



Fast Facts 2011

Greater Wilkes-Barre, Pennsylvania

A publication of the Greater Wilkes-Barre Chamber of Business and Industry

2011 Population

Luzerne County	320,918
Wilkes-Barre/Scranton/Hazleton MSA	563,631
50 – mile radius	2,482,838
100 – mile radius	11,892,378
125 – mile radius	20,859,407
Wilkes-Barre City	41,498
People Working in Downtown Wilkes-Barre	14,000

Source: U.S. Census 2010

Population by Age

	Luzerne County	Wilkes-Barre/Scranton Hazleton MSA
0-19	74,316	131,846
20-34	55,666	99,359
35-54	90,306	156,571
55-64	43,035	75,837
65+	57,595	100,018

Source: U.S. Census 2010

Incentives / Financing Programs

The Greater Wilkes-Barre area offers companies many different types of financial incentives. Assistance for job training, machinery, equipment and capital improvements are available in the form of low interest loans as well as grants.

In addition, Luzerne County, is the only location in Northeastern Pennsylvania offering an additional 0% interest loan to assist your business. Please contact us for more information or to find the program that fits your needs.

Labor Market History

	Luzerne County Civilian		Wilkes-Barre/Scranton Hazleton Civilian	
Year	Labor Force	Employed	Labor Force	Employed
2000	157,200	149,000	277,500	264,100
2005	158,400	149,300	278,700	263,300
2006	158,700	149,900	279,400	264,500
2007	156,200	184,000	275,400	261,300
2008	157,300	149,500	277,300	263,700
2009	160,863	146,388	282,173	257,705
2010	159,363	143,406	279,518	252,455

Unemployment Rates:

Year	Luzerne County	MSA	PA
2000	5.2%	4.9%	4.2%
2005	5.8%	5.6%	5.0%
2006	5.3%	5.2%	4.6%
2007	4.9%	4.9%	4.3%
2008	6.3%	6.1%	5.3%
2009	9.0%	8.7%	8.0%
2010	10%	9.7%	8.7%

Source: Center for Workforce Information & Analysis PA Department of Labor and Industry

Current Labor Market

	Luzerne County	Wilkes-Barre/Scranton Hazleton MSA
Civilian Labor Force:	157,500	277,500
Employed:	144,500	254,400
Unemployed:	13,000	23,100
Rate:	8.3%	8.3%

Source: PA Department of Labor and Industry

Important Links

- Greater Wilkes-Barre Chamber** – www.wilkes-barre.org/ed
- Work NEPA** – worknepa.com
- Luzerne County** – www.luzernecounty.org
- City of Wilkes-Barre** – www.wilkes-barre.pa.us
- Downtown Wilkes-Barre** – www.mydowntownwilkes-barre.org
- Small Business Resources** – www.icwb.biz

Occupational Wages

OCCUPATION	Hourly Rate	Annual Salary	OCCUPATION	Hourly Rate	Annual Salary
Accountants and Auditors	\$27.66	\$57,530	Law Clerks	\$19.77	\$41,120
Administrative Services Managers	\$34.35	\$71,440	Lawyers	\$47.47	\$98,740
Advertising Sales Agents	\$18.64	\$38,770	Legal Occupations	\$34.70	\$72,180
Aerospace Engineering and Operations Technicians	\$26.28	\$54,670	Licensed Practical and Licensed Vocational Nurses	\$18.52	\$38,530
All Occupations	\$17.21	\$35,790	Life, Physical, and Social Science Occupations	\$25.64	\$53,340
Architects, Except Landscape and Naval	\$33.72	\$70,140	Loan Officers	\$31.22	\$64,950
Architecture and Engineering Occupations	\$34.08	\$70,890	Lodging Managers	\$22.83	\$47,490
Bakers	\$11.13	\$23,150	Machine Feeders and Offbearers	\$14.61	\$30,400
Bill and Account Collectors	\$14.03	\$29,180	Machinists	\$17.46	\$36,310
Bookkeeping, Accounting, and Auditing Clerks	\$14.87	\$30,930	Maintenance and Repair Workers, General	\$15.89	\$33,060
Budget Analysts	\$34.52	\$71,800	Management Occupations	\$38.09	\$79,230
Business and Financial Operations Occupations	\$26.14	\$54,360	Managers of Construction Trades and Extraction Workers	\$27.05	\$56,260
Chemical Engineers	\$39.49	\$82,140	Managers of Mechanics, Installers, and Repairers	\$27.83	\$57,880
Chemists	\$32.70	\$68,020	Managers of Office and Administrative Support Workers	\$21.79	\$45,320
Chief Executives	\$69.08	\$143,680	Managers of Transportation	\$26.56	\$55,240
Civil Engineering Technicians	\$16.30	\$33,900	Managers of Production and Operating Workers	\$24.41	\$50,780
Civil Engineers	\$32.87	\$68,360	Managers, All Other	\$35.58	\$74,000
Compensation and Benefits Managers	\$47.67	\$99,150	Marketing Managers	\$43.14	\$89,720
Computer and Information Systems Managers	\$44.65	\$92,860	Metal Workers and Plastic Workers, All Other	\$21.86	\$45,460
Computer and Mathematical Occupations	\$25.78	\$53,620	Metal-Refining Furnace Operators and Tenders	\$15.42	\$32,070
Computer Operators	\$18.71	\$38,920	Milling and Planing Machine Setters, Operators, and Tenders	\$15.39	\$32,020
Computer Programmers	\$26.91	\$55,980	Mixing and Blending Machine Setters, Operators, and Tenders	\$17.95	\$37,330
Computer Software Engineers, Applications	\$30.24	\$62,890	Molding, Coremaking, and Casting Machine Setters, Operators	\$14.86	\$30,920
Computer Software Engineers, Systems Software	\$35.65	\$74,140	Multiple Machine Tool Setters, Operators	\$14.13	\$29,390
Computer Support Specialists	\$15.87	\$33,020	Nursing Aides, Orderlies, and Attendants	\$12.00	\$24,960
Construction and Extraction Occupations	\$18.39	\$38,260	Office and Administrative Support Occupations	\$14.27	\$29,670
Construction Laborers	\$13.54	\$28,160	Office Clerks, General	\$12.39	\$25,770
Construction Managers	\$39.65	\$82,460	Operating Engineers and Equipment Operators	\$20.59	\$42,830
Cost Estimators	\$24.44	\$50,830	Operations Research Analysts	\$34.28	\$71,310
Credit Analysts	\$26.11	\$54,310	Packaging and Filling Machine Operators and Tenders	\$12.95	\$26,940
Customer Service Representatives	\$13.25	\$27,570	Packers and Packagers, Hand	\$11.49	\$23,890
Cutting and Slicing Machine Setters, Operators, and Tenders	\$14.32	\$29,800	Paralegals and Legal Assistants	\$17.18	\$35,730
Cutting, Punching, and Press Machine Setters, Operators	\$16.81	\$34,980	Pharmacists	\$46.49	\$96,700
Data Entry Keyers	\$11.72	\$24,380	Pharmacy Technicians	\$13.14	\$27,340
Electrical and Electronic Engineering Technicians	\$27.10	\$56,370	Printing Machine Operators	\$14.41	\$29,980
Electrical and Electronic Equipment Assemblers	\$12.37	\$25,740	Production, Planning, and Expediting Clerks	\$19.70	\$40,980
Electrical Engineers	\$34.78	\$72,340	Production/Manufacturing Occupations	\$15.44	\$32,110
Electricians	\$21.68	\$45,090	Public Relations Managers	\$30.59	\$63,620
Electronics Engineers, Except Computer	\$37.60	\$78,220	Public Relations Specialists	\$23.51	\$48,910
Employment, Recruitment, and Placement Specialists	\$22.48	\$46,760	Purchasing Agents, Except Wholesale, Retail, and Farm Products	\$23.76	\$49,430
Engineering Managers	\$46.57	\$96,870	Purchasing Managers	\$46.95	\$97,650
Executive Secretaries and Administrative Assistants	\$18.84	\$39,200	Real Estate Sales Agents	\$19.79	\$41,160
Extruding and Drawing Machine Setters, Operators	\$15.18	\$31,580	Receptionists and Information Clerks	\$11.20	\$23,290
File Clerks	\$11.60	\$24,120	Refuse and Recyclable Material Collectors	\$11.78	\$24,490
Financial Analysts	\$31.44	\$65,410	Registered Nurses	\$26.06	\$54,210
Financial Managers	\$34.01	\$70,730	Rolling Machine Setters, Operators,	\$16.02	\$33,330
Food Cooking Machine Operators and Tenders	\$12.89	\$26,800	Sales and Related Occupations	\$15.19	\$31,600
Food Service Managers	\$23.54	\$48,970	Sales Managers	\$42.12	\$87,600
Forging Machine Setters, Operators	\$15.56	\$32,360	Secretaries, Except Legal, Medical, and Executive	\$13.50	\$28,070
General and Operations Managers	\$41.25	\$85,810	Sewing Machine Operators	\$10.54	\$21,920
Healthcare Practitioners and Technical Occupations	\$27.57	\$57,340	Sheet Metal Workers	\$21.26	\$44,220
Human Resources Assistants	\$18.67	\$38,830	Shipping, Receiving, and Traffic Clerks	\$14.30	\$29,740
Human Resources Managers, All Other	\$38.69	\$80,470	Stock Clerks and Order Fillers	\$11.15	\$23,190
Industrial Engineering Technicians	\$21.80	\$45,350	Structural Iron and Steel Workers	\$20.24	\$42,100
Industrial Engineers	\$40.97	\$85,210	Structural Metal Fabricators and Fitters	\$15.29	\$31,810
Industrial Machinery Mechanics	\$21.90	\$45,560	Team Assemblers	\$13.34	\$27,750
Industrial Production Managers	\$37.27	\$77,510	Tool and Die Makers	\$19.51	\$40,590
Industrial Truck and Tractor Operators	\$15.68	\$32,620	Transportation and Material Moving Occupations	\$14.44	\$30,040
Installation, Maintenance, and Repair Occupations	\$18.33	\$38,120	Transportation, Storage, and Distribution Managers	\$39.31	\$81,760
Insurance Claims and Policy Processing Clerks	\$15.49	\$32,220	Travel Agents	\$15.23	\$31,680
Insurance Sales Agents	\$25.28	\$52,580	Truck Drivers, Heavy and Tractor-Trailer	\$17.77	\$36,960
Insurance Underwriters	\$18.81	\$39,120	Truck Drivers, Light or Delivery Services	\$16.09	\$33,460
Job Printers	\$17.59	\$36,590	Welders, Cutters, Solderers, and Brazers	\$14.23	\$29,600
Laborers and Freight, Stock, and Material Movers	\$13.21	\$27,480	Wholesale and Retail Buyers, Except Farm Products	\$22.49	\$46,790
Lathe and Turning Machine Tool Setters, Operators	\$17.44	\$36,290	Woodworking Machine Setters, Operators, and Tenders	\$10.83	\$22,530

Source: PA Center for Workforce Information & Analysis



Household Income

	Luzerne County	Wilkes-Barre/Scranton/Hazleton MSA
Median Income	\$41,830	\$42,357
Per Capita	\$23,166	\$23,333

Source: American Community Survey – The U.S. Census 2005 – 2009

A Quality of Life That Can't Be Beat

Greater Wilkes-Barre provides its residents with a unique combination of modern businesses and historical sites, small city life and natural beauty, new opportunities and established traditions.

GREATER WILKES-BARRE WORKS

Because We're Industrious

Greater Wilkes-Barre's highly motivated and dedicated workforce, along with an array of fully developed industrial and corporate parks, offer a wealth of opportunity for your business.

Because We're Accessible

Greater Wilkes-Barre's central location and transportation system link you by ground and air to anywhere in the country. It's the definition of true convenience!

Because We're Livable

Greater Wilkes-Barre's comfortable four-season climate, short commute times, excellent educational opportunities and highly competitive housing costs will provide you with a newfound sense of freedom.

BECAUSE WE'RE ENERGETIC

Greater Wilkes-Barre provides a setting that lets you enjoy life. It's teeming with the activity of the American Hockey League, AAA baseball, nationally ranked golf course, NASCAR, ski resorts, a world class casino, and numerous parks for family recreation.

Contact Us:

2 Public Square
P.O. Box 5340
Wilkes-Barre, PA 18710-5340
(570)823-2101 FAX (570)822-5951
E-mail: ed_info@wilkes-barre.org
www.wilkes-barre.org/ed

Commute Times

Minutes	<15	15-29	30-44	45-59	>60
Luzerne County	35.8%	40.8%	13.9%	4.2%	5.2%
Pennsylvania	29.9%	35.7%	18.8%	7.7%	7.7%

Source: U.S. Bureau of the Census

Cost of Living Comparison

Comparative Income based on Greater Wilkes-Barre Incomes of \$35,000 - \$50,000

The following income would be needed to maintain the same lifestyle with a \$35-\$50K income in Greater Wilkes-Barre.

City	\$35,000	\$50,000
Manhattan, NY	\$72,975	\$104,250
Boston, MA	\$70,000	\$101,000
Washington D.C.	\$58,275	\$83,250
Trenton, NJ	\$39,770	\$56,810
Philadelphia, PA	\$45,760	\$65,375
Wilmington, DE	\$42,650	\$60,940
Charleston, SC	\$52,560	\$75,125
Atlanta, GA	\$42,830	\$61,190

Source: www.bestplaces.net

Real Estate Data

Construction Costs: (averages)

Class A Office	\$150.00 - \$175.00	p/s/f
Class A Industrial	\$30.00 - \$50.00	p/s/f

Lease Rates: (averages)

Class A Office	\$14.00 - \$16.00 (NNN)
Class B Office	\$8.50 - \$9.50 (NNN)
Class A Manufacturing	\$4.25 - \$4.50 (NNN)
Class B Manufacturing	\$3.55 - \$4.50 (NNN)
Class A Distribution	\$3.65 - \$4.25 (NNN)
Class B Distribution	\$3.00 - \$3.75 (NNN)

Source: Average comps in market 2010-2011

Home Values:

Average Days on the Market	198
Median Sale Price	\$91,225
Average Sale Price	\$136,410

Source: www.trulia.com

Wilkes-Barre Average Temperatures

Season	Low/High
Winter	20/36
Spring	39/61
Summer	59/78
Fall	42/61
Annual Precipitation	43.25 in.
Annual Snowfall	32.40 in.

Source: National Climatic Data Center



OVER 8,000 STUDENTS ATTEND COLLEGE IN WILKES-BARRE DOWNTOWN

LOWER PROPERTY TAXES COMPARED TO OTHER AREAS OF PA, NJ AND NY

"RANKED ONE OF THE BEST PLACES IN THE U.S.A TO START OVER" BY BLOOMBERG BUSINESSWEEK 2011

AVERAGE COMMUTE TIME: 15 MINUTES

EASY ACCESS TO INTERSTATES 80, 81, 84, 380, & 476

12 UNIVERSITIES & COLLEGES WITHIN A 30 MINUTE DRIVE

Employment by Industry Sector - Q2 2010

	Luzerne County	Wilkes-Barre/Scranton/Hazleton MSA
Healthcare	22,925	43,881
Retail Trade	16,935	29,752
Manufacturing	13,998	27,053
Local Government	5,389	8,826
Accommodation/Food Service	10,903	18,390
Admin/Support Waste-Management	6,631	11,083
Transportation Warehousing	7,371	11,853
Wholesale Trade	7,106	11,174
Construction	4,553	7,872
Finance & Insurance	5,030	10,853
Other Service, except Public Administration	3,391	6,793

Source: U.S. Census Bureau

Top 10 Industry Clusters

Industry	Number Employed
Advanced Material and Diversified Manufacturing	33,125
Life Science - Health Care + Bio Medical	30,119
Business and Financial Services	21,838
Agriculture and Food Production	16,585
Education	15,726
Building and Construction	11,604
Logistics and Transportation	10,193
Information and Communication	6,413
Plastic	5,258
Lumber, Wood and Paper	4,606

Source: PA Department of Labor and Industry

Luzerne-Schuylkill County Workforce Investment Area



Fast Facts WITHIN 600-MILE RADIUS OF MORE THAN 40% OF NATION'S POPULATION

Taxes

Corporate Net Income Tax NOL Carryover \$1,000,000 Dividend exclusions. ACRS Subchapter S Election. Special Tax Credit for neighborhood assistance; economics revitalization tax credit, and homeowners mortgage assistance.	9.99%
Sales and Use Tax Selective tax. Business exemptions for manufacturing, processing, farming, R&D, mining, printing, and sales/resale.	6%
Unemployment Compensation Tax Employer (imposed on first \$8,000 of wages for each employee) - New Employer Contribution - Employee Withholding Portion	3.75% 0.06%
Worker's Compensation Rates vary by experience/type of business	
Capital Stock & Foreign Franchise Tax Tax exempt activities include manufacturing, processing, R&D, pollution control, and computer software development.	2.89 mills
Personal Income Tax Exemptions are gross compensation less all retirement income.	3.07%

Source: PA Department of Revenue

Important Contacts:

* Greater Wilkes-Barre Chamber Economic Development/Entrepreneurship.....	(570) 823-2101 John Augustine
Real Estate Projects.....	(570) 823-2101 Tom Williams
Workforce Development/Job Training.....	(570) 823-2101 Karla Porter
* Electric Utilities PPL Corporation.....	(570) 348-1622 Rich Beasley
UGI Corporation.....	(570) 829-8908 Don Brominski
* Water Utility PA American Water Company.....	(570) 830-6520 Susan Turcmanovich
* Gas Utility UGI Penn Natural.....	(570) 829-8881 Bruce Davis
* Sewer Utility Wyoming Valley Sanitary Authority.....	(570) 822-7244 Fred DeSanto
* Telecommunication Verizon.....	(215) 282-3791 Paul Downey
Frontier Communication.....	(570) 631-4554 Cyndi Montigny
* Governor's Action Team.....	(570) 963-4573 Steve Yokimishyn

Top 25 Employers in Luzerne County

Company	Description	Emp #
Tobyhanna Army Depot	Government - Communication/Electronics	5,300
Geisinger Health System	Health Care	3,000
Wyoming Valley Healthcare Systems	Health Care	2,972
Berwick Offray	Manufacturer - Ribbons & Bows	2,360
Proctor & Gamble Paper Products Co.	Manufacturer - Paper Products	2,200
Mohegan Sun at Pocono Downs	Entertainment	1,600
T.J. Maxx	Warehousing & Distribution	1,300
PPL Corporation	Electric Utility Services	1,200
Social Security Administration	Government - Data Processing	1,121
Pride Mobility Products Inc.	Manufacturer - Home Medical Equipment	1,028
Sallie Mae	Loan Servicing Center	970
Amazon.com	Warehousing & Distribution	881
Cargill Meat Solutions	Meat Products	800
Blue Cross/Blue Shield of NEPA	Insurance - Health	765
Lowe's Home Improvement Warehouse	Building Materials	750
Keystone Automotive	Automotive Parts/Supplies	700
Offset Paperback Inc., Div Bergelsman Corp.	Book Printers	638
Kraft Foods Global	Financial/Data Center	630
CVS Caremark	Pharmaceuticals	540
Fabri-Kal Corp.	Plastic Packaging Products	480
Medico Industries	Metal/Heavy Equipment Manufacturing	475
InterMetro Industries Corp. (HQ)	Storage/Transport/Productivity Systems	425
Mission Foods	Manufacturer - Food Products	400
Benco Dental	Dental Equipment/Supplies	390
Telx	Customer Care Outsourcing	380
Trion Industries Inc.	Store Fixtures	375
Frontier Communications Solutions	Telecommunication Services	362
The Hershey Company	Chocolate and Cocoa Products	355
Cornell Iron Works	Manufacturer - Steel Doors	310
Travelocity.com	Travel Agencies/Tours/Services	220

Educational Attainment

	Luzerne County	Wilkes-Barre/Scranton/Hazleton MSA
Preschool - 8th grade	9,311	15,880
9th - 12th grade - no diploma	17,070	30,598
High school graduate	91,117	153,375
Some college, no degree	42,787	68,941
Associate Degree	17,070	31,759
Bachelor's Degree	27,269	53,449
Graduate or Prof. Degree	17,070	32,921

Source: U.S. Bureau of the Census

College Enrollments 2010-2011

College/University	Full Time	Part Time	Grad. Prgm.	Total
Misericordia University	1,699	710	403	2,812
King's College	1,999	357	369	2,725
Luzerne County Community College	4,662	5,701	N/A	10,363
Penn State University (Wilkes-Barre Campus)	507	112	65	684
Wilkes University	1,968	216	3,463	5,647
Total Enrollments	10,835	7,096	4,300	22,231

Source: www.pdehighered.state.pa.us

IN 2010, OUR ECONOMIC DEVELOPMENT TEAM ASSISTED IN THE RELOCATION & EXPANSION OF MANUFACTURING, DISTRIBUTION, TECHNOLOGY AND FINANCIAL SERVICES COMPANIES, THAT CREATED 970 NEW JOBS, RETAINED 1,400, AND INVESTED \$38 MILLION

Business Parks

Six fully-developed, well-located industrial and office parks, as well as many individual, zoned industrial/commercial, partially-improved or fully-developed sites, are available.

- **CRESTWOOD INDUSTRIAL PARK**, a 1,050 acre park south of Wilkes-Barre, provides KOZ land and excellent interstate access for heavy industrial and mixed-use companies.

- **HANOVER INDUSTRIAL ESTATES**, a mixed-use 962-acre park situated less than a mile from I-81, features the access needed by manufacturers, distributors and office users.

- **HANOVER CROSSINGS**, a mixed-use 400-acre technology business park. Construction recently completed on the second phase of this park's expansion.

- **CORPORATE CENTER AT EAST MOUNTAIN**, a 200-acre Ultra-Service Business Park, features the advanced dual power service needed by R&D and telecommunication/office users.

- **HIGHLAND PARK**, located adjacent to I-81, offers the highest visibility to mixed use, commercial and retail properties.

- **DOWNTOWN WILKES-BARRE**, the region's largest office employment center, offers the advantages of a business park with all of the conveniences and cultural amenities of a great downtown.

Access to Major Markets

Regional Center	Miles	Regional Center	Miles
Allentown, PA	62	Montreal, Canada	414
Baltimore, MD	188	Newark, NJ	116
Boston, MA	304	New York, NY	128
Charlotte, NC	579	Philadelphia, PA	113
Chicago, IL	684	Pittsburgh, PA	286
Cincinnati, OH	558	Richmond, VA	324
Cleveland, OH	364	Syracuse, NY	152
Detroit, MI	510	Toronto, Canada	383
Harrisburg, PA	104	Washington, DC	234
Hartford, CT	201	Wilmington, DE	130

Source: www.pennsnortheast.com & www.mapquest.com



FROM AHL HOCKEY TO AAA BASEBALL AND THE THRILL OF NASCAR - IT CAN ALL BE FOUND IN NEPA



Transportation

Highways:
I-81, I-476 (Pennsylvania's Northeast Turnpike), I-80, I-84 and I-380

Railroads:
Canadian Pacific, Norfolk Southern plus shortline services provided by Reading and Northern and by Luzerne County Rail Authority

Motor Freight Carriers:
More than 40 motor freight carriers serve the Greater Wilkes-Barre area

Air:
Commercial Airport
The Wilkes-Barre/Scranton International Airport services the Greater Wilkes-Barre area

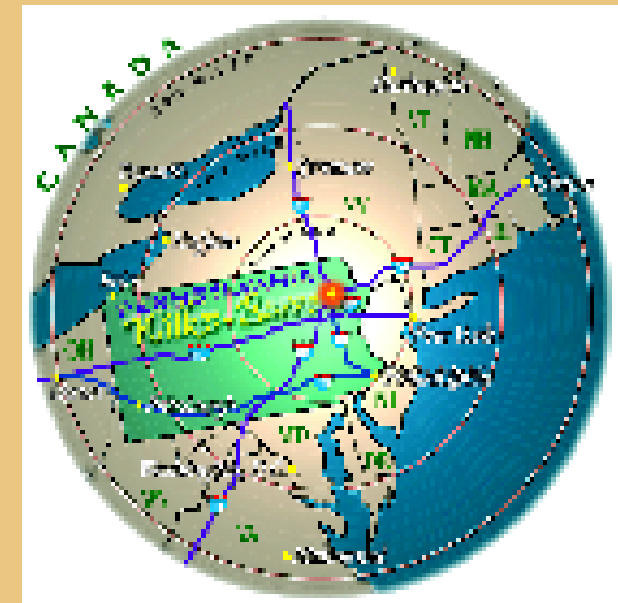
Airlines:
US Airways Express
Delta Connection
Continental Connection
United Express
American Airline - American Eagle

BUS SERVICE:
Greyhound and Trailways
Direct or connecting service throughout the U.S.

Martz Trailways
Direct commuter service to Philadelphia, New York City and Atlantic City

The Luzerne County Transportation Authority, with a central hub in Wilkes-Barre, serves a 25-mile radius of the city.

Map



The Wilkes-Barre/Scranton/Hazleton MSA is located in Luzerne County, the east-central region of Pennsylvania. When combined with the nearby Berwick region, it makes up the largest population density in Pennsylvania outside of Philadelphia and Pittsburgh.

With direct access to Interstates 81 and 476 (the Northeast Extension of the Pennsylvania Turnpike) which interconnect with nearby I-80, I-84 and I-380, you can be in downtown Philadelphia and New York City in 2 1/2 hours or less!