

Lancaster County Progressions

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Royer dairy barn



Martin farm



Martin family

EDC Finance Corporation Administers New Crop of Ag Loan Programs

Pennsylvania is investing aggressively in agriculture these days and EDC is right there administering the new ag loans on a local level. "Traditional financing programs have targeted primarily manufacturing and industry," explains EDC Vice President John Biemiller. But as a result of last year's state economic stimulus package, millions of low-interest dollars are now available to farmers.

One source, the First Industries Fund, offers loans up to \$200,000 at a 4.0 to 5.0 percent interest rate for land and building acquisition, construction, machinery and equipment. The Next Generation Farmer Loan Program encourages loans to first time farm buyers in order to attract and retain young people in agriculture.

Among the first Lancaster County farmers to benefit are dairy farmers Lynn and Sara Royer who used First Industries funds to construct a dairy barn on their recently purchased farm in

Elizabethtown. "Compared to a few years ago, I'm seeing many encouraging signs through plans like this that help keep agriculture dollars in the state and provide jobs," notes Royer.

Biemiller says interest in the low-interest loans is high. "We're getting a ton of phone calls. The agriculture economy is looking good and the state has done a good job of promoting these opportunities." The loans

"...millions of low-interest dollars are now available to farmers."

cover up to 50 percent of a project's cost, with traditional lenders providing the remainder. EDC's role is to help applicants assemble a total funding package. The process of applying for and receiving the state loans takes about 45-90 days, according to Biemiller.

Lynn Royer and four of Lynn and Sara's five daughters with calf, Royal.



President's Points



Preserving the Past... Embracing the Future

One of the key attributes of a successful organization is having the strength to hold on to what's good about the past while thoughtfully embracing new opportunities. In my opinion, the articles in this newsletter demonstrate EDC's ability to do just that.

In this issue you'll read about traditional lending mechanisms, such as the one that assisted Crowe Transportation. This forward-looking company has benefited from EDC-administered Pennsylvania Industrial Development Authority (PIDA) and Small Business First (SBF) loans, similar to hundreds we have been proud to administer over the years.

The newsletter also highlights new, nontraditional loan programs intended to strengthen and revitalize agriculture among long-time and newer farmers. These new funding sources preserve our Lancaster County farms by helping to make local farms profitable ventures.

For example, projects like the new Royer farm dairy barn described on the front page, demonstrate the best aspect of agriculture preservation – assisting farmers to preserve their way of life by helping them to invest in equipment and facilities that will generate more income and more economic activity.

Another new initiative with great promise is the LancasterProsper effort to create Centers of Excellence. These industry-based centers acknowledge our county's strengths and implement strategies to enhance them. Specifically, this issue focuses on efforts in the area of long-term and end-of-life care.

Developing efficiencies that make our workforce more productive and yield higher quality products and services is part of what LancasterProsper is all about and we're proud to play a part.

So there you have it – the traditional and the new in balance.

David K. Nikoloff
President

EDC Finance Feature

Small Biz Loan the Right 'Move' for Local Transport Company

Low-interest loans administered by EDC Finance Corporation helped Crowe

Transportation relocate to a large, refurbished space in the Conewago Industrial Park near Elizabethtown, a town it has long called home.

Although the move could be measured in yards, not miles, it opened up vast opportunities for Crowe, a family-owned trucking and warehouse operation serving the dairy and chocolate industries. The site, formerly owned by Agway, underwent many changes. Among others, the 220,000 sq. ft. building had to be reconstructed to meet FDA food-grade standards.

In order to purchase and renovate the 40-acre site and warehouse, loans from a variety of sources were packaged. A combination of a Pennsylvania Industrial Development Authority (PIDA) loan of \$1,150,000 a Small Business First (SBF) loan of \$200,000 plus



Brian and Cindi Crowe outside their corporate headquarters in Elizabethtown.

conventional bank loans resulted in the project's total investment of \$6.5 million.

"We've got three times the number of docks here to accommodate a considerable volume of fresh product coming in and going out daily," explains Crowe. The new space also includes an automated bulk storage facility served by state-of-the-art, robotic order-picking equipment.

Crowe Transportation opened in 1968 as a milk hauler for The Hershey Company and today serves food businesses in Pennsylvania, Florida, Texas, and other states.



Inside the Crowe temperature-controlled warehouse, one of the few in the area.

LancasterProsper: Driving Excellence in Long-Term Care

LancasterProsper is the first countywide economic development road map for the region's future. This article introduces two of the seven strategies in which business and community leaders are engaged.

Strategy 4: Facilitate Collaboration in Support of Research and Development Center

Strategy 5: Support the Formation of Industry-driven Centers of Excellence

Ask forces for LancasterProsper Strategies 4 and 5 are driving to a higher degree of quality the care given to Lancaster County's elderly and those needing long-term care.

Under the leadership of Scott Sheely, Executive Director of the Lancaster County Workforce Investment Board (WIB) and champion of LancasterProsper Strategy 5, the WIB has identified seven industry clusters with significant local competitive advantages: Health Care, Biotechnology, Construction, Agriculture and Food processing, Metal and Metal Fabrication, Communication and Automotive.

To maintain the competitive advantage of a particular industry cluster, a Center of Excellence with a focus on a special need could be developed. This could involve matters of innovation, technology or workforce within a cluster. This article spotlights the Center of Excellence in Long-Term Care Practice that was spawned from the Health Care cluster, one with a major competitive advantage for the Lancaster area.

Collaborating with the LancasterProsper Strategy 4 educational partners such as

Harrisburg Area Community College and Elizabethtown College, as well as close to 40 public and private industry partners such as Willow Valley, the Office of the Aging and Lancaster General, the Center of Excellence in Long-Term Care Practice intends to address identified needs in long-term care while building on strengths

within the region's nursing homes, hospices and life-care facilities.

For various reasons, including the area's strong religious heritage, Lancaster County has a large number of long-term care facilities.

These attract not only local people, but retirees from throughout the Northeast. Sheely explains that a needs assessment helped answer the question, "What can we do better to assure our competitiveness in this sector?"

The answers to that question led to a focus in two areas. The first is retention of long-term care employees. "We learned that people don't leave a job as much as they leave a supervisor." Armed with that knowledge, the cluster steering committee has introduced a new supervisor training program that emphasizes the supervisor/employee relationship. Since early 2005,

over fifty individuals have been trained to deliver the course to supervisors at long-term sites throughout the county. According to Sheely, early indications suggest that the training is already having a positive effect on retention.

The second focus for long-term care is based on information suggesting that many non-professional workers receive only a few weeks of training before caring for patients. Problems arise for some workers faced with delivering end-of-life, or palliative care, without adequate training. Lack of understanding and skills have led some to leave their positions. The Center for Excellence in Long-Term Care Practice believes that improving training will not only create a more able and stable workforce, but will result in better patient care.

Armed with some grant monies and assisted by Hospice of Lancaster, a palliative

(end-of-life) care training curricula has been developed

"People don't leave a job as much as they leave a supervisor."

and is currently being field tested in four nursing homes and one home health agency with anticipated rollout to the entire long-term care community around July 1.

Sheely is pleased with the progress his committee is making. He's particularly excited about the collaborations among the various groups bringing the LancasterProsper strategies off the page and into the life of Lancaster County.



Scott Sheely



Did You Know?

- EDC has been serving Lancaster County for over 45 years, making it the most experienced economic development organization in Lancaster County.
- EDC assists all types and sizes of businesses throughout the entire County: startups, expansions and relocations. Over 3/4 of the businesses, and most recently agri-businesses, are located outside the City of Lancaster.
- As testament to its effectiveness, flexibility, vision and support, EDC has expanded to include EDC Finance Corporation (1986), the "doer of projects", and to overseeing LancasterProsper (2003), the strategic long-term countywide economic development plan.

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Special Thanks...

During 2005-2006, the **Economic Development Company of Lancaster County** received strong support from businesses and organizations who share a responsible and balanced vision for Lancaster County's economic growth. EDC especially thanks our Sponsors for their long-standing support, our current members and new members who joined during the past year. We are privileged to have your company as a supporter.

EDC recognizes our new members who have joined to date in 2005-2006:

MEMBERS

– support is \$3,000 or more per year

Herley Industries
Providence Engineering Corporation
Union National Community Bank

ASSOCIATES

– support is \$1,500 or more per year

B.R. Kreider & Son
Benchmark Construction
Berner Construction
Beyond Architecture
Burnham Holdings
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Cooper-Booth Wholesale Company
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Flyway Excavating
Friendly Transportation
Hamilton Precision Metals
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– contribute \$500 or more per year
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