



**Lehigh Valley**  
ECONOMIC  
DEVELOPMENT CORPORATION

**Annual Report**  
2 0 0 1



**LIVE IT UP!**  
Lehigh Valley



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## 2001 LVEDC EMPLOYEES

- \* **Raymond Suhocki**  
*President & COO*
- \* **Janet Smith**  
*Vice President of Finance & Administration*
- \* **Roger Mellin**  
*Director of Business Development*
- \* **Donna Taggart**  
*Director of Regional Development*
- \* **Robert Wendt**  
*Director of Research and TeamPA Coordinator*
- \* **Megan Distler**  
*Director of Marketing*
- \* **Chad Helmer**  
*Director of Lehigh Valley Land Recycling Initiative*
- \* **Matthew Harman**  
*Business Development Specialist*
- Charles VanKeuren**  
*Business Development Specialist*
- \* **Martha Wells**  
*Finance & Administration Specialist*

- \* **Robin Schenkel**  
*Member Relations Coordinator*
- \* **Erin Radecsky**  
*Administrative Assistant*
- Michelle Dionne**  
*Receptionist*
- John Bastone**  
*IT Specialist*
- Summer Miller**  
*Intern*
- Lydia Royer**  
*Intern*
- Erin Smist**  
*Intern*
- Jaren Blatt**  
*Intern*
- Randall Woolley**  
*Intern*
- Jamie Conahan**  
*Intern*

\* Denotes current staff

## LVEDC'S 2001 HIGHLIGHTS

- 52 new and expanding companies
- 2,255 new jobs announced
- Redeveloped [www.lehighvalley.org](http://www.lehighvalley.org)
  - Approximately 99,000 pages viewed from the LVEDC Web site in 2001
  - Over 8,000 pages viewed on average per month
  - Member database gives newcomers contact information for LVEDC members who can provide products and services
- Launched [www.lehighvalleyatwork.org](http://www.lehighvalleyatwork.org) on Sept. 17, 2001
  - 54,832 total impressions, averaging 13,708 impressions per month
  - 362,104 total hits, averaging 90,526 hits per month
  - experienced 68% new visitors and 32% return visitors
- International and national print and broadcast coverage reached more than 30 million people last year.
- LVEDC financed projects for 22 companies totaling almost \$86 million, \$13.5 million of which was public dollars. This financing allowed for 1,146 new jobs to be created and 345 jobs to be retained.
- 600 TeamPA interviews were completed to identify and resolve issues that are critical to the success of business in our region. 2,200 business executives have been interviewed since the program began 4 years ago.
- Approximately 600 external inquiries for information on the Lehigh Valley's economy, demographics, workforce, and other indicators were answered for media, developers, companies, and individuals.

# State of the Economy

## SUCCESS

The 2001 fiscal year was successful for LVEDC, marked by a number of major accomplishments listed in this annual report.

We continue to work hard, strengthening our local economy by attracting and retaining value-added jobs, targeting our marketing messages and building upon our already positive image, and working to revitalize our urban cores.

The annual audit was completed, and LVEDC staff has been recognized for its attention to detail and prudence in handling the agency's affairs.

Throughout the year, LVEDC board of directors, volunteers and standing committees have met regularly to direct the agency's business and its marketing initiatives. Most recently, a government relations committee and a technology committee have been established to support our most prominent business and economy sector. Our volunteers have gone "above and beyond" to ensure that our programs are effective and successful. I thank them for all their efforts.

Lehigh Valley Economic Development Corporation will continue to expand and evolve toward greater levels of effectiveness as it serves as the region's economic development entity, representing the Lehigh Valley locally, nationally and internationally.

The past year was the most eventful in the agency's six-year history with the enactment of a hotel tax by Lehigh and Northampton counties. The increase in funds will allow LVEDC to extend its scope and marketing ability. I must acknowledge all the supporters who have encouraged us in this effort. Without the members and stakeholders in both the private and public sector, we could not have achieved this level of success.

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Our successes are shared successes! You are important members of our team, and we hope we can count on your continued commitment and volunteerism to achieve an even more successful year to come.

Sincerely,



**Scott V. Fainor**

*Chairman, Lehigh Valley Economic Development Corporation*

# 2001 Accomplishments

## MARKETING AND PUBLIC RELATIONS

### Aggressively Marketing the Lehigh Valley – Regionally, Nationally and Internationally

■ LVEDC continued to promote the Lehigh Valley through multiple marketing tactics such as advertising, public relations, collateral/informational materials and networking.

■ Public relations efforts yielded highly visible international, national and regional print and broadcast coverage, reaching more than 30 million people during the last 12 months. The advertising equivalency of our national and international editorial placements stood at over \$33,000, with an advertising impact of nearly \$165,000. Of note were:

- *TV Tokyo* – a news clip produced by Midori Usui ran Feb. 17, 2001
- *The Baltimore Sun* – “Vision Fires Up Steel City” by Tanoah Morgan, Jan. 28, 2001
- *Crain's New York* – “Warehouses Move South on NJ Turnpike” by Shira Boss, Jan. 15-21, 2001
- *Christian Science Monitor* – “Layoffs, Cuts ... And More Hiring” by Ron Scherer, Aug. 22, 2001
- *The Louisiana Advocate* – “Clustering Louisiana” by Sara Bongiorno, Nov. 4, 2001

■ Strong editorial success produced additional coverage in many economic development trade magazines: *Area Development*, *Business Facilities*, and *Plants, Sites and Parks* are among the few.

■ Additional editorial coverage produced regional and local media of the Lehigh Valley in publications such as *The Philadelphia Inquirer*, *Philly Tech*, *The Morning Call* and *The Express-Times*, as well as on “Lehigh Valley Tempo,” WFMZ-TV, TV2, WAEB Radio, WDIY-FM and other media outlets.

■ LVEDC coordinated its second New York City Media Tour, successfully matching Lehigh Valley executives with four major national publications, including journalists from *Barron's*, *Christian Science Monitor*, *Fortune Small Business* and *Black Enterprise*.

■ On June 12, 2001, LVEDC spoke with 28 Japanese bankers from the National Association of Shinkin Bank in Tokyo who visited the Lehigh Valley to learn about economic development opportunities in the region.

■ LVEDC hosted 23 Japanese mayors who visited the region on July 16, 2001 and explained the benefits of economic development and the region's growth.

■ This year's Lehigh Valley Urban Opportunities and Site Excursion Tours introduced a new two-day format, which combined the tours into one event.

- On Aug 7 & 8, LVEDC hosted over 300 real estate professionals, brokers, developers and business prospects, who toured 25 city/urban properties and more than 17 greenfield locations.
  - The tour showcased the Lehigh Valley's business-friendly environment with a glimpse of our region's excellent quality of life, including interludes at the Allentown Art Museum, Musikfest, Center Valley Club and Lafayette's Williams Visual Arts Center.
  - Attracting a record attendance, 40% of the guests were from out of town – including folks who traveled from New York, New Jersey, Maryland and Illinois, as well as other parts of the Pennsylvania regions.
  - With the help of 31 sponsors, attendees were presented with two new guidebooks and received a new follow-up CD-ROM mailer, each of which highlighted the benefits that Lehigh Valley locations offer to relocating or expanding businesses.
  - These guidebooks are a resounding success and will be continually used to promote the Lehigh Valley. In addition to the copies distributed at the two-day event, LVEDC prepared direct mailings to interested parties and potential prospects.
  - New this year, LVEDC partnered with the *Eastern Pennsylvania Business Journal* to produce an insert in the journal for the event.
- Recognized internationally and nationally for its expertise, numerous successes and creative marketing efforts, LVEDC received six awards during the 2001 year. They included:
- American Economic Development Council awarded LVEDC its Excellent Award for its general purpose brochure. The AEDC Promotional Materials Awards Competition is an international marketing competition showcasing the best promotional marketing efforts.

# 2001 Accomplishments (continued)

- Northeastern Economic Developers Association awarded LVEDC five awards for its innovative promotional materials and marketing initiatives/events including: general purpose brochure, member newsletter, annual report, digital district direct mail campaign, Urban/Site tours.

■ LVEDC continues to enhance its Web site to integrate the “look” of LVEDC and support marketing and business development. Many new site features include a virtual site tour that enables searches for sites and facilities, a comprehensive list of financing programs, workforce training resources, demographic and statistical information, testimonials and a news section highlighting ongoing Lehigh Valley news for media and other visitors.

■ Over 20 Lehigh Valley international corporations gathered on Feb. 14 to discuss the advantages of a Lehigh Valley Foreign Trade Zone. LVEDC and Lehigh Valley International Airport sponsored the seminar conducted by attorneys Robert Greene and Stephen Creskoff.

■ LVEDC partnered with the Commonwealth of Pennsylvania on its DCED “On the Road Again” tour. In cooperation with the Allentown Economic Development Corporation, LVEDC hosted Pennsylvania Department of Community and Economic Development Secretary Sam McCullough on Nov. 15, 2001 for an urban tour of a portion of Allentown’s Keystone Opportunity Zone (KOZ) properties.

■ Working in cooperation with Hawley Realty, SIOR and TriState Commercial & Industrial Association of Realtors, LVEDC hosted an Urban Development Program featuring Midge McCauley, director of Downtown Works, and Ricardo Dumont, principal with Sasaki Associates.

■ The media, elected officials, the community and our members turned out in high numbers to hear Secretary McCullough unveil Allentown’s Digital District and discuss the advantages of locating in downtown Allentown on March 27, 2001.

■ Several collateral pieces were updated with more recent information and heavily used for prospects and local businesses. The 2001 Real Estate Report was published in July and continues to be a demanded and well-respected report. In addition, LVEDC has produced a new and critically needed quality of life brochure featuring the benefits of living in the Lehigh Valley.

## **NEW BUSINESS DEVELOPMENT** **Recruiting New Business and Industry** **from Select Target Markets**

■ As of Dec. 31, 2001, inquiries generated by regional collaborations, public relations and networking totaled 326, resulting in 61 prospects, 39 inspections and 20 prospect conversions. A total of 2,255 jobs were created through the activities of 52 new or expanding companies. Since the inception of LVEDC, we have partnered in creating over 20,000 net new jobs between 1996 and 2000.

■ Plastics, food processing, and technology continued as the top three targeted industries on which LVEDC focused its 2001 activities using:

- Specific collateral materials
- Trade magazine stories
- International, national and regional press
- Targeted sales calls

■ Currently, LVEDC is pursuing both the biotech and pharmaceutical industries as additions to its industry cluster.

■ Sales calls, site consultant meetings and prospect tours were an important part of 2001’s efforts. Over 81 face-to-face meetings took place to discuss potential Lehigh Valley development opportunities.

■ New for 2001, LVEDC established a technology initiative group titled “Lehigh Valley Technology Network.” Its primary mission is to facilitate a network of technology resources, as well as to provide networking opportunities for technology professionals.

■ LVEDC continued to leverage prominent Lehigh Valley events and venues, such as Saucon Valley Country Club, Musikfest, etc., hosting media, business, development and real estate interests and distributing information on economic development opportunities in the Lehigh Valley.

■ Partnerships accounted for a large part of LVEDC’s success. Business recruitment efforts were coordinated with PPL, GPU, UGI, MRC, the Governor’s Action Team, Ben Franklin Technology PARTners, Lehigh University, Northampton Community College, Lehigh Carbon Community College, CareerLink, the Small Business Development Center and county, city, municipal and

other government agencies, as well as local economic development partners and many more. Efforts related to TeamPA include relationships with TeamPA agents in other counties to promote international investment in Pennsylvania, as well as the promotion of international trade missions and export of Pennsylvania and Lehigh Valley products.

■ LVEDC and PPL Corporation continue to partner in joint location advisor initiatives by coordinating presentations and visiting top consultants in the industry.

■ Over the last year, Lehigh County Industrial Development Authority, Lehigh's Economic Advancement Project, Inc. and Northampton County New Jobs Corp. provided attractive incentive financing assistance to five new companies in the amount of \$6,428,000, resulting in 956 new jobs for the Lehigh Valley.

## **BUSINESS RETENTION**

### **Retaining and Supporting Existing Business and Industry**

■ LVEDC continues to be the fiscal agent and regional coordinator for the Lehigh Valley-TeamPA Business Calling Program. The four-year-old Commonwealth-sponsored initiative reaches out to existing employers to identify and resolve issues that are critical to success and expansion in our region. More than 2,200 business executives have been interviewed since the start of the program.

■ 600 interviews with regional employers were completed in 2001. \$90,000 was shared with Lehigh Valley Chambers of Commerce and individuals as compensation for conducting the interviews.

■ The key issues surfacing during 2001 were concerns about the economy and ongoing shortage of trained and qualified employees. Concern about "the economy" rose significantly in importance to local businesses and now equals concern about workforce. Other issues such as taxes and regulations declined in relative importance.

■ In addition to new business incentives, Lehigh County Industrial Development Authority, Lehigh's Economic Advancement Project, Inc. and Northampton County New Jobs Corp. provided incentive-financing options to existing businesses in the amount of \$7,446,316, resulting in the addition of 260 jobs and the retention of 345 jobs.

## **WORKFORCE DEVELOPMENT**

### **Supporting the Recruitment of Talent and Workforce Development Initiatives**

■ On Sept. 17, 2001, LVEDC, CareerLink and the Workforce Investment Board launched Lehigh Valley At Work. This system is a free online resource for employee placement, internship, training and job posting and a source of workforce and workplace trends for employees.

■ Lehigh Valley At Work is using technology to make "real" connections happen between employers, job seekers, training providers and our community service partners.

■ LVEDC coordinated Economic Development and Workforce Development Awareness Week in cooperation with the Workforce Investment Board and CareerLink. The Sept. 17 through 21 event consisted of the region's largest job fair, which attracted more than 5,000 students and adults, offered high school programs, community college panel discussions and announced the launch of [www.lehighvalleyatwork.org](http://www.lehighvalleyatwork.org).

■ LVEDC acted as the fiscal agent and coordinator for the Commonwealth's new "Stay Invent the Future" initiative, designed to attract and retain young workers. We collaborated with the Lehigh Valley Workforce Investment Board, that served as the regional steering committee. A total of eight regional projects valued at \$446,290 were approved and await financing through a DCED grant. These grants will leverage regional matching funds to generate \$1,130,731 in total activity intended to attract and retain a young, qualified and capable workforce for the Lehigh Valley.

### **LEHIGH VALLEY LAND RECYCLING INITIATIVE (LVLRI)**

#### **Revitalizing the Lehigh Valley's Industrial Sites**

■ During 2001, the Lehigh Valley Land Recycling Initiative (LVLRI) began to incorporate the use of Geographic Information Systems (GIS) technology into its brownfields redevelopment efforts. GIS was instrumental as LVLRI completed a comprehensive update of its Potential Redevelopment Site Inventory, which now contains property information on 79 underutilized industrial sites throughout the Lehigh Valley.

■ LVLRI completed its first Phase I environmental site assessment and is overseeing the completion of a

# 2001 Accomplishments (continued)

Phase II assessment through its administration of the EPA Brownfields Assessment Demonstration Pilot grant that was awarded to Northampton County.

■ Throughout 2001, LVLRI continued to work to facilitate the redevelopment of brownfields sites in the region through the Commonwealth of Pennsylvania's award-winning Land Recycling Program.

■ In 2001, LVLRI assisted site owners in marketing their industrial properties by providing site information at various conferences, as well as through the PA SiteFinder database. PA SiteFinder is an internet-based database at [www.pasitefinder.state.pa.us](http://www.pasitefinder.state.pa.us). It is run by DEP and provides marketing information on underutilized industrial sites throughout the state.

■ A first of its kind, LVLRI cooperated with Wildlands Conservancy, hosting an environmental insurance seminar on March 13, 2001, which educated the public on ways insurance can help manage the risks associated with the marketing of commercial and industrial properties.

## REGIONAL DEVELOPMENT

### Increasing Community Outreach Efforts for a Regional Development Process

■ LVEDC continues to focus its priority on regional development. Its mission is to coordinate LVEDC's work with economic development partners throughout the region on projects related to infrastructure development, land aggregation, tech centers, shell buildings, urban revitalization and brownfields.

■ Building on the success of Pennsylvania's award-winning Keystone Opportunity Zones, an additional 425 acres of property was designated within the Lehigh Valley region to receive the program's tax incentives.

■ LVEDC continued to market the Lehigh Valley's 13 Keystone Opportunity Sub-Zones within the region, comprising 845.55 acres for development. Keystone Opportunity Zones offer 10-year tax abatements to blighted and underused properties.

- Keystone Opportunity Zones marketing initiatives included: presentations to Lehigh Valley brokers and developers, several direct mail campaigns and advertising placements.

■ Recognizing the need to revitalize our urban cores, LVEDC continues to team up with our economic development partners in city-specific projects such as the

Digital District in Allentown and the Lehigh RiverPort in Bethlehem.

■ In addition, LVEDC coordinated a visioning process in the Slate Belt region. Two community summits were held to address issues concerning the areas of land use, economic development, leadership and citizen involvement, and recreation. The goal is to create and implement a regional plan for this area.

## RESEARCH

### Supporting Member Inquiries and Programs

■ Research activities included responding to approximately 600 external inquiries for information on the Lehigh Valley's economy, demographics, workforce and other indicators of interest to the media, developers, companies and individuals. Research activities also support internal LVEDC marketing and business development programs.

■ A new initiative was created to identify and analyze industry clusters and potential business opportunities between clusters and regional companies. The analysis is also intended to develop skill needs and occupational profiles for each cluster. LVEDC is collaborating on the project with the Lehigh Valley and Lancaster Workforce Investment Boards and the PA Center for Workforce Information and Analysis.

■ Cost of living projects and a census of Lehigh Valley businesses were completed with the assistance of students and interns from Lehigh University, Moravian College and Muhlenberg College.

■ LVEDC participated with Lehigh University and the Commonwealth in the region's first Governor's School for Global Entrepreneurship held July 1 through Aug. 4. Forty students from across the state, including 10 international students, attended the course. LVEDC joined nine other companies, providing mentoring and learning first hand what it takes to be successful in business.

## QUALITY OF LIFE

### Enhancing the Lehigh Valley's Cultural Environment

■ LVEDC continues its involvement with the Lehigh Valley Arts Council marketing task force and assists in its efforts to broaden awareness about arts activities. A

strong relationship among the arts contributes heavily to the Lehigh Valley's quality of life, as well as business and employee recruitment and retention. Most recently, LVEDC and LVAC have partnered on an economic development impact study, the results of which are expected mid-year 2002.

■ Again this year, LVEDC continued to partner with the Lehigh Valley Convention & Visitors Bureau to produce the *2001 Map & Guide*, which is distributed in our marketing materials and to Lehigh Valley hotels to raise the awareness of the Lehigh Valley's attractions.

■ A first of its kind, LVEDC was an instrumental contributor in the creation of the *Lehigh Valley Metro Guide*. A publication of *Lehigh Valley Magazine*, this hardcover book can be found in every hotel room in the Lehigh Valley and serves as a guide for visitors and newcomers.

■ As part of LVEDC's initiative to increase the talent pool regionally, we developed and produced a four-color quality of life brochure presenting all of the Lehigh Valley's great places to live and play. Regional colleges, universities and employers will use this material in their recruitment efforts.

## MEMBER RELATIONS

### Program Oversight and Accountability

■ LVEDC continues to place an emphasis on expanding member services and will continue to do so. Membership at the end of the 2001 fiscal year was 217.

■ We continue to keep members informed of our initiatives and prospecting activity through periodic mailings, member relations alerts, a mid-year update and our quarterly newsletter *LVEDC Outlook*.

■ LVEDC established membership entitlements and created several printed membership pieces including a members' benefits brochure and a membership directory. A corresponding electronic directory will soon be available on the [www.lehighvalley.org](http://www.lehighvalley.org) Web site.

■ On July 24, LVEDC held a legislative breakfast as a forum for our members to interact with Lehigh Valley's elected officials.

■ LVEDC applied for 501(c)(3) status to attract corporate members who were otherwise reluctant to join and contribute to a charitable organization of this type. On

Oct. 17, 2001, the IRS agreed to recognize LVEDC as a 501(c)(3) organization effective June 8, 2001.

## JOINT PARTNERSHIPS AND ECONOMIC DEVELOPMENT SUPPORTERS

### A Focus on Collaboration and Stewardship

■ LVEDC has worked closely with the Governor's Action Team and the Commonwealth's Department of Community and Economic Development to gain recognition for the Lehigh Valley as a regional economic center within the Commonwealth of Pennsylvania. Joint initiatives include TeamPA Foundation, the Lehigh Valley Land Recycling Initiative and the Lehigh Valley Keystone Opportunity Zone program.

■ LVEDC, in cooperation with the Commonwealth of Pennsylvania and the Lehigh Valley Convention & Visitors Bureau, hosted 10 business writers and photographers as part of a media tour.

■ Personal communication with Lehigh Valley's elected officials was a high priority again this year. Each meeting provided a forum for the exchange of information related to regional economic development issues and for LVEDC to act as a liaison for our community.

■ LVEDC continues to provide information and marketing materials to local businesses for use in recruiting employees. Staff continues to represent and promote LVEDC and regional economic development efforts by attending local events and by serving on various boards and committees throughout our community.

■ Regional, state and national economic development conferences and courses such as AEDC, IDRC, NACORE, CUED, EDI, NEDA, PEDA and the Industrial and Office Real Estate Brokers Association of the New York Metropolitan Area, Inc. trade events are attended by staff for professional development and to enhance relationships with corporate real estate managers, site consultants and colleagues.

**These accomplishments have been achieved in cooperation with our regional economic development partners, members, volunteers and staff under the guidance of the board of directors and committees of LVEDC. We are confident that the progress made in these important initiatives enhances the foundation for quality economic development in the Lehigh Valley.**

# 2001 Business Activity

Company Name	Product	Type	Location
ABB	Power automation equipment	manufacturing	Upper Macungie
ABEC	Pharmaceutical equipment	manufacturing	Hanover Twp.
AERO Aviation	Aviation software	distribution	Bath
Agility Communications	Fiber optics	manufacturing	Upper Macungie
Alcan Packaging	Pharmaceutical printing and packaging	pharmaceutical/office	Bethlehem Twp.
Avant	Software	manufacturing/r&d	Upper Macungie
BEF Corporation	Minilab refurbishing	manufacturing	Hanover Twp.
Britech Inc.	Electrical & electronic cable assemblies	manufacturing	Hanover Twp.
Castpac	Packaging	distribution	Hanover Twp.
Coretech	Cutting and printing equipment	manufacturing	Easton
Cornerstone Advisors Inc.	Financial planning	office	Bethlehem
Curries-Graham	Building products	manufacturing	Forks Twp.
CVIP	Steel fabricating	manufacturing	Emmaus
Dendrite	Computers	office/r&d	Bethlehem Twp.
Embassy Bank	Bank	office/service	Hanover Twp.
Extended Stay America Inc.	Three-story hotel	hotel/service	Hanover Twp.
Fireman's Fund	Insurance call center	office	Bethlehem
Flexicon	Material handling systems	manufacturing	Bethlehem Twp.
Fragrance Manufacturing	Fragrances	manufacturing	Hanover Twp.
Green Knight Economic Devel. Corp.	Electric power	power generation	Plainfield Twp.
Guinness UDV	Beverage production	manufacturing	Upper Macungie Twp.
H&R Block	Tax service	office	So. Whitehall Twp.
Hitran Corp.	Battery chargers and power supply	manufacturing	Easton
Kutztown University	Educational services	distribution	Hanover Twp.
Magellan Health Services	Counseling call center	office	Hanover Twp.
Menlo Logistics	3rd party logistics	distribution	Upper Macungie Twp.
Millbrook Inc.	Insurance software development	office/r&d	Upper Saucon Twp.
Molewski Financial Solutions LLC	Financial planning	office	Hanover Twp.
Morris Black	Cabinetry and doors	manufacturing	Hanover Twp.
Myers Power Products	Computers	manufacturing	Bethlehem
Nature's Way Purewater	Bottled water	manufacturing	Hanover Twp.
Newstech	De-inking pulp mill	manufacturing	Northampton
Optium	Optoelectronics	office/r&d	Upper Saucon Twp.
OraSure Technologies	Oral fluids testing products	manufacturing/pharmaceutical/biotech	Bethlehem
Pennsylvania Blue Shield	Insurance	office	Upper Macungie Twp.
PPL (Energy Plus)	Energy supplier	office	Allentown
RCN	Cable supplier	service center	Bethlehem
Rodale/ Rodale Institute	Book publishing	daycare center	Emmaus
Rosenbluth	Travel agent	office	Upper Macungie
Russoli Temporary Services	Service center	office	Allentown
Service Craft	3rd party logistics	distribution	Upper Macungie Twp.
SI Baker	Automation systems	distribution	Hanover Twp.
Sierra Management	Hotel and conference center	conference center	Upper Saucon Twp.
Square D Corporation	Electrical hardware	distribution	Hanover Twp.
Stratus Business Center	Shared business services	office	Upper Macungie
Substance Abuse Screening Service Inc.	Drug and alcohol testing	office	City of Allentown
Tibbet & Britten	3rd party logistics	distribution	Upper Macungie Twp.
T-Networks	Optoelectronics	manufacturing/r&d	Upper Macungie Twp.
Universal Technical Institute	Technical training center	educational center	Hanover Twp.
USA Architects	Architectural services	office	Easton
Wasserstrom	Restaurant supplies	distribution	Hanover Twp.
Zurich American Insurance	Insurance agents	office	Upper Saucon Twp.

County	Expansion/ New	Stage of Development	Investment	New Jobs	Square Feet
Lehigh	expansion	complete	lease	35	17,000
Northampton	expansion	complete	\$3.1 million	N/A	53,000
Northampton	new	complete	lease	5	3,600
Lehigh	expansion	complete	lease	25	5,000
Northampton	new	construction	\$30 million	321	130,000
Lehigh	new	complete	lease	15	4,130
Lehigh	expansion	complete	lease	10	14,400
Lehigh	expansion	construction	\$2.5 million	40	50,000
Lehigh	expansion	N/A	N/A	N/A	30,000
Northampton	new	announcement	\$1.5 million	N/A	19,500
Northampton	expansion	complete	lease	30	5,200
Northampton	new	construction	lease	40	104,000
Lehigh	expansion	construction	\$1.6 million	26	101,187
Northampton	new	complete	lease	50	38,000
Northampton	new	complete	lease	12	7,827
Northampton	new	construction	N/A	N/A	45,000
Northampton	expansion	complete	lease	100	60,000
Northampton	new	construction	\$5.3 million	90	91,000
Lehigh	new	complete	\$350,000	8	52,000
Northampton	new	complete	\$9.2 million	3	13,000
Lehigh	new	announcement	\$40 million	250	750,000
Lehigh	expansion	complete	lease	7	1,800
Northampton	expansion	complete	\$2.2 million	N/A	40,000
Lehigh	expansion	complete	lease	N/A	N/A
Lehigh	new	complete	lease	45	11,517
Lehigh	new	complete	lease	50	209,000
Lehigh	expansion	complete	lease	N/A	11,000
Northampton	expansion	complete	lease	N/A	6,019
Lehigh	expansion	construction	\$285,000	6	1,400
Northampton	new	complete	N/A	55	40,000
Northampton	expansion	complete	N/A	N/A	N/A
Northampton	new	complete	\$20 million	70	N/A
Lehigh	new	construction	\$25 million	275	30,000
Northampton	expansion	complete	\$250,000	12	15,000
Lehigh	new	complete	lease	N/A	7,600
Lehigh	new	announcement	lease	N/A	150,000
Lehigh	new	complete	lease	N/A	36,000
Lehigh	new	construction	\$2.2 million	N/A	6,400
Lehigh	expansion	complete	lease	20	5,232
Lehigh	new	complete	lease	3	N/A
Lehigh	new	complete	lease	75	297,000
Lehigh	expansion	complete	lease	N/A	4,800
Lehigh	new	agreement for sale	N/A	N/A	125,000
Lehigh	new	complete	lease	N/A	4,000
Lehigh	new	complete	lease	5	8,300
Lehigh	expansion	complete	lease	7	2,955
Lehigh	new	complete	lease	300	516,800
Lehigh	new	complete	lease	200	48,000
Lehigh	new	complete	lease	N/A	23,000
Northampton	new	complete	lease	30	2,000
Lehigh	new	complete	lease	20	40,900
Lehigh	new	complete	lease	15	4,600

# 2001 Members

## VISIONARY PARTNERS

**\$50,000 and up**

Agere Systems, Inc.  
First Union National Bank  
Lehigh County  
Northampton County  
PPL Corporation

## STRATEGIC PARTNERS

**\$20,000 – \$49,999**

Air Products and Chemicals, Inc.  
EDS  
Fleet Bank  
The Morning Call  
Verizon – Pennsylvania, Inc.

## UNITY PARTNERS

**\$10,000 – \$19,999**

Acme Cryogenics, Inc.  
Adams Outdoor Advertising  
Alvin H. Butz, Inc.  
Binney & Smith, Inc.  
Dorney Park & Wildwater Kingdom  
F.L. Smidth, Inc.  
Jaindl Land Company/  
Jaindl Turkey Farm  
Lehigh Valley Industrial Park, Inc.  
Liberty Property Trust  
Lutron Electronics Co., Inc.  
Manufacturers Resource Center  
Stabler Land Company  
UGI Utilities, Inc.

## ALLIANCE PARTNERS

**\$5,000 – \$9,999**

Allentown Valve & Fitting Company  
Arcadia Properties, LLC  
B. Braun Medical, Inc.  
Chrin, Inc.  
D & B  
GPU Energy  
J.G. Petrucci Company, Inc.  
Keystone Cement Company  
Lafayette Ambassador Bank  
Lehigh Valley Hospital &  
Health Network  
Lehigh Valley International Airport  
PNC Bank  
The Express-Times  
The Wood Company

## COMMUNITY PARTNERS

**\$1,000 – \$4,999**

AAA East Penn  
Albarell Electric, Inc.  
Allfirst Bank  
Bethlehem Area Chamber  
of Commerce  
Bethlehem Township  
Brandywine Realty Trust  
Brinjac Engineering, Inc.  
Brode & Brooks, Inc.  
Brown-Daub, Inc.  
C.C. Inc., Construction Services  
Capital Blue Cross  
Cathy's Creative Catering

Clarion Hotel  
Coca-Cola Bottling Co. of the  
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