

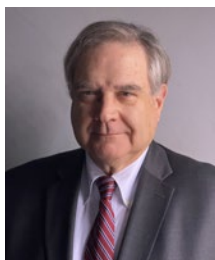


**ANNUAL REPORT
2022**

ATTRACTING INVESTMENT, SUPPORTING JOBS & DEVELOPING COMMUNITY



EXECUTIVE DIRECTOR'S MESSAGE



**CHARLES A. "CHUCK"
LEONARD, EXECUTIVE
DIRECTOR**

We have survived the pandemic and, as a result, emerged into an economy with new challenges. The job market remains tight, but in June 2022 new job openings declined nationally by more than 8% from the previous year. While many positions remain unfilled, the fact that since June the number of available openings has declined by another 8% in just three months, may be an indicator that the tightening of the money supply by the Federal Reserve is having an impact. The economy is cooling, but the demand for workers is still high, and investor-developers are still actively pursuing opportunities in our marketplace.

National and worldwide trends have combined to increase our attractiveness to job-creating industries. Vacationers and people who love the outdoors have returned in record numbers to our hotels and attractions. The pandemic has changed the way in which we all shop and the distribution of those products we buy. This trend made an impact on the industry mix in Monroe County. Small manufacturers have increasingly chosen smaller markets in which to locate to reduce tax burden and attract workforce.

Our strategic location plays a decisive role in the types of investments Monroe County can successfully accommodate. We are in the midst of what is arguably one of the largest and wealthiest markets in the world. Our proximity to this marketplace is key to the success of our tourism properties, as well as some of the fastest growing industries in the country which include distribution, fulfillment centers, logistics and manufacturing. Companies within these sectors have grown significantly in Monroe County over the last 20 years, benefiting directly from the ability to cost-effectively access the major markets to our east.

Local companies and firms that are planning developments in Monroe County have announced intentions to create more than 1,500 new jobs over the next 24 months. While we all wonder, to a certain extent, where these employees are right now, new jobs are of critical importance if the county is to prosper in the future and survive the downturn that some economists are projecting.

To assure success in our efforts to attract these new investments, our staff and Board of Directors maintain cooperative relationships with our municipalities, our partners at the Commonwealth of Pennsylvania, our elected officials, the county planning commission, the county commissioners and others. These relationships are critical to a smooth permitting process and to demonstrating to job-creators acceptance by the community.

Community support is important but some of our biggest challenges are associated with infrastructure. Fortunately, there are many large highway improvement projects that have been funded, some of which are already underway. These projects will ensure that we are ready for the new companies and visitors we will attract in the future.

Industrial projects and tourism developments generate significant benefits to their host communities. Real estate taxes alone from these facilities in Monroe County are generating millions of dollars annually for the municipality, the school district and the county. In some municipalities, these projects are a significant percentage of the total taxes collected and help to keep the tax burden off of the residential property owners.

It was a good year. It is good to get back to the office, to see people in person and attend events like our Annual Meeting. We assure you that the staff and Board of Directors of the Pocono Mountains Economic Development Corporation will continue to work hard to attract new employers, help local businesses expand and support job creation for the people of Monroe County.

Charles A. Leonard

Charles A. "Chuck" Leonard, Executive Director

BOARD OF DIRECTORS

Chairman	Gary Olson, ESSA Bank & Trust	Patrick Briegel, Pocono Management Associates LLC
Vice Chairman	Robert Hay, Keller Williams Real Estate	Brian Coyne, SER Commercial Real Estate
Secretary	Paul Canevari, PPL Utilities (Retired)	Dawn Hart, Bulldog Liquidators
Treasurer	Russell Scott III, Dunbar Enterprises, Inc.	Troy Nauman, Nauman Companies
Assistant Treasurer	Janet Weidensaul, Monroe County Commissioner (Retired)	Robert Weseloh, LTS Homes
Assistant Secretary	Richard Mutchler, Biospectra	

MONROE COUNTY COMMISSIONERS

Chair	Sharon S. Laverdure
Vice Chair	John R. Moyer
Commissioner	John D. Christy

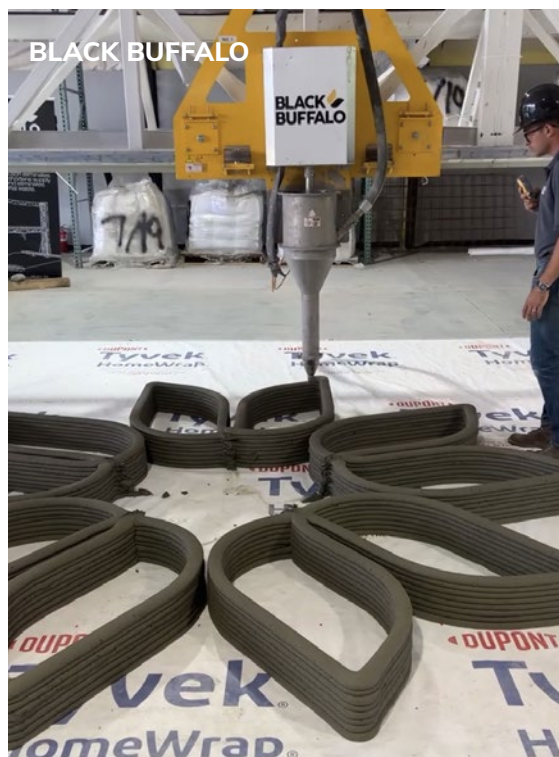


John D. Christy, Commissioner; Sharon S. Laverdure, Chair; John R. Moyer, Vice Chair

PMEDC STAFF

Executive Director	Chuck Leonard
Director of Marketing	Michelle Bisbing
Economic Development Specialist	Dennis Noonan
Bookkeeper	Bonnie Schwartz
Office Administrator	Lisa Caldera

NEW COMPANIES/EXPANSIONS



- Black Buffalo** – Black Buffalo 3D has purchased approximately 106 acres in Smithfield Township, Monroe County, and will construct a 150,000-square-foot facility to manufacture 3D construction printers and a 3D printing training facility. The project includes acquisition of land, construction of a building, infrastructure costs, acquisition of equipment, and employee training. Black Buffalo 3D received a funding proposal from the Department of Community and Economic Development (DCED) for a \$2.4 million Pennsylvania Industrial Development Authority (PIDA) loan. The company also received a \$284,000 Pennsylvania First grant and a \$142,000 workforce development grant to help the company train workers. In addition, Black Buffalo 3D was encouraged to apply for the department's Manufacturing Tax Credit (MTC) and Research and Development Tax Credit (R&D) programs. The company has committed to investing more than \$35.7 million into the project and creating 71 new, full-time jobs within three years.

- Hawthorne Mount Pocono Resort** – The project intends to redevelop a former resort and golf course property into an upscale destination Kosher resort including the following amenities: 100 guest-room hotel and associated meeting rooms, cabin rentals totaling 144 units, two sit-down restaurants primarily for the use of guests, health and relaxation spa and gym for resort guests and the public. The spa facility will contain single treatment rooms, couple's rooms, a steam room, a shower, a treatment jacuzzi, and an exercise gym. Also planned is a 20,500-square-foot banquet facility with the ability to host up to 500 guests; outdoor and indoor recreational uses such as tennis courts, a toddler playground, a gazebo, nature paths, a communal room, a kids club; and a game room.



The Planned Hawthorne Resort Project

 <p>Year-Round A major year-round-resort with state-of-the-art amenities</p>	 <p>Travel Accommodate families looking for short getaway vacations that don't require air travel</p>
 <p>Great Location <90 min away from major kosher communities in NY, NJ, CT & PA</p>	 <p>70 Acres Guests will have choice of elegantly appointed cabins and hotel rooms, scattered throughout 70-acre development</p>
 <p>Facilities Featuring spa, kosher restaurants, indoor/outdoor pools, tennis courts, snow tubing slopes, etc. Facilities for all ages</p>	



- **Great Wolf Lodge** – Great Wolf Lodge Poconos has launched the next phase of its \$125 million expansion project. This is the largest single expansion project in the family-friendly resort chain's history. The expansion will include a new room tower, featuring 202 family-friendly suites, and expanded resort offerings including the indoor water park and new full-service restaurant concept. The expansion will bring the total number of rooms at the resort to 632, which will make the Pocono location the second-largest resort in the company's portfolio. The company will also add 40,000 square feet to its water park, which will include two new slides and will bring the total water park size to 118,000 square feet. A new restaurant, Fireside, with a camping experience theme will be added. With the expansion, Great Wolf officials said they hope to offer significant economic benefits to the surrounding Pocono region as more families will be traveling to stay at the lodge. The company plans to hire an additional 300 staff to support the additional rooms, expanded water park and new dining options.



NEWS

- **NEPA Governor's Cup Award** – For the second year in a row, Northeastern Pennsylvania has ranked in the Northeast Metro Areas Top 10 in Economic Development. The Governor's Cup Awards, produced annually by Site Selection Magazine, records the top regions in the United States based on completed economic development projects. Penn's Northeast compiled and submitted a list of all projects that met the criteria as outlined by the publication. Monroe County is included in Northeast PA and has been a member of Penn's Northeast since its inception 20 years ago.

NORTHEAST METRO AREAS

(Any Population Size)

1. NEW YORK--NEWARK--JERSEY CITY
2. BOSTON--CAMBRIDGE--NEWTON
3. PHILADELPHIA--CAMDEN--WILMINGTON
4. PITTSBURGH
5. BUFFALO--CHEEKTOWAGA--NIAGARA FALLS
6. LEHIGH VALLEY
7. BRIDGEPORT--STAMFORD--NORWALK
8. WORCESTER
- 8T. PROVIDENCE--WARWICK
- 10T. POUGHKEEPSIE--NEWBURGH--MIDDLETOWN
- 10T. SCRANTON--WILKES-BARRE--HAZLETON, PA



TOBYHANNA ARMY DEPOT TIME CAPSULE OPENING

Tobyhanna Army Depot Time Capsule Opening & Retirement Celebration –

On May 24, 2022, Tobyhanna Army Depot held a time capsule opening that had been delayed for 2 years due to the pandemic. Items from the year 2000 were removed from the capsule and placed on display. A retirement celebration was also held honoring four long-time depot employees: Marti Verbonitz, Robert Katulka, Robert Haas and Frank Zardecki. Most notably, Frank Zardecki was honored with a permanent plaque recognizing his 60 years of service at the depot.



Welcomed Lisa Caldera to our Staff –

Lisa Caldera came on board with PMEDC on June 20, 2022 as Office Administrator. Lisa worked at Women's Resources of Monroe County for two years as the Assistant Finance Officer before joining the PMEDC team. Prior to Women's Resources she worked for Niclaus Engineering Corporation for sixteen years as the Office Manager and Bookkeeper. Her time at Niclaus Engineering gave her experience in land development, county/municipal relations, and government regulations. This background, along with her bookkeeping experience, has given Lisa the tools needed for her role at PMEDC. In 2011, Lisa graduated from Leadership Pocono. She served as a board member for the Leadership Pocono Alumni Committee and as a mentor to new students. She then went on to become a member and past President of The Kiwanis Day Break Service Club. She is a welcome addition to our staff!



NEWS

• Penn's Northeast Celebrated 20th Anniversary

Since 2002, Penn's Northeast has been hard at work, helping to not only further develop the region, but to bring jobs to the area and to unite communities and neighbors. A 20-year anniversary celebration at The Woodlands Inn on June 6, 2022 was symbolic of all the above. A re-branding initiative was also launched with a new logo and website redesign. What started out as a partnership in the region of four counties has now doubled to eight. Penn's Northeast is internationally recognized, and continues to set the standard for economic development and taking care of its people. Regionally the average starting wage has increased from nine dollars an hour to nineteen dollars an hour with benefits. The plan is to continue to see the growth continue and to create good, quality jobs that pay well.



- **Monroe County Return on Environment Study Completed** – The Monroe County Return on Environment (ROE) Study, completed this past spring, demonstrates how open space is greatly contributing to the health of the local economy, as well as to a lower cost of living and improved quality of life for citizens. Highlights from the data collected in 2021 reflect the economic value derived from Monroe County's natural resources, watersheds, and land:

- \$1.1 billion in annual savings for natural system services
- \$368 million in outdoor recreation revenue
- \$164 million in savings due to protected watersheds
- \$67 million in avoided healthcare costs due to increased exercise

Audubon Mid-Atlantic and Greener Planning presented the results at a public meeting organized and facilitated by the Monroe County Planning Commission. Attendees discussed how to use the results moving forward. The project was facilitated by Audubon Mid-Atlantic funded through PA DCNR Kittatinny Ridge Conservation Landscape and William Penn Foundation Delaware River Watershed Initiative grants. The study was completed by Greener Planning and Ben Goodman Creative in partnership with the Monroe County Planning Commission and numerous stakeholders. For the complete set of materials and 3-minute video please visit kittatinnyridge.org/nature-is-serious-business-in-monroe-county/.



RIBBON CUTTINGS/EVENTS

- **St. Luke's at The Mountain Center Ribbon Cutting –**

A ribbon-cutting ceremony was held April 28, 2022 to celebrate the opening of St. Luke's Family Medicine-Tobyhanna located at The Mountain Center. St. Luke's Monroe Campus President Don Seiple thanked the citizens of Monroe County for continuing to trust St. Luke's with their health care and everyone who played a part in establishing the new practice. The location offers access to family health care in and around Coolbaugh Township. Tobyhanna resident Vera Filipovska, CRNP, is the practice's provider, dedicated to helping individuals and families maintain and improve their health and well-being. St. Luke's Family Medicine-Tobyhanna joins the many children and family-centered services available at The Mountain Center, where Pocono Services for Families and Children (PSFC) is committed to providing resources to meet the needs of families and children, today and in the future. The renovations were funded in part by a Local Share Account for Monroe County grant administered by MCIDA on behalf of St. Luke's.



ST. LUKE'S AT THE MOUNTAIN CENTER

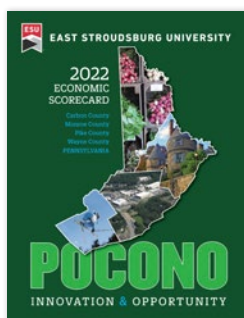


SBDC SMALL BUSINESS CONSULTING

- **SBDC Small Business Consulting Offered Monthly**

Pocono Mountains Economic Development Corporation (PMEDC) and the Scranton Small Business Development Center (SBDC) continue to partner monthly to offer one-on-one business consulting services. As members of the Northeast PA Partnerships for Regional Economic Performance (PREP), PMEDC and SBDC are able to offer these free services to start-ups and existing Monroe County businesses. Services include business plan writing and review, steps to take to start a new business, how to grow your existing business and financing advice, just to name a few. Businesses are able to register online and meetings take place at the PMEDC office. The photo shows (l to r) Business Consultant Leigh Fennie meeting with Sandra Mentor-Slocombe and Ayanna Mentor-Dever, owner of Creativity by AMD.

- Hosted PEDAC Regional Member Meeting** – The Pennsylvania Economic Development Association (PEDAC) holds regional member meetings annually and partners with members in the eastern, central and western regions of Pennsylvania to host these meetings. In August 2022, PMEDC hosted the eastern region member meeting in cooperation with East Stroudsburg University at the Innovation Center. PEDAC members are able to discuss a variety of association topics, offer suggestions, and provide insight to help the organization continue to serve its members.



- Economic Outlook Summit** – The annual Economic Outlook Summit was held on May 13, 2022 at Kalahari Resorts with over 200 people in attendance. The program theme was “The Poconos: Innovation and Opportunity” and included all four Pocono counties: Carbon, Monroe, Pike and Wayne. The program included Amtrak’s Vision for Rail Service to the Poconos, the year in review on video, a county commissioner panel, a presentation on real estate trends during the pandemic and an overview of the annual Economic Scorecard. PMEDC’s Chuck Leonard served as a member of the regional panel that addressed how the Economic Scorecard influences economic development strategies.

- Presentations to Rotary Club of the Stroudsburgs** – The Rotary Club of the Stroudsburgs invited PMEDC to be their guest speaker in April 2022. Michelle Bisbing presented to the luncheon meeting at The Sycamore Grille and Chuck Leonard presented to the evening meeting at Shawnee Inn. The presentation provided an overview of PMEDC, our goals and objectives, new companies, construction projects, funding approvals, and current market trends. A robust question and answer period followed both presentations.



RIBBON CUTTINGS/EVENTS

- Membership Luncheon** – After being on hiatus for two years during the pandemic, PMEDC held a membership luncheon on September 14, 2022 at The Sycamore Grille. Approximately 35 members attended and heard from guest speakers Peggy Howarth and Rich Schlameuss from the Monroe County Transit Authority. They informed everyone of their great new service called Pony Plus, an on-demand, curb-to-curb service that allows anyone to request a shared ride using a smartphone app in two designated service areas in Monroe County. The pilot service launched on Monday, August 1, 2022 and the response has exceeded expectations. Many thanks are extended to Don Brominski of UGI Utilities, Inc. for providing a sponsorship for the luncheon.



- Hosted Senator Bob Casey for Roundtable Discussion** – On November 29, 2021, PMEDC hosted Senator Bob Casey and his staff for a business roundtable discussion. Senator Casey shared information on the Infrastructure Investment and Jobs Act (IIJA) that was signed into law on November 15, 2021, and discussed specifically what it means for Pennsylvania. Attendees were able to share infrastructure priorities and project ideas for consideration. A detailed Fact Sheet about the IIJA was shared at the meeting.



- Smithfield Gateway Groundbreaking** – Legend Properties (DEPG) Associates and ARCTRUST, co-developers, held a groundbreaking ceremony for the new St Luke's University Health Network Building at the Smithfield Gateway development on April 21, 2022. Executives of DEPG, along with key state, county and township officials, community leaders, neighbors and local businesses attended the event. The 40,000-square-foot medical facility is the first of five buildings to be constructed in phase one of the development. The total scope of the Smithfield Gateway project is approximately 500,000 square feet situated on 120 acres. This mixed-use project consists of commercial/retail, office and residential: 236 apartments and 200 additional units for residents aged 55 and older.

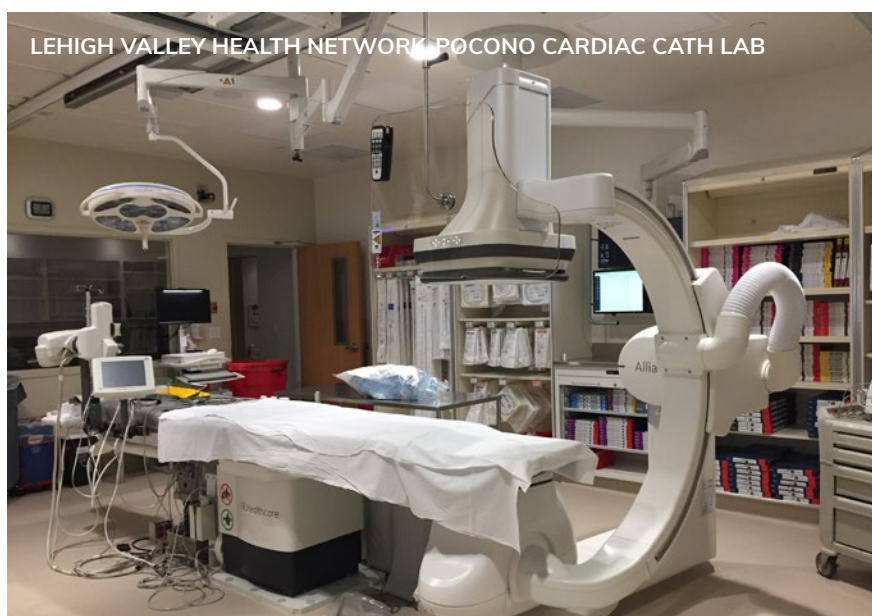
NEW GRANT APPROVALS

Local Share Account for Monroe County new approvals:

The Local Share Account is funding set aside as required by gaming legislation for projects in Monroe County that fall into the following categories: economic development, community improvement, public interest and road improvement.

June 2022

**15 new projects
approved totaling
\$3,457,000**



LEHIGH VALLEY HEALTH NETWORK POCONO CARDIAC CATH LAB



FABRICATED COMPONENTS NEW
TURRET PRESS MACHINE



EAST STROUDSBURG UNIVERSITY
COMMUNITY HEALTH EDUCATION
AND SIMULATION LAB

Redevelopment Assistance Capital Program grants:

- The Redevelopment Assistance Capital Program (RACP) is a Commonwealth grant program administered by the Office of the Budget for the acquisition and construction of regional economic, cultural, civic, recreational, and historical improvement projects. RACP projects are authorized in the Redevelopment Assistance section of a Capital Budget Itemization Act, have a regional or multi-jurisdictional impact, and generate substantial increases or maintain current levels of employment, tax revenues, or other measures of economic activity. RACP projects are state-funded projects that cannot obtain primary funding under other state programs.

Nine new approvals totaling \$14,570,624

- Smithfield Gateway
- Hawthorne Mount Pocono Resort
- ESU Soccer Field Renovation
- LVHN Medical Office Building
- Pocono Family YMCA
- Monroe County Historical Association-Heritage Center
- Great Wolf Lodge Expansion
- Passenger Rail Restoration
- St. Luke's Hospital-Monroe Campus Renovation

NEW GRANT APPROVALS

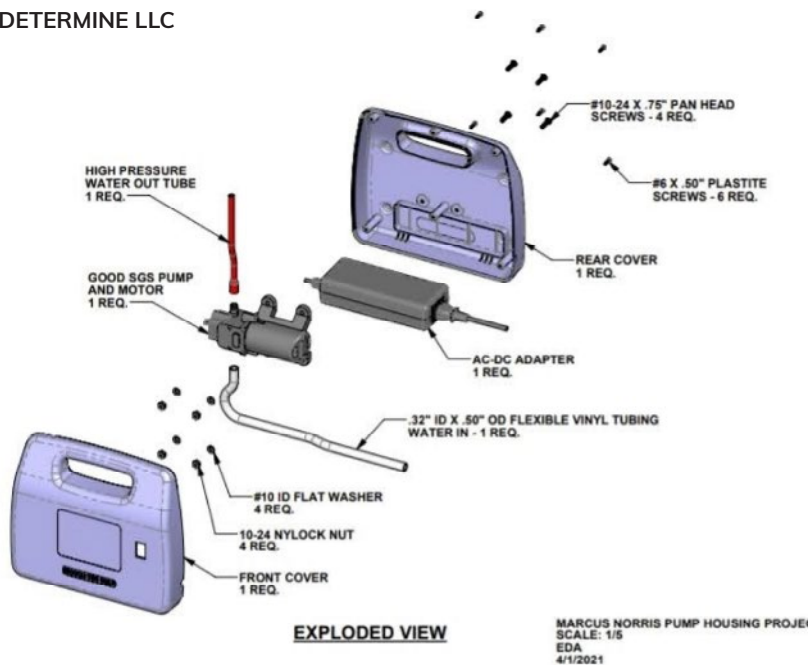
Keystone Communities

PMEDC is serving as the applicant for two Commonwealth of PA Department of Community and Economic Development grants to support the following projects:

- Labar Village Stream Restoration - \$500,000**
 As a result of two severe flooding events, the McMichaels Creek sustained erosion and stream bank damage that must be repaired. The mitigation strategy is to stabilize 145 feet of the southern side of the McMichaels Creek adjacent to the Turtle Cove section of Labar Village. This strategy will effectively stop the erosion of the creek bank that is within two hundred feet of residential structures, and prevent future flooding events.
- Pocono Mountains Municipal Airport – \$400,000**
 The project will include costs associated with the replacement of the two underground fuel tanks and ancillary equipment that are over 50 years old, and the construction of a building to house snow removal equipment at the Pocono Mountains Municipal Airport in Coolbaugh Township.

NEW SMALL BUSINESS LOAN APPROVAL

DETERMINE LLC



- Determine LLC** – Marcus Norris, owner of Determine LLC, created a multi-use bathroom cleaner designed to cut cleaning time for staff in both large and small institutional settings. With a dedication to innovation and creativity, Determine LLC will provide a product that saves both time and energy. The company is a start-up located in the Business Accelerator at East Stroudsburg University and plans to patent its products. A Monroe County Small Business Loan of \$50,000 was provided to the company to support start-up and production costs.

PROJECTS

- **Career Ready Monroe/Business Education Partnership Grant –**

PMEDC served as the fiscal agent for a Business Education Partnership Grant to support the county's Career Ready Monroe program, a career pathways initiative through the Monroe Career Pathways Coalition. In cooperation with the PA CareerLink-Monroe County and the four school districts, students in 11th grade were recruited to participate. Students received resume-writing assistance, mock interviews and a series of five virtual mentoring sessions with Monroe County employers, each one focusing on a different career pathway. Each session included three Monroe County employers and was facilitated by PMEDC. Company representatives gave an overview of the business they represent, the career opportunities available, the level of education needed and the company culture. They also provided insight on their own career path and how they reached their current positions. There were approximately 20 students participating live and the sessions were recorded for additional students to watch if they were unable to attend live. A total of 31 students participated in this phase of the program. Students who completed all of these activities were then considered for job shadowing experiences based on their first choice of pathway. A total of 16 students participated in this phase of the program. A total of 59 students from all four Monroe County school districts participated in some or all of the program.

CAREER *Ready*
MONROE

- **Stillwater Estates Entrance Relocation Project Commenced –**

PMEDC began working with Tobyhanna Township on the road improvements needed at the intersection of Long Pond Road and State Route 940 in 2015 and after a very long permitting and approval process, Phase I of the project has begun. Phase I is the Relocation of Stillwater Drive which will allow for the I-380 Southbound Ramp to be moved and be aligned with Long Pond Road. Phase II is the State Route 940 Widening, I-380 Southbound Ramp alignment, Long Pond Road & Fed Ex Drive Improvements. The contractor for Phase I of the project is Pioneer Construction. Phase II has not yet been bid. PMEDC (or MCIDA depending on the program) is the grantee for three grants that are supporting the project.



PROJECTS

- **Smithfield Gateway SR 209 Improvements –**

PMEDC is the grantee for a Pennsylvania Department of Transportation Multimodal Transportation Fund grant of \$2,074,563 to support the widening of State Route 209 required for the Smithfield Gateway development in Smithfield Township. Additional grants and loans have been secured through a variety of sources to fund the project with the help of the local and state elected officials. Construction both on-site and off-site began this year and Phase I is expected to be complete in spring 2023. The photo shows the construction of Smithfield Lane with the new St. Luke's University Health Network building to the right, State Route 209 to the far right and Music Center Drive at the top.



- **Natural Gas Line Extension to Messer LLC –**

Last year, PMEDC announced the location of Messer LLC, a leading provider of industrial and medical gases, in the Pocono Mountains Corporate Center East. They constructed a 32,800-square-foot facility to expand their manufacturing operations, creating 30 to 60 new full-time jobs. They needed to have access to natural gas, but the line needed to be extended to the site from across State Route 611. PMEDC had access to a previously approved Local Share Account for Monroe County grant that was approved to fund the gas line extension to the site. The project was completed in cooperation with UGI Utilities, Inc.

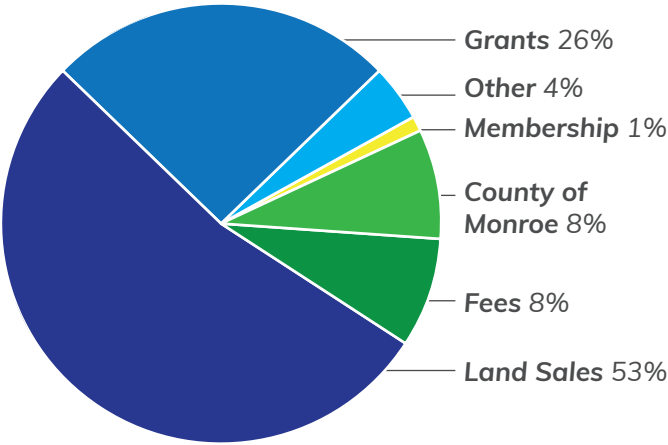


- **Forty-five acres in the Pocono Mountains Corporate Center East Sold to Developer –**

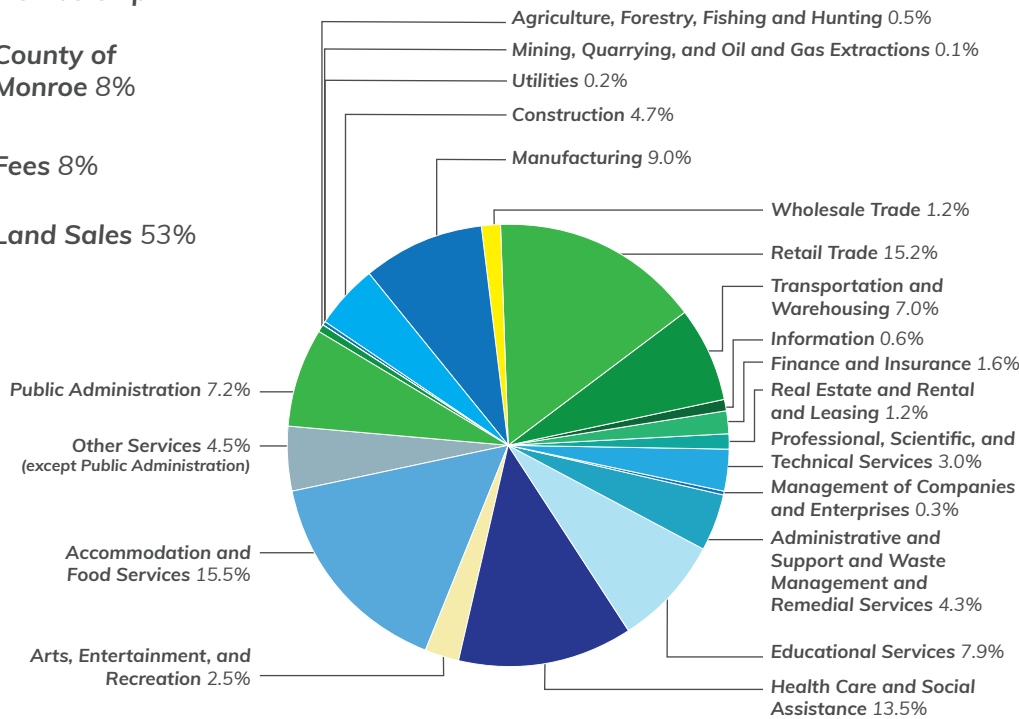
The sale of Lots 11 through 18 totaling 45 acres of C-2 zoned property in the Pocono Mountains Corporate Center East, Coolbaugh Township, was completed in February 2022. Plans and approvals are in place for a 425,000 square foot industrial building which is expected to be complete in mid-2023. A tenant has not yet been announced.

PROSPECT LEAD & REVENUE SOURCES

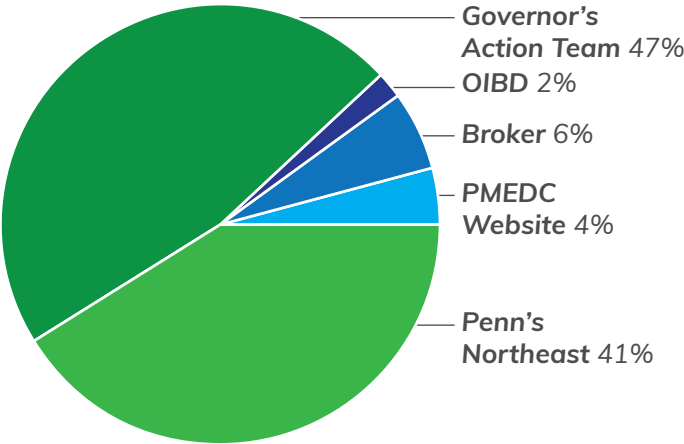
Revenue Sources



Monroe County Industry Sectors



Prospect Lead Sources



Prospect Lead Industry Sectors

