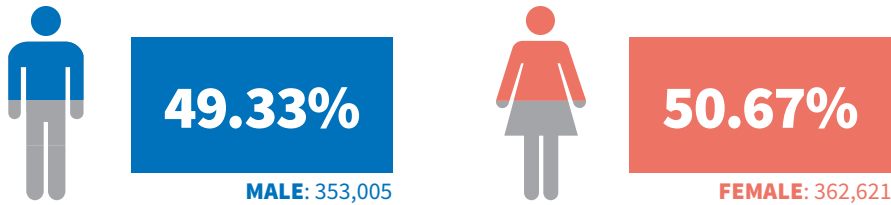
EMPLOYMENT KEY: A = 750+ B = 501 - 750 C = 250 - 500

COMPANY	FUNCTION	COUNTY	EMPLOYEES
U.S. Social Security Admin.	Data center	Luzerne	A
Bank of America	Financial services	Lackawanna	A
PNC Bank	Financial services	Regional	A
CIGNA Healthcare	Health insurance	Lackawanna	A
TMG Health	Health care processing	Lackawanna	A
Sallie Mae/Navient	Student loan processing	Luzerne	A
Metropolitan Life Insurance Co.	Computer center	Lackawanna	B
Penn Foster Career School	Distance education	Lackawanna	B
Prudential Financial	Pension/profit sharing plans	Lackawanna	B
Mondelez International	Financial & computer center	Luzerne	B
Berkshire Hathaway GUARD Insurance Cos.	National Insurer	Luzerne	C
UPS Supply Chain Solutions	National accounting office	Lackawanna	C
Telerox	Customer service	Luzerne	C
Diversified Information Tech.	Business process solutions	Lackawanna	C
WNS	Online tourism & sales	Luzerne	C
Genpact	Financial information	Luzerne	C
Frontier Communications	Telecommunications	Luzerne	C
RCN	Internet, cable service	Luzerne	C



POPULATION WITHIN 30 MILES OF EAST MOUNTAIN CORPORATE CENTER

TOTAL POPULATION: 715,626



Source: pasitesearch.com



EMPLOYMENT & UNEMPLOYMENT STATISTICS FOR 30 MILE RADIUS OF THE PARK

The following statistics demonstrate how Northeastern Pennsylvania's (defined by the Bureau of Labor Statistics as Wilkes-Barre, Scranton and Hazleton) labor availability compares to other markets in surrounding areas. These are seasonally adjusted rates that have been rounded:

METROPOLITAN STATISTICAL AREA	MSA UNEMP. RATE	STATE UNEMP. RATE	US RATE	TIME PERIOD
Scranton/Wilkes-Barre/Hazleton	6.4	PA - 5.3	4.7	2016
Lehigh Valley	5.4	5.3	4.7	2016
Greater York, PA	4.7	5.3	4.7	2016
Harrisburg/Carlisle	4.5	5.3	4.7	2016
Lancaster	4.2	5.3	4.7	2016
Warren County	4.9	NJ - 4.7	4.7	2016
Newark NJ Metro	4.9	4.7	4.7	2016
Bergen-Hudson-Passaic NJ	4.7	4.7	4.7	2016
Middlesex County	4.4	4.7	4.7	2016
Binghamton NY MSA	5.3	NY - 5.7	4.7	2016
New York City Region	4.8	5.7	4.7	2016
Kingston MSA	4.3	5.7	4.7	2016
Orange - Rockland - Westchester	4.0	5.7	4.7	2016
Hudson Valley	4.0	5.7	4.7	2016
Dutchess - Putnam	3.9	5.7	4.7	2016
Long Island	3.9	5.7	4.7	2016

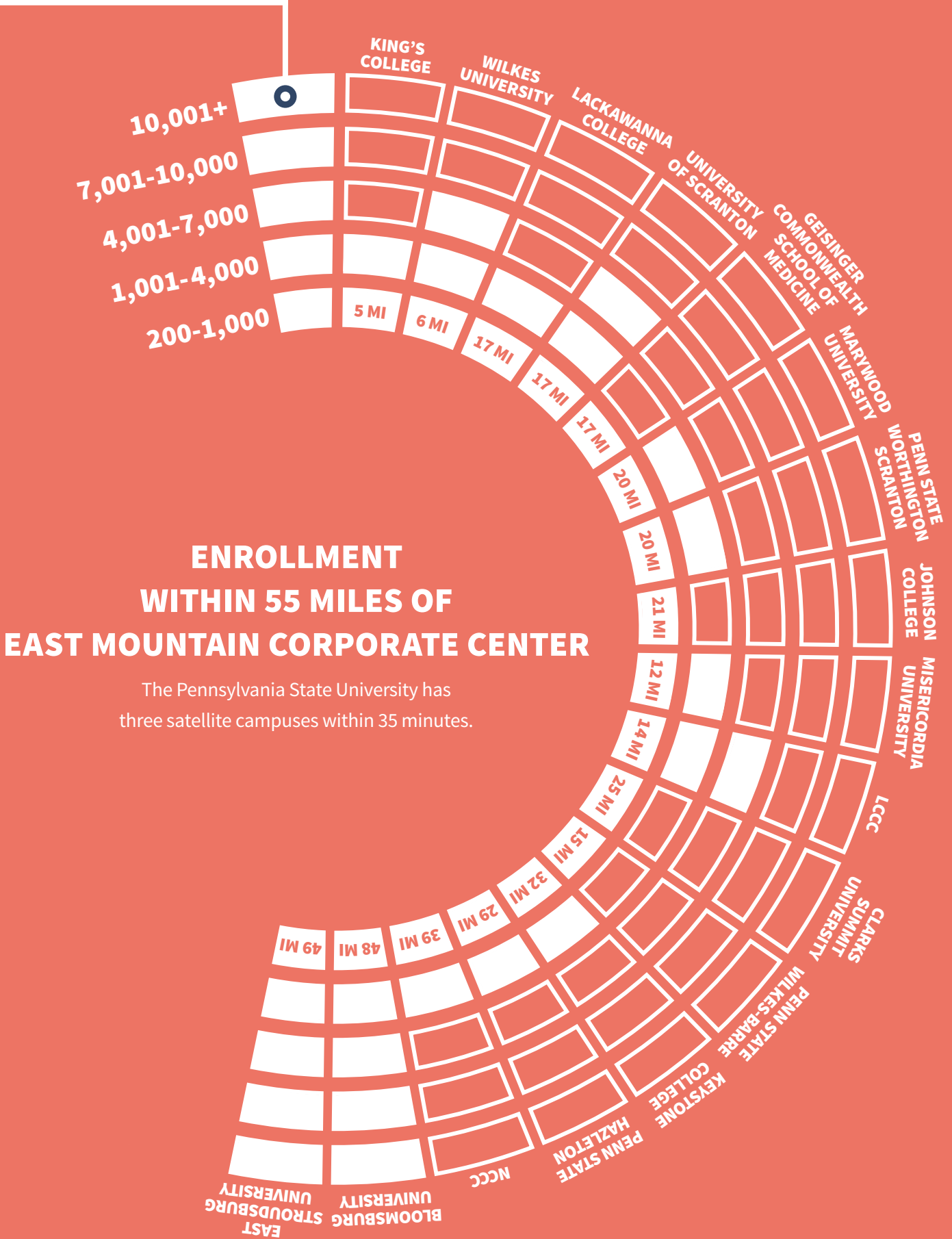


COLLEGE CAMPUSES IN NORTHEASTERN PENNSYLVANIA

51,255 STUDENTS

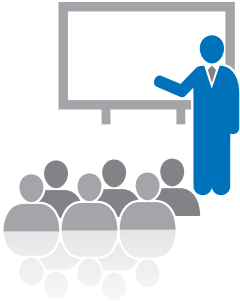
There are 17 colleges and universities with more than 51,000 enrolled students within an hour's drive of East Mountain Corporate Center. This network of higher education provides an invaluable resource for employers and their employees, offering ample opportunity for co-ops, continuing education, customized job training, internships, and recruiting.





COLLEGES AND UNIVERSITIES





The Commonwealth of Pennsylvania, through the Department of Community and Economic Development (DCED), offers a wide variety of grant, low interest loan, job training, and tax credit programs to help businesses grow. The following is a sample of what may be available to you and your business. For more information on these and other Pennsylvania programs please visit www.newpa.com.



LOCAL ECONOMIC REVITALIZATION TAX ASSISTANCE PROGRAM (LERTA)

Companies that move into East Mountain Corporate Center have the opportunity to dramatically lower their operating costs due to a long established tax abatement program. Every building constructed receives a 10-year, 100% real estate tax abatement on improvements via the Local Economic Revitalization Tax Assistance (LERTA) program. This abatement program was approved by Luzerne County, the Pittston Area School district, Jenkins Township, and Pittston Township.

The annual real estate taxes you will save when you move into a LERTA-approved building in East Mountain Corporate Center may vary depending upon the cost of construction required to meet your exact specifications. **Contact Bob Besecker, Jim Hilsher, or Bill Jones of Mericle’s Leasing Team for a detailed savings estimate.**





COST ADVANTAGES & INCENTIVES

WORK FORCE INNOVATION & OPPORTUNITY ACT OF 2014

The Workforce Innovation and Opportunity Act (WIOA) is a federally-mandated program designed to provide employment and training services throughout the country. Pennsylvania has established a one-stop system of service delivery coordinated through the local CareerLink® offices.

Eligible applicants include dislocated workers, and unemployed persons.

The funds can be used for job search and placement, skills assessment and evaluation, counseling, training services, for individuals and companies, supportive services, and labor marketing information.

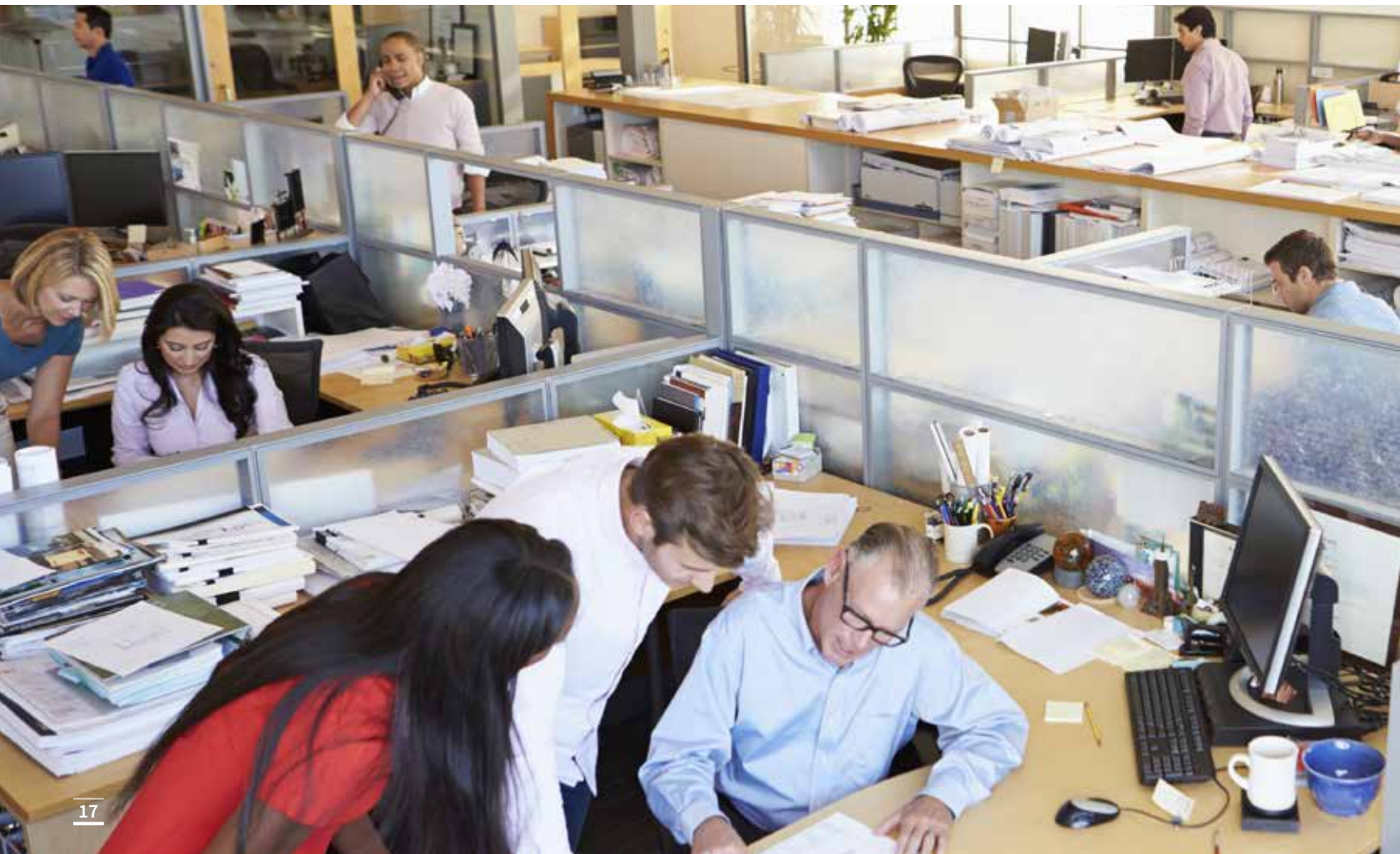
Companies can receive reimbursement for up to 50% of wages paid to eligible employees during training and up to actual costs of classroom training and related training support services. Reimbursement varies by local workforce investment area.

GUARANTEED FREE TRAINING PROGRAM (GFT-WEDnetPA)

The Guaranteed Free Training Program (GFT-WEDnetPA) is Essential Skills and Advanced Technology training for eligible employees of new and expanding businesses. The program can be used towards basic and entry-level skills training and Information Technology/Advanced Information Technology training.

The Program is available to Pennsylvania manufacturing and technology-based businesses and for Information Technology training. Trainees must be Pennsylvania residents, employed in Pennsylvania, be permanent full-time employees, and earn at least 150% of the current federal minimum wage.

The Program's Essential Skills training provides up to \$450 per trainee and \$75,000 per company. The Advanced Technology training provides up to \$850 per trainee and \$50,000 per company.



JOB CREATION TAX CREDIT PROGRAM

The Job Creation Tax Credit (JCTC) Program offers a \$1,000 state tax credit per new full-time job per year to employers who demonstrate effective development or deployment of leading technologies in business operations. Businesses must create at least 25 new full-time jobs or expand their existing workforce by at least 20 percent within three years of approval. Tax credits will not be applied until the workforce increase requirement has been met.

In order to count as a full-time employee under the JCTC program, new employees must earn an average of 150% of the federal minimum wage, excluding benefits. The credit may be utilized to pay a number of state business taxes. At least 25% of all available tax credits will be awarded every year to businesses that employ 100 or fewer employees. An eligible business must agree to maintain its operation in Pennsylvania for a minimum period of five years from the start date of approval.

PENNSYLVANIA FIRST PROGRAM

The Pennsylvania First Program is a comprehensive funding tool used to enable increased investment and job creation within the Commonwealth. The program assists businesses, municipalities, or IDCs who intend to create or retain a significant number of jobs and make a substantial investment within Pennsylvania. These businesses can receive support in the form of grants, loans, and loan guarantees for job training, property acquisition, site preparation, land and building improvements, purchasing or upgrading machinery and equipment, infrastructure, environmental assessments, job training, and working capital.

The program requires participants to commit to operating at the approved project site for a minimum of seven years. Businesses aided by Pennsylvania First must create or retain at least 100 full-time positions, or increase their full-time employment by 20% within the Commonwealth. Full-time employees must earn at least 150% of the federal minimum wage. Other requirements include offering a substantial economic impact for the region and, at the least, matching the Pennsylvania First assistance requested with private investment.

Loan terms can be up to 15 years for real estate and infrastructure and up to 10 years for machinery and equipment. Interest rates will be set at the time of approval and will be based on the 10-year Treasury rate.



To see if your business qualifies or for more information on specific requirements and restrictions, please visit www.newpa.com.



THE MERICLE DIFFERENCE

WHY CHOOSE MERICLE? The following are just some of the reasons why Mericle has provided more commercial real estate solutions than any other developer in Northeastern Pennsylvania.

SINGLE SOURCE

Mericle is a true master builder, and our employees take responsibility for all phases of your project, from site selection, to design, to excavation, to construction, to fit-out, to property management. In short, we do it all. This unique corporate structure keeps your stress level to a minimum and ensures that your project will be completed on time and on budget.

VALUE

By utilizing the master builder concept, we are able to cut out unnecessary profit centers and provide you with quality, investment grade real estate at a very competitive price. Plus, Mericle is the authorized Butler Builder for Northeastern Pennsylvania. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, means we are able to offer you an unmatched level of innovation and flexibility. Our in-house design and engineering team include some of the industry's most experienced professionals in dealing with Butler systems. Every material, coating, part, and process is tested to ensure strict compliance with exact Butler standards.



MARKET KNOWLEDGE

Our executive team and the vast majority of our approximately 200 employees are natives of this region. Six of our executives have backgrounds in local economic development and can offer you guidance on incentive financing, employee recruitment, job training, family relocation, community contacts, and much more. We also have strong relationships with local municipalities, permitting agencies, utility companies, and suppliers. This depth of local experience ensures that we complete all aspects of your project smoothly and without delay.

SPEED

Mericle will complete your project faster than competing developers. Our large team of excavation employees work year-round preparing ReadyToGo!™ Sites. This gives us a great inventory of sites that have already been planned, permitted, subdivided, cleared, graded, and compacted. In addition, because Butler systems can be erected quickly and without expensive on-site modifications, we cut construction time by as much as 30% compared to the methods used by competing developers.

AVAILABLE SPACE

We are always building speculative industrial, office, flex, and medical buildings on our ReadyToGo!™ Sites. As such, we have far more existing space available than any other developer in Northeastern Pennsylvania. Whether you need just a few thousand square feet or one million square feet, we will very likely have a property that works for you.








SAMPLE MERICLE PROJECTS





Since 1985, Mericle has completed industrial, office, flex, and medical projects—big and small—for hundreds of clients.

Mericle’s tenants and clients include **40 Fortune 1000 firms**. The company directly owns and manages more than **12 million square feet** in Northeastern Pennsylvania





MEET SOME OF MERICLE'S TENANTS & CLIENTS







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