

# Imagine

THE POSSIBILITIES...



ALTOONA  BLAIR COUNTY  
DEVELOPMENT CORPORATION



**“The Altoona Blair County Development Corporation is a private, non-profit development corporation working as a catalyst for business expansion in Blair County and through regional partnerships along the I-99 Innovation Corridor.”**

► **Martin J. Marasco**  
President and CEO  
ABCD Corp.



► Our average daily commute is only 12 minutes, with the nation's largest metro centers just hours away! We are close enough to...but far enough from!



**A TRUE  
HIGH-VALUE  
LOCATION**

Discover the advantages of doing business in Blair County, Pennsylvania. With major university access and low operational costs, Blair County offers a high-value location.

Home to both Pennsylvania State University Park and Penn State Altoona College. Leading national research institutes with over 5,000 faculty and 80,000 students. Blair County and the I-99 Innovation Corridor is a "smart location".

With affordable housing, cultural venues, easy commutes and four-season recreational opportunities, Blair County delivers both a "quality" and a "quantity" of life second to none.

- ▶ **A world leader in materials research, Penn State University helps all industry sectors make products lighter, stronger, longer lasting, environmentally friendly, and safer for the consumer.**



University Park



Penn State Altoona College



"The I-99 Corridor is an excellent location for our business. We are centrally located to the organizations which impact our business...customers, government and universities. Most importantly, we have highly committed and efficient employees so that we can compete globally!"

► **Keith Crownover**

General Manager  
Siemens Health Services

*As the healthcare industry's leading Application Service Provider (ASP), Siemens Health Services provides leading-edge software and service solutions that help healthcare providers improve patient care while reducing costs. It's a division of Siemens Medical Solutions of Siemens AG (NYSE: SI), one of the largest suppliers to the healthcare industry in the world.*

**[smed.com](http://smed.com)**

► **A DIVERSE INDUSTRY BASE:**

- Advanced Fabrication
- Life Science & Health Sciences
- Distribution & Warehousing
- Food Processing
- Higher Education & Training
- Paper Products & Publications
- Software Development

**PRODUCT,  
PROCESS  
AND PEOPLE  
INNOVATION**

The I-99 Innovation Corridor is a global center for advanced materials research and development. Penn State's Materials

Research Institute links virtually every field of science, engineering and industry.



The discovery of new and improved materials will contribute to enhanced product performance and lower cost.

Penn State's materials research areas include:

- ▶ Electronic and photonic materials
- ▶ Biomedical materials and devices
- ▶ Materials processing and manufacturing
- ▶ Nanoscale science and fabrication
- ▶ Structural materials and composites
- ▶ Materials characterization and surface science

PENNSTATE



From product development to market distribution, the I-99 Innovation Corridor and Penn State's Logistics and Supply Chain Center can provide targeted distribution strategies adding to your firm's bottom-line (i99corridor.org).

**I-99 Corridor  
Baccalaureate  
Graduates**

(4-year degrees and beyond)



▶ **Historic Hollidaysburg, Blair County's seat of government, is representative of the many unique cultural, shopping, dining and business settings found in Blair County.**



"As one of the Corridor's largest employers, the health and life sciences industry combines practical patient care, trauma response and applied research services. We are able to attract healthcare professionals from all across the country, thanks to this region's great quality of life."

► **James Barner**  
President/CEO  
Altoona Regional Health System  
**altoonaregional.org**

*The City of Altoona is Blair County's center for the life sciences and healthcare industry.*  
**altoonapa.gov**



## RESOURCES

ABCD Corporation will work with you to coordinate the strategic alliances necessary for a smooth start-up, provide full administrative support, and secure space in a class-one facility.

## TO POWER

Located in the City of Altoona, the Devorris Center for Business

## ENTREPRENEURIAL

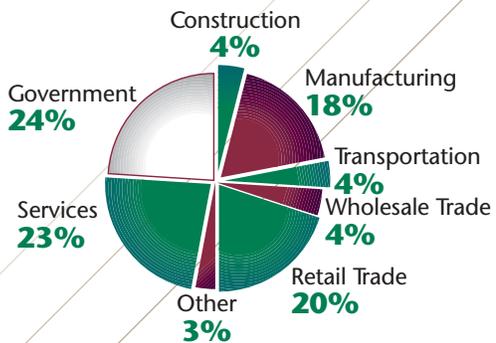
Development is designed to meet the needs of new and expanding small businesses. This 38,000-square-foot class-one facility offers a

## GROWTH

dynamic, professional environment, mentoring by community business leaders, networking opportunities and links to financing programs and investment capital.

### Diverse Corridor Economy

I-99 Corridor Core Counties



► The Devorris Center for Business Development is home to ABCD Corporation and the Blair County Chamber of Commerce, and provides class-one office space and services for new businesses in all industry sectors.



**“Our Central Pennsylvania distribution center serves our entire Mid-Atlantic and Northeast regions. Our location on the I-99 Corridor is both convenient and cost-effective.”**

► **Steve G. Sheetz**

Chairman  
Sheetz, Inc.

*Founded and Headquartered in Blair County Since 1952, Sheetz has grown to over 300 locations in six states and plans to double its workforce in the next six years. Sheetz is one of the best in its industry, ranking in the top 100 on the Forbes™ list of top privately owned corporations in America.*

**sheetz.com**



**INCENTIVES  
FOR  
LONG-TERM  
OPERATIONS**

**Tax-Free Zones**

Blair County offers tax-free Keystone Opportunity Zones (KOZ). If you locate your business in a KOZ, you won't pay state, local and county taxes through 2013. Keystone Opportunity Zones are saving businesses millions of dollars.

**Business Parks**

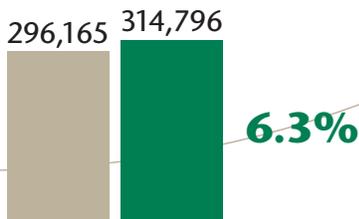
ABCD Corporation owns and manages several business parks designed to meet the full range of business needs. All parks provide easy access to Interstate 99. Flexible design layouts allow for diverse industry sector development.

**Transportation and Logistics**

ABCD Corporation will assist your firm in planning and coordinating a logistics and supply chain strategy. Rail to truck to air, Blair County's strategic location and national transportation providers will help reduce shipping costs. From product research to production and shipping, Blair County is a value-added supply chain solution.

**1980-2000  
Population  
Growth**

I-99 Corridor



**Average Area  
Lease Costs**



► The I-99 Enterprise Campus is an ideal shovel-ready location for both class-one office space and advanced manufacturers.



► To remain competitive, manufacturers must make products better. With major university research in the field of materials sciences, manufacturers can make products in our region better, faster and with lower production costs. And we can attract the “gold collar” employees who understand both the business and the process.

### **Patrick Illig**

President

Electric Motor & Supply Co.

[electricmotorandsupply.com](http://electricmotorandsupply.com)

## **Education: College Degrees**

I-99 Corridor



## **Labor Availability**

With a regional labor pool exceeding 250,000, our labor market is skilled, efficient and ready to work. Blair County employers report continued success in employee recruitment and turnover rates well below average.

## **Utility Infrastructure**

With utility rates below average and the highest level of dependability and service, Blair County offers a smart location for water, electric, gas and high-speed telecom.

## **Workforce Resources**

With class-one secondary schools, technical schools and universities, each year the I-99 Corridor's colleges and universities graduate 9,500 advanced degree students across all disciplines. Penn State's Nanofabrication Manufacturing Technology (NMT) Partnership brings students and researchers from all over the country to the area to work and train in the Nanofabrication Facility. Penn State's School of Information Sciences and Technology is leading the way with integrated IT curriculum and research ([ist.psu.edu](http://ist.psu.edu)). We are preparing the new generation “gold collar” worker.

## **Corporate Security**

Balancing global business development with corporate security concerns, Blair County also offers a strategic location to implement your firm's business continuity plan and hot-site/cold-site co-location operation.

**YOUR  
PARTNER  
FOR  
POSSIBILITIES**

Experience, expertise and commitment to area businesses have made ABCD an exceptional partner for economic growth.

Our services are tailored to today's business needs, and include:

- ▶ **Financial Advisory and Program Implementation**
- ▶ **Business Expansion and Entrepreneurial Assistance**
- ▶ **Technology Enhancement and Integration**
- ▶ **Workforce Services and Development**
- ▶ **Government Relations and Policy Development**
- ▶ **Global Business Development**
- ▶ **Logistics Manufacturing and Transportation**
- ▶ **Environmental Resource and Use Management**

Imagine the possibilities. Visit [www.abcdcorp.org](http://www.abcdcorp.org) or contact ABCD Corporation for more information and to schedule a site visit.

**“Our growing IT risk management and IT resources consulting firm is able to reach out from our Blair County headquarters and effectively service the needs of our national client base.”**

- ▶ **Tom Kristofco**  
President  
The Blair Technology Group

*Founded in Blair County in 1992, the Blair Technology Group services a national client base, providing technology risk management consulting and IT resources.*

**[blairtech.com](http://blairtech.com)**



"I see smaller communities doing exceptionally well in the next decade. . . Permits are easy to do and occupancy costs and taxes are lower. In the Northeast, I am enthusiastic about Altoona, PA, and the I-99 Corridor."

▶ **Dennis Donovan**  
Site Selector  
The Wadley Donovan Group

Inc. Magazine ranked Altoona, PA, 14th nationally for best small metro area to do business.

▶ **Inc. Magazine**

pennsylvania

DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT



[www.newpa.com](http://www.newpa.com)

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

Altoona Blair County Development Corporation

The Devorris Center for Business Development

3900 Industrial Park Drive

Altoona, PA 16602

814-944-6113

Fax 814-946-0157

e-mail: [abcd@abcdcorp.org](mailto:abcd@abcdcorp.org)



ALTOONA ▲ BLAIR COUNTY  
DEVELOPMENT CORPORATION