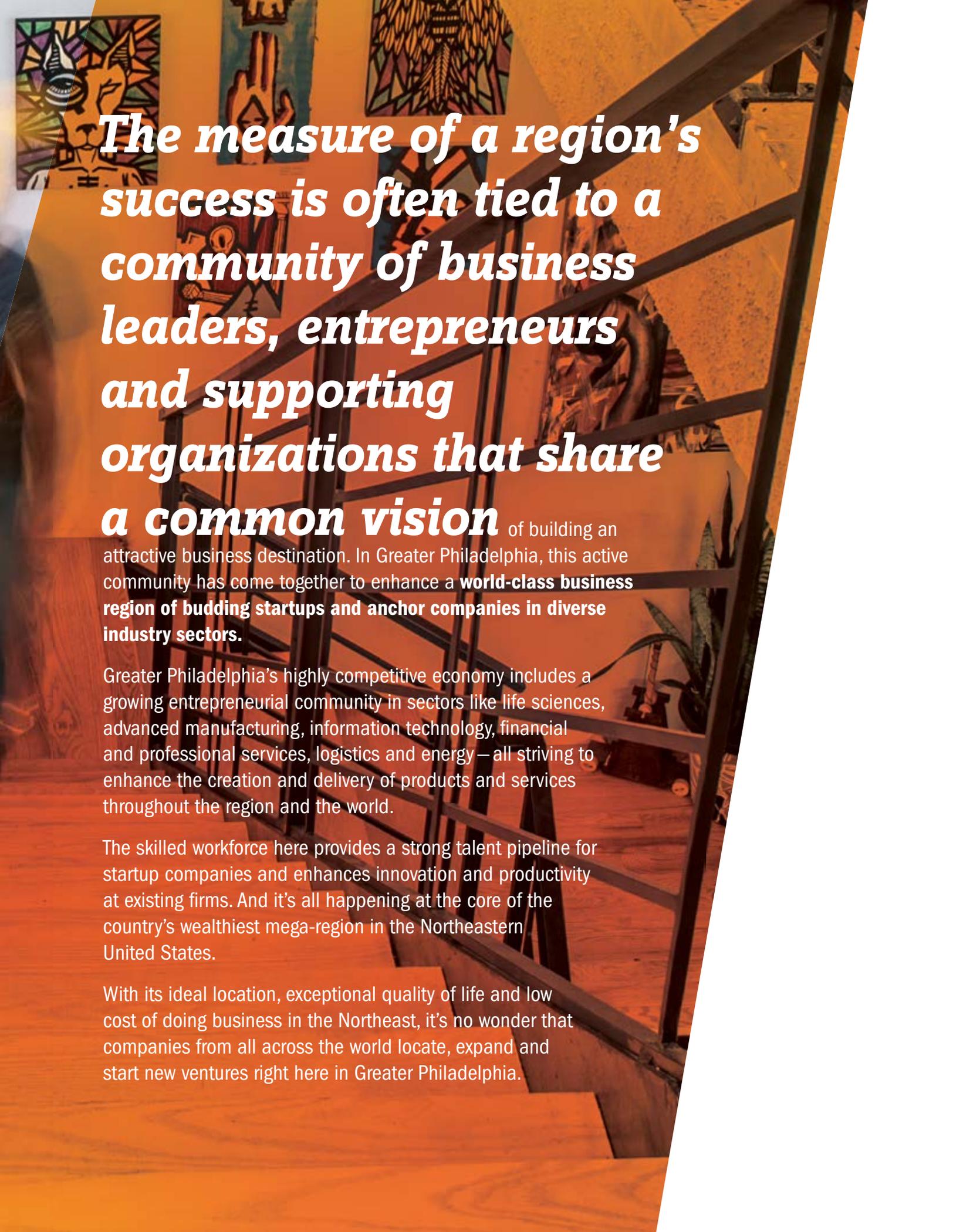




Greater Philadelphia

Regional Report 2013





The measure of a region's success is often tied to a community of business leaders, entrepreneurs and supporting organizations that share a common vision

of building an attractive business destination. In Greater Philadelphia, this active community has come together to enhance a **world-class business region of budding startups and anchor companies in diverse industry sectors.**

Greater Philadelphia's highly competitive economy includes a growing entrepreneurial community in sectors like life sciences, advanced manufacturing, information technology, financial and professional services, logistics and energy – all striving to enhance the creation and delivery of products and services throughout the region and the world.

The skilled workforce here provides a strong talent pipeline for startup companies and enhances innovation and productivity at existing firms. And it's all happening at the core of the country's wealthiest mega-region in the Northeastern United States.

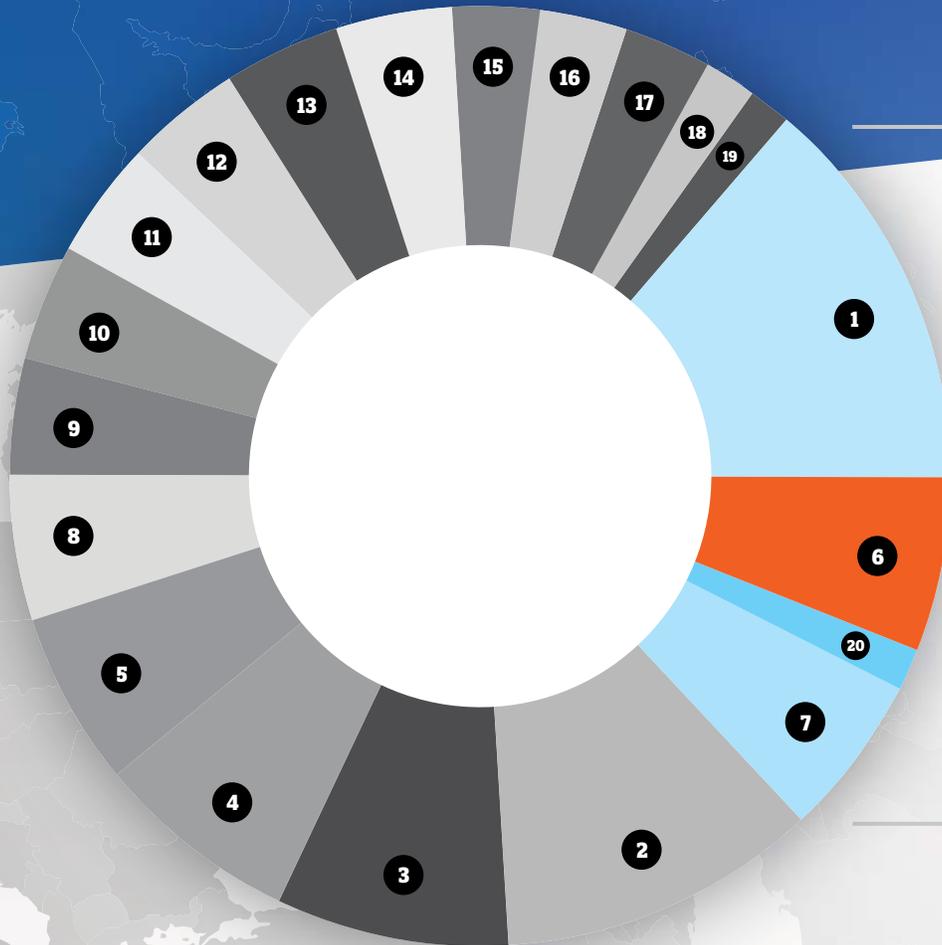
With its ideal location, exceptional quality of life and low cost of doing business in the Northeast, it's no wonder that companies from all across the world locate, expand and start new ventures right here in Greater Philadelphia.

A Large Metropolitan Region on the Rise

Greater Philadelphia is the country's 5th largest U.S. metro area by personal income. The region has a total land area of 4,507 square miles covering 11 counties in three states and boasts a prime location between New York City and Washington, D.C.



6.28 Million Population in Greater Philadelphia



Regions within 100-miles of Greater Philadelphia

The top 20 U.S. metropolitan areas by population

- 1** New York-Newark-Jersey City, NY-NJ **2** Los Angeles-Long Beach-Anaheim, CA **3** Chicago-Naperville-Elgin, IL-IN-WI
4 Dallas-Fort Worth-Arlington, TX **5** Houston-The Woodlands-Sugar Land, TX **6** Greater Philadelphia Region
7 Washington-Arlington-Alexandria, DC-VA-MD-WV **8** Miami-Fort Lauderdale-West Palm Beach, FL **9** Atlanta-Sandy Springs-Roswell, GA
10 Boston-Cambridge-Newton, MA-NH **11** San Francisco-Oakland-Hayward, CA **12** Riverside-San Bernardino-Ontario, CA
13 Phoenix-Mesa-Scottsdale, AZ **14** Detroit-Warren-Dearborn, MI **15** Seattle-Tacoma-Bellevue, WA **16** Minneapolis-St. Paul-Bloomington, MN-WI
17 San Diego-Carlsbad, CA **18** Tampa-St. Petersburg-Clearwater, FL **19** St. Louis, MO-IL **20** Baltimore-Columbia-Towson, MD

\$390.3 Billion Regional Gross Product

Greater Philadelphia's Vibrant Entrepreneurial Community

Greater Philadelphia is a place where entrepreneurs thrive.

This innovative and forward-thinking community supports and develops a blossoming entrepreneurial ecosystem with some of America's most innovative startup companies, universities, incubators and accelerator programs.

With hundreds of entities actively engaged in research and development, growing science and IT businesses in the region have access to top-notch university talent and equipment. Technology transfer programs, incubators and science technology centers in Greater Philadelphia support the development and commercialization of new products and treatments, providing state-of-the-art lab and manufacturing facilities, access to capital and other support for entrepreneurs.



Co-Working Spaces and Incubators Breed Innovative New Startups

*The entrepreneurial co-working revolution in Greater Philadelphia is fostering vibrant collaboration and is helping to shape a dynamic culture of openness, community, accessibility and sustainability. **The end result is innovation.***

- › The Energy Efficient Buildings Hub and Ben Franklin Technology Partners of Southeastern Pennsylvania created the **EEB Hub Commercialization Center (HCC)**. Located in The Navy Yard, the HCC will house and support startup, growth and established companies focused on improving energy efficiency in new and retrofitted buildings. Operated by Ben Franklin Technology Partners, the HCC will support the growing Advanced Energy Retrofit sector.
- › Celebrating its 50th anniversary this year, the **University City Science Center** is the first and largest urban research park in the United States. The organization provides business incubation, support services and programming for entrepreneurs and startup companies. Since the launch of *Quorum* in 2011, its clubhouse for entrepreneurs, more than 12,000 entrepreneurs, scientists, programmers, resource organizations and business leaders in the region have attended more than 250 events held in the space.
- › **Indy Hall** is a co-working community of designers, developers, writers, artists, entrepreneurs, scientists, educators, small business owners, telecommuters, marketers, videographers, game developers and more located in the heart of Old City, Philadelphia. *Fylclops*, a game developer out of IndyHall, created the popular Domino iPhone and Android application, which surpassed one million mobile downloads this year.
- › Rowan University's **South Jersey Technology Park** provides facilities for startup and established companies that bring innovative technologies to the marketplace and serves as a home for technology-focused researchers, inventors, entrepreneurs, professors and students.
- › **The ACIN Camden Technology Center for Entrepreneurship in Technology** is America's first business accelerator dedicated to serving the Department of Defense. The ACIN Center is tasked with fostering growth in private-sector companies that are developing new technologies and products to be used in military and commercial applications.
- › **The Delaware Technology Park (DTP)** provides development-stage life science, information technology, advanced materials and renewable energy companies with access to the resources and connections needed to drive and accelerate their economic success. DTP welcomed its first company in 1992. Since its inception, DTP has housed more than 75 companies, including 25 companies that have matured and graduated from the Park.
- › A newly-formed public-private partnership, **Start It Up Delaware, Inc.** serves as a catalyst for entrepreneurship to create a vibrant startup community in the state of Delaware. The partnership includes three strategies for spurring entrepreneurship: grassroots activities to bring together entrepreneurs and their ideas; expanding a community hub for entrepreneurial activity, a shared office space currently home to more than 60 tech-based startups and professionals; and nurturing growth of startup companies through mentorship and investment of in-kind services and financial resources.
- › Other key incubators and co-working spaces in Greater Philadelphia include: American Israel Business Lab, Benjamin's Desk, Innovation Center in Eagleview, Innovation Center at Evolve IP, Novatorium, PA Biotech Center, Philly Game Lab, Seed Philly and others. For a complete list visit www.selectgreaterphiladelphia.com.





Regional Activity: Southeastern Pennsylvania

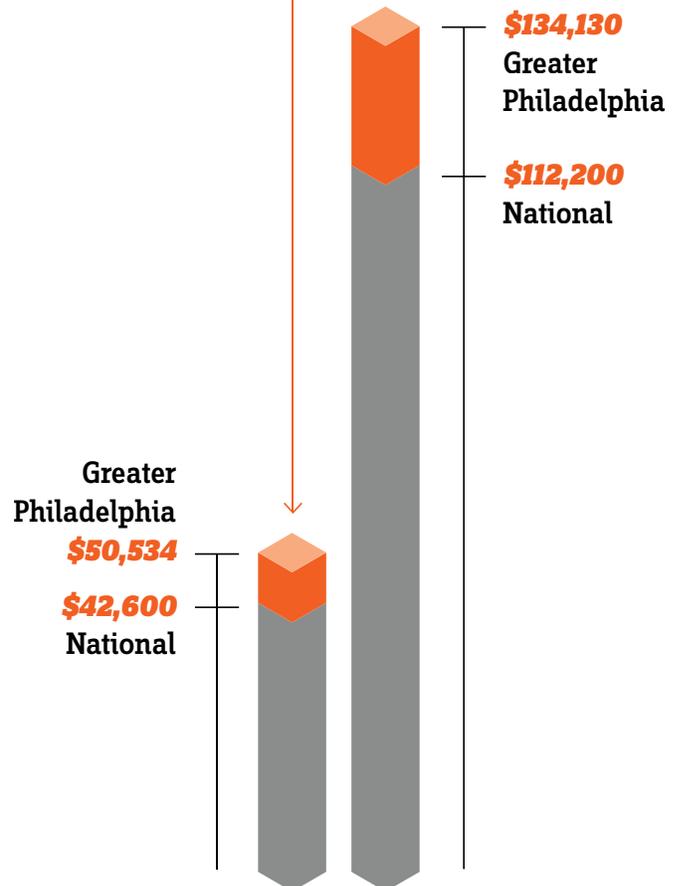
Southeastern Pennsylvania counties of Greater Philadelphia include Bucks, Chester, Delaware, Philadelphia and Montgomery. Some of the area's largest employers include **University of Pennsylvania, Boeing Company, Merck & Co. Inc.** and **The Vanguard Group**. For a full list of companies, visit www.selectgreaterphiladelphia.com.

Entrepreneurial Focus: Phlexglobal

Delivering innovative, flexible and adaptable technology and resource solutions, Phlexglobal, the leading global Trial Master File technology and service provider, announced a **300% increase** in its employee headcount at its Malvern, PA offices this past year. The company, which located to the region with the help of Select Greater Philadelphia, opened its Philadelphia office with only 18 employees, but quickly grew as customer demand grew sharply.

*Per capita
personal
income*

*Personal
income per
household*





Collaboration among universities and the startup community is flourishing throughout the region
Maggie Heydt Photography

Local Venture Capital Firms Invest Heavily in Regional Companies

Greater Philadelphia is **among the top regions for venture capital investment** — with biotechnology, medical devices and equipment, IT services and software leading the way. According to the PricewaterhouseCoopers Money Tree report, nearly 1,200 deals were struck in Greater Philadelphia over the past 10 years, totaling \$6.5 billion.

- › **Ben Franklin Technology Partners of Southeastern PA** is celebrating its 30th year of helping the region's talented entrepreneurs bring their dreams to reality. With investments of more than \$165 million to grow more than 1,750 regional enterprises, across all areas of technology, the organization has provided the Capital, Knowledge and Networks that help innovative enterprises compete in the global marketplace, generating wealth and supporting regional economic growth. Ben Franklin has launched university and industry partnerships that accelerate scientific discoveries to commercialization. The Ben Franklin Technology Partners is an initiative of the Pennsylvania Department of Community and Economic Development and is funded by the Ben Franklin Technology Development Authority.
- › Philadelphia-based **First Round Capital**, which provides seed-stage funding to technology companies, produced 37 new companies in the community with 50 new software product features built and shipped in 2012.
- › With an exclusive focus on life sciences, **Domain Associates LLC**—headquartered in Princeton, NJ—covers major investment segments including pharmaceuticals, specialty pharmaceuticals, medical devices and other areas of interest. With \$2.4 billion of capital under management, Domain Associates have been involved in the formation and growth of more than 250 life-sciences companies.
- › With more than 70 investments in such diverse therapeutic categories as oncology, pain and infectious disease, **ProQuest Investments** works with diverse sectors of the healthcare industry. Also based in Princeton, NJ, ProQuest Investments focuses on therapeutics where innovations in drug discovery technologies and molecular analysis are transforming unmet medical needs.
- › Headquartered in Audubon, PA, **NextStage Capital** focuses on finding undiscovered early stage investment opportunities with an emphasis on software and technology-enabled services. The partners have invested nearly \$200 million of seed and early stage capital and have helped build some of the most successful venture-backed companies in the region.
- › **The Delaware Innovation Fund (DIF)** is a \$10 million private economic development and venture capital entity established in 1995. The DIF provides counsel, education and selective early-stage investment capital to encourage the growth of seed, startup and early-stage high technology companies in Delaware and the surrounding Mid-Atlantic region. Involvement within the community is important to the Delaware Innovation Fund. To date, over 250 companies have received counseling and an excess of 500 jobs have been created. Over 20 companies have received capital funds for growth and expansion.
- › Other major investors covering diverse industry sectors include Element Partners, Enertech, Safeguard Scientifics and Quaker Bios. For more information visit www.selectgreaterphiladelphia.com.

Key Sector:
Life Science

The region is home to nearly 1,200 Life Science establishments from global pharmaceutical leaders to medical device and diagnostics to biotech and contract research organizations. Universities in Greater Philadelphia award 2,612 certificates and degrees in biological and biomedical sciences and an additional 661 degrees in pharmacy majors, creating a large pool of skilled graduates.

Entrepreneurial Focus:
FocalCool

A medical device startup at the South Jersey Technology Park on the Rowan University campus, FocalCool is developing technology that reduces tissue damage from heart attacks and strokes. Using a cooling guide catheter system, the company can apply rapid localized cooling to internal organs. Today with NIH support, FocalCool is demonstrating heart tissue salvage capabilities with the University of Pennsylvania.

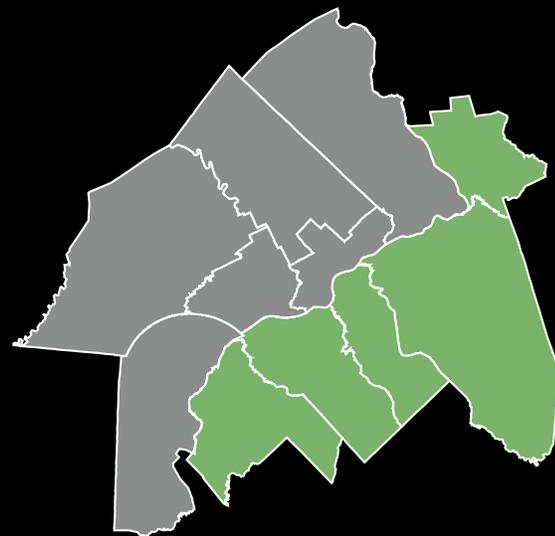
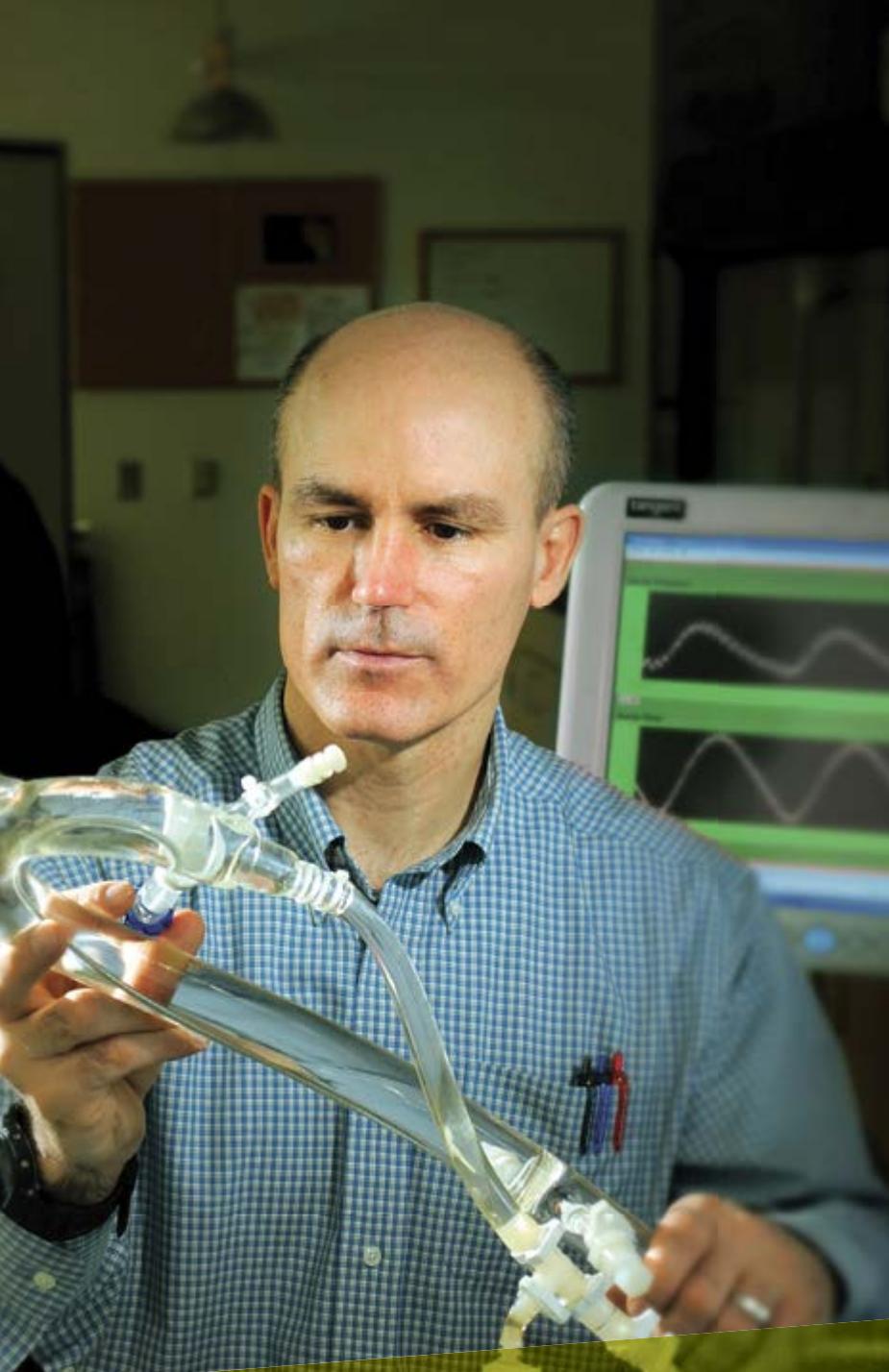
151,400 workers are employed in Science, Technology, Engineering and Math (STEM), 5.4% of the area's total employment.

10% more professionals are working in STEM occupations than the national average.

“We already had this big thing in North Carolina. We've got London. But the conclusion of that was we really need to be here (Greater Philadelphia) because this is where we have an extremely strong talent base.”

- Andrew Witty, CEO, GlaxoSmithKline





Regional Activity: ***Southern New Jersey***

The Southern New Jersey counties of Greater Philadelphia include Burlington, Camden, Gloucester, Mercer and Salem. Some of the area's largest employers include: **Virtua**, **Lockheed Martin**, **Lourdes Health System**, **Cooper Health System**, **TD Bank** and **Campbell Soup Co.** For a full list of companies, visit www.selectgreaterphiladelphia.com.

Entrepreneurial Focus: ***Coriell Life Sciences***

Born out of the experience and expertise of the Coriell Institute for Medical Research, Coriell Life Sciences is a startup company that empowers health systems and healthcare providers to seamlessly integrate genomic data into healthcare management, leveraging cutting edge sequencing technology and information management to deliver the desired information at the point of care.

Discover more innovative companies who have chosen to locate in Greater Philadelphia:

selectgreaterphiladelphia.com

South Jersey Tech Park at Rowan University,
Dr. Tom Merrill, founder of FocalCool LLC
Maggie Heydt Photography

Key Sector: **Financial and Professional Services**

Greater Philadelphia is a leader in both the Financial Activities and Professional & Business Services sector with workers in Management, Business & Financial and Professional occupations. In 2012, the Financial Activities sector represented 7.5% of the region's total employment and the employment concentration was the fourth highest among the 15 largest MSAs in 2012. Greater Philadelphia has a multifaceted Financial Activities sector that includes banking, investment, securities, insurance, leasing and real estate.

Entrepreneurial Focus: **Adminovate**

A solutions and consulting provider for the global life, health and annuity industries, Adminovate, Inc., recently expanded its office space in Center City Philadelphia as part of the company's rapid growth. The firm's leaders said "no thanks" to San Francisco and New York and chose to grow in the Philadelphia area with help from Tactix Real Estate Advisors, Select Greater Philadelphia, the City of Philadelphia, Philadelphia Industrial Development Corporation and others.

Key Sector: **Advanced Manufacturing**

Many of the world's advanced products including aerospace equipment, biomedical and optoelectronic materials, chemicals, communications and electric equipment, navigation and control instruments, medical instruments and more, are developed right here in the Greater Philadelphia region. In fact, defense contractors including Boeing, AgustaWestland, W.L. Gore and others, continue to create new innovations that have a positive impact on the region's entrepreneurial ecosystem.

Entrepreneurial Focus: **Graphene Frontiers**

Founded in 2011, Graphene Frontiers is a technological startup based on new graphene-production technology developed at the University of Pennsylvania. The company uses innovative technology to manufacture large sheets of graphene at room temperature and pressure to achieve controllable sheet products that can be custom tailored to a variety of uses.



Find more examples online by visiting:

selectgreaterphiladelphia.com

Graphene is a flat monolayer of carbon atoms tightly packed into a two-dimensional (2D) honeycomb lattice

Organized Entrepreneurial Efforts Help Companies Succeed

- › **Philly Startup Leaders (PSL)** is the largest and most active community of startup entrepreneurs in the Greater Philadelphia region. The group connects technology-focused startups with the things they need most—information, inspiration and a community of their peers. PSL is run entirely by volunteer entrepreneurs who contribute their sweat and passion on top of 70+ hour workweeks at their startups.
- › **The Founder Factory**, an annual event created by Philly Startup Leaders, is meant to help foster growth of an ecosystem of entrepreneurs, mentors, angels, VCs, students, schools and government groups within the Philadelphia area.
- › **Philly Tech Week's** week-long celebration of technology and innovation in Philadelphia is intended to grow the impact of this innovative region through programming focused on technology and collaboration. In 2012, more than 10,000 people attended 80 events during Philly Tech Week to celebrate technology and innovation in the Philadelphia region.
- › Independence Blue Cross, the University of Pennsylvania Health System and DreamIt Ventures have joined forces to start **DreamIt Health**, an intensive incubation program in Philadelphia designed to give new healthcare businesses a distinct advantage.
- › **First State Innovation (FSI)** focuses on increasing Delaware's entrepreneurial capacity. FSI has accomplished this by helping technology-based and early stage businesses find traditional seed capital, alternative funding, skilled human capital, commercialization assistance, intellectual capital and other entrepreneurial resources.
- › **The New Jersey Technology Council (NJTC)** provides business support, networking opportunities, information, advocacy and recognition of technology companies and their leaders. The NJTC fosters and grows a vibrant entrepreneurial spirit and nurtures a community where great ideas take flight.
- › **Alliance for Women Entrepreneurs** is the Greater Philadelphia region's only organization specifically for women who are leaders of and investors in high-growth businesses.

Key Sector:

IT & Communications:

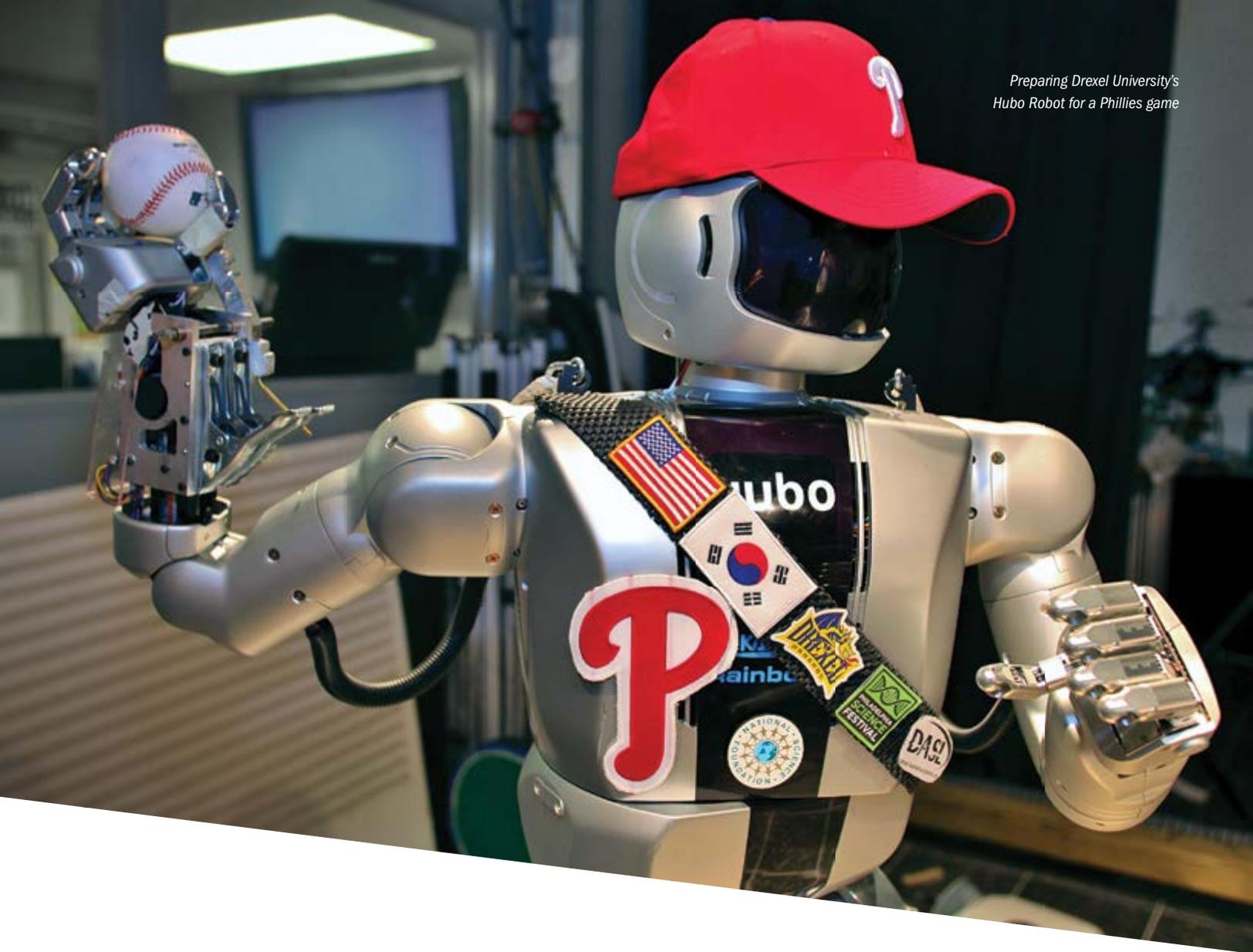
With about 6,500 IT-producing businesses in Greater Philadelphia, the region has access to cutting-edge IT capabilities fueled by a high concentration of workers in IT occupations at diverse companies including large IT and communications companies like Comcast and SAP. The Greater Philadelphia region features IT producers that provide specialized hardware and software to customers around the world. Greater Philadelphia is also ideal for young Information & Communications Technology (ICT) companies to attract venture capital.

Entrepreneurial Focus: Artisan

Changing the world of mobile, Artisan is the first Mobile Experience Management platform that makes it easy to create and manage mobile experiences that drive retention, engagement and revenue. Located in Old City Philadelphia, Artisan's growing enterprise makes mobile apps powerful, dynamic marketing channels for businesses of all types.



The Greater Philadelphia region boasts a growing concentration of IT entrepreneurs
Photography by Nate Johnson



Universities Provide Talent & Resources to Build Homegrown Businesses

More than 20 universities in the region sponsor technology and science incubators, allowing new science and IT businesses access to university talent and equipment. Technology transfer programs, incubators and science technology centers support the development and commercialization of new products and treatments, providing state-of-the-art lab and manufacturing facilities, access to capital and other support for entrepreneurs.

More professional degrees (law degrees, medical degrees and MBAs)
per resident than anywhere in the nation.
Second highest rate for bachelor's degrees.

43,392

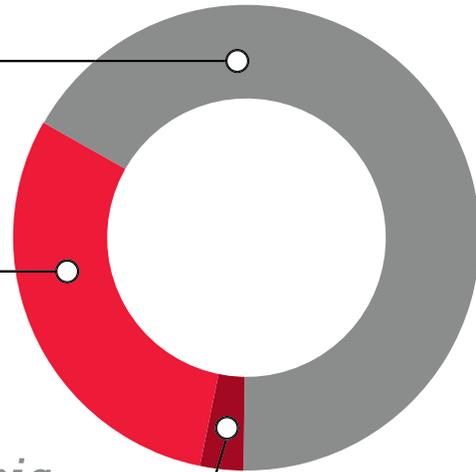
Bachelor's degrees

24,408

Master's degrees

were awarded in Greater Philadelphia

Greater Philadelphia's Colleges and Universities deliver **nearly 5% more Master's Degrees** per total degrees awarded than the national average.



Source: Projections of Education Statistics to 2021 Fortieth Edition. National Center for Education Statistics. NCES 2013-008

Drexel University's Innovation Neighborhood

In a mixed-use setting that brings robust education and research institutions together with the commercial sector, Drexel University is creating an attractive and exciting front door to Drexel's University City campus at Philadelphia's 30th Street Station – one of the United States' most important train stations, connecting New York, Washington, D.C. and the entire East Coast.

The Blackstone Charitable Foundation

The Blackstone Charitable Foundation established a partnership among Temple University, Philadelphia University and the University City Science Center to promote entrepreneurship as a viable career option and to provide students and alumni with the skills, knowledge and guidance to transform ideas into viable companies. The Pennsylvania Blackstone LaunchPad programs are expected to generate some 100 ventures and hundreds of jobs during the next five years.

University of Delaware

The Horn Program's Startup eXperience is the University of Delaware's premier educational opportunity, enabling student teams to conceive, validate and launch high growth potential businesses. Students will acquire valuable knowledge and skills pertinent to launching a startup, working for an emerging technology company, or fostering innovation for a large enterprise.

University of Pennsylvania's Upstart Program

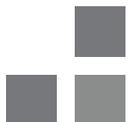
The University of Pennsylvania's Center for Technology Transfer (CTT) introduced UPSTART, a program aimed at developing Penn intellectual property by helping faculty form new companies based on their inventions and technological innovations. The program, a comprehensive suite of services geared to connect entrepreneurs, investors and funding organizations with Penn researchers, combines the business-creation strengths of CTT and its New Ventures Team with the entrepreneurial interests of faculty founders and regional investors.

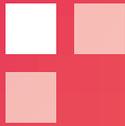
Rowan University

Rowan University's Center for Innovation and Entrepreneurship (CIE) is a multi-disciplinary, university-wide center dedicated to promoting innovative thinking and an entrepreneurial view of opportunity recognition and realization. The CIE coordinates regional support programs and the Entrepreneurs Forum of Southern New Jersey. It is designed to positively impact students, the university, the regional economy, and the state of New Jersey.

Find more university programs online by visiting:

selectgreaterphiladelphia.com





Key Sector: Higher Education

Home to 101 degree-granting institutions, Greater Philadelphia ranks as one of the nation's leading centers for higher education with a total of 91,844 degrees and certificates awarded. This provides a steady pipeline of highly-educated people who enter the workforce or launch startup companies in the Greater Philadelphia region.

More than \$10 billion in operations spending generated by colleges and universities in Greater Philadelphia. In addition, these institutions employ over 90,000 people.

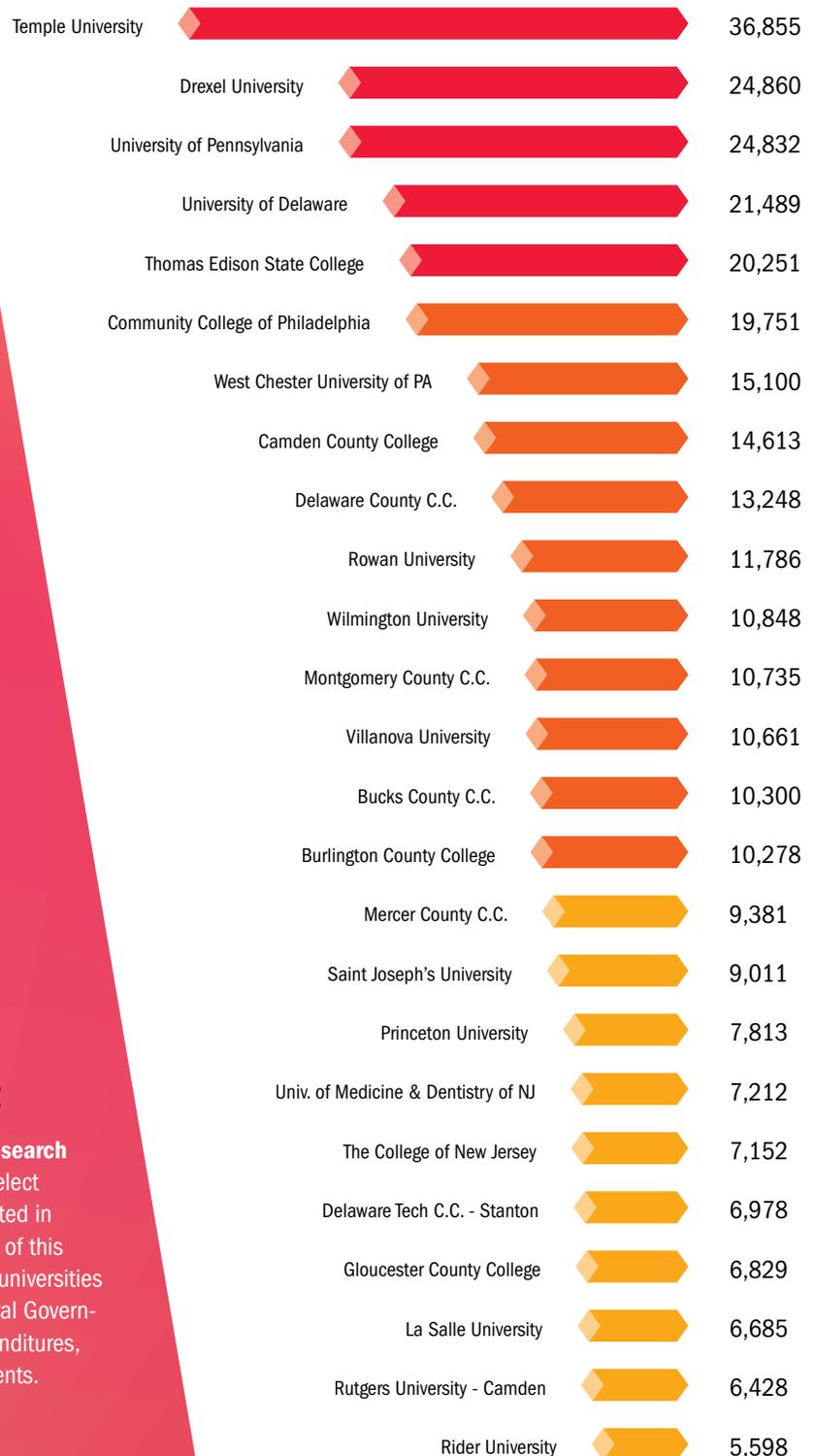
Entrepreneurial Focus: Drexel University

Drexel's ExCITe Center—*Expressive and Creative Interaction Technologies Center*—serves as a creative space for research in engineering, technology, information science and the arts. Here, music technology, humanoid robots, app development, video games and digital knitting machines converge with many other technologies in one creative space. The Center occupies more than 11,000 square-feet of converted industrial office space at the University City Science Center's 3401 Market Street building.

Private Industry and Academic Spending Drives R&D in Greater Philadelphia

The Greater Philadelphia region is among the nation's **top 5 research and development (R&D) centers** by spending according to Select Greater Philadelphia's Research & Development Study conducted in 2011. Greater Philadelphia's private sectors made up the bulk of this spending with a total of \$8.9 billion, followed by colleges and universities which accounted for more than \$1.3 billion in spending. Federal Government facilities accounted for virtually all of the remaining expenditures, with only a small amount of R&D performed by state governments.

Top 25 Colleges and Universities in Greater Philadelphia By Enrollment





Students at Temple University
Maggie Heydt Photography



Entrepreneurial Activity Among Diverse Industry Sectors

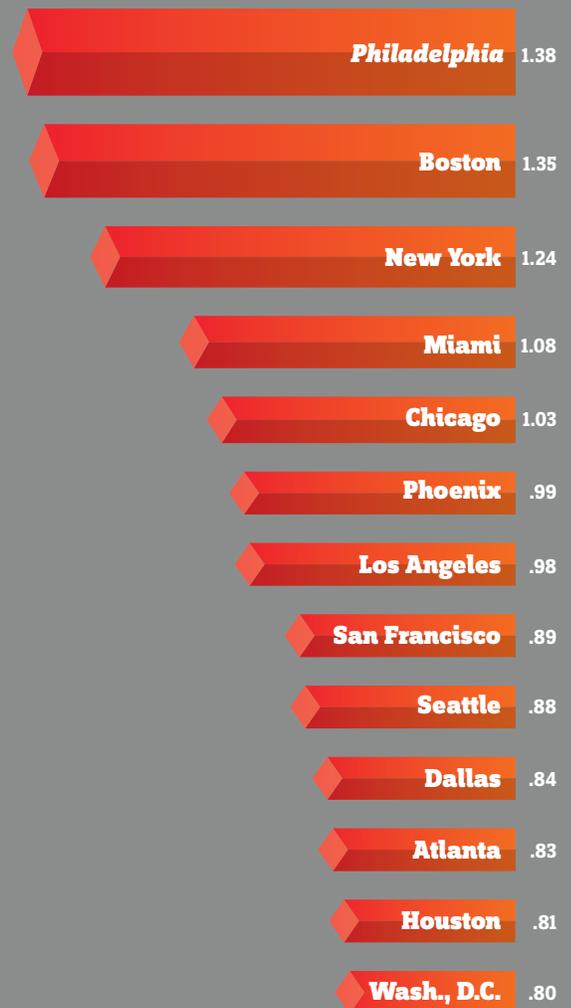
Many major companies in Greater Philadelphia's diverse knowledge-based sectors like Life Sciences, Financial and Professional Services, IT and Communications, Higher Education, Energy and Logistics and High Technology began as startups – some were homegrown and others relocated or expanded to the region from other parts of the world.

3.16 million workers give Greater Philadelphia the 5th largest labor force among the nation's largest metro areas.

Top Fortune 1,000 Companies Headquartered in the region with 1,000+ employees.

COMPANY / INDUSTRY	PRIMARY COUNTY	EMPLOYMENT IN REGION
Comcast Corporation	Philadelphia	10,200
Aramark Corp.	Philadelphia	10,026
El Du Pont de Nemours & Co	New Castle	9,500
Universal Health Services Inc.	Multiple	2,982
SunGard Data Systems Inc.	Chester	2,000
Campbell Soup Company	Camden	1,478
Charming Shoppes, Inc.	Bucks	1,300
Lincoln Financial	Philadelphia	1,250
Unisys Corporation	Montgomery	1,200
Covance	Mercer	1,100
Urban Outfitters, Inc.	Philadelphia	1,100
Burlington Coat Factory	Burlington	1,000

Employment Concentration Ratios: Education & Health Services

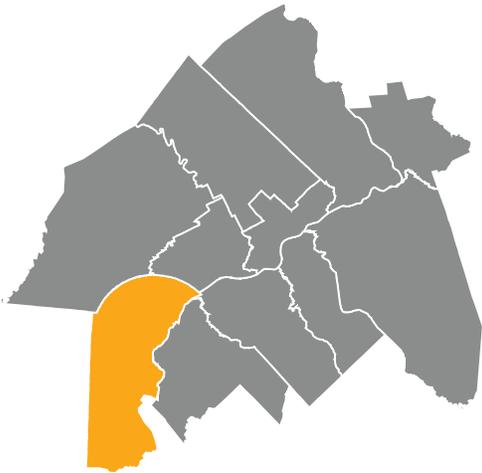


Regional Activity: **Northern Delaware**

In Northern Delaware's New Castle county, some of the largest employers include DuPont, Bank of America, W.L. Gore & Associates, Christiana Care and University of Delaware. For a full list of companies, visit www.selectgreaterphiladelphia.com.

Entrepreneurial Focus: **QPS**

Headquartered in Newark, Delaware, QPS is a contract research organization supporting discovery, pre-clinical and clinical drug development. The company has posted impressive growth every year—growing from a small molecule bioanalysis shop of three people to over 800 employees today.



Entrepreneurial Focus: **SevOne**

With a recent infusion of \$150 million from Bain Capital, Wilmington-based software firm SevOne is helping Comcast, Credit Suisse, Lockheed Martin and other industry giants manage world-circling computer systems. Each year for four years, SevOne has doubled its annual revenue, currently \$30 million, and is on track to do so again.

*The Delaware-based startup SevOne is rapidly growing in a market of IT giants
Photography by Nate Johnson*

Refining the Future of Energy in Greater Philadelphia

The Greater Philadelphia region is a national leader in energy production, resources, energy efficiency technologies and innovation. From transmission and distribution to intelligent building and the expansive Marcellus Shale natural gas play, Greater Philadelphia is the strategic energy location in the Northeast. Shale gas development in the Commonwealth of Pennsylvania represents a significant opportunity for the Greater Philadelphia region to expand energy production, reduce consumer costs, promote sustainable economic growth and create jobs.

- The technology-based economic development program Ben Franklin Technology Partners has launched a \$10 million venture capital fund geared to incubator-stage and commercialization phase energy technologies and services.
- The region is located in the center of the nation's largest power grid and world's largest wholesale electricity market. The 13-state grid is regulated by PJM Interconnection, headquartered in Valley Forge, PA, ensuring access to reliable power.
- The Energy Efficient Buildings Hub (EEB Hub) was established in Philadelphia by the U.S. Department of Energy (DOE) as an Energy-Regional Innovation Cluster with a unique dual mission of improving energy efficiency in buildings, re-energizing them for the future and promoting regional economic growth and job creation from its headquarters at Philadelphia's Navy Yard, one of the nation's largest and most dynamic redevelopment opportunities. The EEB Hub's efforts are concentrated on accelerating the adoption of Advanced Energy Retrofits of average size commercial buildings.
- The repurposing of the refineries along the Delaware River has created new opportunities in the region. Sunoco is remaking the idled Marcus Hook refinery into a new facility to process liquid products from the Marcellus reserves; its subsidiary, Sunoco Logistics Partners LP, is spending \$600 million on pipeline projects to move the material to big markets that include southeast Pennsylvania. Mariner East, a new pipeline, will transport propane and ethane from western Pennsylvania to Marcus Hook for processing and shipping to domestic and international markets.

Entrepreneurial Focus: Philadelphia Energy Solutions (PES)



PES, the longest continuously operating refinery in the U.S., was formed in partnership with The Carlyle Group and Sunoco Inc. to save 850 jobs, secure the region's fuel supply by continuing the daily flow of 10 million gallons of various fuels and create 100-200 new, permanent jobs, as well as thousands of construction jobs.

The Commonwealth of Pennsylvania will provide grants to help build a high-speed train unloading facility at the refinery, support a major capital project and upgrade the fluid catalytic cracker (FCCU) at the refinery. PES plans on transforming the refineries to bring new innovations to energy in the region including the development of petrochemicals.



A Business-Friendly Location with Global and Regional Accessibility

Multimodal Transportation and Logistics: Greater Philadelphia offers a clear competitive advantage to companies that depend on the efficient movement of raw materials and finished goods given the region's favorable location, excellent labor pool and first-rate multimodal transportation network. In fact, the combination of regional airports, well-connected interstate highways, advanced rail networks and high-volume ports on the Delaware River, makes Greater Philadelphia an ideal location for businesses to get products anywhere across the region and the around the world.

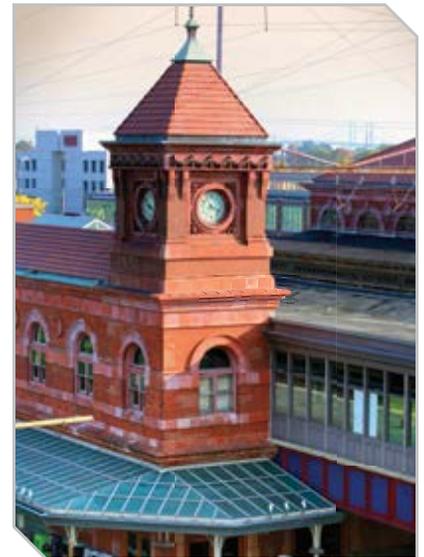
Infrastructure

Greater Philadelphia is served by three Class 1 freight railroads—CSX, Canadian Pacific and Norfolk Southern connecting directly to the region's port complex. The region is also home to hundreds of distribution centers, many of which are located along the I-95 corridor, the Pennsylvania Turnpike and the New Jersey Turnpike.

Commuter Rail Access

Greater Philadelphia has one the most extensive public transit and commuter rail systems in the United States including SEPTA (serving southeastern Pennsylvania), NJ Transit, PATCO (southern New Jersey), DART (Delaware) and Amtrak. The tri-state area's vast network of bus, subway, train and trolley services covers virtually every corner of the region.

Nearly 40% of the U.S. population resides within a day's drive, and 60% of the population of U.S. and Canada is reachable by a 2-hour flight.



Amtrak's Wilmington, Delaware Train Station

“If my cargo docks at 3 a.m., it gets unloaded at 3 a.m. I can get it off the ship, on a truck and on the highway past New York before it would even be unloaded in New York.”

- Shipping Professional, Port of Philadelphia



Air Travel

Philadelphia International Airport, owned and operated by the City of Philadelphia, is a major economic engine, generating more than \$14.4 billion a year for the region's economy and supporting more than 141,000 jobs in the region. Yet, beyond its economic impact is its ability to operate as **a major gateway to the world connecting business and entrepreneurial activities and extending the region's global reach.**

This year, **US Airways and American Airlines** reached a merger agreement to combine to create a premiere global carrier. The new entity, to operate under the name American Airlines, places American Airlines as **the largest airline carrier in the world, broadens the Greater Philadelphia region's reach to key hubs and will offer increased service to existing markets and service to new cities.** Recent additions to Philadelphia International Airport include Alaska Airlines, jetBlue Airways, Qatar Airways, Sprint Airlines and Virgin America.

Ports

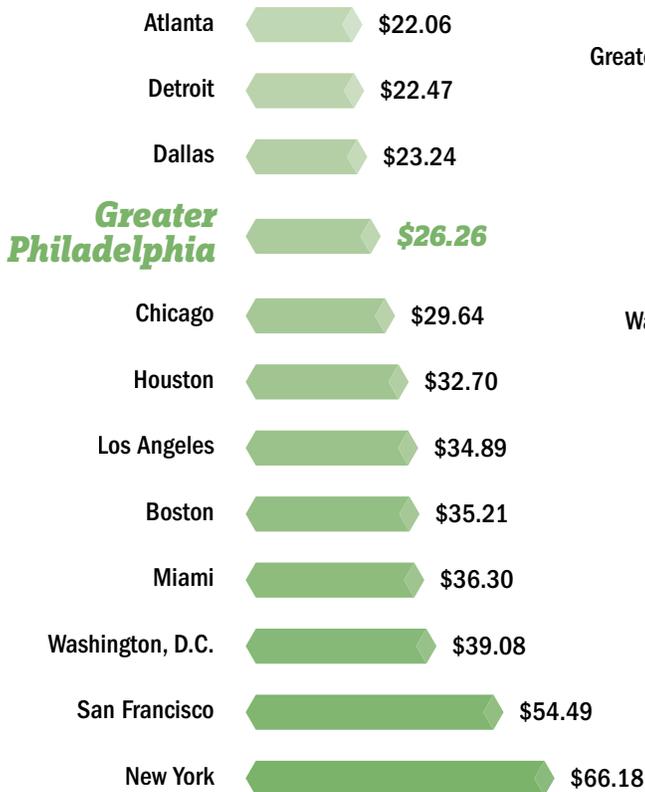
The Delaware River Port Complex is an active conduit for international trade and comprises three major ports with full-service docking facilities. The region's ports are among the few in the U.S. with available land for expansion, with large parcels also available for construction of warehouses and distribution centers.

- › The Port of Camden, **the nation's top port for wood products**, receives hundreds of ships moving international and domestic cargo annually.
- › The Port of Wilmington is **the top North American port for fresh fruit** and fruit concentrates as well as the largest dock-side cold storage facility.
- › Greater Philadelphia is home to **the number one cold supply chain port complex on the East Coast**, with more than 2 million square feet of cold-storage space.
- › Land is available for the expansion of the region's port facilities; one of the few major U.S. ports with expansion capacity.
- › Construction of the new 120-acre Southport Marine terminal is underway, adding two berths for post-Panamax ships and six high-capacity cranes.
- › The main channel of the Delaware River, currently maintained at a depth of 40 feet will be deepened to 45 feet in several years up river to just above the Ben Franklin Bridge.



Rental Rates for Class A Office Space in 2012 Q4

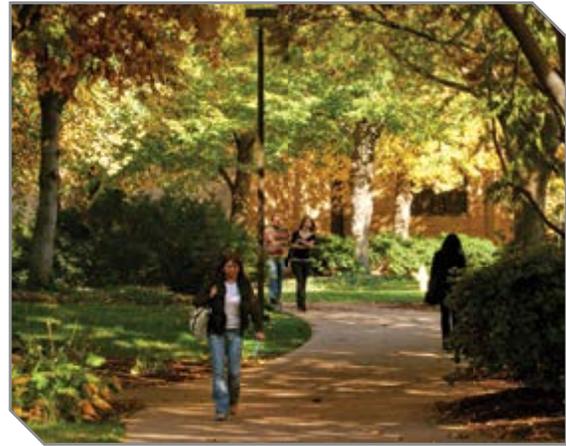
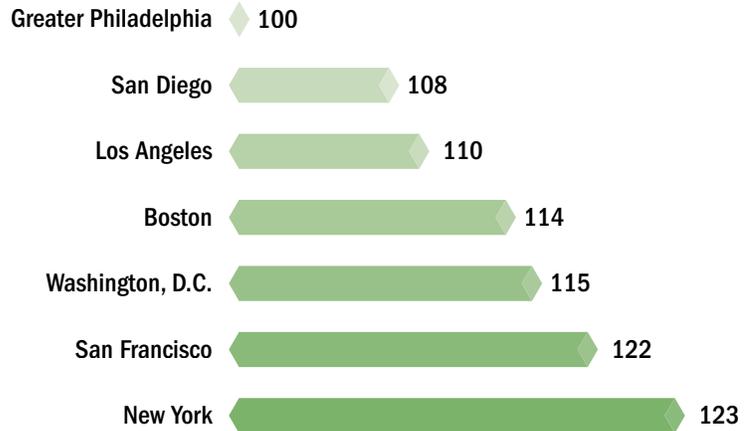
Source: Jones Land LaSalle Local Office Statistics.



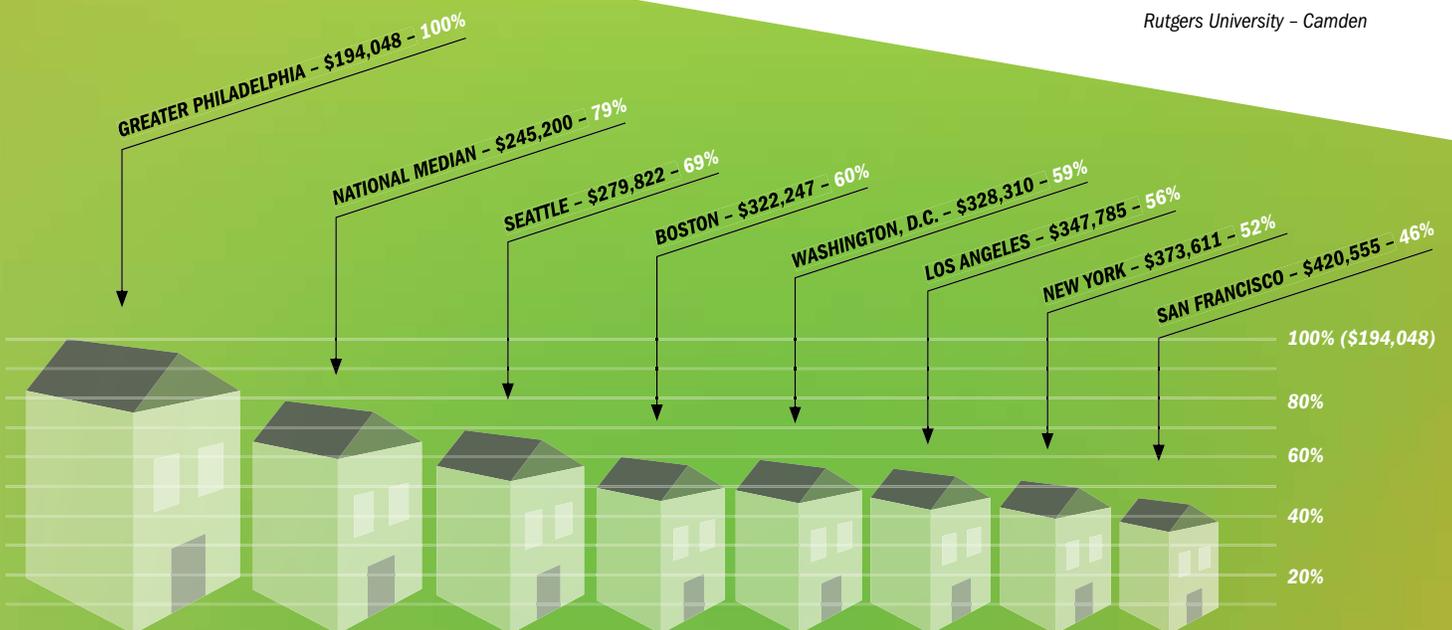
Top Metro Areas Cost of Living Difference Compared to that of Greater Philadelphia

ACCRA Cost of Living Index

Source: Council for Community and Economic Research, September 2012.
Cost of Living Data - Comparative Data for 306 Urban Areas.



Rutgers University - Camden



2012 Q2 Housing Price Index Median Sales Price and Purchasing Power Compared to the Cost of a Home in Greater Philadelphia

Source: National Association of Home Builders and Wells Fargo Bank 2012.

The Premier Region of Choice for Growing Businesses

A location that makes sense: In addition to its prime location in the center of the country's wealthiest population in the Northeast, Greater Philadelphia is also conveniently positioned just a short train ride away from the financial markets in New York and the political and regulatory center in Washington, D.C.

A Top Location for New and Expanded Facilities

The Greater Philadelphia region was named among the top ten large metro areas (greater than 1 million people) for tier one new and expanded facilities in 2012 by *Site Selection Magazine*. As a result of business growth in the region, more than 3 million workers made Greater Philadelphia the 5th largest metro area in 2012 in terms of employment.

Lower Cost of Living

When comparing many of the country's largest urban locations, Greater Philadelphia offers the best bargain in the Northeast with a lower cost of living and median home sales price than Boston, New York and Washington, D.C. and is an attractive alternative to locations on the West Coast like San Francisco and Los Angeles, which have significantly higher costs of living.

Low Cost of Doing Business

Greater Philadelphia's Class A space is substantially less than that of New York, Washington, D.C. and Boston making it the best option among the largest Northeast metro areas.



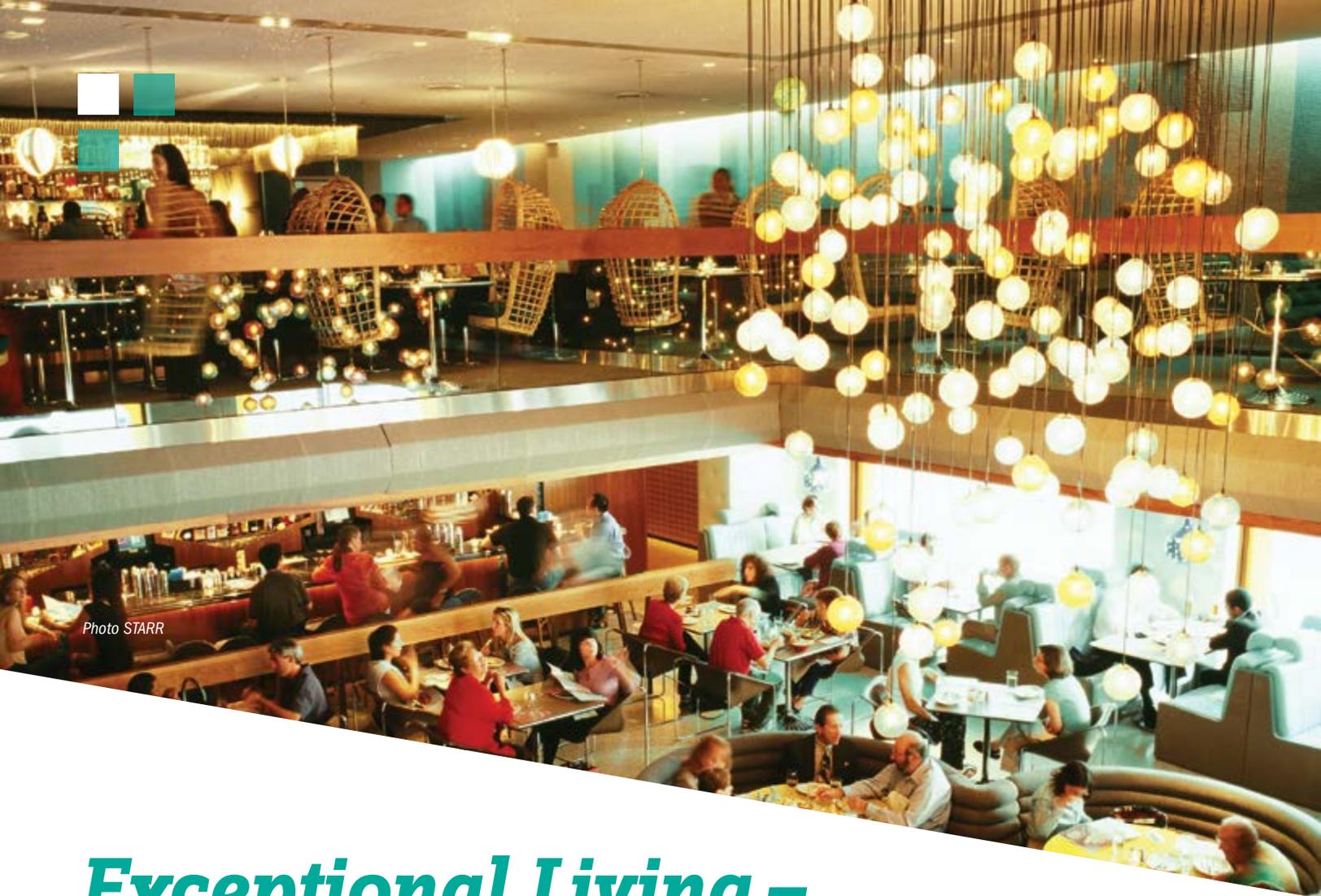


Photo STARR

Exceptional Living – Extraordinary Quality of Life

Arts & Culture: *The Greater Philadelphia region is home to some of the nation's finest museums and arts organizations. From the Philadelphia Orchestra to the oldest art museum in the country to the Philadelphia International Festival of the Arts, the region's rich arts and culture heritage is found through hundreds of music venues, theaters and art galleries.*

In 2012, The Barnes Foundation opened a 93,000 square-foot facility in the heart of Philadelphia's downtown, joining the many other world-class museums. The Barnes Foundation's acclaimed collection of impressionist, post-impressionist and early modern artwork is world-renowned.

Superb schools:

With a wide range of K-12 educational opportunities among 900 private schools and 14 International Baccalaureate schools.

Great healthcare:

Greater Philadelphia has more than 197 hospitals and more than 15 major health systems, four children's hospitals and six medical schools. In addition, the region is home to major teaching hospitals and is a nationally leading location for clinical trials.

So much to do:

With major national parks, green spaces, forests and waterways, the Greater Philadelphia region has a setting for everyone. You'll find galleries, museums, theaters, orchestras and other arts attractions as well as vibrant nightlife and entertainment.



Life is Good Here:

Travel + Leisure Magazine's AMERICA'S FAVORITE CITIES Rankings Voted by Visitors:

- First: "Overall Culture"*
- First: "Historic sites / Monuments"*
- Third: "Overall food / Drink / Restaurants"*
- Fifth: "Theaters / Performance Art"*
- Fifth: "Museums / Galleries"*

193 Golf Courses

8 Professional Sports Teams

*The New Jersey Pinelands National Reserve preserves the environment for more than **a thousand species of plants and animals***

*Esquire Magazine named Philadelphia **"The Late-Night Capital of the United States"***

*Travel+Leisure Magazine rated New Castle County, Delaware, as having **one of America's best affordable Golf Courses***

How Select Greater Philadelphia Can Help You

Select Greater Philadelphia's Business Development Team offers free and confidential services that can help your company with relocation or expansion assistance throughout northern Delaware, southern New Jersey and southeast Pennsylvania.

- › We'll customize information to meet your specific business requirements.
- › We'll help you make business connections throughout our entire region.
- › We'll help you find the real estate that best suits your needs.
- › We'll help you access state and local financial incentive information.
- › **Comprehensive Regional Data**
 - Detailed industry, market and business cost information
 - Cost comparisons across multiple markets/regions
 - Workforce cost and availability
 - Logistics and transportation infrastructure information
 - Quality of life information
- › **Targeted Real Estate Site Search**
 - Identify and arrange tours of available real estate sites for office, industrial, lab and shared office space needs
 - Connections to local real estate professionals for advisory and tenant representation needs
 - Introductions to design and building professionals for space customizations and fit-out services
 - Corporate and residential relocation assistance referrals
- › **Meaningful Connections to Sector Experts and Business Leaders**
 - Targeted customer and supplier identification
 - Introductions to industry peers, legal, financial, accounting, immigration and other service providers
 - Connections to human resource professionals to assess potential workforce
 - Introductions to regional business leaders, potential business partners, colleges/universities and international chambers of commerce
 - Connections to all three state, local government and economic development officials for incentives, permitting, and regulatory assistance
- › **Access to Financial Incentives**
 - Information about low-interest loans, tax credits and grants for eligible expansion projects
 - Meetings arranged with key state and local decision makers to access financial incentive programs

Contact us at 215-790-3777. Also, visit our Success Stories at selectgreaterphiladelphia.com for a sample of companies that Select Greater Philadelphia has helped locate to Greater Philadelphia.



Northern Delaware • Southern New Jersey • Southeastern Pennsylvania

The CEO Council is a devoted group of business, higher education and civic leaders who commit their time and efforts to enhancing economic growth and prosperity in the 11-county region across northern Delaware, southern New Jersey and southeastern Pennsylvania. The tri-state regional group leverages direct engagement of private sector and higher education research institution leadership to:

- › **Conduct privately funded, actionable analysis to advance large scale regional projects;**
- › **Advocate for a multifaceted agenda focused on the federal role in innovation, regional mobility and talent;**
- › **Provide strategic counsel to Select Greater Philadelphia; and**
- › **Support key initiatives of CEO Council members.**

For almost a decade, the CEO Council has influenced regional and national policy through advocacy for the improvement of the region's transportation infrastructure, availability of a top-notch workforce, expansion of investment capital to support business growth and the growth of a more vibrant culture of entrepreneurship.

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Deloitte LLP



Thanks to Our Supporters

Select acknowledges with sincere appreciation the following corporations, foundations, individuals and government partners that have invested in Select's efforts to market the region and attract businesses to Greater Philadelphia.

Visionary



Founder



Titan



Captain



Principal

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The Catholic Health East Group of Hospitals
Lourdes Health System, Mercy Health System, St. Francis Medical Center, St. Francis Healthcare Services, St. Mary's Medical Center
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Builder

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Aker Philadelphia Shipyard, Inc.
Aloysius, Butler & Clark
American Executive Centers
Artisan Mobile, Inc.
Braithwaite Communications, Inc.
The Buccini/Pollin Group, Inc.
CAI
Catering by Design
CETRA Language Solutions
CliftonLarsonAllen LLP
The College of Physicians of Philadelphia
Cresa
Delaware Technology Park
Diversified Search
Enterprise Holdings
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Jones Lang LaSalle
Kaplan & Associates, Inc.
Kreischer Miller
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Philadelphia Business Journal
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Rutgers University-Camden
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Saint Joseph's University
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