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## TMG Health, Inc. Moves to Scranton Enterprise Center

**The future of downtown Scranton recently took a major step forward when a national medical billing and management company located its operations center in the Scranton Enterprise Center on Lackawanna Avenue.**

King of Prussia-based TMG Health, Inc. chose the Scranton Enterprise Center, the two-year-old office complex and business incubator owned by the Scranton Lackawanna Industrial Building Co., the industrial development division of The Greater Scranton Chamber of Commerce. The move is expected to bring up to 200 new jobs to downtown Scranton.

“We are delighted to welcome TMG Health to downtown Scranton and to the Scranton Enterprise Center. “The arrival of TMG is confirmation that downtown Scranton has become a location of choice for expanding businesses eager to bring new jobs and new opportunities to our area,” said Austin J. Burke, President of The Greater Scranton Chamber of Commerce.

Since opening in March of 2003, the original facility and a recent expansion have been highly successful. The three-story, 64,000-square-foot facility includes anchor tenants TMG Health and McCann School of Business and Technology.

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TMG Health provides operational outsourcing solutions and information systems for health plans, providers and insurers, with a primary focus on the Medicare and Medicaid markets.

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TMG Health occupies the complete first floor of the existing center and 11,000-square-feet on the second floor of the expansion for its operations.

The second floor of the Scranton Enterprise Center (SEC) is a business incubator. Business incubators nurture young firms, helping them to survive and grow during the start-up period when they are most vulnerable. The SEC provides a number of services to enhance the development of young firms. These services include hands-on management assistance, access to financing, intensive mentoring programs and networking opportunities. The Scranton Enterprise Center’s business incubator is currently at 95% occupancy housing 10 tenants.



## Geisinger Creates 300 New Jobs On Montage Mountain



**Over 300 new jobs are coming to the Glenmaura Corporate Center on Montage Mountain in Moosic.**

Geisinger Health System opened a new customer service call center and patient financial service center this spring that will create approximately 300 full-time positions in the coming year.

Geisinger recently signed a contract to lease the former Alliance Capital building at Glenmaura Corporate Center, 5 Lakeview Drive, from Mericle Commercial Real Estate Services. The facility is expected to employ nearly 375 employees by April, 2006. Over the course of the next few years, the number of employees could rise to 420 as Geisinger officials determine how best to use the additional space within the building.

“At a time when many medical practices are downsizing or closing their doors altogether, Geisinger continues to grow to meet our patients’ many needs,” said Lissa Bryan-Smith, Chief Administrative Officer for Geisinger Wyoming Valley Medical Center.

The 60,000-square-foot building will house a call center to receive requests from patients who want to schedule an appointment within the Geisinger Health System. The largest portion of the building will be a patient financial services center that ultimately will employ approximately 290 people. The Glenmaura building is a ‘Class A,’ ultra-modern suburban office building, constructed in 2000.

“We congratulate Mericle Commercial Real Estate Services for its efforts in bringing Geisinger Health System to Glenmaura Corporate Center,” said Austin J. Burke, President of The Greater Scranton Chamber of Commerce. “We look forward to continued success in our partnership with Mericle, and we welcome Geisinger to Montage and Moosic Borough. Geisinger Health System has a strong history of providing family-sustaining jobs in Lackawanna County.”

## Lackawanna County’s 911 Center Coming to Valley View Business Park

Valley View Business Park in Jessup will soon be the new home of Lackawanna County’s Department of Emergency Management and the 911 Emergency Services Communications Center.

The Lackawanna County Commissioners have approved the purchase of approximately seven acres of land from the Greater Scranton Chamber of Commerce’s Scranton Lackawanna Industrial Building Company as the site for the new 36,000-square-foot, \$15 million facility.

The new emergency services headquarters will also include a six-bay garage for equipment storage, a 200-foot tower for radio and microwave antennae and a small heliport.

Lackawanna County currently employs 50 people in its current emergency services facility at 200 Adams Avenue in Scranton. However, it expects to add approximately five new employees in the coming years to accommodate new technology which will be available at the new Valley View Business Park site.

## Out-Of-Town Executives Enjoy Scranton Plan Summer Festival

Participants in The Scranton Plan's 2005 Summer Festival had a chance to enjoy great golf, exciting baseball and experience just how pleasant life in Northeastern Pennsylvania really is.

The Scranton Plan, in conjunction with PPL Electric Utilities, hosted more than 50 real estate brokers, consultants and site selection specialists during the annual event July 28 on Montage Mountain.

The festival's goal is to introduce corporate representatives from outside our area to some of the great entertainment and recreational opportunities in the Greater Scranton area.

"Our Summer Festival has developed into a highly effective tool to demonstrate to out-of-town business professionals some of the many positive attributes our area has to offer," said Scranton Plan Co-Chairman Richard Beasley. "The best way to learn about the wonderful quality of life in Northeastern Pennsylvania is to experience it. Our guests have a chance to do exactly that at the Summer Festival."



## Valley View Business Park/Jessup Small Business Center Progressively Moving Forward

**In any endeavor, one of the best ways to guarantee a successful future is to get off to a great start.**

That's exactly what is happening at the Valley View Business Park and the Jessup Small Business Center. The initial success of the two new business sites offers concrete proof that local and out-of-town developers believe in the present and future of Lackawanna County.

The two business parks were developed by the Scranton Lackawanna Industrial Building Company (SLIBCO), the industrial development division of The Greater Scranton Chamber of Commerce. Since opening in the fall of 2004, the response by businesses interested in constructing new facilities at both sites has been outstanding. So far, real estate developers (Verus Partners and Mericle Commercial Real Estate Services) have begun site work for the construction of new buildings at the Jessup Small Business Center. Tucker Rocky, one of the world's leading distributors of power-sports equipment, has opened a new \$4.5 million facility in the Valley View Business Park.



First Industrial, the nation's largest provider of diversified industrial real estate, built a 110,000-square-

foot-distribution facility for Tucker Rocky in December, 2004. Based in Fort Worth Texas, Tucker Rocky sells more than 75,000 items for street and off-road motorcycles, ATV's, snowmobiles and personal watercraft to retail dealers throughout the world. The new location will enable the company to provide next-day transit to Northeast and Mid-Atlantic customers.

"This project would not be possible without the cooperation of the Commonwealth of Pennsylvania, Lackawanna County, Jessup Borough and the Valley View School District," said Austin J. Burke, President of the Chamber. "We appreciate Senator Robert J. Mellow's unwavering support of the Valley View Business Park and the Jessup Small Business Center. This is an outstanding example of what can be accomplished when all levels of government and private industry work together."

"We are very pleased to partner with SLIBCO and the Jessup Borough on this project," stated Dick Astheimer, First Industrial's Senior Vice President of Development Services. "We are proud to be part of the Valley View Business Park."



Mericle Commercial Real Estate Services has announced plans to develop a 140,000-square-foot

speculative flex building on 23 acres of land in the Jessup Small Business Center. The announcement was made by Pennsylvania Senator Robert J. Mellow; Robert K. Mericle, president of Mericle Commercial Real Estate Services; and SLIBCO.

"This project is the continuation of a partnership among Mericle, SLIBCO and the Scranton Plan," said Mr. Mericle. "Building speculative property has been our focus. This project will provide the community with a strategic advantage that will enable it to effectively compete for more job-creating projects."



Also, Chicago-based Verus Partners has agreed to acquire two sites totaling 21 acres in the Jessup Small Business Center. The property will be developed into two industrial buildings totaling 330,000 square feet. Construction of the first phase of the project began in March with a 165,000-square-foot building designed for multiple tenant occupancy.

At capacity, the Valley View Business Park and the Jessup Small Business Center are expected to employ more than 5,000 people, providing a major economic boost for the residents of Lackawanna County and all of Northeastern Pennsylvania.

## Arlington Industries Awarded PIDA Loan

**Arlington Industries will retain 360 jobs at its Stauffer Industrial Park manufacturing plant after receiving a \$560,000 Pennsylvania Industrial Development Authority (PIDA) loan through the Scranton Lackawanna Industrial Building Company (SLIBCO), the industrial development division of The Greater Scranton Chamber of Commerce. PNC Bank provided the first mortgage loan for the project.**

Arlington is an electrical fittings manufacturer founded in 1946 and purchased in the 1950's by the current owners. The company, which occupies 144,500 square feet of manufacturing space and 98,850 square feet of warehouse space will construct a 30,115-square-foot addition to the warehouse and add 10 additional docks to the facility.

PIDA loans help job creating/retaining companies acquire, expand or construct real estate. For more information, contact Kim Price or Amy Luyster of The Scranton Plan at 570-342-7711.

### Scranton Plan News

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## Compression Polymers Expands in Scranton

Good news for Compression Polymers means great news for the Scranton area in the form of new jobs for local workers.

In an effort to meet increased demand for its products, the Moosic company has purchased the former Anemostat Building in Scranton and will hire over 120 workers during the next three years. Compression Polymers is a state-of-the-art thermoplastic sheet manufacturing company with decades of application experience.

The Scranton Plan assisted Compression Polymers, LLC in expanding its operations in Scranton by providing real estate,



financial, and permitting assistance. The real estate transaction was handled by Dave Beal of the Hart Corporation.

Currently, Compression Polymers operates out of several buildings on its 57-acre campus in Moosic and employs 362 people. The 247,000-square-foot Anemostat building is located on 27.6 acres of land on Keyser Avenue.

## Dennii Development Corp. Brings New Jobs to Carbondale

**A new company and new jobs are coming to Carbondale, thanks to the combined efforts of The Scranton Plan, Penn's Northeast, Hinerfeld Realty and the City of Carbondale.**

Each of those organizations played a major role in helping Dennii Development Corporation, LLC announce the opening of a new manufacturing operation in the former Tredegar Building in Carbondale.

The new plant, a 76,666-square-foot building on eight acres of land, will be renovated and used to sew garments used for medical and military apparel.

"Carbondale is very excited to welcome this manufacturer to our community," said Mayor Justin Taylor. "Local residents will now

find stable, family-sustaining employment at this facility. This is another great step forward as we continue our strategic plan to revitalize the Carbondale area and rebuild a strong sense of community pride."

Penn's Northeast assisted The Scranton Plan in locating the Tredegar facility as a viable option for Dennii Development. The real estate transaction was handled by John Cagnetti and Michael Detter of Hinerfeld Realty.

The Scranton Plan, the industrial marketing arm of the Chamber, operates an annual \$300,000 marketing program designed to provide assistance to firms interested in moving to or expanding within Lackawanna County.

## B&E Realty Receives PEDFA Loan

B&E Realty has received a \$504,000 taxable loan from the Pennsylvania Economic Development Financing Authority (PEDFA) to buy a medical and professional services building in Clarks Summit and convert it into a multi-tenant professional office building.

The Scranton Lackawanna Industrial Development Company (SLIBCO) served as the applicant for the loan. The project will create seven new full-time jobs and will retain fourteen positions at the former Inner Harmony Building in

the Abington Executive Park. The renovation will contain anchor tenant Consumer Credit Counseling Services, which will occupy one-half of the available space, and create four or five additional professional office suites.

PEDFA loans are available as low interest taxable or tax-exempt bond issuances to assist businesses in real estate, machinery, equipment and working capital needs.

For more information, contact Kim Price or Amy Luyster of The Scranton Plan at 570-342-7711.



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## We've Updated Our Logo!

*Our new logo incorporates themes of economic growth and vision within a truly global framework, with its spherical design, map-like grid pattern and earth tones. The Scranton Plan name, meanwhile, is represented by the initials "SP" and incorporates a fluid, swirl design that suggests movement, flexibility and an ability to forge boldly ahead in a fast-paced and ever-changing economic landscape.*

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