



HANOVER

HANOVER INDUSTRIAL ESTATES | HANOVER CROSSINGS





a message from our
LEASING TEAM

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Welcome to Hanover Industrial Estates and Hanover Crossings, adjacent business parks that are located near Wilkes-Barre, Pennsylvania.

The parks are home to dozens of manufacturing, distribution, office, and life sciences companies. A few of the tenants include Sears Logistics Services, Sallie Mae/Navient, CVS Caremark, Alexandria Moulding, and Telerx.

Located off Exits 1 and 2 of S.R. 29, just one mile from Exit 164 of I-81 and 14 miles from I-80, the parks are less than 10 minutes from Downtown Wilkes-Barre.

More than 712,000 people live within 30 miles of the parks. There are 17 college campuses with more than 54,000 enrolled students within an hour's drive.

Mericle has constructed 27 buildings in the parks totaling more than 2.7 million square feet. We have available buildings and sites that can accommodate companies needing from 6,000 square feet to more than 300,000 square feet.

Please learn more about Hanover Industrial Estates and Hanover Crossings on the following pages and then call one of us at 570-823-1100 to request a proposal and/or arrange a park tour.

We look forward to hearing from you.

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LOCATION & TRANSPORTATION

ROAD ACCESS

Hanover Industrial Estates and Hanover Crossings are adjacent business parks that are located along S.R. 29 in Hanover Township and Sugar Notch Borough, near Wilkes-Barre, Pennsylvania. Downtown Wilkes-Barre is less than 10 minutes away, and Wilkes-Barre's major shopping and entertainment areas can be reached in just five minutes.

The entrance to Hanover Industrial Estates is just one mile from Exit 164 of I-81 and 14 miles from I-80.

The parks are an easy drive from many key cities.

CITY	MILES AWAY
Wilkes-Barre, PA	5
Scranton, PA	24
Hazleton, PA	27
Delaware Water Gap, PA	58
Allentown, PA	66
Binghamton, NY	84
Morristown, NJ	97
Harrisburg, PA	105
Philadelphia, PA	119
Port Newark, NJ	126
State College, PA	129
New York, NY	129
Syracuse, NY	154
Baltimore, MD	182
Hartford, CT	213
Washington, DC	225
Pittsburgh, PA	260
Boston, MA	317
Cleveland, OH	355
Toronto, ON	398

AIR ACCESS

The Wilkes-Barre/Scranton International Airport (airport code AVP) is just 15 miles from the parks and offers approximately 40 daily arrivals and departures to seven major hubs with one-stop service to more than 450 destinations worldwide. AVP provides direct daily flights to Atlanta, Charlotte, Chicago, Detroit, Newark, Orlando, and Philadelphia. Carriers include Allegiant, Delta Connection, United Express, and US Airways Express. AVP is also served by Saker Aviation, one of the finest fixed base operators in the Northeastern United States.





HANOVER INDUSTRIAL ESTATES

NATURAL GAS

UGI Penn Natural Gas provides gas service with 6" and 4" MDPE mains installed within the park.

WATER

Park water is supplied from Pennsylvania American Water Company's (PAWC's) Ceasetown reservoir with 8", 12", 14", and 16" ductile iron mains installed within the park.

SANITARY SEWER

Conveyance is provided by Hanover Township and Sugar Notch Borough, and treatment is provided by the Wyoming Valley Sanitary Authority (WVSA). All gravity sanitary mains are 12" SDR-35 mains, and a 6" force main also services the park from a pump station located near the Route 29 overpass. WVSA's Hanover Township treatment facility had an approved treatment capacity of 32 MGD and was receiving approximately 25 MGD.

ELECTRIC

Underground 13.8-KV service is provided by UGI Electric Service.

TELECOMMUNICATIONS

Fiber and copper state-of-the-art service is provided by Verizon, Level 3, Frontier Communications and Service Electric. Products and services include VOIP, television, and internet via primarily underground fiber and coaxial cable. Cable modem service speeds are available up to 35/2 Mbps.

HANOVER CROSSINGS

NATURAL GAS

UGI Penn Natural Gas provides gas service via a 6-inch MDPE main.

WATER

Park water is supplied via a connection to a 16" ductile iron main that is fed from Pennsylvania American Water Company's (PAWC's) Watres Reservoir, with 12" mains and 8" service laterals installed throughout the park.

SANITARY SEWER

Conveyance is provided by Hanover Township and treatment is provided by the Wyoming Valley Sanitary Authority (WVSA). Gravity sanitary mains within the park are 10"- 12" diameter SDR-35 with 8" laterals to the individual lots. As of June 2012, WVSA's Hanover Township treatment facility had an approved treatment capacity of 32 MGD and was receiving approximately 25 MGD.

ELECTRIC

Dual electric service is supplied by UGI Electric Service from separate underground feeds via 13.8-KV underground duct banks.

TELECOMMUNICATIONS

Fiber and copper state-of-the-art underground service is provided by Verizon, Level 3, Frontier Communications, and Service Electric.

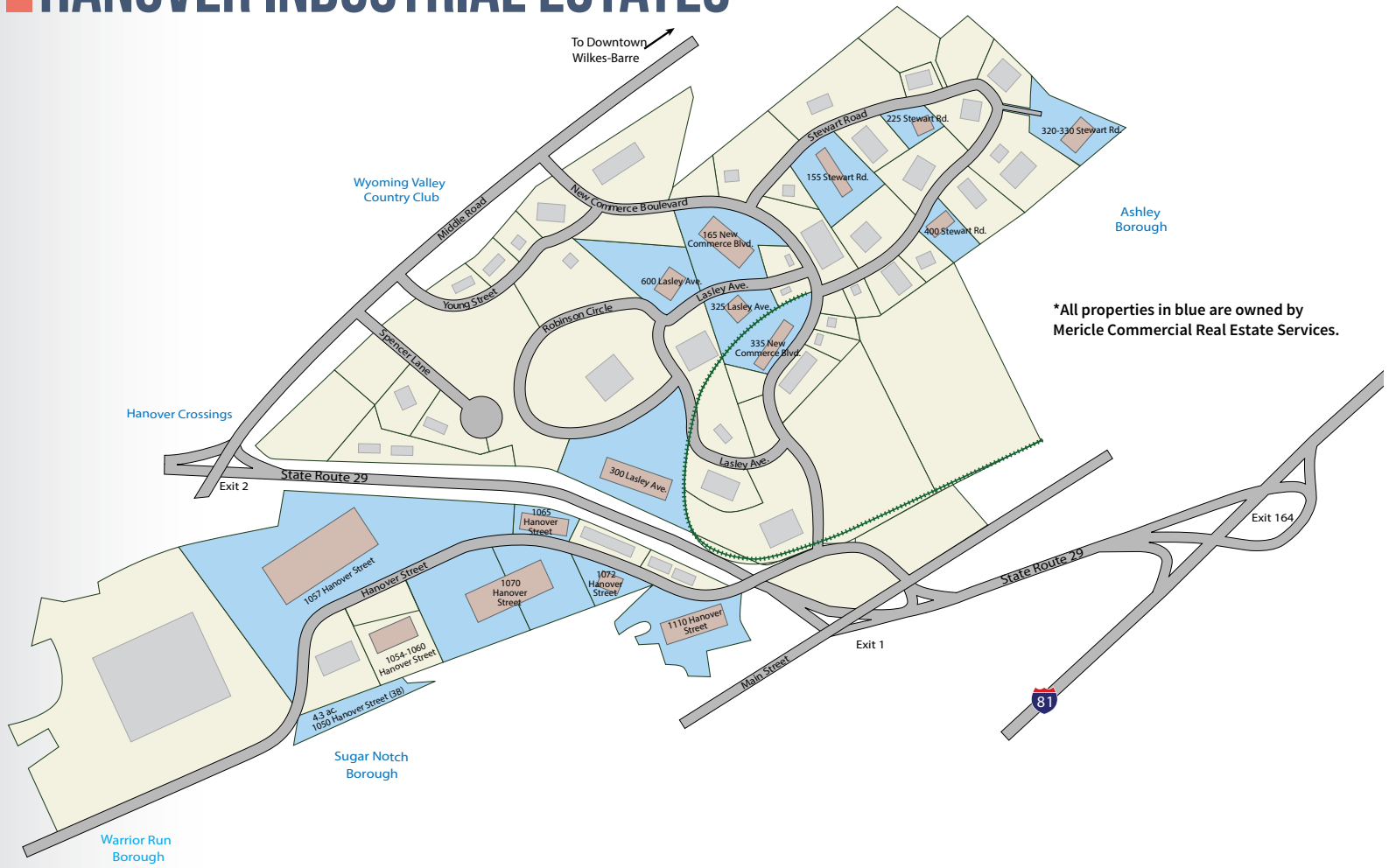
Boston

PARK &



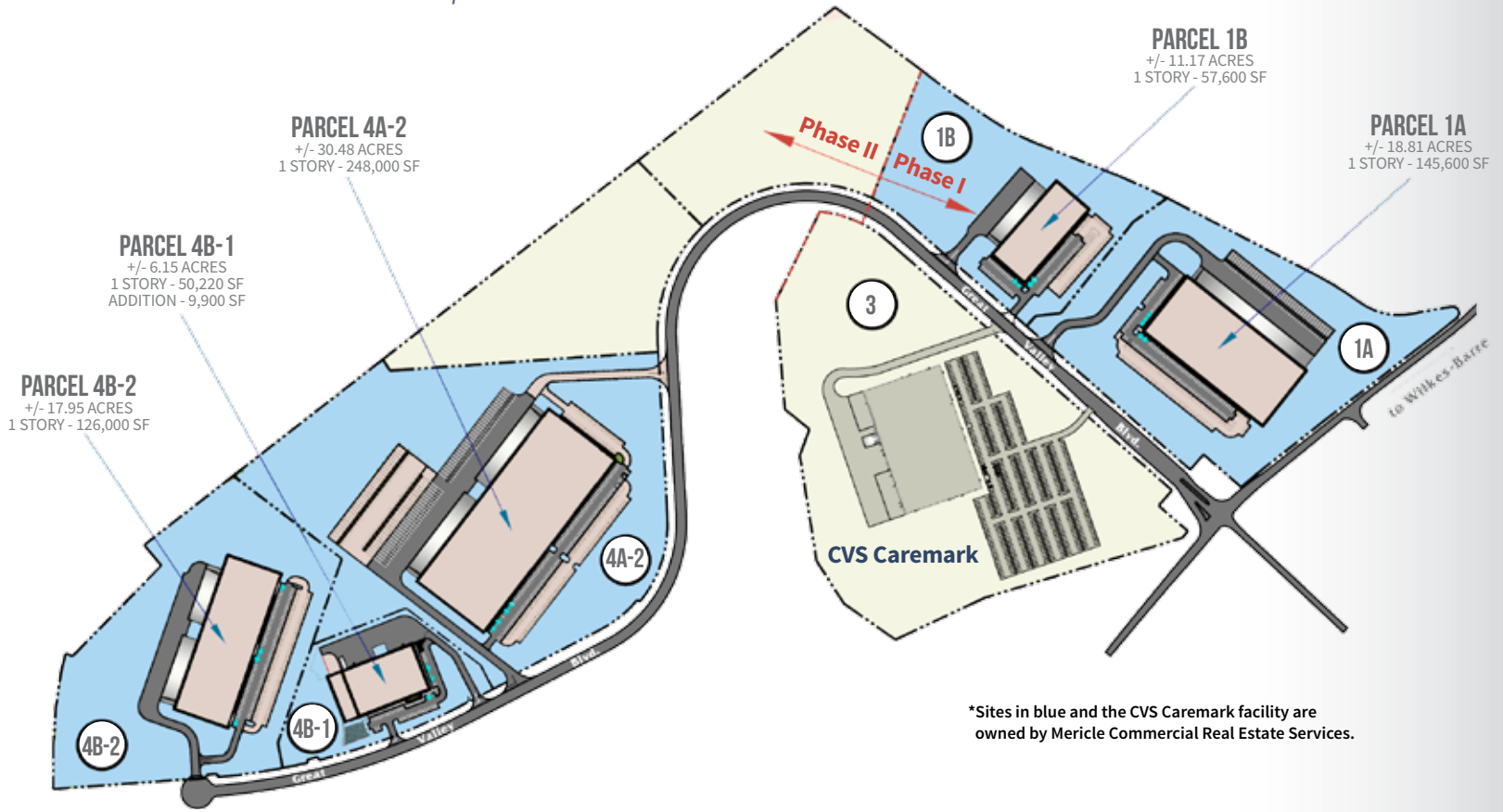
PARK MAPS & AERIALS

HANOVER INDUSTRIAL ESTATES



HANOVER CROSSINGS

Conceptual Plan





WORKFORCE & EDUCATION



EMPLOYER Testimonials



“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., Jenkins Township, PA*



“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 Corporation, Exeter, PA*



“Since relocating our U.S. 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. Our customer satisfaction scores, which are a direct evaluation of our call center personnel, average 96%.”

*Robert Jones, Chief Financial Officer
C3i, Wilkes-Barre, PA*





BabyAge

“Moving the company here from New Jersey has been a great experience. We’ve been impressed by the quality of the workforce, the affordability of the area, and the presence of a number of strong colleges and universities. Our people feel a part of the organization, and there’s a commitment among the workforce here that’s far superior to any other area I’ve seen. What’s telling is that employees in Northeastern Pennsylvania like to name who they’re working with, as opposed to who they’re working for... It’s a big part of what defines them.”

Jack Kiefer, *President & CEO*
Babyage.com, Jenkins Township, PA



MS&B

“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



TELERX
A COMMERCIAL REAL ESTATE COMPANY

“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 work ethic 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 jobs, have strong feelings 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



HIGHER EDUCATION

TOTAL ENROLLMENT WITHIN 55 MILES OF HANOVER INDUSTRIAL ESTATES & HANOVER CROSSINGS

54,921 STUDENTS

There are 17 college and university campuses with more than 54,000 enrolled students within an hour's drive of Hanover Industrial Estates and Hanover Crossings. 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.

SCHOOL	ENROLLMENT	MILES AWAY
King's College www.kings.edu	2,621	4
Wilkes University www.wilkes.edu	5,163	4
Luzerne County Community College www.luzerne.edu	6,779	4
Misericordia University www.misericordia.edu	2,830	19
Penn State - Hazleton www.hazleton.psu.edu	1,172	21
Penn State - Wilkes-Barre www.wilkesbarre.psu.edu	683	22
Commonwealth Medical College www.thecommonwealthmedical.com	235	23
University of Scranton www.scranton.edu	6,034	24
Lackawanna College www.lackawanna.edu	1,681	24
Penn State - Worthington Scranton www.worthingtonscranton.psu.edu	1,374	26
Marywood University www.marywood.edu	3,398	28
Johnson College www.johnson.edu	440	28
Baptist Bible College www.bbc.edu	870	31
Keystone College www.keystone.edu	1,752	37
Bloomsburg University www.bloomu.edu	10,159	41
Northampton Community College www.northampton.edu	2,377	47
East Stroudsburg University www.esu.edu	7,353	56
TOTAL ENROLLMENT :	54,921	

Source: colleges.findthebest.com



DID YOU KNOW ?

MORE THAN 712,000 PEOPLE LIVE WITHIN 30 MILES OF HANOVER INDUSTRIAL ESTATES AND HANOVER CROSSINGS.





POPULATION & LABOR DATA



LARGEST

PRIVATE EMPLOYERS

IN GREATER WILKES-BARRE, PENNSYLVANIA

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

COMPANY	FUNCTION	EMPLOYEES
U.S. Social Security Administration	Data Center	A
Pride Mobility Products	Motorized Scooters	A
Blue Cross/Blue Shield of NEPA	Health Insurance	A
Keystone Automotive	Auto Parts	A
Offset Paperback	Printing	A
T.J. Maxx	Garment Warehouse	A
PNC Bank	Financial Services	A
Frontier Communications	Telecommunications	A
Lowe's	Home Products Warehouse	B
Bemis	Plastics	B
InterMetro Industries	Wire Shelving & Storage	B
Sallie Mae/Navient	Student Loan Processing	B
Altria Group	Financial and Computer Center	B
Core-Mark	Candy & Groceries	B
Valley Distributing	Third Party Logistics	C
Sears Logistics Services	Retail Products Warehouse	C
Trion Industries	Store Fixtures	C
Benco Dental	Dental Supplies	C
Mission Foods	Tortilla Manufacturing	C
Schott North America	Specialty Glass Manufacturing	C
Cornell Iron Works	Steel Door Manufacturing	C
Men's Wearhouse	Men's Clothing	C
Lord & Taylor	Garment Warehouse	C
AEP Industries	Plastic Film	C
Medico Industries	Metal Equipment Manufacturing	C
Teleryx	Customer Service	C
Verizon	Telecommunications	C
Genpact	Financial Information	C
Guard Insurance Group	Insurance	C
The Home Depot	Home Products Warehouse	C

POPULATION

WITHIN 30 MILES OF HANOVER INDUSTRIAL
ESTATES & HANOVER CROSSINGS

SEX & AGE **NUMBER** **PCT. (%)**

Total Population	712,499	100.0
Male	348,838	48.96
Female	363,661	51.04
19 and Younger	164,655	23.11
Age 20 to 29	86,360	12.12
Age 30 to 39	78,590	11.03
Age 40 to 49	98,129	13.77
Age 50 to 59	107,076	15.03
Age 60 to 64	48,397	6.79
Age 65+	129,292	18.15

Source: Northeastern Pennsylvania Alliance

EMPLOYMENT

& UNEMPLOYMENT DATA

FOR LACKAWANNA & LUZERNE COUNTIES

YEAR	CIVILIAN LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT	UNEMPLOYMENT RATE
2014	263,400	245,000	18,400	7.0%
2013	268,200	244,000	24,200	9.0%
2012	270,500	247,300	23,200	8.6%
2011	267,200	242,300	24,900	9.3%
2010	270,600	242,000	25,600	9.5%
2009	268,700	245,600	23,100	8.6%
2008	266,400	250,500	15,900	6.0%
2007	264,800	251,900	12,900	4.9%
2006	264,900	250,800	14,100	5.3%
2005	263,900	249,200	14,700	5.9%

Source: www.pa.gov/paworkstats.pa.gov





COST ADVANTAGES & INCENTIVES



PENNSYLVANIA

AND ITS COMMUNITIES OFFER A VARIETY OF GRANT, TAX CREDIT, AND LOW-INTEREST LOAN PROGRAMS FOR BUSINESSES OF ALL TYPES AND SIZES. THE FOLLOWING IS A SAMPLE OF WHAT MAY BE AVAILABLE TO YOU AND YOUR BUSINESS.

WORKFORCE AND ECONOMIC DEVELOPMENT NETWORK OF PENNSYLVANIA (WEDnetPA)

The Workforce and Economic Development Network of Pennsylvania (WEDnetPA) Program is basic skills and Information 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. Introductory-level training, such as word processing, etc. is not eligible.

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 Basic Skills training provides up to \$450 per trainee and \$75,000 per company. The Information Technology training provides up to \$850 per trainee and \$50,000 per company. To see if your business qualifies, please visit www.newpa.com

WORK FORCE INVESTMENT ACT OF 1998

The Work Force Investment Act of 1998 is a federal program that reimburses employers for part of the cost of training. Eligible candidates for this program include private and public sector employers and employees. Any employer that trains program-eligible applicants can apply for reimbursement through the WIA program. 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. Please visit www.newpa.com for more information.

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. Please visit www.newpa.com for specific requirements and restrictions.

PENNSYLVANIA ECONOMIC DEVELOPMENT FINANCING AUTHORITY TAX EXEMPT BOND PROGRAM

The Pennsylvania Economic Development Financing Authority (PEDFA) Tax Exempt Bond Program assists in financing land and building acquisition, machinery and equipment acquisition and installation, as well as renovations and new construction.

The loan amount must fall between \$400,000 and \$10 million. The loan may be part of a pooled bond transaction but, if large enough, may be a stand-alone transaction. The loan can be up to a 30-year term. Since 1989, the base interest rate has averaged



46 percent of Prime. The rate is weekly variable and dependent on a variety of market factors. Those eligible for the PEDFA Tax Exempt Bond Program are industries such as manufacturing, energy, solid waste disposal, wastewater treatment, transportation facilities, assisted living/housing, and nonprofit 501(c)(3). Eligible businesses may apply through Industrial Development Authorities and Industrial Development Corporations. Please visit newpa.com for more details.

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.

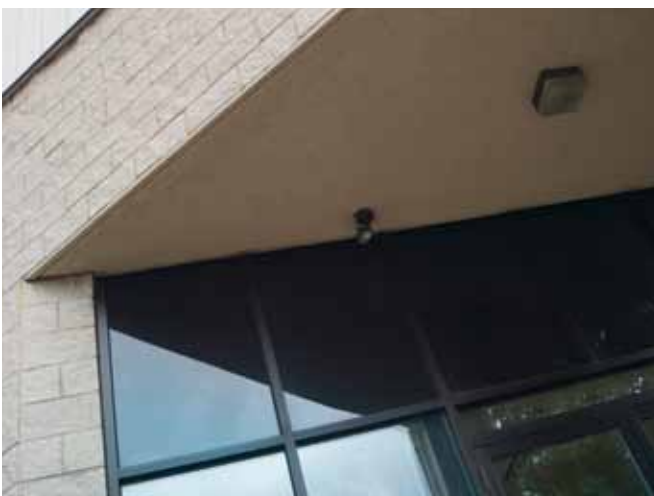
Loan terms can be up to 15 years for real estate and infrastructure and up to 10 years for machinery and equipment. Interest rates will be set at the time of approval and will be based on the 10-year Treasury rate. Those interested in applying can complete the Single Application for Assistance online at www.newpa.com. Please visit www.newpa.com for more requirements and restrictions.

LUZERNE COUNTY'S EMPLOYMENT INCENTIVE LOAN PROGRAM

The goal of Luzerne County's Employment Incentive Loan Program is to create improved employment opportunities while strengthening our labor market through job training opportunities.

In order to receive a loan under this program, the business must demonstrate a positive direct impact on the community in which it is located, on residents of that community, or on the local and/or regional economy. The applicant must demonstrate the need for assistance through the program and commit to creating employment opportunities that meet the job creation incentives.

Loan funds are available for eligible businesses at an interest rate of 0% for terms of 7 or 15 years. The County can finance up to 50% of the eligible project costs. Monthly repayments of principal will be required for the term of the loan. County funds will be secured by a letter of credit from a financial institution. Funding will be provided for land and/or business acquisition, construction/renovation activities, purchase of machinery and equipment, and professional and financial fees. Funding may also be obtained for working capital by manufacturing firms. To view the details of the program or for more information, please visit www.luzernecounty.org.





MERICLE OVERVIEW

MERICLE COMMERCIAL REAL ESTATE SERVICES HAS DEVELOPED MORE INVESTMENT GRADE INDUSTRIAL, FLEX, AND OFFICE SPACE THAN ANY DEVELOPER IN THE HISTORY OF NORTHEASTERN PENNSYLVANIA.



WHAT SEPARATES US FROM OUR COMPETITION?

OUR EMPLOYEES SELF-PERFORM OUR PROJECTS.

We are a true Master Builder and take sole responsibility for all phases of our clients' projects from site selection to design to excavation to construction. In short, we do it all.

WE DELIVER A QUALITY PRODUCT AT THE BEST VALUE IN THE MARKET.

Mericle is the authorized Butler Builder® for our region. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, allows us to offer our clients an unmatched level of innovation and flexibility. Our in-house design and engineering team includes 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.

Because we utilize the Master Builder concept, we are able to cut out unnecessary profit centers and provide very competitive prices to our clients. Our construction division self-performs mechanical, electrical, plumbing, and carpentry functions. These are just a few of the reasons Mericle has become known as the low cost provider of quality commercial real estate in Northeastern Pennsylvania.

WE HAVE MORE AVAILABLE SPACE AND SITES THAN ANY OTHER DEVELOPER.

Since 1985, we have constructed facilities, most of them on speculation, in 15 regional business parks. We own and manage more than 11 million square feet. We always have a generous supply of available space allowing us to quickly accommodate tenants needing as little as 2,000 square feet to more than 1 million square feet.

WE KNOW THE MARKET BETTER THAN ANY OTHER DEVELOPER.

Mericle enjoys a huge advantage over competing developers in Northeastern Pennsylvania. Our executive team and the vast majority of our approximately 200 employees are natives of this region. We have strong relationships with local municipalities, permitting agencies, utility companies, and suppliers. This depth of local experience ensures that our projects are completed smoothly and without delay.

WE WORK FAST.

What's truly unique about Mericle? We complete new construction projects faster than any other developer. We have our own excavation team, which works year-round preparing ReadyToGo!™ Sites. This gives Mericle a great inventory of sites that have already been planned, permitted, subdivided, cleared, and graded. And when we fast-track projects, we really move fast. Because Butler systems can be erected quickly and without expensive on-site modifications and because our in-house excavation and construction crews make meeting deadlines much less complicated, Mericle can cut construction time by as much as 30% compared to the methods used by competing developers.





SOME SAMPLES OF MERICLE'S DEVELOPMENT PROJECTS.











MEET SOME OF MERICLE'S

TENANTS AND CLIENTS





MERICLE

COMMERCIAL REAL ESTATE SERVICES

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