

# Lancaster County Progressions

Winter 2005



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## Future of Armstrong Site Looks Bright

The silver lining in Armstrong World Industries' plan to reduce manufacturing operations at its Lancaster Floor Plant is beginning to emerge. The corporation, working with EDC and Franklin & Marshall College, has agreed to explore future economic development and revitalization at the site.

The key issue is determining the best reuse of the portion of the Liberty Street operation that will no longer be used by Armstrong. (The company will continue to manufacture residential vinyl sheet products and plans a number of upgrades to the plant). The potential of the project to boost the area's economy and F&M's growth is significant.

College President John A. Fry explained, "We know that there will be some big hurdles to clear along the way, but the parties are committed to working together...Our hope is that

the end result will continue, and contribute to, the remarkable revitalization that has been building in Lancaster over the past several years."

First steps include evaluating the cost and feasibility of site preparation required for reuse. Preparations could include demolition, correction of existing site conditions, additional utilities, streets, infrastructure and

land-planning. The parties will receive a \$175,000

**"We know that there will be some big hurdles to clear along the way..."**

planning grant from the Commonwealth that will help fund evaluation and determination of best options.



## Letter from the Executive Director



# Welcome to Lancaster County Progressions

I am pleased to present *Lancaster County Progressions*, the newsletter of the Economic Development Company of Lancaster County.

Our goal is to give supporters and community members insight into our progress—not only the specific projects we undertake, but the dedicated people behind them.

In this, our first issue, you'll read about EDC Finance Corporation receiving a \$175,000 planning grant for 45 acres of the Armstrong World Industries site located in a designated Keystone Innovation Zone. We also focus on implementation of LancasterProsper, the effort to develop a comprehensive economic development plan to strengthen our County and improve life for its residents. This effort is a community partnership that includes EDC, The Lancaster Chamber of Commerce & Industry, the County of Lancaster, the Lancaster County Workforce Investment Board, area colleges and universities and a long list of other organizations and leaders.

Alliances like these are what make EDC tick, and that's the lasting message I hope you'll take from this newsletter. Our collaboration with business and community leaders, and with our valued members is essential to our success.

Please visit our website, [www.edclancaster.com](http://www.edclancaster.com), for more information. Also, feel free to contact me with any questions or input. I can be reached at 717-397-4046 or [nikoloff@edclancaster.com](mailto:nikoloff@edclancaster.com). With best wishes for a year of progress.

David K. Nikoloff  
Executive Director

## Financing Through Rose-Colored Glasses

EDC Finance Corporation helps fund business growth and expansion. President John Rose, who also serves as senior vice president and CFO of The Horst Group, is uniquely well-positioned to lead this effort.

“EDC Finance Corporation’s familiarity with the loan process and with funding sources is an important asset for those seeking assistance,” says Rose. “We can cut through some of the red tape and can also help connect individuals with helpful funding resources.”

EDC Finance Corporation has an impressive track record. Last year it facilitated \$35 million worth of investment and helped attract

some 289 new jobs. The organization has played a vital role in the Clipper Magazine Stadium project. EDC Finance purchased the property at a strategic opportunity, then sold it at cost to developers. “We would not normally make a speculative purchase, but in a case where we knew something was going to happen, like the stadium, we were able to step in and take the lead.”

Rose is one of 13 volunteer Board Members; the corporation is also served by four full-time professional staff. “We’re happy to remain in the background, but there’s a great feeling of satisfaction in being able to help the community in this way,” says Rose.

Project	New Jobs	Retained Jobs	Total Investment	Funding Assistance
Burnham Corporation		495	\$3,000,000	MELF – \$1,000,000 OG – \$250,000 CJT – \$250,000
Charles E. Crowe & Son		46	\$6,536,000	PIDA – \$1,150,000 SBF – \$200,000
Denver Borough/M&L Foods	17	45	\$3,400,000	IDP – \$99,000
DiSomma Restaurant	30		\$540,000	GLF – \$215,000
Diversified Machine	7	16	\$320,000	MELF – \$160,000
Diversified Packaging	4	6	\$284,000	SBA 504 – \$113,600
Eastern Drillers Manufacturing	3	33	\$950,000	SBF – \$200,000
Eastern Drillers Manufacturing			\$344,000	MELF – \$172,000
Ivan & Rebecca Stoltzfus			\$425,000	NGFLP – \$200,000
Jared & Shelby Rottmund			\$1,268,000	SBF – \$200,000 NGFLP – \$250,000
LamTech	175	300	\$5,328,447	OG – \$100,000 CJT – \$489,871 MELF – \$500,000 JCTC – \$350,000
Lancaster Galleries	2	3	\$365,000	SBF – \$125,000 Location Assistance
Linear Acoustic	3		\$2,100,000	SBA 504 – \$840,000
Neffsville Veterinary Clinic	5	17	\$350,000	SBF – \$175,000
Novelty Manufacturing	7	18	\$330,500	SBF – \$150,000
PDS Paint		6	\$406,500	SBF – \$200,000
Signature Stone	25		\$7,026,088	OG – \$50,000
Starcom Paperworks	23	46		CJT – \$50,000 MELF – \$365,000 PIDA – \$2,000,000
Stylecraft	4	33	\$1,524,500	SBF – \$200,000
Thermacore	5	121	\$343,000	OG – \$100,000
Thyme & Season Catering	7	6	\$1,053,000	SBF – \$175,000
Totals	289	1,191	\$35,894,035	

CJT – Pennsylvania Customized Job Training & WEDNet Programs  
GLF – Grow Lancaster Fund  
IDP – Pennsylvania Infrastructure Development Program  
JCTC – Pennsylvania Job Creation Tax Credits  
MELF – Pennsylvania Machinery & Equipment Loan Fund

NGFLP – Next Generation Farmer Loan Program  
OG – Pennsylvania Opportunity Grant Program  
PIDA – Pennsylvania Industrial Development Authority  
SBA 504 – Small Business Administration 504 Program  
SBF – Pennsylvania Small Business First Fund

## 7 Strategies Energize LancasterProsper

LancasterProsper, overseen by EDC, is the first ever initiative to develop a broad-based community-wide economic vision for Lancaster County. The effort is built on seven strategies, each explained below by the task force leaders charged with implementation.

**Strategy 1:** *Create a mechanism for collaborating on regional initiatives.*

According to Phyllis Stellfox, former Director for Economic Development of the Lancaster County Planning Commission, the goal here is to “identify the regional efforts that are critically important to economic development in the County.” The task force is working toward an action plan “for proactive and unified response” to issues and opportunities.

**Strategy 2:** *Establish economic research capacity for the County/region.*

Task force leader Tom Dautrich, Chief Banking Officer for Sterling Financial, says this will become an “identified go-to point for organizations or businesses for relevant research.” Data would aid economic decision-making and facilitate benchmarking.

**Strategy 3:** *Develop a County-wide economic development marketing plan.*

According to task force leader Scott Smith, President and COO of Fulton Financial Corp., the County “must find ways to reinforce to existing businesses that this is a good place to grow and expand.”

A marketing plan will “communicate in a very professional way to the right audiences all the advantages of locating here, and particularly in our urban centers.”

**Strategy 4:** *Facilitate collaboration in support of a research and development center.*

This task force is jointly led by Dr. Francine G. McNairy, President of Millersville University, and Keith Orris, Secretary of the College at Franklin & Marshall. The intent is to leverage the strengths of the area’s colleges and universities to identify and address business needs, making the local economy more competitive and decreasing the export of local talent.

**Strategy 5:** *Support the formation of industry-driven centers of excellence.*

Led by Scott Sheely, Executive Director of the Lancaster County Workforce Investment Board, this group has been monitoring various industry segments and has identified seven as top priorities for growth. The Centers of Excellence will focus on R&D, technology transfer, innovation, worker training, and the school-to-work pipeline.

**Strategy 6:** *Coordinate a comprehensive approach in support of entrepreneurship.*

Under the leadership of Ira Wolfe, President of Success Performance Solutions, the goal is to help small businesses and

entrepreneurs prosper. Among its tasks, the group will help identify existing resources and encourage their use by entrepreneurs.

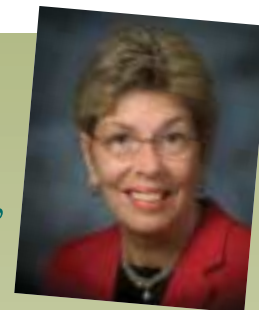
**Strategy 7:** *Develop urban centers as attractive places to live, work and play.*

David Nikoloff, EDC Executive Director, is overseeing the task force

that is undertaking key projects to improve the way people live and work in the County and urban areas. During 2005, those opportunities and resources will be identified. Examples include the multipurpose stadium and Armstrong redevelopment project.

### Making a Difference

#### “EDC: Members Make a Difference”



Members play an important role in the success of the Economic Development Company of Lancaster County. Nancy Arnold, EDC Board Member and Partner in the accounting firm Reinsel Kuntz Leshner LLP, explains that becoming a member is the way individuals and

Although EDC is well-known in the County and beyond, the fact that it is a membership organization is less well-known, Arnold adds. That may be because it has not actively solicited broad membership in the past. “Our goal is to have a base that’s active and concerned, but small enough to permit us to maneuver and remain effective,” she says. Associate Members, as they are known, are invited to board meetings and are encouraged to offer feedback and recommendations.

“...our goal is to have a base that’s active and concerned...”

organizations demonstrate support for the EDC’s purpose and activities.

“The opportunity to help strengthen the business climate in Lancaster County has been the motivation that’s led companies of all sizes to join the EDC since its founding in 1960,” she notes.

More than anything else, membership offers a means to show solidarity with EDC’s mission and programs, and contribute to an improved quality of life for County residents. To learn more about the benefits of membership call David Nikoloff or John Biemiller at EDC, (717) 397-4046.

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## New President Offers Vision

Economic development is vital for every community, and particularly for ours because we've been prosperous for a long time and we're comfortable being that way," says EDC president, R. Scott Smith, Jr.



**R. Scott Smith, Jr.**

Smith, whose "day job" is president and COO of Fulton Financial Corporation, is honored to follow in the footsteps of strong leaders including Tim Peters and Alex Henderson. He looks forward to contributing to projects like LancasterProsper and the Armstrong site redevelopment. "But we'll

also continue traditional activities that don't get much publicity, like assisting small businesses in Quarryville or Columbia."

Smith wants to assure that EDC extends its reach throughout the County. "One of our strongest selling points is

that you can be sitting in an urban office setting in Lancaster, and within minutes be walking in nature along a spectacular stream, then later that evening enjoy a performance at the Fulton Theater. It's part of what makes this such a livable community."

He is especially grateful for the core of dedicated EDC volunteers. "The chance to be part of something so vital, with such stimulating people, is very rewarding."

**Timothy Winger, Mark Bolt and Joe DiMeo took advantage of a Small Business First Fund loan to purchase and install plastic injection molding equipment in their Manheim Township garden planter and cemetery vase company, Novelty Manufacturing Company.**

