



2019 ANNUAL REPORT



LANCASTER COUNTY, PA
Economic Development Company

Developing Business.
Cultivating Growth.



LANCASTER COUNTY, PA
Economic Development Company

LISA RIGG
President

MESSAGE FROM THE 2019 BOARD CHAIRS

We are pleased to present our 2019 Annual Report. As we have in past years, we highlight the many individuals who support our work through volunteer roles on Boards, committees, and action teams. We celebrate the growing list of businesses, partners, and government entities that provide funding to our operations. We report on the progress we are making on our strategic priorities. And, we include a list of EDC Finance projects, which showcases our engagement with small and mid-size businesses and farmers in Lancaster County, as well as a few through our regional partners. Economic development in Lancaster County involves many individuals, organizations, and sectors. We are thankful there are so many strong partners who care deeply about the economic health of our community.

2019 was a busy year as our pipeline of project activity was full. The staff team was out in the community daily, meeting one-on-one with businesses and connecting with community leaders so that we have a strong network of resources to offer. This past year continued the trend of businesses investing in equipment, space, and personnel. In 2019, our Center for Regional Analysis

began delivering work product for its early clients as well as transmitting information more broadly through a range of communications channels. These are areas of focus—business expansions and economic analyses—that will be the hallmarks of EDC's efforts in 2020.

Please take a few minutes to review our Annual Report and learn more about the important work of EDC and EDC Finance Corporation. Thank you to the many businesses, organizations, and volunteers who support and value the important role economic development plays in Lancaster County.



E. Philip Wenger
2018–2019 Chair
EDC



Michael W. Davis
2019–2020 Chair
EDC Finance Corporation

2019 EDC AT WORK

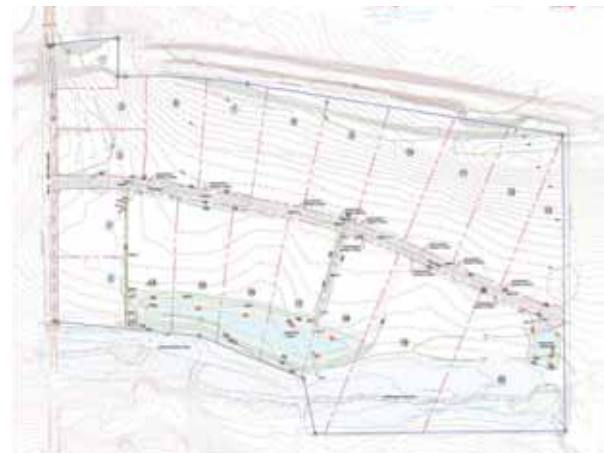
2019 was an active year in Lancaster County as businesses—from industrial to agricultural—continued to grow, invest in technology, machinery, and equipment, and in people. It was a busy year for EDC, too, with our core focus on retaining and expanding local businesses. EDC provides education and advice, facilitates connections with the public and private sectors, and administers specific economic development tools to support growth. EDC's strength is its depth of economic development knowledge, its relationships, and its reputation as a fair and trusted partner.

EDC is also deepening its expertise on Lancaster's economy as the Center for Regional Analysis (CRA) progresses. In 2019, the CRA delivered its first projects including substantial analysis looking at Pennsylvania farm sizes by commodity through a research grant from the PA Department of Agriculture. CRA Director Naomi Young also advanced discussions on topics including Lancaster's job quality and on the composition of industry sectors in Lancaster and the local region.

Here are four projects from 2019 that showcase the reach of EDC across business type and geography.

Developing Rural Industrial Parks

To help address the critical shortage of available industrial ground in Eastern Lancaster County, EDC helped M Land Develop, LLC advance plans to develop a 61-acre industrial park located at 27 S. Vintage Road in Paradise Township. EDC assisted the development team as it navigated the variety of governmental approvals needed and helped secure the approval of a \$2.25 million Pennsylvania Industrial Development Authority (PIDA) loan. The 20-lot industrial park will offer smaller sites targeting growing on-farm businesses in the region that need to locate off the farm while staying close to existing workers.





Expanding Successful Businesses

Successful entrepreneurs Kyle Sollenberger and Crystal Weaver tapped into EDC Finance’s tool kit, on behalf of their business enterprise Passenger Coffee, as they tackled the need for a new coffee-roasting operation. In March 2019, EDC Finance helped the pair secure a \$220,000 PIDA loan to renovate a vacant property on Plum Street in Lancaster City. Renovations to the space were completed in fall 2019 and include a retail location. The new space allowed room for immediate and future expansions to the coffee-roasting and tea operations.

Supporting Farming Enterprises

EDC Finance supported 11 families in buying their first farms through its use of the Next Generation Farmer Loan Program (NGFLP), bringing its total to 110 families assisted during the period of 2010–2019. Michael and Kaitlin Horst are an example from this past year. They are the farmers and owners of Re-DiVined, which grows grafted vegetable transplants. Through the NGFL program, the Horsts were able to purchase a 43-acre



farm in Conoy Township in early 2019. The farm was planted in the spring with tomatoes, vegetables, and grain crops.

Driving Investment into Lancaster Boroughs

EDC provides economic development guidance to municipal officials, key property owners, and anchor businesses in most of Lancaster’s 18 boroughs. These key community centers are natural places to capture growth and investment. Tying its interest in economic development financing with its focus on boroughs, EDC engaged with Good Burrito, a popular anchor restaurant in Elizabethtown Borough that opened in 2015 and is located one block from the main square. EDC worked with the restaurant owners to secure a PIDA loan to help purchase the building in which they had been operating. This strong business move also allows the company to expand its catering business and deepens the connection between the borough and the owners.



EDC FINANCE 2019 PROJECT RESULTS

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Farm at Eagles Ridge

PROJECT	COUNTY	LOAN AMOUNT	TOTAL PROJECT COSTS
Pennsylvania Industrial Development Authority (PIDA)—Real Estate Development			
M Land Develop (Vintage Business Park)	Lancaster	\$ 2,250,000	\$ 7,000,000
Pod 1 at Rock Lititz	Lancaster	\$ 2,000,000	\$ 26,448,049
Pod 5 at Rock Lititz	Lancaster	\$ 2,250,000	\$ 15,230,268
TOTAL PIDA		\$ 6,500,000	\$ 48,678,317
Pennsylvania Industrial Development Authority—Agriculture			
Bollinger, Daniel S. & Wendi S.	Lancaster	\$ 400,000	\$ 1,790,000
Findley, Michael A. & Laura L.	Lancaster	\$ 400,000	\$ 1,195,000
Nolt, David J.	Lancaster	\$ 400,000	\$ 1,300,000
Oberholtzer, Clark & Marissa	Lancaster	\$ 350,000	\$ 1,517,500
O'Donnell, Jerry, Jr. & Laurie B.	Lancaster	\$ 400,000	\$ 2,100,000
TOTAL PIDA—Agriculture		\$ 1,950,000	\$ 7,902,500
Pennsylvania Industrial Development Authority—Commercial & Industrial			
K-Prep Learning Center	Lancaster	\$ 247,500	\$ 550,000
Passenger Coffee Roasters	Lancaster	\$ 220,000	\$ 440,000
Phillips Graphic Finishing	Lancaster	\$ 1,280,000	\$ 3,200,000
TOTAL PIDA—Commercial & Industrial		\$ 1,747,500	\$ 4,190,000
Pennsylvania Industrial Development Authority—Community Economic Development			
Good Burrito Co.	Lancaster	\$ 200,000	\$ 500,000
Prince Street Café	York	\$ 150,000	\$ 300,000
TOTAL PIDA—Community Economic Development		\$ 350,000	\$ 800,000
Pennsylvania Industrial Development Authority—Tourism			
Eagles Ridge at Five Springs Farm	Lancaster	\$ 325,000	\$ 700,000
Refreshing Mountain Camp	Lancaster	\$ 255,000	\$ 510,000
TOTAL PIDA—Tourism		\$ 580,000	\$ 1,210,000

PROJECT	COUNTY	LOAN AMOUNT	TOTAL PROJECT COSTS
Commonwealth Financing Authority—Building PA			
Pod 1 at Rock Lititz	Lancaster	\$ 3,967,207	See PIDA
Pod 5 at Rock Lititz	Lancaster	\$ 2,284,000	See PIDA
Total Building PA		\$ 6,251,207	<i>Included in PIDA Real Estate Development total</i>

Next Generation Farmer Loan

Blank, Elmer R. & Fannie S.	Lancaster	\$ 300,000	\$ 500,000
Bollinger, Daniel S. & Wendi S.	Lancaster	\$ 534,000	See PIDA-Ag total
Dietrich, Adam B. & Amanda	Lehigh	\$ 275,000	\$ 285,000
Esch, Samuel M. & Lena K.	Lancaster	\$ 375,000	\$ 670,000
Findley, Michael A. & Laura L.	Lancaster	\$ 250,000	See PIDA-Ag total
Horst, Michael R. & Kaitlin D.	Lancaster	\$ 325,000	\$ 665,000
Kauffman, Daniel S. & Anna B.	Lancaster	\$ 420,000	\$ 540,000
Kinsinger, Israel B. & Katie G.	Lancaster	\$ 543,000	\$ 855,000
Ranck, Trevor R. & Kara B.	Lancaster	\$ 534,000	\$ 890,000
Stoltzfus, Henry G. & Naomi K.	Lancaster	\$ 325,000	\$ 415,000
Stoltzfus, John S. & Lizzie G.	Lancaster	\$ 485,000	\$ 735,000
Total NGFLP		\$ 4,366,000	\$ 5,555,000

Small Business Administration 504

Atlee Hall	Lancaster	\$ 700,000	\$ 1,800,000
Aqua Premier Auto Wash	Lancaster	\$ 605,000	\$ 1,675,000
Crouse Concrete	Lancaster	\$ 241,000	\$ 580,000
Double C Restaurant	Lancaster	\$ 427,000	\$ 1,180,000
El Toro Barbacoa	Lancaster	\$ 136,000	\$ 370,000
K S Tooling	York	\$ 2,363,000	\$ 5,749,300
The Mill of Red Lion	York	\$ 260,000	\$ 791,586
Natural Paths to Wellness	Cumberland	\$ 373,000	\$ 971,664
Power Pro Equipment	Lancaster	\$ 525,000	\$ 1,270,840
Total SBA 504		\$ 5,630,000	\$ 14,388,390

2019 TOTAL

\$27,374,707

\$ 82,724,207



Rock Lititz Campus



Holiday Inn

2019 BOARD, COMMITTEE, AND VOLUNTEER ENGAGEMENT

EDC BOARD OF DIRECTORS

*Chair, E. Philip Wenger, Chairman & CEO, Fulton Financial Corporation**

*Vice Chair, Robert M. Krasne, Chairman & CEO, Steinman Communications | Chairman & Publisher, LNP Media Group, Inc.**

Essam Abadir, Group Manager & Director, CEO, Aspire Ventures

Robert Beard, President & CEO, UGI Utilities, Inc. | Executive Vice President – Natural Gas, UGI Corporation

*Troy A. Clair, President & CEO, Clair Global**

Christopher Drew, President & Chief Operations Officer, Burnham Holdings, Inc.

*Mark C. Fitzgerald, President & Chief Operating Officer, High Real Estate Group**

Carl A. Freeman, Site Director – Elizabethtown, PA and Newmarket, CAN, Mars Wrigley Confectionery

*James R. Hoehn, Regional President, PNC Bank, N.A.**

Wendy Lance, Partner, Tax Services Group, RKL LLP

Bret Lieberman, Hay & Forage Global Product Line Leader, CNH Industrial America LLC

*Robert P. Macina, Executive Vice President, CAO, & General Counsel, Penn Medicine Lancaster General Health**

Liz Martin, President, Martin Insurance Agency | Family farm owner

*Kendra D. McGuire, Esq., Member, McNees Wallace & Nurick LLC**

Michelle Rondinelli, Co-Owner & President, Kitchen Kettle Foods, Inc.

Susan L. Washburn, Chair, Board of Trustees, Franklin & Marshall College | Founding Principal, Washburn & McGoldrick, LLC

Steve Zuckerman, Co-Founder/Principal, Oak Tree Development Group

Ex Officio, Thomas T. Baldrige, President & CEO, Lancaster Chamber

Ex Officio, Cathy Rychalsky, Executive Director, Lancaster County Workforce Development Board

**Denotes Executive Committee member*

EDC FINANCE CORPORATION BOARD OF DIRECTORS

Chair, Michael W. Davis, Partner, Barley Snyder

Vice Chair, Jeffrey S. Bleacher, Managing Partner, Ross Buehler Falk & Company, LLP

Joan M. Brodhead, Executive Vice President & Chief Operating Officer, Community First Fund

Joshua D. Cohen, Esq., Member, McNees Wallace & Nurick LLC

Jacquelin Eby, CFO & Partner, Versatek Enterprises, LLC



Justin S. Evans, Township Manager, Mount Joy Township

R. Edward Gordon, Executive VP & CFO, Wohlsen Construction Company

Roger M. Guttridge, Retired, M&T Bank

Brett D. Jackson, Partner, Brubaker Connaughton Goss & Lucarelli LLC

Mark P. Lauriello, CEO, RETTEW

Honorable Craig Lehman, Commissioner, County of Lancaster

Michael P. Peachey, Partner, Acuity Advisors & CPAs

Robert C. Shoemaker, Emeritus, Lancaster City Alliance

***EDC recognizes Michael Carper for his service on EDC Finance's Board of Directors and Loan Committee during 2019.*

EDC FINANCE LOAN COMMITTEE

Chair, Robert C. Shoemaker, Emeritus, Lancaster City Alliance

Jacquelin Eby, CFO & Partner, Versatek Enterprises, LLC

Justin Eby, *Director, Housing & Community Development*, Lancaster County Housing & Redevelopment Authorities

Jordan Farrell, *Financial Planning & Analysis Manager*, Irex Corporation

Roger M. Guttridge, *Retired*, M&T Bank

Brett D. Jackson, *Partner*, Brubaker Connaughton Goss & Lucarelli LLC

Mark P. Lauriello, *CEO*, RETTEW

Michael P. Peachey, *Partner*, Acuity Advisors & CPAs

Bernie I. Tucker, *Owner*, Tucker Industrial Liquid Coatings, Inc.

FOUNDATION OF THE EDC BOARD OF DIRECTORS

Chair, **E. Philip Wenger**, *Chairman & CEO*, Fulton Financial Corporation
Vice Chair, **Robert M. Krasne**, *Chairman & CEO*, Steinman Communications | *Chairman & Publisher*, LNP Media Group, Inc.

Troy A. Clair, *President & CEO*, Clair Global

Mark C. Fitzgerald, *President & Chief Operating Officer*, High Real Estate Group

James R. Hoehn, *Regional President*, PNC Bank, N.A.

Robert P. Macina, *Executive Vice President, CAO, & General Counsel*, Penn Medicine Lancaster General Health

Kendra D. McGuire, Esq., *Member*, McNees Wallace & Nurick LLC

INVESTMENT & FINANCE COMMITTEE

Chair, **R. Edward Gordon**, *Executive VP & CFO*, Wohlsen Construction Company

Michael G. Fessler, *Director of Regulatory Affairs*, UGI Utilities, Inc.

Carl A. Freeman, *Site Director – Elizabethtown, PA/Newmarket, CAN*, Mars Wrigley Confectionery

Leanne Gorsuch, *Vice President & CFO*, EHD

Todd L. Harrington, *Managing Partner*, Trout, Ebersole & Groff, LLP



AUDIT COMMITTEE

Jennifer D. Goldbach, *Vice President of Business Development*, Rhoads Energy Corporation

Brett D. Jackson, *Partner*, Brubaker Connaughton Goss & Lucarelli LLC

Bret Lieberman, *Hay & Forage Global Product Line Leader*, CNH Industrial America LLC

Susan L. Washburn, *Chair, Board of Trustees*, Franklin & Marshall College | *Founding Principal*, Washburn & McGoldrick, LLC

EDC NOMINATING & CORPORATE GOVERNANCE COMMITTEE

Chair, **Robert M. Krasne**, *Chairman & CEO*, Steinman Communications | *Chairman & Publisher*, LNP Media Group, Inc.

Joshua D. Cohen, Esq., *Member*, McNees Wallace & Nurick LLC

Robert P. Macina, *Executive Vice President, CAO, & General Counsel*, Penn Medicine Lancaster General Health

Liz Martin, *President*, Martin Insurance Agency | Family farm owner

Michelle Rondinelli, *Co-Owner & President*, Kitchen Kettle Foods, Inc.

CENTER FOR REGIONAL ANALYSIS ADVISORY COMMITTEE

Chair, **John D. Cox**, Turkey Hill Dairy

Lauren Frick, *Corporate Secretary*, Steinman Communications

Mark D. Gainer, *Retired President & CEO*, Union Community Bank

Sanjay Guglani, *Chief Strategy Officer*, The High Companies

David Hosler, *Chief Operating Officer*, Murray Securus

Ryan Martin, *Principal & Creative Director*, The Infantree

Randy Patterson, *Acting CEO*, CRIZ Authority, City of Lancaster

Heather Valudes, *Advocacy Director*, Lancaster Chamber

Jill Sebest Welch, *Partner*, Barley Snyder

***EDC recognizes Jonathan Fry for his service on CRA's Advisory Committee during 2019.*



BOROUGHS COLLABORATIVE

Advisor, Rick Jackson, ELA Group
Advisor, Peter Keregyarto, Beers + Hoffman Architecture

ATTRACTING PEOPLE ACTION TEAM

Lead, Shelby Nauman, Lancaster Housing Opportunity Partnership

Shaun Shea, Wickersham Construction

Michaela Allwine, Lancaster County Housing & Redevelopment Authorities

Jimi Hammer, Infantree

Sarah Long, Discover Lancaster

CLEAN SAFE & WALKABLE ACTION TEAM

Co-Lead, Emma Hamme, Lancaster County Planning Commission

Co-Lead, Michelle Madzellan, ELA Group

Dave Aichele, Lancaster City Alliance

Jeff Kinsey, Elizabethtown Public Works

Dave Felpel, Strasburg Borough Planning Commission

Rebecca Branle, Lititz Bike Works & Intercourse Bike Works

Kristiana Barr, Lancaster County Planning Commission

Dave Salley, Mount Joy Borough

Jeff Glisson, South Central Transit Authority

EDUCATION ACTION TEAM

Co-Lead, Holly DeKarske, Venture Lititz

Co-Lead, Hope Schmids, Millersville University

Jocelynn Richey, Lancaster County Housing & Redevelopment Authorities

Mike Shorr, PA Department of Community and Economic Development

Mike Hession, Denver Borough

Katy Basile, Duke Street Business Center

Larry Cohen, Lancaster County Parking Authority (ad hoc)

Dave Schell, Main Street Mount Joy

Rebecca Denlinger, Elizabethtown Borough



ENCOURAGE DEVELOPMENT ACTION TEAM

Co-Lead, Nicole Seuffert, RLPS Architects

Co-Lead, Justin Eby, Lancaster County Housing & Redevelopment Authorities

Alex Piehl, RGS Associates

Kristen Deysler, Liberty Environmental

Elijah Yearick, Lititz Borough

Jeremy Young, Lancaster City Alliance

Wendy Tippetts, Tippetts Weaver Architects

Nancy Harris, Ephrata Borough

INCREASING BUSINESS ACTION TEAM

Co-Lead, Kyle Wimer, EHD Insurance

Co-Lead, Cory Grimm, Cargas Systems

Mark Thompson, Ephrata National Bank/Northern Lancaster Chamber of Commerce

Angel Rosario/Dan Beck, Community First Fund

Jessica Hamilton, EDC

Bill McQuate, Denver Borough volunteer

Freddy States, McCleary's Pub

***EDC recognizes Trevor Bare for his service on the Increasing Business Action Team during 2019.*

EDC STAFF

Leigh Bardell, *Project Manager*

John Biemiller, *Director, Business Retention & Expansion*

Tonia Emswiler, *Funding & Servicing Officer*

Yuting Feng, *Junior Analyst, Center for Regional Analysis*

Jessica Hamilton, *Director, Project Management*

Lyle Hosler, *Vice President*

Randall Johnston, *Director, Business Retention & Expansion*

Amanda Mosso, *Operations & Communications Manager*

Jean Rehrig, *Operations Director*

Lisa Riggs, *President*

Ezra Rothman, *Manager, Economic Development Strategies*

Owen Sechrist, *Junior Analyst, Center for Regional Analysis*

Naomi Young, *Director, Center for Regional Analysis*

2019 EDC MEMBERSHIP

LEADER
\$50,000+



DEVELOPER
\$15,000-\$29,999



FOUNDER
\$30,000-\$49,999



PARTNER
\$7,500-\$14,999



MEMBER \$3,500-\$7,499

Acuity Advisors & CPAs
Baker Tilly
Barley Snyder
Benchmark Construction Company
BFW Group
Brubaker Connaughton Goss & Lucarelli LLC
Burnham Holdings
Charles & Alice USA
City of Lancaster
EHD
Eurofins Lancaster Laboratories
Franklin & Marshall College
HACC
Irex Corporation
Kitchen Kettle Foods
Lancaster County Housing & Redevelopment Authorities
Listrak
McNees Wallace & Nurick LLC
Millersville University of Pennsylvania
Nikolaus & Hohenadel, LLP
Oak Tree Development Group
Professional Design & Construction



RETTEW
Rock Lititz Studio
Rohrer's Incorporated
Tait Towers
Thaddeus Stevens College of Technology
TriStarr
Trout, Ebersole & Groff, LLP
Warfel Construction Company
Wohlsen Construction Company

ASSOCIATE \$1,750-\$3,499

Abel Construction Company
Appel & Yost
Aspire Ventures
August Mack Environmental

Beers + Hoffman Architecture
B.R. Kreider & Son
Bertz, Hess & Company
Brown Schultz Sheridan & Fritz
CAREL
Cargas Systems
CCS Building Group
Certified Carpet
CGA Construction
Clair Brothers Audio Systems
Commercial & Industrial Real Estate Council/LCAR
Compass Real Estate
Conewago Industrial Park
Conrad Siegel
David Miller/Associates

Dentech
The Drogaris Companies
Eastern Alliance Insurance Group
EHD Advisory Services
ELA Group
Elizabethtown College
Borough of Ephrata
Ephrata National Bank
First Citizens Community Bank
First National Bank
Flyway Excavating
Gobble
Kellogg Company
LandStudies
Lift, Inc.
Lumsden Corporation
Mars Wrigley Confectionery
Martin Insurance Agency
McKonly & Asbury
Murray
Murry Management Company
Orrstown Bank
Paul Risk Construction
Penn Cinema Management Company

Pennsylvania College of
 Art & Design
 PeoplesBank
 Pine Hill Manufacturing
 Providence Engineering
 Corporation
 Realty Settlement Services
 Refreshing Mountain Retreat &
 Adventure Center
 RGS Associates
 Rhoads Energy Corporation
 RLPS Architects
 Ross Buehler Falk & Company, LLP
 S&T Bank
 Scenic Ridge Company

School District of Lancaster
 Sechan Electronics
 Select Security
 Simon Lever
 Spooky Nook Sports
 Stifel | Scudner Group
 Stoner, Inc.
 Univest Bank
 Versatek Enterprises, LLC
 Walz Group
 The Wenger Group

SUPPORTER \$500

Borough of Columbia
 Community First Fund

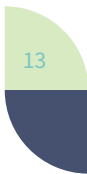


Borough of Denver
 Discover Lancaster
 East Cocalico Township
 East Hempfield Township
 East Lampeter Township
 Elizabethtown Borough
 Ephrata Development
 Organization
 Harrisburg International Airport
 Housing Development
 Corporation/MidAtlantic
 Kutztown University SBDC
 Lancaster Chamber
 Lancaster City Alliance
 Lancaster County Career &
 Technology Center

Lancaster County Workforce
 Development Board
 Borough of Lititz
 Manheim Area Economic
 Development Corporation
 Manheim Township
 Masonic Village at Elizabethtown
 Millersville Borough
 Mount Joy Borough
 Mount Joy Borough Authority
 SCORE
 Borough of Strasburg
 West Hempfield Township

FARM PARTNER \$250

Barley Farms and Star Rock Dairy



2019 SPONSORS



2019 Annual Meeting Sponsor

CHAMPION



BENEFACTOR



ADVOCATE



EDC, EDC FINANCE CORPORATION, & THE FOUNDATION FOR EDC

2019 COMBINED BUDGET: \$2.0 MILLION

REVENUE



Loan Commitment
& Servicing Income



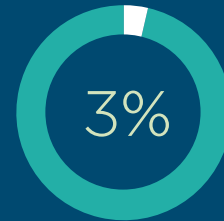
Membership



Restricted Grants

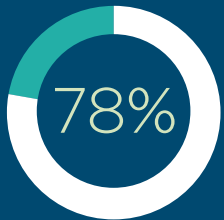


Other (State programs,
project fees)



Sponsorships/
Events

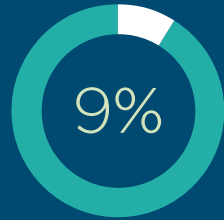
EXPENSES



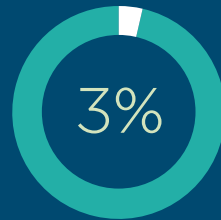
Personnel



Administration/
Operations



Programs



Professional
Fees



LANCASTER COUNTY, PA

Economic Development Company

115 East King Street | Lancaster, PA 17602

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