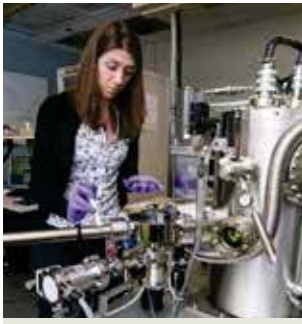


Come here. Grow here. Start here.

# 15

ANNUAL  
REPORT



LEHIGH VALLEY  
economic development

[www.lehighvalley.org](http://www.lehighvalley.org)







The mission of LVEDC is to market the economic assets of the Lehigh Valley and to serve as a regional shared services and resource center to help businesses to come, grow and start here.

We saw many great success stories in the Lehigh Valley in 2015. Job growth continues to rise, our manufacturing base is strong, our e-commerce community continues to grow rapidly, and international companies have come to recognize the Lehigh Valley as a perfect entry into the Northeastern U.S. markets.

In 2015, the Lehigh Valley surpassed \$35 billion in GDP for the first time in its history. That's more economic output from the two-county region of 658,000 people than the entire state of Vermont and 94 countries in the world.

We've tracked 19 business attraction/expansion projects completed in 2015, creating more than 920 new jobs and retaining over 3,600 existing jobs.

LVEDC also provided access to \$24.1 million in financing that closed in the year 2015, supporting a dozen projects that created about 1,100 jobs.

I'd like to thank the LVEDC Board of Directors and everyone who has played a part in helping LVEDC deliver on its mission of growing opportunity and creating jobs in the Lehigh Valley.



**Don Cunningham**  
*President & CEO*

2015 marked my first year as chairman of the LVEDC board, and I'm pleased to say the organization is strong and well-positioned to continue to lead the Lehigh Valley into an exciting and prosperous future.

LVEDC embarked on a multitude of new initiatives this year. Among them was the launch of the Lehigh Valley Lending Network, a regional coalition of banks and public lending entities to provide access to a range of financing options to support economic growth.

The organization also embarked on a business development tour through Western Europe, partnered with the The Lehigh Valley Workforce Development Board on a comprehensive workforce study, and launched new

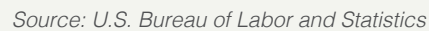
informational publications like the quarterly Commercial Real Estate Report and the monthly LVstartup e-newsletter.

It's been a pleasure to work with so many talented professionals in both the public and private sectors, all with the same goal of growing our region. I'd like to thank all of LVEDC's many stakeholders for their continued support.



**Stephen Kalamar**  
*Board Chair*





Source: U.S. Bureau of Labor and Statistics

*These job figures are projections, and some jobs will be created over the course of multiple years.  
Source: U.S. LVEDC Research Department*





**In March 2015, *Site Selection* magazine ranked the Lehigh Valley the top-performing region for economic development in the Northeastern United States for metropolitan regions of its size range.\*** This marked the seventh consecutive year the Lehigh Valley made the Top 10 list of best-performing metropolitan areas in the magazine's prestigious Governor's Cup Awards, one of only two regions with that distinction.

*\* Population range between 200,000 and 1 million*



## Lehigh Valley GDP Reaches All-Time High

The Lehigh Valley gross domestic product (GDP), a measurement of a region's economic output\*, has reached an all-time high of \$35.4 billion, a roughly \$1.1 billion-increase from the previous year.

That means the Lehigh Valley economy for 2014, the most recent year for which data is available, is larger than that of the entire state of Vermont (\$30.7 billion) and of 94 other countries in the world.

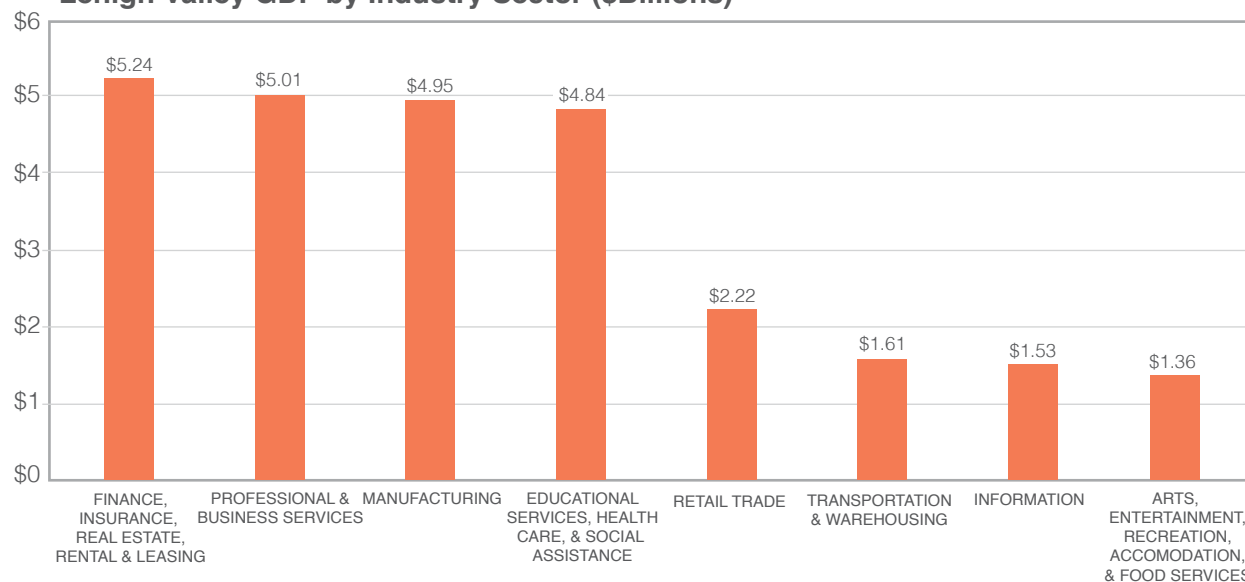
Notably, the Lehigh Valley GDP has shown not only strong overall growth, but also growth in every measurable category. The GDP is also unusually balanced, with the top four subsectors all falling within \$400 million of each other, reflecting a diversified economy that does not depend on one single industry.

\*GDP is the total market value of all finished goods and services produced within a region's borders in a given year. It includes all consumer, investment and government spending and exports, minus the value of imports. 2014 was the most recent year for which GDP data was available at date of publication.

The regional economy has grown every year of the past decade except 2009, during the height of the Great Recession, and a study by the Brookings Institution found that Lehigh Valley weathered that financial crisis far better than most others in the nation.

**The Lehigh Valley GDP for 2014 ranks 75th out of the 381 largest metropolitan statistical areas in the United States.**

**Lehigh Valley GDP by Industry Sector (\$Billions)**



Source: U.S. Bureau of Economic Analysis

**GDP growth by industry (2013 to 2014)**

Manufacturing	4.1% ↑
Transportation & Warehousing	4.7% ↑
Finance, Insurance, & Real Estate	6.2% ↑
Professional & Business Services	6.6% ↑
Health Care, Educational Services, & Social Assistance	2.6% ↑
Arts, Entertainment, Accommodation, & Food Services	0.6% ↑

## International Investment Growing in the Lehigh Valley

Companies based outside of the United States are proving to be an economic growth opportunity for the Lehigh Valley. With our proximity to major northeastern markets like New York City, Philadelphia, and Boston, the Lehigh Valley is within a day's drive of about one-third of all consumers in the United States. That, along with our well-developed transportation infrastructure and other economic assets, makes us extremely attractive to international companies seeking a strong consumer base in the U.S.

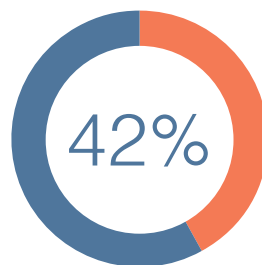
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**1 IN 3** of LVEDC's current prospects are companies from outside the U.S.

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Seeking to take advantage of this growing trend, LVEDC officials embarked on a two-week business development tour through Western Europe in the summer of 2015, targeting international markets with the strongest concentration of prospects for the Lehigh Valley's target industries. With stops in Germany, France, and England, this tour included daily direct marketing to prospective companies, several of which expressed an interest in the Lehigh Valley as a result.





42 percent of the Lehigh Valley's major business attraction and expansion projects from 2015 were international companies.



## Recent International Development Projects

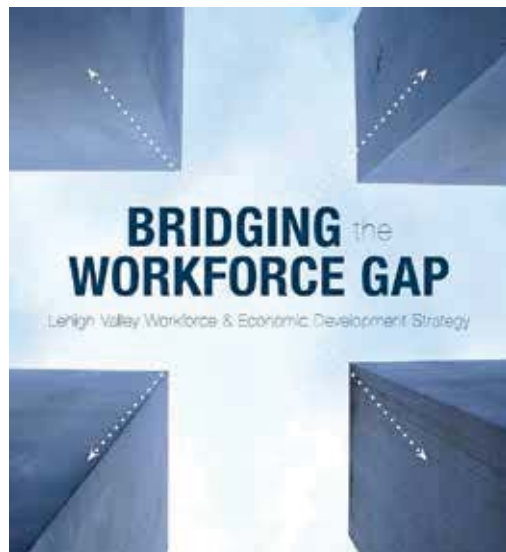


Photo Credit -- 'Christian Fleury, Capa Pictures for Safran'

-  **Safran (France)** – This global leader in the aerospace industry established a 25,000 SF wheel and brake repair facility in Lower Nazareth Township.
-  **Primark (Ireland)** – This leading fashion retailer's new 677,000 SF distribution center in south Bethlehem will serve as Primark's primary distribution center for the Northeast.
-  **Fuling Plastics (China)** – The plastic flatware manufacturer's 88,000 SF facility in Upper Macungie Township marks the first time a Chinese manufacturer has established a facility in Pennsylvania.
-  **Nihon Kohden (Japan)** – This medical device manufacturer has opened a technical and product support location in South Whitehall Township.



## Assessing Strengths and Weaknesses of the Lehigh Valley Workforce



LVEDC and the Lehigh Valley Workforce Development Board have embarked in a partnership that is serving as a model for workforce and economic development, not just in the state of Pennsylvania, but for the entire nation. The two partners commissioned Oxford Economics, a New York City-based economic consultant, to conduct a comprehensive new study that assesses the strengths and weaknesses of the Lehigh Valley's workforce, and provides key strategies for how to improve upon them.

The newly-formed Education and Talent Supply Council links local educational institutions and economic development agencies in a way that has never been done before.

Completed in July, that study laid the foundation for the newly-formed LVEDC Education and Talent Supply Council, which held its inaugural meeting in November. Consisting of educational institutions, major employers, and economic development and workforce agencies, this council's mission is to develop current workforce supply and demand data, and create and execute regional strategies that help maintain a workforce and talent supply.

# 22,150 JOBS

expected to be created  
in the Lehigh Valley  
over the next five years

- **Health Care & Social Assistance**  
10,100 New Jobs
- **Transportation & Warehousing**  
3,700 New Jobs
- **Finance & Insurance**  
3,150 New Jobs
- **Professional, Scientific & Technical Services**  
2,450 New Jobs
- **Other Industries**  
2,750 New Jobs



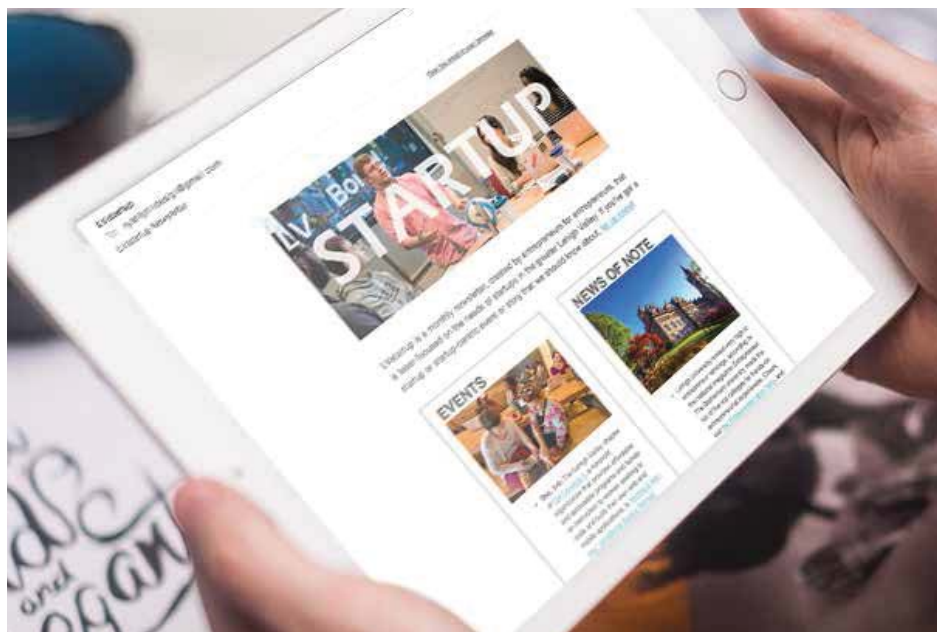
## Lehigh Valley Lending Network

Access to capital is critical for economic growth. Businesses need financing to grow and create jobs if they don't have assets of their own to fund growth. That's why LVEDC has worked with 15 area banks to develop the Lehigh Valley Lending Network, a new regional coalition of banks and public lending entities that will offer a single point of entry for both private and public financing.

Companies often find the process of trying to find the right bank for their needs exhausting and layered in redundancy. The Lehigh Valley Lending Network makes it simple: an eligible borrower completes a series of forms outlining their business and financing needs, and the information is circulated to banks and economic development lenders based on the preferences of the borrower. Representatives of the selected lending organizations will then provide an expression of interest in working with the borrower that will outline the likely terms of a loan that could be offered.

Banks participating in the Lehigh Valley Lending Network include Bank of America, BB&T Bank, Conestoga Bank, Embassy Bank, Lafayette Ambassador Bank, M&T Bank, National Penn Bank, New Tripoli Bank, PNC Bank, Peoples Security Bank, Provident Bank, Santander Bank, TD Bank, Wells Fargo, and Unity Bank.





## LVstartup

There's a lot of exciting new things going on in the Lehigh Valley entrepreneurial community, and LVEDC has created a new resource to help spread the word about it. Launched last summer, LVstartup is a monthly e-newsletter written and distributed by the Entrepreneurship Council of the Lehigh Valley, which is laser-focused on the needs of startups in the region.

Every first Thursday of the month, LVstartup provides information about local events, news stories, and resources available to entrepreneurs. This is just another way LVEDC helps provide startups with important skills and valuable expertise, as well as helping entrepreneurs refine their business goals, identify their markets, hone their business plans, and locate start-up capital.

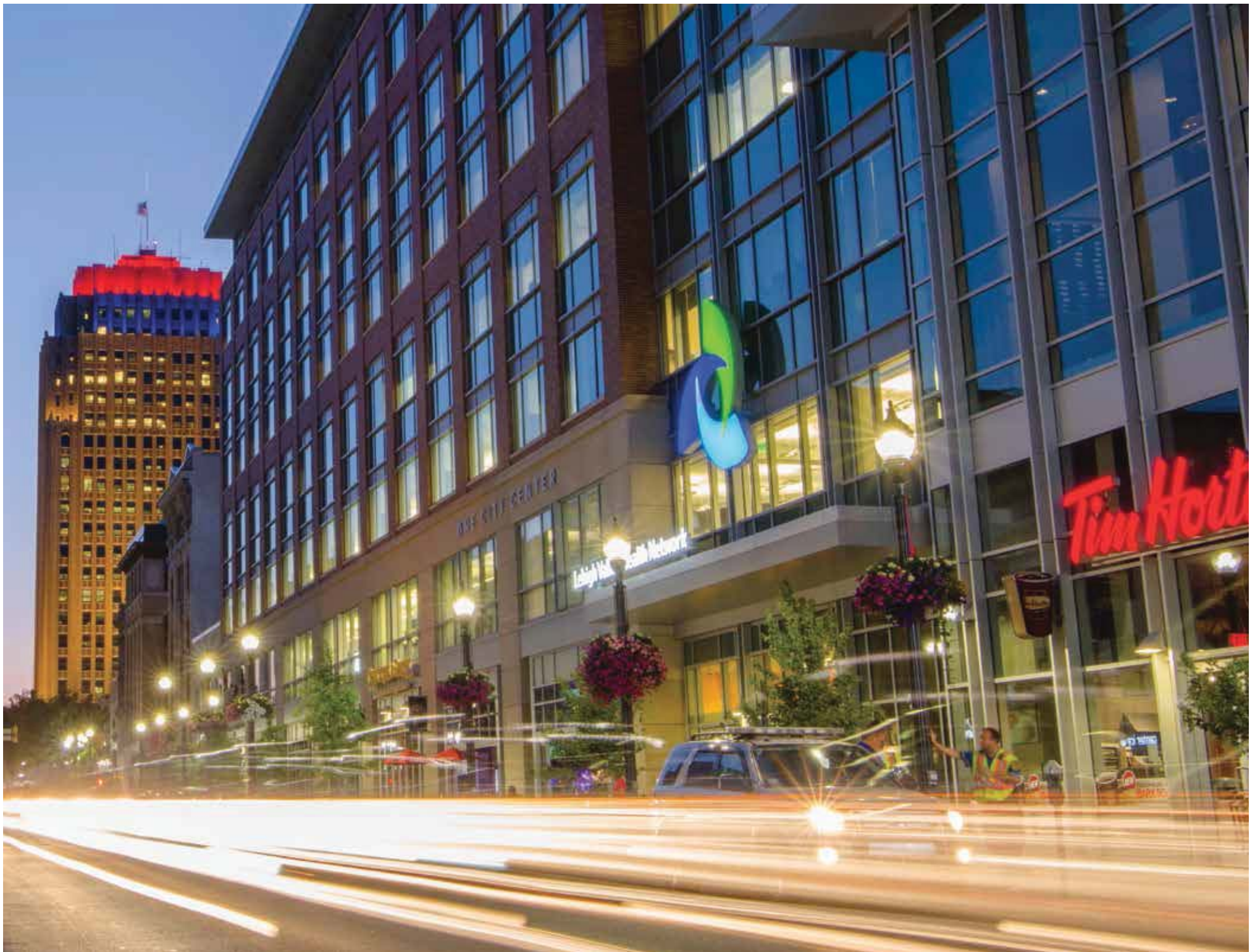
## Lehigh Valley Commercial Real Estate Report

In keeping with one of its core principles to serve as the leading source of economic data and market intelligence, LVEDC launched a new series of quarterly reports in 2015 detailing the commercial real estate climate of the region. The Lehigh Valley Commercial Real Estate Report provides detailed information about the regional office, industrial and flex markets.

With information prepared by LVEDC Research Specialist John Lamirand, the Commercial Real Estate Report provides such information as vacancy rates, market conditions, net absorption, unemployment rates, workforce employment growth, and a list of all major sales transactions from the Lehigh Valley each quarter. Having this knowledge at our fingertips is critical because the only way to affect tomorrow is to understand where we, as a region, stand today.

ISSUE # 003	
LEHIGH VALLEY COMMERCIAL REAL ESTATE REPORT INDUSTRIAL & FLEX MARKETS	LEHIGH VALLEY COMMERCIAL REAL ESTATE REPORT OFFICE, INDUSTRIAL & FLEX MARKETS
<p>One of the core principles of the Lehigh Valley Economic Development Corporation (LVEDC) is to serve as the leading source of economic data and market intelligence on the Lehigh Valley's economic assets and resources to serve our economic strategies, marketing efforts and the needs of our stakeholders.</p> <p>To that end, LVEDC is preparing a series of quarterly reports about the real estate climate in the Valley.</p> <p>This report will focus on the region's warehouses, and flex space markets.</p>	<p>One of the core principles of the Lehigh Valley Economic Development Corporation (LVEDC) is to serve as the leading source of economic data and market intelligence on the Lehigh Valley's economic assets and resources to serve our economic strategies, marketing efforts and the needs of our stakeholders.</p> <p>To that end, LVEDC is preparing a series of quarterly reports about the real estate climate in the Lehigh Valley.</p> <p>This report will focus on the region's office, industrial, and flex space markets.</p>
<p><b>Q2 2015</b></p> <p>LEHIGH VALLEY economic development</p>	<p><b>Q3 2015</b></p> <p>LEHIGH VALLEY economic development</p> <p>www.lehighvalley.org</p>







## LVEDC 2015 Financing Projects

It's been another successful year for LVEDC's Finance Department, which provides much-needed capital for companies looking to relocate, expand, or start in the our region. LVEDC provided access to \$24.1 million in financing that was closed in the year 2015, supporting a dozen projects that led to the creation of 1,098 jobs and the retention of 1,041 more.

Additionally, LVEDC is continuing to provide support for \$25.5 million in financing for applications that were worked on in 2015 or earlier, but have not yet closed. That financing supports \$300 million worth of projects that, when complete, may create roughly 8,000 new jobs and help retain almost 1,800 more.

LVEDC is proud to work with a variety of organizations in the administration of these important financing programs, including the Northampton County Industrial Development Authority, Lehigh County Industrial Development Authority, the Northampton County New Jobs Corp., Lehigh's Economic Advancement Project, and the Allentown Development Company.

Account Name	Amount	Jobs Created*	Jobs Retained*
Allentown Economic Development Corporation	\$109,000	-	30
Bethlehem Maintenance Service & Machine, Inc.	\$67,500	2	10
Da Vinci Science Center	\$1,240,000	-	-
Equipto	\$195,000	5	99
Flexicon	\$2,000,000	50	138
Hamilton Crossings	\$6,655,459	1,000	-
Innovative Control Systems	\$550,000	-	77
KADCO Ceramics	\$296,000	3	10
Morgan Hill Senior Living	\$1,890,175	30	-
Presbyterian Homes	\$10,000,000	-	662
Stephens Funeral Home	\$959,000	4	6
Sullivan Oil & Propane	\$168,340	4	9
<b>TOTAL</b>	<b>\$24,130,474</b>	<b>1,098</b>	<b>1,041</b>

*\*For privacy reasons, some companies declined to provide data about the number of jobs created or retained by its financing project. These job figures are projections*

## Featured Lehigh Valley Projects



### SunOpta

SunOpta, a global natural, organic, and specialty food products company, completed a \$25 million addition to its Upper Macungie Township facility in 2015, creating 48 jobs and retaining 52 existing positions. One of the company's largest capital expansion projects the date, the new consumer products facility boosted the company's aseptic beverage processing and filling capacities.

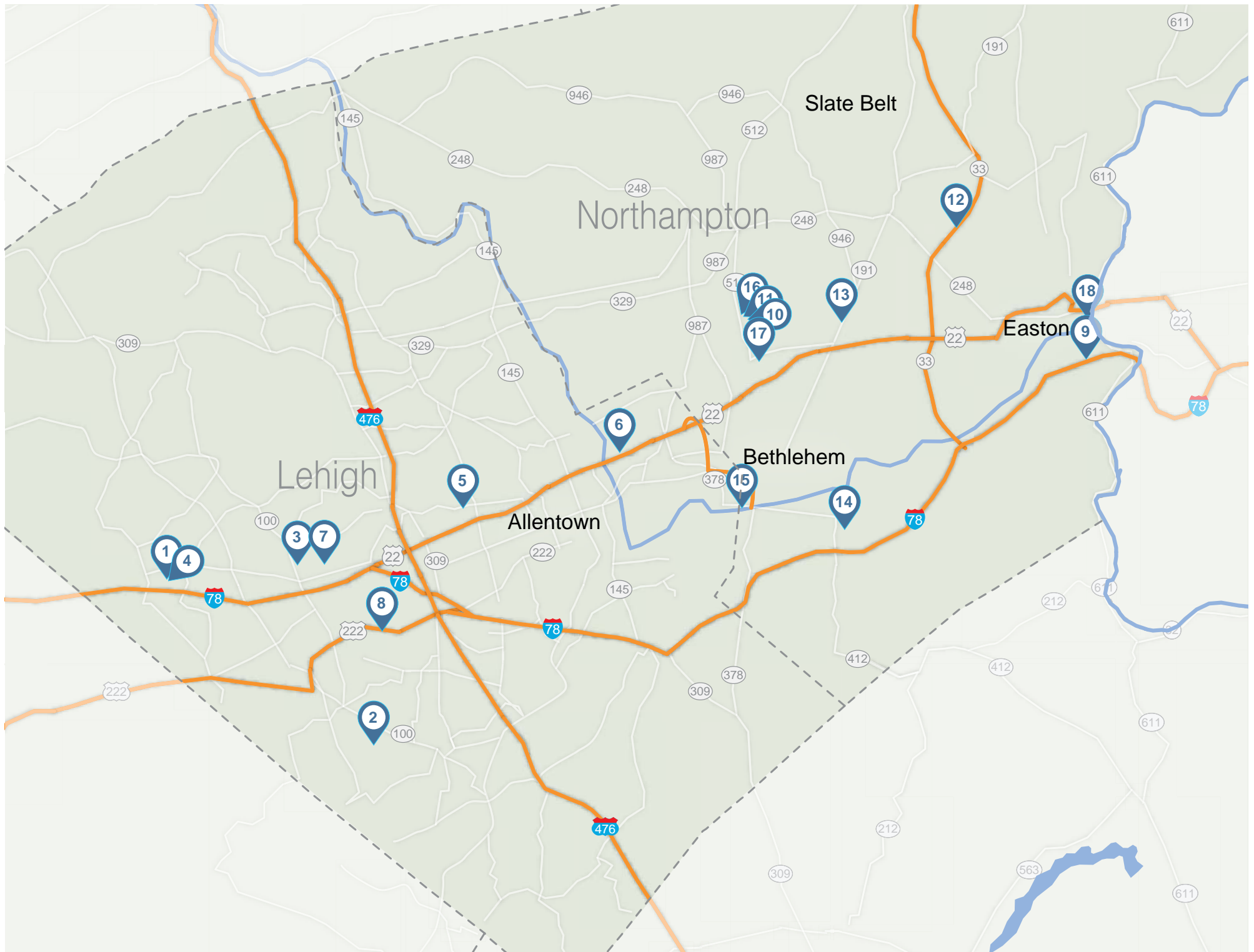
SunOpta once considered leaving the Lehigh Valley altogether rather than expand, but LVEDC mobilized to ensure they reinvested in the Lehigh Valley. Company officials say the new addition, combined with the Lehigh Valley's proximity to major markets on the East Coast, will give SunOpta a crucial competitive advantage in the growing aseptic processing business.




### C&S Wholesale Grocers

The country's largest wholesale grocery supply company, which already had a significant presence in Lehigh Valley, announced in 2015 a significant expansion in the region. C&S Wholesale Grocers is adding 600 new jobs over the next three years with a new expansion project in Hanover Township, Northampton County.

C&S is investing \$15 million into the Lehigh Valley Industrial Park IV site, the location of a former Walgreens distribution center. The company already has three locations in Northampton County, including its largest one at 4820 Hanoverville Road in Lower Nazareth Township, near the new expansion. C&S says the project will help it retain its 1,980 existing employees statewide.





	Company	Municipality	Product	New or Expansion	Type	Investment *	New Jobs Created*	Jobs Retained*	Square Feet	Investing Country
Lehigh County										
①	Genco	Weisenberg Twp	3PL	New	Distribution	-	-	-	435,218	U.S.A.
②	I2R Nanowave	Lower Macungie	Semiconductor & Electronic Components	New	Office	\$3,441,183	73	-	16,790	Canada
③	Malmedie	Upper Macungie	Mechanical Couplings	New	Office	-	3	-	500	Germany
④	NFI	Weisenberg Twp	3PL	Expansion	Distribution	-	250	-	231,500	U.S.A.
⑤	Nihon Kohden	South Whitehall	Medical Electronic Equipment	New	Office	\$445,000	27	-	6,600	Japan
⑥	St Luke's	Allentown	Hospital Network	Expansion	Office	-	-	1,000	247,008	U.S.A.
⑦	SunOpta	Upper Macungie	Organic Food Production	Expansion	MFG	\$32,000,000	53	52	101,000	Canada
⑧	Uline	Upper Macungie	Shipping Supplies	Expansion	Distribution	-	-	-	1,600,000	U.S.A.
Northampton County										
⑨	Alpine Metal Products	Williams Twp	Fabricated Metal Product Mfg	New	MFG	-	19	-	-	U.S.A.
⑩	C&S Wholesale Grocers, Inc.	Hanover Twp	Food & Grocery Distributor	Expansion	Distribution	\$1,290,000	500	847	579,400	U.S.A.
⑪	Guardian Life Insurance Co. of America	Hanover Twp	Insurance	Expansion	Office	\$70,000,000	-	1,500	281,680	U.S.A.
⑫	Inditex	Palmer Twp	Clothing & Apparel Retailer	New	Distribution	-	-	-	283,145	Spain
⑬	MBD (Safran)	Lower Nazareth	Wheel & Brake Repair Services	New	MFG	-	25	-	25,000	France
⑭	Primark Stores	Bethlehem	Department Stores	New	Distribution	-	50	-	677,088	Ireland
⑮	Reeb Millwork Corp	Bethlehem	Wholesale Millwork	Expansion	MFG	\$38,000,000	147	267	175,000	U.S.A.
⑯	Ricoh	Hanover Twp	Imaging & Electronics	Expansion	Distribution	-	-	-	280,000	Japan
⑰	Tyber Medical LLC	Hanover Twp	Medical Devices	New	Office/MFG	\$386,000	25	-	4,200	U.S.A.
⑱	World Media Group	Easton	Consumer Websites	New	Office	-	-	-	-	U.S.A.

For privacy reasons, some companies declined to provide data for its development project. These job figures are projections.

## Featured Lehigh Valley Projects



### **MBD (Safran)**

A world leader in aircraft landing and braking systems, Messier-Buggati-Dowty (MBD) is a subsidiary of Safran, an international high-technology group and supplier of systems and equipment in the markets of aerospace, defense, and security. MBD established a wheel and brake repair facility in Lower Nazareth Township in 2015, where it will provide maintenance, repair, and operations services for such commercial airline brands as Boeing, Airbus and JetBlue.

The 25,000 square-foot site marks MBD's first facility in the eastern United States; the company currently has shops in Milwaukee and Miami. Messier-Buggati-Dowty supports more than 25,000 aircraft making over 40,000 landings each day.



### **Guardian Life Insurance Company of America**

Guardian, one of the nation's largest mutual life providers, announced in 2015 it would establish a three-story corporate office building in Hanover Township, Northampton County. The 281,680 square-foot office facility demonstrates the company's continued commitment to the Lehigh Valley, where it has operated since 1984.

The new corporate office will bring together Guardian's current regional headquarters, which is spread across four buildings in Bethlehem and one in Allentown. LVEDC had been working with Guardian since early 2014 on the site search and to help facilitate the project, representing the organization's commitment to helping existing businesses grow and thrive in the Lehigh Valley.

## Featured Financing Projects



### **The Goldenberg Group / TCH Development** **Hamilton Crossings**

After more than six years in the making, Hamilton Crossings is finally becoming a reality. A groundbreaking was held in 2015 for the \$140 million retail complex project in Lower Macungie Township, which will include a Target, Whole Foods, and Costco Wholesale Club. The 565,000 square-foot project will create about 1,000 jobs, with anchor tenants expected to open in the mid-summer of 2016 and other stores opening in the fall. The tax increment financing project, administered by LVEDC, involved several vital partners, including the Lehigh County Industrial Development Authority, Lower Macungie Township, and the East Penn School District.



### **Flexicon** **Facility Expansion**

The industrial manufacturer, Flexicon Corp., a world leader in the design and manufacture of bulk material handling and processing equipment, nearly doubled the size of its Bethlehem Township-based U.S. headquarters. This 91,000 square-foot expansion project was supported by a \$2 million Pennsylvania Industrial Development Authority (PIDA) loan LVEDC administered through the Northampton County New Jobs Corp., at a fixed rate of 2.25 percent for 15 years, as well as \$4.5 million in tax-exempt financing through the Northampton County Industrial Development Authority.



## Redevelopment Program

LVEDC's redevelopment program had one of the busiest and most successful years in its 18-year history in 2015, and continues to gain national recognition for its track record of accomplishment.

The Lehigh Valley Land Recycling Initiative (LVLRI) is focused on promoting economic development through the reuse of abandoned and underutilized commercial and industrial properties, also known as brownfields. LVLRI worked on 11 active redevelopment projects in various stages over the course of 2015, roughly twice the number of projects it has assisted with in some previous years.

LVLRI also secured nearly \$1 million in grant funding from the U.S. Environmental Protection Agency for regional development. Additionally, LVEDC Director of Redevelopment and External Affairs Andrew Kleiner was invited to speak at the 2015 National Brownfields Conference in Chicago, one of the premier national conferences and trade shows focused on environmental revitalization and economic redevelopment.



### WATERFRONT

Among the projects LVLRI assisted with this year was the Waterfront, a \$300 million mixed-use development being built on former Lehigh Structural Steel Co. land along the Lehigh River in Allentown. LVLRI has supported the project since 2007, guiding it through a targeted brownfield assessment, environmental assessments, and cleanup plans. The \$400 million project will include six new office buildings, three residential complexes, three parking structures, a vibrant main street, and a signature half-mile River Walk.





## BELL HALL / SCHOEN'S BUILDING

The Schoen's Furniture Store had been a vacant building on the 600 block of Hamilton Street in Allentown for 20 years. It has now found new life after being redeveloped into a loft-style office building with a mix of modern and historical architecture. The six-story building now includes offices for Trifecta Technologies and Shane Patrick Associates, a showroom for Offix Systems, and features Bell Hall, a gourmet burger restaurant. The project, developed by Charles Street Capital, created a total of about 150 jobs. LVLRI assisted with a Phase I environmental assessment, and also helped with an asbestos and lead survey for the Bell Hall project. LVLRI partnered with the Allentown Economic Development Corporation for this project.





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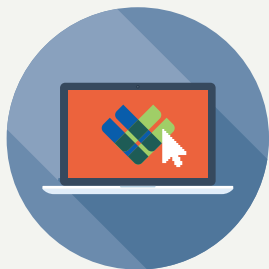


## LVEDC Launches New Website

For many businesses and site selectors considering coming to the Lehigh Valley, the LVEDC website often serves as their first introduction to the region. That's why our organization undertook a complete overhaul of lehighvalley.org this year, resulting in a brand new, visually-focused site with tighter content, a simplified structure, and a vastly improved, responsive design that greatly improves ease of use across all platforms.

Designed by Weidenhammer Creative, the sleek and beautiful design was implemented after in-depth market research studying mid-sized economic development corporations across the country. This new strategic restructuring easily identifies user type and funnels them into the silos of "Come Here," "Grow Here," and "Start Here" in order to present more actionable information in just one click.

LVEDC has also launched an entirely new strategic plan for social media, increasing its targeted marketing and communication efforts on such platforms as Twitter, Facebook, LinkedIn and YouTube. Those efforts have already born fruit, with readership and impressions growing each month and dwarfing that of previous years.



LVEDC website visits **increase 38.82%** from 2014 to 2015.



LVEDC website total users **increased 46.72%** from 2014 to 2015.



Monthly LVEDC Twitter impressions reached an **all-time high of 77,400** in February 2016.



LVEDC's weekly Facebook reach for February 2016 was **581.82% higher** than in December 2014.



### New Video Series

Online video traffic is predicted to make up to 80 percent of all consumer traffic in 2019. LVEDC is spreading the word about the Lehigh Valley through this growing medium with the production of six new videos by FireRock Productions. Four of the videos will focus on the Lehigh Valley's target sectors, while the others will highlight the region's entrepreneurial community and redevelopment projects.



### Foreign-Language Marketing Materials

LVEDC is reaching out to international companies from all over the world and letting them know why the Lehigh Valley is the right place for them. Brochures and digital materials highlighting Lehigh Valley's economic assets have been prepared in eight different languages and sent to such countries as Australia, Brazil, Canada, China, France, Germany, India, Japan, Mexico, the Netherlands, and the United Kingdom.

### Sub-Regional Marketing Campaigns

Executing on its core mission to market the economic assets of the Lehigh Valley, LVEDC is working with Digital Feast to develop web, video, and print marketing campaigns to highlight Lehigh County, Northampton County, Allentown, Bethlehem, Easton, and the Slate Belt. These will include video production, high-quality photography, printed brochures, and core information about each of the sub-regions.

### Tailored Advertising for Target Sectors

LVEDC commissioned Atlas Advertising to develop a marketing strategy tailored to the four target industries of the Lehigh Valley: high performance manufacturing, high value business services, life science research & manufacturing, and food & beverage processing. These ads will strategically position the Lehigh Valley among the top business destinations in the U.S. and the world for those industries.



## 2015 LVEDC Events

LVEDC hosted numerous events over the past year that provided stakeholders the opportunity to learn about timely economic issues, hear from legislators and business leaders, and network with other professionals from throughout the Lehigh Valley. Below are just a few of these events:

### Visit by Pennsylvania Governor Tom Wolf

Citing the impressive economic revitalization the Lehigh Valley has achieved in recent years, Governor Wolf chose the ArtsQuest Center in Bethlehem as the venue to first announce new details about his administration's community and economic development agenda. Marking his first appearance in the Lehigh Valley since his inauguration, Governor Wolf's visit came less than a week before the introduction of his 2015-16 budget proposal.

### "Mack Trucks in the Lehigh Valley and in the World"

LVEDC's inaugural Fall Signature Event was held at the Mack Trucks facility in Lower Macungie Township, spotlighting the importance of manufacturing in the Lehigh Valley. The industry makes up \$4.95 billion of the region's \$35.4 billion GDP. During the event, vice president and general manager Wade Watson discussed the company's long history in the Lehigh Valley and launched their new brand for "Lehigh Valley Operations."



### "Conversation and Cocktails" with Dennis Davin

LVEDC hosted a visit by Dennis Davin, secretary of the Pennsylvania Department of Community and Economic Development, before a crowd of more than 130 people at the Renaissance Allentown Hotel. He delivered good news: that Tyber Medical, a manufacturer of orthopedic and spinal implants, was relocating its corporate headquarters and manufacturing operation from New Jersey to Hanover Township, Northampton County.





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## 2015 LVEDC Board of Directors

Chair  
**Stephen Kalamar**  
*Vice President, Commercial Lending*  
TD Bank

Vice Chair  
**Jane P. Long**  
*Chair, Corporate, Business & Banking Group*  
Fitzpatrick Lentz & Bubba, P.C.

Secretary  
**Dr. Mark Erickson**  
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Northampton Community College

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**Michael J. Gigler**  
*Senior Vice President, Senior Relationship Manager, Commercial Banking*  
Wells Fargo Bank

**Don Cunningham**  
*President & CEO*  
Lehigh Valley Economic Development Corporation

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**Donald Bernhard**  
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**Angie Brong**  
*Director, Real Estate & Property Management*  
Air Products

**Hon. John A. Brown**  
*County Executive*  
Northampton County

**Luke Cunningham**  
*Chair*  
Bethlehem Economic Development Corporation

**Mayor Robert Donchez**  
*Mayor*  
City of Bethlehem

**Edward C. Dougherty**  
*Chief Business Development Officer*  
Lehigh Valley Health Network

**Becky Eshbach**  
*Director of Business Development East Region*  
UGI Utilities, Inc.

**Joel Fagerstrom**  
*Executive Vice President / Chief Operating Officer*  
St. Luke's University Health Network

**Cindy Feinberg**  
*Co-Founder & Partner*  
Feinberg Real Estate Advisors, LLC

**Hon. Margaret "Peg" Ferraro**  
*President*  
Northampton County Council

**Tom Garrity**  
*Managing Partner*  
Compass Point Consulting

**Lauren Goff**  
*Executive Director, Corporate Social Responsibility*  
Olympus Corporation of the Americas

**Dr. Bryon Grigsby**  
*President*  
Moravian College

**Sally Handlon**  
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Handlon Business Resources, LLC

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*Senior Vice President & Chief Financial Officer*  
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**Andrew Hines**  
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Lutron Electronics

**T. Anthony Iannelli**  
*President & CEO*  
Greater Lehigh Valley Chamber of Commerce

**Mark Jobes**  
*Senior Vice President, Commercial Loans*  
Lafayette Ambassador Bank

**Patricia Johnson**  
*Vice President, Finance & Administration*  
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**L. Charles Marcon**  
*President*  
Lehigh Valley Partnership

**Dan McCarthy**  
*Vice President, Corporate Communications & Community Affairs*  
PPL Corporation

**Hon. Tom Muller**  
*County Executive*  
Lehigh County

**John L. Nespoli**  
*President & CEO*  
Sacred Heart HealthCare System

**Hon. Brad Osborne**  
*Chairman*  
Lehigh County Board of Commissioners

**Mayor Sal Panto, Jr.**  
*Mayor*  
City of Easton

**Mayor Ed Pawlowski**  
*Mayor*  
City of Allentown

**Marilyn Rettaliata**  
*Partner*  
Special Events Tent & Party Rentals

**Philip Schenkel**  
*Vice President*  
JLL

**Michael Stershic**  
*President*  
Discover Lehigh Valley

**R. Scott Unger**  
*Chairman*  
Lehigh Valley Land Recycling Initiative

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## LVEDC Staff

**Don Cunningham**  
*President & CEO*

**John Kingsley**  
*Vice President*  
Finance

**Matthew Tuerk**  
*Vice President*  
Economic Development & Marketing

**Jaime Whalen**  
*Vice President*  
Administration and Investor Relations

**Melody Bradford**  
*Director*  
Business Outreach Programs

**Michael Keller**  
*Director*  
Marketing

**Andrew Kleiner**  
*Director*  
Redevelopment and External Affairs

**Colin McEvoy**  
*Director*  
Communications

**Jennifer Weighknecht**  
*Director*  
Credit Risk

**Jarrett Witt**  
*Director*  
Business Development

**Misty Barthold**  
*Administrative Assistant*

**Lori Betters**  
*Accountant*

**John Lamirand**  
*Research Specialist*

**Kat Schneider**  
*Office Administrator*

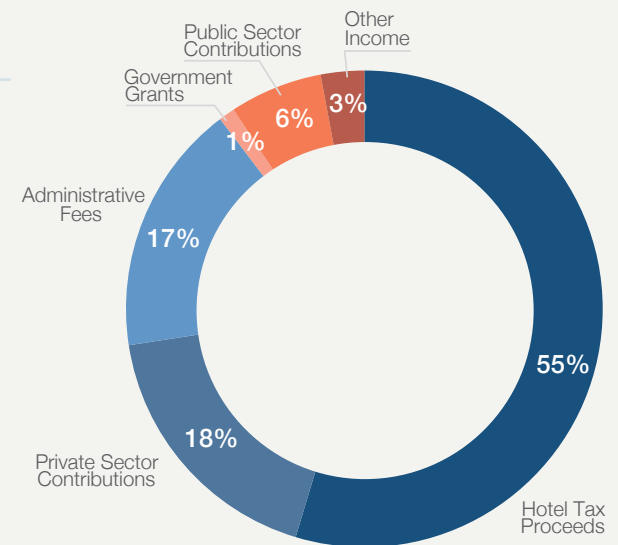
**Stephanie Wean**  
*Finance Administrator*



## 2015 Income & Expenses

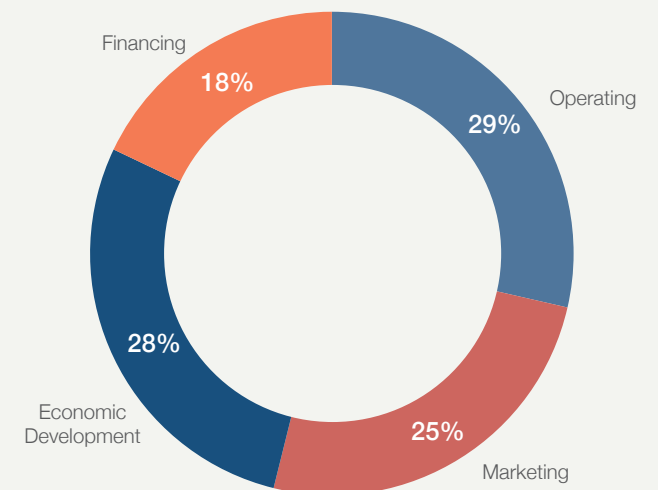
### 2015 Unaudited Revenue

Hotel Tax Proceeds	\$1,344,889
Private Sector Contributions	\$440,601
Administrative Fees	\$420,866
Government Grants	\$27,000
Public Sector Contributions	\$155,000
Other Income	\$72,427
	<b>\$2,460,783</b>



### 2015 Unaudited Expenses

Operating	\$684,786
Marketing	\$605,832
Economic Development	\$675,478
Financing	\$429,335
	<b>\$2,395,431</b>



## 2015 Investors

The investment of these companies and organizations in 2015 helped make it possible for LVEDC to market the economic assets of the Lehigh Valley throughout the United States and the world. LVEDC had a record-breaking year of private sector investment, exceeding \$500,000. Thank you for your commitment to regional economic growth.



Lehigh County



Northampton County



DUGGAN & MARCON INC.



A&H Sportswear  
Alvin H Butz  
B Braun of America  
Baurkot & Baurkot Law  
Brown-Daub  
CF Martin & Company  
Charles Chrin Companies  
Clear Channel Airports  
Computer Aid  
Concannon Miller  
Crayola  
DeSales University

Duke Realty  
Embassy Bank for the Lehigh Valley  
Enterprise Systems Partners  
Feinberg Real Estate Advisors  
Fitzpatrick Lentz & Bubba  
Follett Corporation  
Griffin Industrial Realty  
IMKO Enterprises  
Ironon Telephone Company  
Jaindl Land Development  
JHG Hotel Management

JLL Lehigh Valley  
JM Uliana & Associates  
Lafayette College  
Liberty Property Trust  
Majestic Realty  
Merchants Bank of Bangor  
Mericle Commercial Real Estate Services  
Moravian College  
Norris McLaughlin & Marcus  
OraSure Technologies  
Palram Americas

Penn State University - Lehigh Valley  
Peoples Security Bank  
Provident Bank  
QNB Corporation  
Sacred Heart Healthcare System  
Santander Bank  
Service Electric  
Sperry Van Ness - Imperial Realty  
Univest Bank



44 Business Capital	ESSA Bank & Trust	Klunk & Millan Advertising	Offix Systems
Albarell Electric	Express Employment Professionals of Lehigh County	Knopf Automotive	Ondra-Huyett Associates
Allied Building Corporation	Express Employment Professionals of Northampton County	Kressler Wolff & Miller	Originate Ventures
Allied Personnel Services	FastSigns	Langan Engineering & Environmental	Ott Consulting
ARCO Design/Build Northeast	Fedetz & Martin Associates	Lehigh Carbon Community College	Pennoni Associates
Associated Builders & Contractors	First Niagara Bank	Lehigh Career & Technical Institute	The Pidcock Company
Baker Tilly	Fishburn Realty Company	Lehigh County Authority	Quandel Construction Group
Berger-Epstein Associates	Florio Perrucci Steinhardt & Fader	Lehigh Valley Carpenters Local 600	Recreational Concepts Development Corporation
Bethlehem Redevelopment Authority	The Frederick Group	Lehigh Valley Industrial Park	Regan Levin Bloss Brown & Savchak
Blue Rock Construction	The Garibaldi Group	Lehigh Valley Rail Management	Reimer Real Estate
Bohler Engineering	Gelcor Realty	Lesavoy Butz & Seitz	Rettew Associates
Borton Lawson	Good Shepherd Rehabilitation Network	Lightweight Manufacturing	SAGE Design-Build
Breslin Ridyard Fadero Architects	Gorski Engineering	LR Costanzo - Lehigh Valley	Schlouch
Broughal & Devito	Graybar Electric	M&M Site Maintenance	Scot Lubricants
Buckl Architects	Greater Lehigh Valley Realtors	M&T Bank	Special Events Tent Party Rentals
Buckno Lisicky & Company	Haines & Kibblehouse	Manufacturers Resource Center	Spillman Farmer Architects
Cedar Crest College	Handlon Business Resources	Markward Group	Stemie's 1818 Tavern
Coca-Cola Bottling of the Lehigh Valley	Hanover Engineering Associates	Maser Consulting	Stevens & Lee Allentown
Compass Point	Hanover Township - Lehigh County	McTish Kunkel & Associates	The Stone House Group
Conestoga Bank	HDR Engineering	Michael Baker International	Superior Quartz Products
Corporate Environments	Highland Associates	MKSD Architects	Susquehanna Bank
D'Huy Engineering	Hillwood Investment Properties	Modernfold of Reading	Terraform Engineering
Daniels Cadillac	HMK Insurance	Mohr Management Resources	Ultra-Poly Corporation
Deiter Brothers	Horwith Trucks	Moonstone Environmental	Veraxia Commercial Real Estate Solutions
Dunn Twigg Company	Hotel Bethlehem	Morris Black & Sons	Vistacom
EarthRes Group	J&J Luxury Transportation	Nacci Printing	Wacker Polymers - Americas
Eastern Time	Just Born	NAI Summit	Wells Fargo Advisors
Easton Area Industrial Land Development Corporation	Kelly Automotive Group	New Tripoli Bank	Wind Gap Electric
Easton Coach	Kitchen Magic	North Star Construction Management	Wind-Drift Real Estate Associates
Emerald Realty Group		Northampton Community College	
		O'Brien's Moving & Storage	



**LEHIGH VALLEY**  
economic development

### **Our Mission**

The mission of the Lehigh Valley Economic Development Corporation is to market the economic assets of the Lehigh Valley and to serve as a regional shared services and resource center to help businesses to come, grow and start here.

### **Our Vision**

Our vision is of a Lehigh Valley with a diverse economic base in our cities and counties that enable businesses to come here, start here and flourish here in order to create jobs and opportunities for all of our residents.

### **Our Priorities**

- Marketing Economic Assets
- Coordinating a Prepared Workforce
- Focusing on City and Urban Development
- Serving as a Shared Services Center
- Providing Access to Capital
- Building our Resources and Engaging Stakeholders

**Lehigh Valley**

Come here. Grow here. Start here.

2158 Avenue C, Suite 200 Bethlehem, PA 18017  
Phone: 610-266-6775 • Fax: 610-266-7623

[www.lehighvalley.org](http://www.lehighvalley.org)

