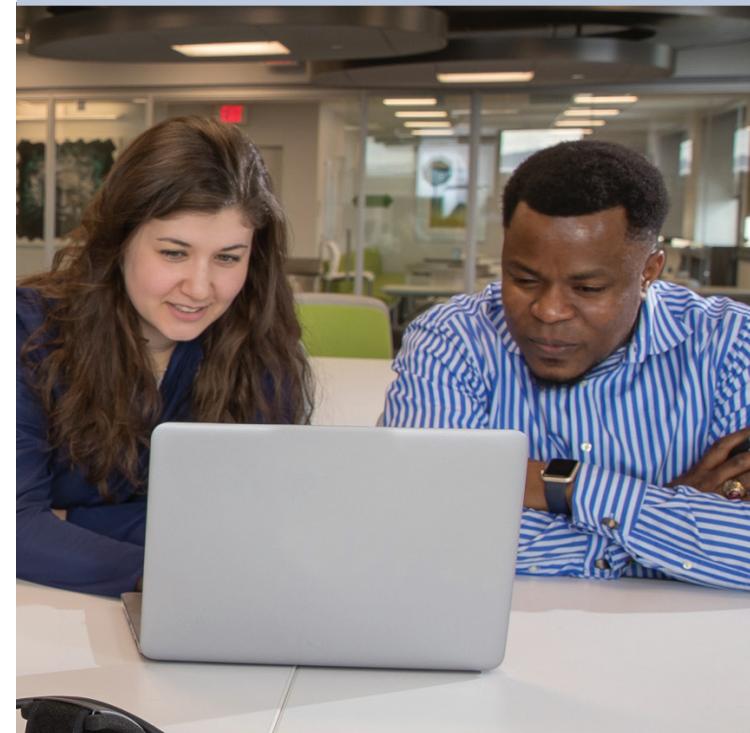


Come here.
Start here.
Grow here.

www.lehighvalley.org





The mission of Lehigh Valley Economic Development Corporation is to market the economic assets of Lehigh Valley and to create partnerships to lead the recruitment, growth, and retention of employers.

Photo Credit: City Center Allentown

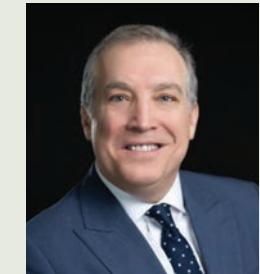
It's been another excellent year for Lehigh Valley, which is in the middle of one of its largest periods of economic growth in recent memory.

The Lehigh Valley gross domestic product has reached a record-high \$41.2 billion, a 4.4% increase over the previous year, marking the first time our regional economy has surpassed the \$41 billion mark. Additionally, Lehigh Valley has been ranked the third-highest region of its population size in the country in terms of economic development by *Site Selection*, one of the most widely-read and well-respected economic development publications in the United States. They've also ranked Lehigh Valley the third-highest region of any population size in the Northeast, placing it ahead of much larger metros like Boston and Pittsburgh.

We've tracked 50 business attraction/expansion projects either announced, under construction, or completed in Lehigh Valley in 2019, creating about 5,500 jobs and retaining nearly 3,700.

This past year also saw the launch of *Made Possible in Lehigh Valley*®, an exciting new marketing initiative backed by an alliance among LVEDC, Discover Lehigh Valley, and the Greater Lehigh Valley Chamber of Commerce. This campaign seeks to increase outside awareness of Lehigh Valley's positive attributes and market the region as an attractive place to live, visit, and locate a business.

I'd like to thank the LVEDC Board of Directors and all of our stakeholders who have helped LVEDC deliver on its mission of growing opportunity and creating jobs in Lehigh Valley.



Don Cunningham
President & CEO

A handwritten signature in black ink, appearing to read "Don Cunningham".

Twenty-five years ago, a collaboration of Lehigh Valley's business community formed to establish LVEDC, in an effort to foster a unified, regional approach to economic development. A quarter-century later, we can see the success of those efforts, and LVEDC has been recognized as one of the Top 20 economic development organizations in the nation.

There are a lot of exciting things happening at LVEDC. We received numerous awards and distinctions in 2019, and the regional economy drew national attention from such publications as *The New York Times*, *Forbes*, and the Delta Air Lines in-flight magazine, which dedicated a 26-page section to Lehigh Valley.

LVEDC also experienced record-breaking investment from the region's private and public sectors for a fifth consecutive year. The support of Lehigh Valley's companies has made several important LVEDC initiatives possible, including that of LVEDC's education and talent supply initiative, which is developing effective strategies to grow, recruit, develop, and retain Lehigh Valley's workforce.

I'd like to thank all of our investors, as well as the LVEDC Board of Directors, for their continued dedication and engagement. It's been a pleasure to work with so many talented professionals in Lehigh Valley, all with the same goal of growing our regional economy.



Jane P. Long
Board Chair

A handwritten signature in black ink, appearing to read "Jane P. Long".

Lehigh Valley Demographic Snapshot



Sources: Census Bureau, 2018 American Community Survey 1-Year Estimates, JobsEQ, Pennsylvania Department of Labor and Industry, and Pennsylvania State Data Center.

Commuting Patterns



U.S. Census Bureau, Center for Economic Studies, 2017 Inflow/Outflow Analysis for primary jobs

Higher Education



Source: National Center for Education Statistics

Employment by Industry (Top 10):



5-Year Job Growth (Annualized) by Industry*

| | |
|----------------------------------|-------|
| Transportation & Warehousing | 10.3% |
| Arts, Entertainment & Recreation | 5.1% |
| Manufacturing | 2.7% |
| Health Care & Social Assistance | 2.5% |
| Wholesale Trade | 1.8% |



27,000
Jobs Added
in the Last Five Years

Source:
Pennsylvania Department of Labor
and Industry

Source: Pennsylvania Department of Labor and Industry (Q2 2019), Pennsylvania Department of Labor and Industry, JobsEQ

*Includes industrial sectors employing more than 10,000 people in the Lehigh Valley

Lehigh Valley Ranked Top 3 Region in Northeast for Economic Development

Lehigh Valley was ranked the third-best region in the Northeast in terms of economic development projects, according to *Site Selection* magazine. Each year, the magazine announces the best-performing metropolitan areas in the country as part of its prestigious Governor's Cup Awards.

Despite competing with much larger metros, Lehigh Valley outranked such regions as Boston and Pittsburgh, and had only one fewer project than Philadelphia.

Additionally, for a fourth consecutive year, Lehigh Valley ranked among the Top 5 regions nationwide with a population size between 200,000 and 1 million.

Site Selection is one of the **most widely-read and well-respected economic development publications** in the United States.

Metro Areas with Population 200,000 to 1 Million (Nationwide)

| | |
|------------------------------|-----------|
| 1. Dayton, Ohio | 46 |
| 2. Baton Rouge, LA | 35 |
| 3T. Lehigh Valley, PA | 34 |
| 3T. Omaha, NE | 34 |
| 5. Des Moines, IA | 31 |

Northeast Metro Areas (Any Population Size)

| | |
|-----------------------------|-----------|
| 1. New York City, NY | 85 |
| 2. Philadelphia, PA | 35 |
| 3. Lehigh Valley, PA | 34 |
| 4. Boston, MA | 26 |
| 5. Youngstown, OH | 11 |

*The number of projects listed is determined by *Site Selection* for its rankings. The magazine does not disclose which projects it has identified, nor how the magazine reached that figure. Business attraction, expansion and retention projects tracked by *Site Selection* may differ from those presented by LVEDC due to the magazine's specific criteria for inclusion. Published by Conway Data, *Site Selection* is the oldest publication in the corporate real estate and economic development field. It is the official publication of the Industrial Asset Management Council, and has circulation base of about 44,000 executives involved in corporate site selection decisions.

MADE POSSIBLE
IN
LEHIGH VALLEY



Abby Silfies, Executive Director, regional American Heart Association

Originally from Michigan, Abby and her family relocated to Lehigh Valley nearly two decades ago when a career opportunity presented itself. Now she enthusiastically embraces the mission of being a relentless force for a world of longer, healthier lives. "My favorite part about my work is the people I meet, and the stories that I get to hear every single day."

 @lvmadepossible | #lvmadepossible

LVEDC Celebrates 25 Years

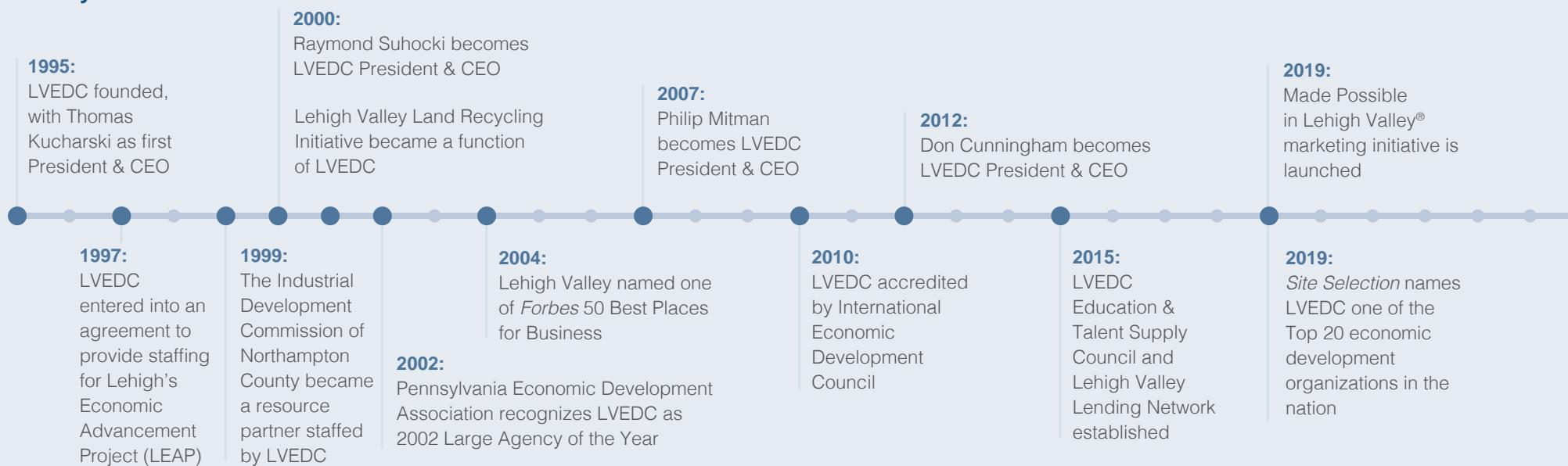
When the sun sets on one era it rises on another. That was Lehigh Valley in 1995. Most of the mills, factories, and quarries that drove the economy for a century would soon cease to exist, and a new millennium was on the horizon. A new approach would be needed to build a future better than the past.

A coalition of the region's business community through Lehigh Valley Partnership recognized that our strength was all of us. We were two counties, three cities, 62 municipalities... but more importantly, we were one Lehigh Valley. We could no longer go it alone and survive in a new global economy. Thus, Lehigh Valley Economic Development Corporation was born – a true regional effort, public and private.

In the quarter-century since LVEDC was founded, Lehigh Valley has reinvented itself. Allentown completely revitalized its downtown. Bethlehem turned former steel land into a bustling center of manufacturing, entrepreneurship, and entertainment. Easton embraced its downtown as an attraction for all ages. Northampton County invested in technology centers and roads to open new land to growth. Lehigh County established facilities to grow new manufacturing in its suburbs.

Lehigh Valley is a phoenix that has risen from the ashes, and the world has begun to take notice. As LVEDC celebrates its first 25 years, we thank all the stakeholders in our coalition for helping show what's Made Possible in Lehigh Valley®.

History of LVEDC



Lehigh Valley GDP Reaches All-Time High

Lehigh Valley's economy has once again reached record heights, with its gross domestic product **rising to \$41.2 billion for 2018.*** That is a 4.4% increase over the previous year, and marks the first time in regional history that Lehigh Valley's GDP has surpassed the \$41 billion mark. Manufacturing continues to drive much of Lehigh Valley's economic growth. It is the region's second-largest economic sector, making up 17.7% of the overall Lehigh Valley GDP, in comparison to it only being 13% of the U.S. economy in 2018.



Lehigh Valley's GDP ranks 66th out of the 384 metropolitan areas in the United States, and is larger than that of the entire states of Vermont (\$28.5 billion) and Wyoming (\$32.8 billion). **If Lehigh Valley were a country, its economy would be the 90th largest in the world.**

Continued Regional Job Growth

Lehigh Valley saw an increase of 4,000 jobs during the 12 months ending June 30, 2019, representing 1.3% growth. Over the last five years, employment has increased by 27,000. Manufacturing in particular added nearly 5,000 jobs, in stark contrast to what's happening statewide, where Pennsylvania saw a net loss of 6,000 manufacturing jobs, a 1% decrease.

*Data comes from the U.S. Department of Commerce's Bureau of Economic Analysis (BEA). Gross domestic product (GDP) is the measurement of a country's or region's economic output. It is the total market value of all finished goods and services produced within a country's or region's borders in a given year. It includes all consumer, investment, and government spending and exports, minus the value of imports. The \$41.2 billion figure is for 2018, the most recent year for which measurable GDP data is available, and includes only private sector output, excluding government spending. Data on the GDP of other countries comes from the World Bank.

Lehigh Valley GDP by Industry Sector:

| Industry Sector | 2018 GDP | Change from previous year |
|------------------------------------|----------|---------------------------|
| Finance, Insurance & Real Estate | \$7.8B | +\$0.44B |
| Manufacturing | \$7.3B | +\$0.39B |
| Education & Health Care | \$6.1B | +\$0.34B |
| Professional & Business Services | \$5.1B | -\$0.12B |
| Retail Trade | \$2.4B | +\$0.07B |
| Transportation & Warehousing | \$2.3B | +\$0.17B |
| Information | \$2.1B | +\$0.18B |
| Arts, Accommodation & Food Service | \$1.7B | +0.06B |

MADE POSSIBLE IN LEHIGH VALLEY

For more information about
Made Possible in Lehigh Valley®,
[visit lvmadepossible.com](http://lvmadepossible.com)



The guitars used by such artists as Eric Clapton, Ed Sheeran, and Willie Nelson are manufactured in Lehigh Valley. Martin Guitar made it happen. Lehigh Valley made it possible.

2019 saw the launch of a new marketing initiative unlike anything Lehigh Valley has ever seen before. By highlighting the testimonials and stories of the people and organizations who have thrived here, Made Possible in Lehigh Valley® seeks to increase outside awareness of the positive attributes Lehigh Valley has to offer, develop a positive image of the region, and market it as an attractive place to visit, work, live learn, and locate a business.

This exciting and dynamic campaign conveys both the history and deep roots of Lehigh Valley, as well as the forward-thinking evolution of the region. Guided by LVEDC, Discover Lehigh Valley, and the Greater Lehigh Valley Chamber of Commerce, Made Possible in Lehigh Valley® is showing the world that Lehigh Valley is an attractive and welcoming place for visitors, professionals, families, and companies.

Lehigh Valley exists today because of where it's been. Together, we will share what is made possible tomorrow.



They produce nearly 3 billion crayons each year, an average of 12 million daily. Crayola made it happen. Lehigh Valley made it possible.



You can always find time to stop and smell the flowers in Lehigh Valley. Emmaus Farmers' Market made it happen. The Lehigh Valley made it possible.



Marketing Campaigns

Several successful Made Possible billboard campaigns were launched in the initiative's first year. Among them was "Stay for the Encore," which targeted visitors to the region during Musikfest, and "Home for the Holidays," which reached holiday travelers visiting Lehigh Valley.



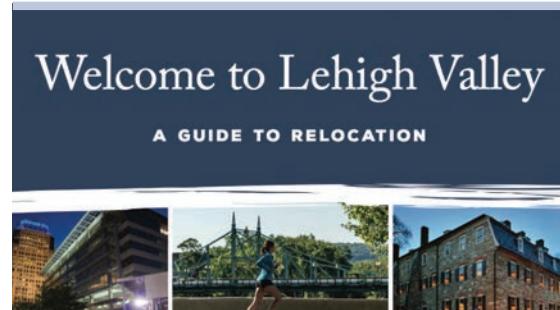
Instagram Account

The Made Possible Instagram account has been sharing the stories of individuals and organizations that exemplify a community driven by hard work, resourcefulness, and reinvention. **Check out @lvmadepossible and the hashtag #lvmadepossible.**



Emmy Nomination

The two-minute Made Possible in Lehigh Valley® video, created by FireRock Productions, received an Emmy nomination for Best Commercial (Single Spot) in the Mid-Atlantic Chapter of the National Academy of Television Arts & Sciences.



Relocation Guide

The Made Possible in Lehigh Valley® alliance has partnered in the development and release of a first-of-its-kind relocation guide for newcomers to the region, or those curious to learn more about what makes Lehigh Valley such a special place. **Download it at lehighvalley.org.**

MADE POSSIBLE
IN
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Andy Po, Owner

2nd Base Vintage in Easton & Homebase610 Skateshop in Bethlehem

Andy decided to stay in Lehigh Valley after graduating high school due to his ties to the local skate community. He went on to open a clothing retail company in the region focused on building the community through the arts, advocacy, and education. "A big part of how we always want to grow is to make sure that we're giving back as we move forward."

 [@lvmadepossible](https://www.instagram.com/lvmadepossible) | [#lvmadepossible](https://www.instagram.com/lvmadepossible)

Education & Talent Supply

Economic development has undergone a paradigm shift in recent years. In the past, companies made business location and expansion decisions based largely on factors like overall costs of operation and proximity to markets, and assumed the talent would come to them. Today, businesses are instead going to the places where high-quality workforces and skilled labor already exist or want to be.

That's why the LVEDC Education & Talent Supply Council has taken a proactive and forward-thinking approach to addressing this challenge, executing on strategies from last year's talent supply study to grow, develop, recruit, and retain the workforce of Lehigh Valley.

Networking Event for Young Professionals



LVEDC hosted a happy hour event for millennials and entrepreneurs on August 1 at Queen City BBQ. More than 90 people attended the gathering, a casual event where attendees got to know each other in an informal setting over drinks and a cornhole tournament.

Lehigh Valley's First Internship Summit



LVEDC partnered with regional colleges and universities on a July 30 internship summit at Moravian College, which provided insights on how employers can build internship programs or improve existing programs. Interest was high, as registration filled to capacity in just two days.

Release of Lehigh Valley Hot Careers Guide



Lehigh Valley
Hot Careers
2019-2020

Students throughout their educational journey need to understand what jobs are available to them in their home region. This new 12-page guide highlights opportunities in the region's most in-demand careers and was distributed in December to school districts and educational centers.



The LVEDC Education and Talent Supply Council collected and analyzed current enrollment and completions data provided voluntarily by Lehigh Valley colleges, universities, and career & technical schools to provide a real-time view of the region's talent pipeline. Among a few of the findings were:

- Lehigh Valley colleges and universities graduated 10,754 students, an increase of 4.1% from the previous academic year
- Technical schools had 1,429 completers with in-demand technical skills from area high schools
- An additional 1,756 adult learners completed regionally pertinent certificate programs
- Regional colleges awarded 1,730 business degrees, 826 science degrees, 727 engineering degrees, 678 nursing degrees, and 472 information technology degrees

Among the LVEDC Education and Talent Supply Council's priorities for 2020 are:

- Conducting a survey of alumni of Lehigh Valley colleges and universities to understand their career-related priorities and perceptions of the region
- Producing an updated Lehigh Valley Education and Talent Supply Study to inform the region of employers' most pressing needs
- Expanding and refreshing the Internship Summit and Hot Careers Guide



MADE POSSIBLE IN LEHIGH VALLEY



Ekoma Uko, Design & Development Engineer, Lutron Electronics

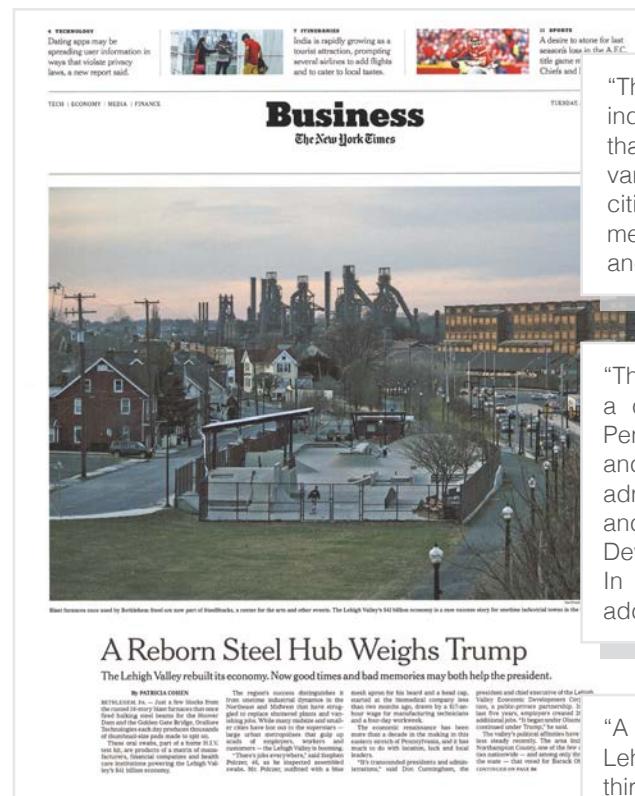
As an international student seeking her electrical engineering degree, Nigerian transplant Ekoma wanted a college that wasn't too large, but not too small either. So, she chose Lehigh University in Bethlehem. After graduation in 2004, she found a similar balance at Lutron, which she described as a big company with a family and community atmosphere.

 @lvmadepossible | #lvmadepossible

Region Featured in *The New York Times*

Lehigh Valley's economic success story has garnered international attention over the past 12 months. The region started 2020 in the spotlight of one of the most prestigious and widely-read newspapers in the world.

The New York Times penned a piece about the Lehigh Valley's economic transformation. Written by Patricia Cohen, the story led the paper's business section on January 14, 2020, highlighting the region's manufacturing sector, transportation infrastructure, network of colleges and universities, food and beverage companies, and much more.



The screenshot shows the 'Business' section of The New York Times. At the top, there are three small images with headlines: 'Dating apps may be spreading user information in ways that violate privacy laws, a new report said.', 'India is rapidly growing as a tourist attraction, prompting several airlines to add flights and to cater to local tastes.', and 'A desire to store in last-second gains in the A.F.C.'. Below these is the 'Business' logo with 'The New York Times' underneath. The main article, 'A Reborn Steel Hub Weighs Trump', is about the Lehigh Valley's rebirth. It includes a large photo of an industrial area with steel mills and houses. The text discusses the region's economic transformation and its impact on the presidential election.

The full story can be found on both nytimes.com and lehighvalley.org.

"The region's success distinguishes it from onetime industrial dynamos in the Northeast and Midwest that have struggled to replace shuttered plants and vanishing jobs. While many midsize and smaller cities have lost out to the superstars — large urban metropolises that gulp up scads of employers, workers and customers — the Lehigh Valley is booming."

"The economic renaissance has been more than a decade in the making in this eastern stretch of Pennsylvania, and it has much to do with location, luck and local leaders. 'It's transcended presidents and administrations,' said Don Cunningham, the president and chief executive of the Lehigh Valley Economic Development Corporation, a public-private partnership. In the last five years, employers created 26,000 additional jobs."

"A junction for interstate highways and rail lines, the Lehigh Valley is within an eight-hour drive of one-third of American consumers. ... A network of nearby universities, community colleges and vocational high schools pumps out workers with a range of skills. And there is more available land, cheaper housing and lower taxes than in neighboring New Jersey, Philadelphia or New York City."



Steady Growth in the Millennial Demographic

The population between the ages of 18 and 34 in Lehigh and Northampton counties has grown to nearly 149,000, an increase of 5% in the last five years, according to U.S. Census Bureau data. That age group is the largest portion of the labor force in the United States, and is therefore critical to regional economic growth.

One of Few Pennsylvania Regions to See Population Growth

Lehigh and Northampton counties are two of only 20 counties out of 67 in Pennsylvania that grew in population between 2010 and 2018, according to the U.S. Census Bureau.

Lehigh County had the fourth fastest population growth rate among Pennsylvania counties since 2010, and the fifth largest increase in overall population. Northampton County ranked 12th in growth rate and had the third largest increase resulting from migration – people moving into the county from other places.



POPULATION

Lehigh County
368,100
+18,424 since 2010

Northampton County
304,807
+7,113 since 2010

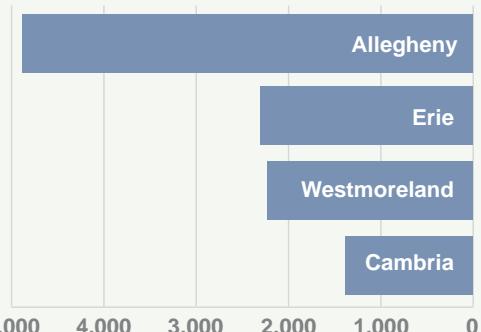
One of Best U.S. Markets for Homebuyers, Particularly Millennials

The region ranked among the top 10 markets for homebuyers between ages 18 and 35,* with rankings based on factors such as household income by age bracket, median home sale prices, and mortgage interest rates. Lehigh Valley also was rated the number-one market in the country for improved homebuying affordability.**

State's Fastest Growth Among Working Age Residents

Lehigh County's population of working-age adults (ages 20-64) grew by 0.5% in 2018, adding over 1,000 residents, according to CoStar. That's the highest of the Pennsylvania's 67 counties, 55 of which experienced net declines, and higher than the national average of 0.25%.

Strongest & Weakest Pennsylvania Population Growth by County



* According to realtor.com's Q3 2019 Generational Propensity Report. Among the 100 largest markets (by population), Lehigh Valley ranked 6th for millennial homebuyers in the quarter ended Sept. 30, 2019.

** According to realtor.com's Q3 2019 Affordability Report. Lehigh Valley's affordability score improved by 0.14 since Sept. 30, 2018, the biggest one-year improvement among the country's 100 largest metropolitan areas.



Hilary Schmidt, Global R&D Process Technology Engineer, Victaulic

At age 27, Hilary is already well on her way into a career as a well-respected engineer in an often male-dominated field. After first interning at Victaulic while attending Lafayette College in Easton, now she's not only working at the company, but she's serving as a mentor for young women pursuing careers in STEM and manufacturing fields.

 @lvmadepossible | #lvmadepossible

LVEDC Named a Top 20 EDO in the United States

Lehigh Valley Economic Development Corporation was recognized in 2019 as one of the Top 20 economic development organizations in the United States, according to *Site Selection*, one of the nation's leading real estate industry economic development publications. LVEDC was the only economic development organization in the state of Pennsylvania to receive the recognition, and one of only two in the entire Northeastern U.S.

“ Locations throughout the U.S. and in every region of the world compete aggressively for direct investment at home and from abroad. Those appearing on these rankings have demonstrated with actual project numbers and other measures that they have the location attributes most in demand by capital investors. - *Mark Arend, Editor in Chief, Site Selection*

LVEDC was the recipient of one of *Site Selection*'s Mac Conway Awards for Excellence in Economic Development, which are awarded annually to 20 local and regional economic development agencies across the nation for their roles in helping to deliver prosperity to their communities. Most of the other winners are from metropolitan areas much larger than Lehigh Valley, such as Atlanta, Austin, Charlotte, Dallas, Nashville, and Phoenix.

“It’s an honor to be recognized as one of the nation’s top economic development organizations,” said LVEDC President & CEO Don Cunningham. “But this is really a Lehigh Valley award. It takes a village to grow a region’s economy and Lehigh Valley gets it done because of our incredible partnerships.”



Delta Air Lines Selects Lehigh Valley for In-Flight Magazine Feature

Lehigh Valley was the focus of a special 26-page section in the December 2019 issue of *Delta Sky*, the inflight magazine of Delta Air Lines. Only a handful of regions or cities are selected for this honor each year, with Lehigh Valley joining the ranks of such areas as Atlanta, St. Louis, Columbus, and Salt Lake City.

The magazine feature gave Lehigh Valley a unique platform with a global reach during one of the busiest travel months of the year. More than 6 million readers worldwide had access to the feature, which highlighted the region's economic vitality, livability, and the people making things happen within the region.



“ It's a major accomplishment for Lehigh Valley to be chosen for this feature in the most widely-read airline magazine in the country, an honor usually reserved for places that are household names. This clearly shows Lehigh Valley is being recognized as one of the leading metropolitan areas of the United States. **”**
- *Don Cunningham, LVEDC President & CEO*



*Delta Sky reaches **6.3 million readers per month**, **2.9 million of which are business leaders in top management**, more business leadership than *Fortune*, *BusinessWeek*, *The Wall Street Journal*, *USA Today*, and *The Economist*.*



Delta Air Lines is one of the largest airlines in the United States, serving nearly 200 million people each year across an industry-leading global network of **more than 300 destinations in more than 50 countries**.

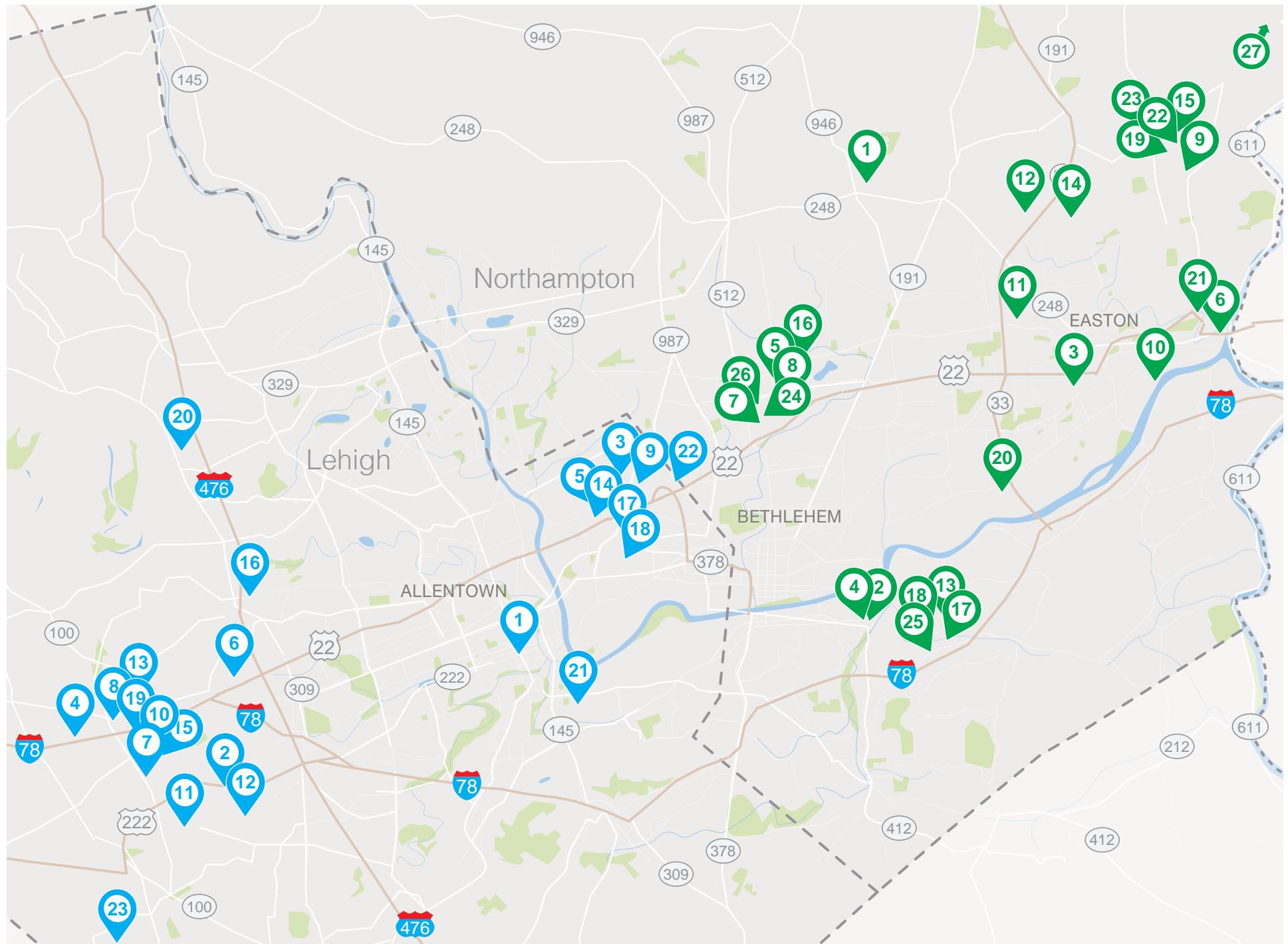
Lehigh County Economic Development Projects

| Company Name | Municipality | Product | New or Expansion | Type | Stage | Investment (\$ Million) | New Jobs Created | Jobs Retained | Sq Ft (x,1000) | |
|---------------------------------------|-----------------|---|------------------|---------------|--------------|-------------------------|------------------|---------------|----------------|--------------|
| 1 ADP | Allentown | Data Processing | New | Office | Completed | | 250 | 750 | 234 | |
| 2 Air Products | Upper Macungie | Industrial Gases | New | Headquarters | Construction | \$400 | | 2000 | | |
| 3 Allegiant Air | Allentown | Air Transportation | New | Office | Announced | \$50 | 66 | | | |
| 4 ATAS International | Upper Macungie | Sheet Metal Work Manufacturing | New | HQ/MFG | Announced | \$30 | 50 | | | |
| 5 B Braun | Hanover Twp | Medical Equipment | Expansion | Manufacturing | Construction | | 250 | | | |
| 6 Barry Isett & Associates | Upper Macungie | Architectural & Engineering Services | New | Headquarters | Announced | | 20 | | 21 | |
| 7 Blue Ridge Home Fashions | Allentown | Clothing Wholesaling | New | Distribution | Completed | | 25 | | 64 | |
| 8 Brenntag North America | Upper Macungie | Chemical Wholesaling | Expansion | Research | Completed | | 25 | | 35 | |
| 9 Chan and Chan | Bethlehem | Food Manufacturing | New | Manufacturing | Completed | \$8 | 175 | | | |
| 10 Coca Cola | Upper Macungie | Beverage Manufacturing | Expansion | Manufacturing | Completed | | 42 | 150 | 277 | |
| 11 Evonik | Upper Macungie | Paint & Coating Manufacturing | Expansion | Office | Construction | \$50 | 50 | 277 | 429 | |
| 12 First Commonwealth FCU | Lower Macungie | Credit Union | New | Headquarters | Construction | \$1 | | 120 | 81 | |
| 13 Geodis | Upper Macungie | General Warehousing and Storage | New | Distribution | Completed | | | | 223 | |
| 14 Julabo USA | Allentown | Temperature Control Instruments Manufacturing | Expansion | Distribution | Completed | | 0 | | 20 | |
| 15 Keurig Dr Pepper | Upper Macungie | Beverage Manufacturing | New | MFG/DST | Construction | \$220 | 400 | | 1,500 | |
| 16 Nestle Purina | South Whitehall | Pet Food Manufacturing | Expansion | Distribution | Completed | | 35 | | 53 | |
| 17 Primo Produce | Hanover Twp | Grocery Wholesale | Expansion | Distribution | Completed | \$12 | 30 | | 49 | |
| 18 Royal Industries | Allentown | Vinyl Products Manufacturing | New | Manufacturing | Completed | \$4.70 | 80 | | 85 | |
| 19 Sharp Packaging Systems | Upper Macungie | Medical Packaging and Labeling | Expansion | Research | Completed | \$21 | | | 22 | |
| 20 Sustainable Energy Fund | Schnecksville | Engineering Services | Expansion | Office/MFG | Construction | \$6 | 0 | | 20 | |
| 21 U.S. Specialty Formulations | Allentown | Diagnostic Substance Manufacturing | Expansion | Manufacturing | Completed | \$4 | 38 | 3 | 40 | |
| 22 Western Express | Bethlehem | General Freight Trucking | Expansion | Distribution | Completed | \$10 | 100 | 161 | 16 | |
| 23 Westport Axle | Alburtis | Motor Vehicle Parts Manufacturing | Expansion | Distribution | Completed | | 0 | | 518 | |
| | | | | | | | Total | 1,636 | 3,461 | 3,687 |

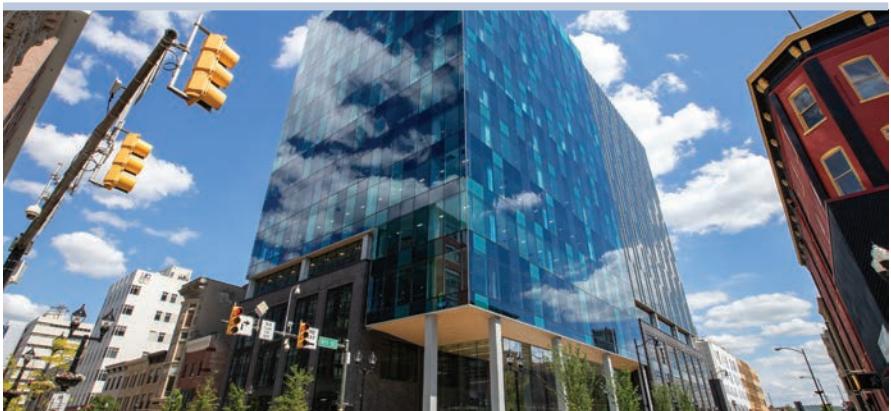


| Northampton County Economic Development Projects | | | | | | | | | | | |
|--|-------------------------------------|----------------|--|------------------|---------------|--------------|-------------------------|------------------|----------------|----------------|--------------|
| | Company Name | Municipality | Product | New or Expansion | Type | Stage | Investment (\$ Million) | New Jobs Created | Jobs Retained | Sq Ft (x,1000) | |
| 1 | Airlite Plastics Co. | Nazareth | Plastics Products Manufacturing | Expansion | Manufacturing | Completed | \$11 | 42 | 56 | 189 | |
| 2 | Axium Plastics | Bethlehem | Plastics Products Manufacturing | New | Manufacturing | Completed | | 200 | | 179 | |
| 3 | CF Martin & Co | Nazareth | Musical Instrument Manufacturing | New | Distribution | Announced | | 0 | 25 | 200 | |
| 4 | Continental Cup | Bethlehem | Paper Products Manufacturing | New | Manufacturing | Completed | \$10 | 71 | | 40 | |
| 5 | Freshpet | Hanover Twp | Pet Food Manufacturing | Expansion | Manufacturing | Construction | \$100 | 200 | | 140 | |
| 6 | Hearst Publishing | Easton | Publishing | New | Office | Announced | | | | | |
| 7 | Innovative Control Systems | Hanover Twp | Commercial & Service Machinery | New | Office | Completed | \$1 | | | 30 | |
| 8 | Innovative Control Systems | Hanover Twp | Commercial & Service Machinery | New | Manufacturing | Completed | | | | 52 | |
| 9 | Innovative Office Products | Easton | Office Furniture Manufacturing | Expansion | Manufacturing | Announced | | 10 | | 82 | |
| 10 | IQ Fibers | West Easton | Plastic Resin & Synthetic Fiber Manufacturing | New | Manufacturing | Completed | \$5 | 43 | | 45 | |
| 11 | Lehigh Valley Health Network | Lower Nazareth | Hospital & Health Campus | New | Medical | Construction | | | | 202 | |
| 12 | Lulus | Palmer | Clothing Retailing | New | Distribution | Completed | \$6 | 400 | | 258 | |
| 13 | McKesson | Bethlehem | Drugs and Druggists' Sundries Merchant Wholesalers | New | Distribution | Completed | | 350 | | 508 | |
| 14 | MCS Industries | Easton | Housewares Manufacturing | Expansion | Distribution | Construction | | 40 | | 250 | |
| 15 | Norac | Easton | Food Manufacturing | Expansion | Manufacturing | Construction | | | | 55 | |
| 16 | PAC Worldwide | Lower Nazareth | Protective Packaging | New | Completed | Completed | \$28 | 132 | | 420 | |
| 17 | Pando International | Bethlehem | Plastics and Rubber Products Manufacturing | Expansion | Manufacturing | Announced | | | | 171 | |
| 18 | Qurate Retail Group (QVC) | Bethlehem | Nonstore Retail | New | Distribution | Completed | | 1,200 | | 1,000 | |
| 19 | Radial | Easton | Office Administrative Services | New | Office | Completed | | 700 | | 475 | |
| 20 | St. Luke's Anderson Campus | Bethlehem Twp | Women & Babies Pavilion | Expansion | Medical | Construction | \$75 | 160 | | 180 | |
| 21 | St. Luke's Family Medicine | Easton | | | Medical | | | 22.5 | | | |
| 22 | Silbrico Corp. | Forks Township | Non-Metallic Mineral Products | New | Manufacturing | Completed | \$13 | 25 | | 30 | |
| 23 | Straight Arrow Products | Easton | Personal Care Products Manufacturing | Expansion | Manufacturing | Construction | \$3 | 0 | | 25 | |
| 24 | Stuffed Puffs | Bethlehem | Food Manufacturing | New | Manufacturing | Announced | \$50 | 100 | | 150 | |
| 25 | SunCup Juice | Bethlehem | Food Manufacturing | New | Manufacturing | Completed | | 70 | | 178 | |
| 26 | Tyber Medical | Bethlehem | Medical Equipment & Supplies | Expansion | Manufacturing | Completed | \$7 | 44 | 27 | 35 | |
| 27 | Ultra Poly | Portland | Plastics Material and Resin Manufacturing | Expansion | Manufacturing | Construction | | 52 | 112 | 153 | |
| | | | | | | | | Total | 3,861.5 | 220 | 5,047 |

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



Featured Economic Development Projects



Air Products

Air Products has been part of Lehigh Valley since the 1940s, and when it came time for the Fortune 500 company to establish a new global headquarters, there was never any doubt it would stay right here in the region.

"With operations in more than 50 countries around the world, we never wavered in our commitment to the Lehigh Valley as the location for our new global headquarters. That decision was an easy one to make. It is an ideal location to build new facilities representing a world-class company."

- Air Products President & CEO Seifi Ghasemi

The world-leading industrial gases company broke ground on a \$400 million new facility in Upper Macungie Township in September, located on a 50-acre tract just over one mile from the company's existing headquarters. The new facility will be the base of 2,000 employees when it opens in the summer of 2021.

ADP

The payroll processing giant ADP opened a state-of-the-art new facility in Allentown for 1,000 employees in October, occupying the top 10 floors of the 13-story Five City Center office tower.

"We at ADP are proud to have been a long-standing employer in Allentown and a contributor to the Lehigh Valley. We're committed to this community."

- Tom Perrotti, ADP President of Worldwide Sales & Marketing

The new space reaffirms the global human capital management solutions company's continued investment to Lehigh Valley, where the company first moved in 2006. The new Allentown office consolidated several former ADP regional offices into one central Lehigh Valley location.

Featured Economic Development Projects



Keurig Dr Pepper

When the former Kraft-Heinz plant in Upper Macungie Township closed in 2016, LVEDC predicted it would quickly become redeveloped for a new user, noting the decision stemmed from a Heinz acquisition and not regional market trends. That proved to be correct when Keurig Dr Pepper announced plans in September to open a \$220 million manufacturing and distribution facility there, which is expected to create nearly 400 new full-time jobs.



Tyber Medical

This manufacturer of orthopedic and spinal implants celebrated the official opening in December of its new medical device manufacturing facility in Hanover Township, Northampton County. The expansion project added 30 new jobs to Tyber Medical's workforce, and marked another landmark in the extraordinary growth the company has experienced since relocating to Lehigh Valley from New Jersey in 2015.



Stuffed Puffs

It all started when Michael Tierney conceived a more effective way to make s'mores: with marshmallows that already have the chocolate inside. That led him to create Stuffed Puffs, which will open a 150,000 square-foot manufacturing facility in Hanover Township, Northampton County in 2020, creating 134 full-time jobs. It is the first company graduate of Bethlehem's Factory LLC to open a standalone Lehigh Valley facility.



Carol moved to Lehigh Valley when her husband was hired for a job here in 2003. Growing up in New Jersey, she knew little about the region but decided to give it a try. She thought that in a few years, if they didn't like it, they could find another place to live. Then she discovered all that Lehigh Valley makes possible. "I love this place and wouldn't think of moving again," she said.

Carol Obando-Derstine,
Regional Affairs Director,
PPL Electric Utilities

@lvmadepossible | #lvmadepossible



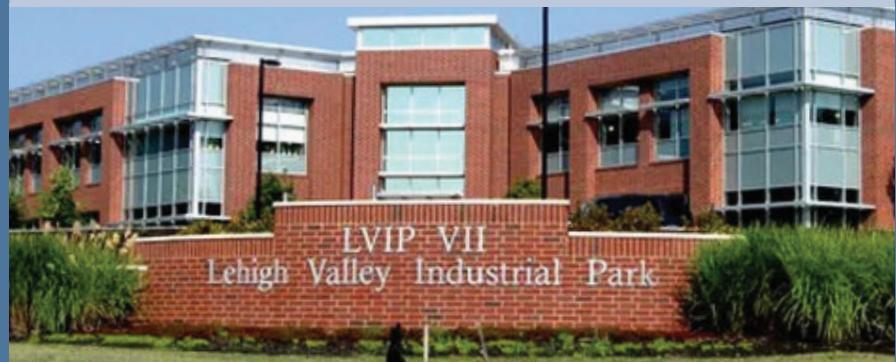
Other Projects from 2019

Freshpet



Freshpet broke ground in June on its second Freshpet Kitchen facility at its campus in Hanover Township, Northampton County, a project expected to create 200 jobs and increase production of the company's signature fresh pet food. The company has experienced continuous growth since moving to Lehigh Valley six years ago and has nearly doubled its sales every three years since 2009, with over 2.5 million households now using Freshpet food.

Continental Cup



This startup manufacturer of high-end graphic paper cups chose Lehigh Valley to establish its first manufacturing operation, announcing in August plans to lease a 40,000 square-foot facility in Lehigh Valley Industrial Park VII in Bethlehem. It was a culmination of a years-long effort by LVEDC and multiple regional partners to establish more small-footprint manufacturing space in the 40,000 to 80,000 square-foot range in the region.

Allegiant Air

The airline announced plans in August to establish an aircraft base at LVIA, providing another critical link for businesses in the region.

IQ Fibers

This manufacturer of high-quality cellulose fiber products chose Lehigh Valley for its first manufacturing operation in Pennsylvania.

Lulus

The California-based online retailer of women's clothing has established a distribution center in Palmer Township that will ultimately create 464 jobs.

Lehigh Valley Health Network

The Lehigh Valley Health Network broke ground in December on the new Lehigh Valley Hospital-Hecktown Oaks campus in Lower Nazareth Township.

Sharp

The global market-leading Sharp Packaging Solutions has expanded U.S. packaging capacity and capabilities at its Upper Macungie Township campus.

St. Luke's University Health Network

St. Luke's University Health Network has completed the new Women & Babies Pavilion at the Anderson Campus in Bethlehem Township.



Colin Keefe,
Shareholder,
Fitzpatrick Lentz & Bubba, P.C.

Colin, a young attorney at a large New York City law firm, was on the fast track to career success. But when he and his wife had their first child eight years ago, Colin realized he wanted more. Moving to Lehigh Valley made that possible, letting him meet both his personal and professional needs. "It's the best place to raise a family," he said.

 @lvmadepossible | #lvmadepossible

OraSure Technologies Highlighted at Fall Signature Event



In just 20 years, OraSure Technologies has grown from a Lehigh Valley startup company to a global leader in the development and production of point-of-care diagnostics. Along the way, it has been a prime example of Lehigh Valley's growth as a center for life science research and manufacturing.

“ Our business requires employees with a wide range of skills, from manufacturing equipment operators to Ph.D.-level scientists. To recruit successfully, we need an environment where talented people want to locate. Lehigh Valley is becoming a microcosm of an innovation hub. **”**

- Stephen S. Tang, President & CEO of OraSure Technologies

The Bethlehem-based company was featured at the fifth annual LVEDC Fall Signature Event on October 23 at the ArtsQuest Center at SteelStacks in Bethlehem. Each year, this event highlights a Lehigh Valley company that exemplifies one of the region's four target sectors. This year's event featured a conversation with Stephen S. Tang, President & CEO of OraSure Technologies, about the company's growth and how Lehigh Valley offers the location and quality of life that employees are looking for.



Lehigh Valley Commercial Real Estate

Each quarter, LVEDC prepares and distributes a Lehigh Valley Commercial Real Estate Report, which provides information about the region's office, industrial, and flex markets. In lieu of a Q4 2019 report, we have included here a year-end outlook of the Lehigh Valley real estate climate.

SNAPSHOT: INDUSTRIAL MARKET

MARKET SUMMARY

Industrial space has increased by 18 million square feet in the last five years.



| | | | |
|--|---|---|---|
| 125.1 Million Total Inventory (SF) | 836K Q4 Net Absorption (SF) | \$5.64 Average Asking Rent (SF) | 6.4 Million Total Under Construction (SF) |
| 4.5% Vacancy Rate | 1.76 Million 2019 Net Absorption (SF) | 1.6% YOY Rent Growth | 3 Million 2019 Deliveries (SF) |

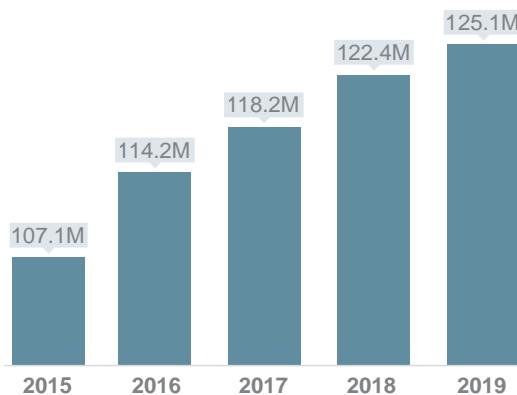
Source: CoStar, LVEDC Research

Industrial & Flex Buildings (By Size)



Only 6% of the total industrial and flex market is comprised of buildings larger than 300,000 SF.

Growth in Industrial & Flex Space (Total Square Feet at Year-End)



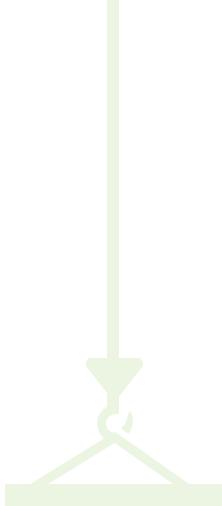
59 industrial buildings have been added to the market in the last five years.

Source: CoStar

Source: CoStar

REAL ESTATE DEVELOPMENT PIPELINE

At year-end 2019, LVEDC was tracking **54 commercial real estate projects (46 industrial and 8 office)**.



| Buildings Under Construction | Address | Municipality | Size |
|------------------------------|-----------------------------------|----------------------------|-------------|
| | 8783 Congdon Hill Dr. | Lower Macungie Twp. | 1.1 million |
| | 951 Willowbrook Rd. | Allen Twp. | 1 million |
| | 7352 Industrial Blvd., Building B | Upper Macungie Twp. | 811,000 |
| | 3419 Commerce Center Blvd. | Bethlehem | 692,000 |
| | 7378 Airport Rd. | East Allen Twp. | 450,000 |
| | 450 E. Moorestown Rd. | Bushkill Twp. | 350,000 |
| | Nor-Bath Blvd, Lot 3 | Allen Twp. | 318,000 |
| | 2020 Feather Way | Bethlehem | 294,000 |
| | 8615 Congdon Hill Dr. | Lower Macungie Twp. | 271,000 |
| | 460 E. Moorestown Rd. | Bushkill Twp. | 208,000 |
| | 5 McFadden Rd. | Palmer Twp. | 197,000 |
| | 1198 Feather Way | Bethlehem | 190,000 |
| | 3863 Courtney St. | Hanover Twp. (Northampton) | 160,000 |
| | 3893 Courtney St. | Hanover Twp. (Northampton) | 160,000 |
| | 4650 Braden Blvd. | Forks Twp. | 105,000 |
| | 2675 Commerce Center Blvd. | Bethlehem | 88,000 |

Source: CoStar

MARKET SPOTLIGHT: SMALL FOOTPRINT (20,000 TO 80,000 SF) INDUSTRIAL BUILDINGS



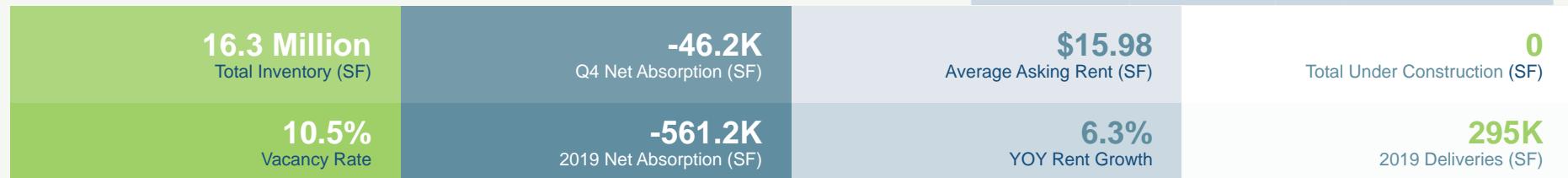
| Asking Rent | Buildings | Age of Inventory |
|--------------------------|--|--|
| ↑ 10.7% in the last year | Inventory | Older than 40 Years (56% of total inventory) |
| | 22.5 Million SF (18% of total inventory) | 3.8% |
| Inventory | Vacancy Rate | Built within Last 20 Years |
| | | 2.5 Million SF |
| | | Built within Last 10 Years |
| | | 0.3 Million SF |

Source: CoStar, LVEDC Research

SNAPSHOT: OFFICE MARKET

MARKET SUMMARY

LVEDC's summary of the market excludes owner-occupied and medical office space.



Source: CoStar, LVEDC Research

Office Buildings and Space (SF at year end)



Source: CoStar

Office Space Additions

Five City Center, Allentown was the only Office addition in 2019. **There are no Office buildings currently Under Construction.***

| | Buildings | SF |
|-------------|------------------|-----------|
| 2019 | 1 | 295,000 |
| 2018 | 1 | 142,000 |
| 2017 | 0 | 0 |
| 2016 | 2 | 352,000 |
| 2015 | 1 | 219,000 |

*Does not include medical or owner-occupied office buildings.

Age of Office Buildings

Older than 40 Years
(43% of total inventory)
12.6 Million SF



Newer than 20 Years
(27% of total inventory)
4.4 Million SF

Source: CoStar

Average Asking Rent (\$/SF)

| | |
|----------------------|----------------|
| New York City Metro | \$82.05 |
| Washington, D.C. | \$59.48 |
| Northern Virginia | \$37.25 |
| Philadelphia | \$33.56 |
| Northern New Jersey | \$32.09 |
| Central New Jersey | \$27.53 |
| Pittsburgh | \$22.69 |
| Lehigh Valley | \$15.98 |

Compared with other metropolitan areas in the Northeast, the cost of office space in the Lehigh Valley is significantly lower.

Source: Colliers International Q3 2019 Office Market Outlook, CoStar

External Affairs & Community Outreach

LVEDC continued its outreach to all 62 municipalities in Lehigh Valley. Andrew Kleiner, LVEDC Director of Community Outreach & Redevelopment, visited nearly every municipality, fostering better connections and open conversations about the economic development issues facing our public sector partners.

LVEDC engaged municipal officials in 2019 through a survey. Results of the survey offer insight into the interests, objectives, questions, and concerns of municipal officials.

Select findings from Lehigh Valley Municipal Survey*

- The highest residential demand in Lehigh Valley is for **new and existing single family homes** and for middle income housing
- 67% of respondents identified creating **new public recreational opportunities** as a priority
- 60% of responding municipalities would like **new greenways** established for recreational use
- Twenty-five responding municipalities said they wish to update their zoning code, and 22 said they want to update their comprehensive plans

**This is a partial list of survey results based on aggregate responses. 68% (42 of 62) of polled municipalities responded to the survey. Questions in the survey were based upon initial conversations during municipal outreach visits.*

Brownfields Redevelopment

LVEDC is dedicated to the reuse of abandoned and underutilized commercial and industrial properties through its redevelopment program, the Lehigh Valley Land Recycling Initiative (LVLRI). LVLRI is an advisory group focused on the redevelopment of brownfields by assisting with environmental assessment and remediation work, as well as other areas.

LVLRI has again been selected for recognition and presentation at both the National and Pennsylvania Brownfield Conferences. Additionally, LVLRI hosted a visit by the U.S. Environmental Protection Agency to the Easton Iron & Metal site in Easton, an active and ongoing redevelopment project.



Awards

2019 was a banner year for national and international recognitions for both LVEDC and Lehigh Valley. In addition to being the focus of a *New York Times* story (page 12) and a 26-page section in the Delta Air Lines in-flight magazine (page 15), a few of these recognitions included:

Forbes Highlights Region's Manufacturing Sector

A July article in *Forbes*, one of the nation's leading business magazines, detailed the rejuvenation of Lehigh Valley's manufacturing sector following the closure of Bethlehem Steel, and the region's evolution into a more balanced, diversified economy.

LVEDC Wins Two IEDC Awards

LVEDC received two Excellence in Economic Development awards from the world's largest and most prestigious organization serving economic developers. One award was for LVEDC's 2018 Annual Report, and the other for its Made Possible in Lehigh Valley® video.

LVEDC named LVB Nonprofit of the Year

Lehigh Valley Business named LVEDC the 2019 Nonprofit Organization of the Year (1-74 employees) during its 2019 Business of the Year Awards ceremony, an evening that recognized some of the most dynamic companies and business leaders in the region.



2018 Annual Report award



2019 Nonprofit Organization of the Year



Made Possible in Lehigh Valley® video award

Colliers Names LV a "Market to Watch"

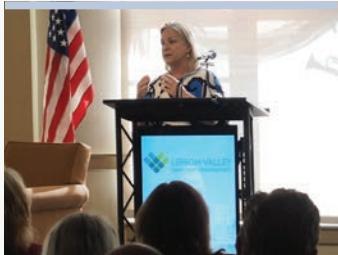
Colliers International included Lehigh Valley among the top 10 industrial real estate markets to watch. The region was listed fourth among 10 and was identified as one that will "provide the most opportunity for both investors and occupiers."

Musikfest Named Best Festival in North America

USA Today's panel of music festival aficionados hand-picked 20 festivals across the nation, and asked its readers to vote for their favorite. Topping the list was Bethlehem's Musikfest, which boasts more than 500 shows on 16 stages over 10 days.

LVEDC Events

In addition to the LVEDC Fall Signature Event (page 22), LVEDC hosted several events in 2019, including:



Legislative Update with Representative Wild

U.S. Rep. Susan Wild identified some of her legislative priorities and discussed pertinent issues during a gathering at Allentown's Miller Symphony Hall.



Luncheons with Local Leaders

LVEDC provided updates about Lehigh Valley economy and development trends to the region's legislators and commercial real estate leaders.



Meet the Buyers Expo

LVEDC was one of several organizations who helped organize this bi-annual event, which allows small businesses to connect with a wide variety of buyers about possible business opportunities and procurement deals.



Lending Network Discussion

A robust roundtable conversation was held with members of the Lehigh Valley Lending Network, a partnership of local financial institutions.



Attracting and Retaining Employees

The first public event at Allentown's 13-story Five City Center office tower focused on attracting high-quality employees in a competitive work environment.



FTZ Informational Session

LVEDC hosted a session explaining Lehigh Valley's Foreign Trade Zone, a program that enables businesses to manage the costs of trade tariffs and taxes.

Events



LVEDC Hosts International Business Representatives

Pennsylvania has a network of business investment representatives stationed all around the world, speaking regularly with international companies in such countries as France, Germany, China, India, and Japan, encouraging them to establish U.S. operations in the state. LVEDC, in partnership with the Pennsylvania Department of Community and Economic Development, hosted a visit with these representatives, letting them know why the region is an excellent place for foreign direct investment.

"I think the Lehigh Valley is one of the **strongest areas in Pennsylvania, and maybe one of the **strongest areas in the country**. It's a great place. **I'm always impressed by the Lehigh Valley.**"**

*- David Moock,
International Business Representative from Germany*



Bus Tour for Commercial Real Estate Brokers

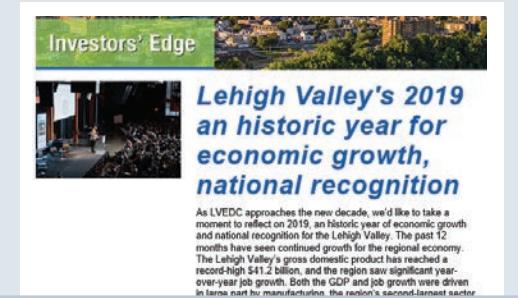
For a third consecutive year, LVEDC hosted a visit and bus tour of Lehigh Valley for dozens of site selectors, commercial real estate brokers, and other business location decision-makers. The sold-out tour included about four dozen registrants from I.CON East, a major conference for the industrial real estate sector hosted in Jersey City by NAIOP, the Commercial Real Estate Development Association. It included stops at the Lulus distribution center, as well as an Amazon fulfillment center in Palmer Township.

LVEDC represented and marketed Lehigh Valley at several major conferences and trade shows in 2019, including:



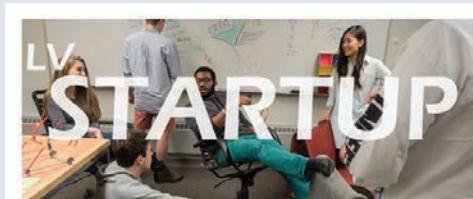
LVEDC Publications

LVEDC distributes information and communication about Lehigh Valley economic development on a regular basis. Below are a few of those channels:



Weekly e-newsletter

Each Tuesday, LVEDC releases a newsletter with economic development events, information, and news stories cultivated from lehighvalley.org/blog



LVStartup is a monthly newsletter, created by entrepreneurs for entrepreneurs, that is laser-focused on the needs of startups in the greater Lehigh Valley. If you've got a startup or startup-centric event or story that we should know about, [let us know!](#)

Monthly LVstartup

Released the first Thursday of the month, LVStartup is a monthly e-newsletter about entrepreneurs and startups in Lehigh Valley.



Commercial Real Estate Reports

Each quarter, LVEDC prepares information about the region's office, industrial, and flex markets. (Also see pages 24-26.)



Distributed quarterly to our partners in each of the Lehigh Valley's 62 municipalities, the LV Connections e-newsletter is part of LVEDC's ongoing external affairs efforts to keep our municipal partners informed about what's happening at LVEDC, and to foster

LV Connections

This quarterly e-newsletter is distributed to government officials and staff members at each of Lehigh Valley's 62 municipalities.

Follow LVEDC on the following social media accounts:

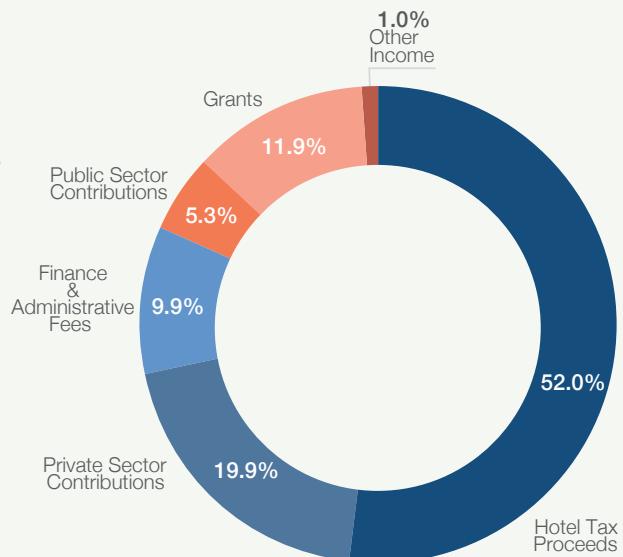


In 2019, LVEDC provided informative materials about qualified opportunity zones (QOZs) and how developers can take advantage of them in Lehigh Valley. Created as a result of the federal tax overhaul legislation, QOZs forgive capital gains on commercial or residential projects in designated areas under certain conditions, promoting and incentivizing long-term investment in low-income communities. LVEDC's materials identified the QOZ boundaries in the cities of Allentown, Bethlehem, and Easton, while also identifying exact acreage, the number of tax parcels, and demographic information about the region.

2019 Income & Expense*

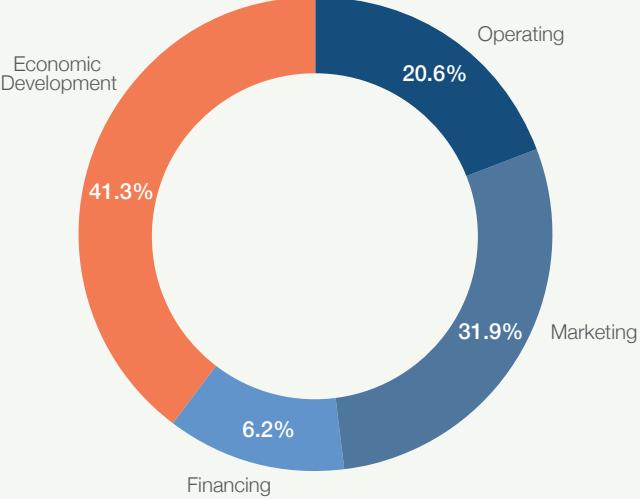
2019 Unaudited Revenue

| | |
|-------------------------------|--------------------|
| Hotel Tax Proceeds | \$1,529,405 |
| Private Sector Contributions | \$584,440 |
| Finance & Administration Fees | \$290,170 |
| Public Sector Contributions | \$155,000 |
| Grants | \$351,313 |
| Other Income | \$31,284 |
| Total Revenue | \$2,941,612 |



2019 Unaudited Expense

| | |
|----------------------|--------------------|
| Operating | \$576,819 |
| Marketing | \$896,244 |
| Financing | \$172,378 |
| Economic Development | \$1,157,537 |
| Total Expense | \$2,802,978 |



*These figures do not include pass-through grant funds managed by LVEDC



2019 LVEDC Board of Directors

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Of Counsel
Fitzpatrick Lentz & Bubba, P.C.

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Gary Kinsey
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Air Products and Chemicals, Inc.

Neal Koplin
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Chief Nursing Officer
St. Luke's University Health Network

Michael Landsburg
Chief Development Officer
NFI Industries

Susan Larkin
Vice President
Allied Personnel Services

Eric Luftig
Vice President
Vitaulic

Honorable Lamont McClure
County Executive
Northampton County

Honorable William B. McGee
Councilman
Northampton County Council

Alex Michaels
President & CEO
Discover Lehigh Valley

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Chair
Lehigh County Board of Commissioners

Honorable Ray O'Connell
Mayor
City of Allentown

Honorable Sal Panto Jr.
Mayor
City of Easton

Dr. Tina Richardson
Chancellor
Penn State Lehigh Valley

Stu Shaw
Vice President, Core Market & Dental Leader
Guardian Life Insurance Company of America

R. Scott Unger
Chair
Lehigh Valley Land Recycling Initiative

Barry Wentzel
Director - East Region
UGI Utilities, Inc.

LVEDC Staff

Don Cunningham
President & CEO

Karianne Gelinas
Vice President
Strategic Initiatives & Research

George Lewis
Vice President
Marketing & Communications

Matthew Tuerk
Vice President
Business Attraction, Retention & Expansion

Jaime Whalen
Vice President Administration & Investor Relations, and Chief of Staff

Lori Betters
Director
Budget & Administration

Andrew Kleiner
Director
Community Outreach & Redevelopment

Colin McEvoy
Director
Communications

Nicole Radzievich Mertz
Director
Research

Doug Warfel
Director
Business Recruitment & Lending

Jennifer Weighknecht
Director
Economic Development Finance

Jarrett Witt
Director
Economic Development Projects

Frank Alvarado
Assistant Director
Outreach

Diane Milia
Executive Assistant

Kat Schneider
Office Administrator

Stephanie Wean
Program Administrator

Staff listing as of March 19, 2020

2019 Investors

For a fifth consecutive year, LVEDC has experienced record-breaking investment, receiving \$736,600 in private and public investment and sponsorships in 2019. This investment has enabled LVEDC to pursue new strategic initiatives it might otherwise have lacked the resources for, including its increasing focus on attracting high-quality talent and maintaining a competitive workforce in the region. Thank you for your commitment to regional economic growth.



Lehigh
County



Northampton
County



Freshpet

Crayola

Good Shepherd
Rehabilitation Network

Klunk & Millan Advertising

OraSure Technologies

A&H Sportswear

DeSales University

Lafayette College

Peoples Security Bank
& Trust

AblePay Health

Duke Realty

Lee & Associates of
Eastern PA

Provident Bank

Adams Outdoor
Advertising

Embassy Bank for the
Lehigh Valley

Hillwood Investment
Properties

Merchants Bank of
Bangor

QNB Bank

Allied Personnel Services

ESSA Bank & Trust

Hospital Central Services

MKSD architects

Quandel Construction
Group

Alvin H. Butz, Inc.

Factory LLC

Jaindl Land Development

Moravian College

Service Electric

ArtsQuest

Feinberg Real Estate
Advisors

JLL

New Tripoli Bank

The Waterfront

BSI Corporate Benefits

First Commonwealth
Federal Credit Union

JM Uliana & Associates

Northampton Community
College

Unity Bank

Computer Aid

KeyBank

Univest Bank

| | | | |
|---|--|-------------------------------------|--|
| Mericle Commercial Real Estate Services | Express Employment Professionals of Northampton County | King Spry Herman Freund & Faul | O'Neal Inc. |
| Life Sciences Pennsylvania | FastSigns of Allentown | Kitchen Magic | Ott Consulting |
| SEEDCOPA | Fedetz & Martin Associates | Kressler Wolff & Miller | Regan, Levin, Bloss, Brown & Savchak |
| Albarell Electric | Fishburn Realty Company | Langan | Rettew Associates |
| Allied Building Corporation | FNCB Bancorp | Lehigh Carbon Community College | SAGE Design-Build |
| Baker Tilly | Graybar Electric | Lehigh Career & Technical Institute | Spillman Farmer Architects |
| Barry Isett & Associates | Griffin Industrial Realty | Lehigh County Authority | Stevens & Lee |
| BerkOne | Hanover Township - Lehigh County | Lehigh Valley Industrial Park | Structural Workshop |
| Blue Rock Construction | HDR Engineering | Lehigh Valley Rail Management | Superior Quartz Products |
| Bohler Engineering | Highland Associates | Lesavoy Butz & Seitz | SVN Imperial Realty |
| Borton Lawson | HMK Insurance | Lightweight Manufacturing | Synergy Environmental |
| Broughal & Devito | Horwith Trucks | LR Costanzo Construction Services | Terraform Engineering |
| Buckno Lisicky & Company | Hotel Bethlehem | Manufacturers Resource Center | The Pidcock Company |
| Burns Mechanical | Huratiak Homes | Martin Guitar | Ultra-Poly Corporation |
| Cedar Crest College | IMC Construction | Michael Baker International | Veraxia Commercial Real Estate Solutions |
| Communication Systems | Ironton Telephone Company | Moonstone Environmental | Wacker Polymers |
| Compass Point Consulting | JCS Professional Staffing, Inc. | Nacci Printing | Wind Gap Electric |
| Corporate Environments | Joshi Hotel Group | NAI Summit | Berger-Epstein Associates |
| D'Huy Engineering | Just Born | North Star Construction Management | Gelcor Realty |
| Dutch Springs | JVI | O'Brien's Moving & Storage | Maser Consulting |
| EarthRes | Kelly Automotive Group | | Reimer Real Estate |
| Easton Area Industrial Land Development Corporation | | | |

Lehigh Valley

Come here. Start here. Grow here.

Our Mission

The mission of Lehigh Valley Economic Development Corporation is to market the economic assets of Lehigh Valley and to create partnerships to lead the recruitment, growth, and retention of employers.

Our Vision

Our vision is of a diverse Lehigh Valley economy that provides economic growth and opportunity for people of all skills and education and strengthens all our cities, boroughs, and townships.

Our Priorities

- Market the economic assets of Lehigh Valley
- Recruit companies in targeted economic sectors
- Support the growth and retention of new and existing employers
- Promote and coordinate a skilled and prepared workforce
- Provide intelligence and data on the Lehigh Valley economy
- Expand public and private LVEDC investment and build partnerships for economic growth



LEHIGH VALLEY
economic development

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