

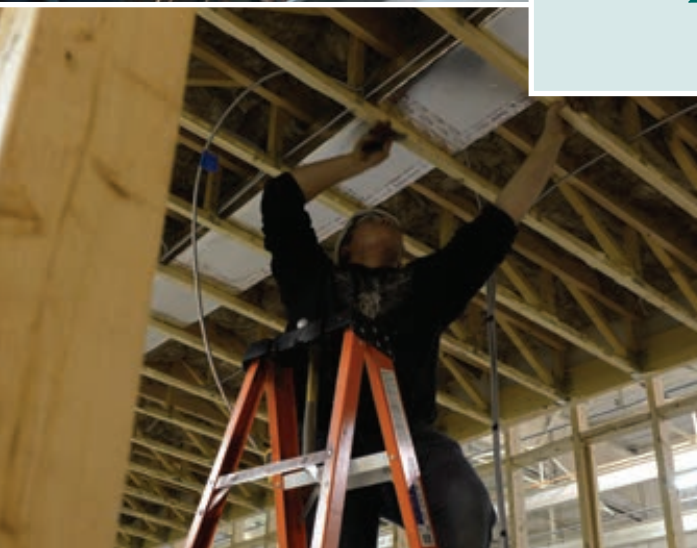
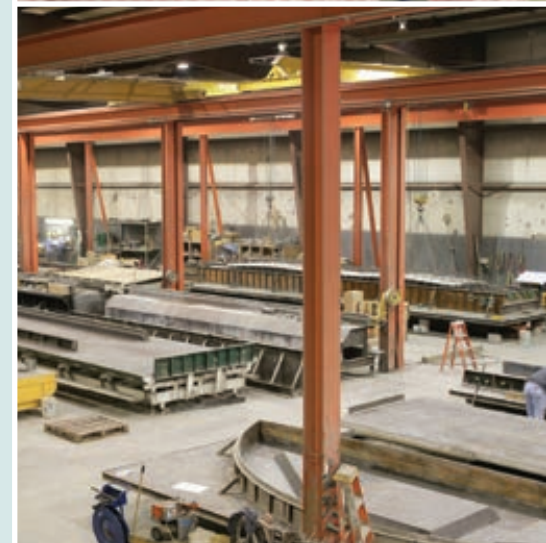


Economic Development Company of Lancaster County  
and  
EDC Finance Corporation

MISSION

*To enhance the economic  
well-being of Lancaster County...*

2012 ANNUAL REPORT



## 2012 MEMBERSHIP | EDC

### Leaders \$50,000 annually



### Partners \$7,500-\$9,999 annually

M&T Bank  
PNC Bank  
Turkey Hill Dairy  
Reinsel Kuntz Leshner

### Members \$3,500-\$7,499 annually

Barley Snyder  
Donegal Mutual Insurance Company  
Dutch Wonderland  
Flyway Excavating  
Franklin & Marshall College  
HACC – Lancaster Campus  
Hartman Underhill & Brubaker  
Horst Group  
IBS Development  
Irex Corporation  
Lancaster County Housing & Redevelopment Authorities  
Lancaster Regional Medical Center  
Millersville University of Pennsylvania  
Oak Tree Development Group  
ParenteBeard  
Professional Design & Construction  
Providence Engineering Corporation  
Rettew Associates  
Union Community Bank  
Warfel Construction Company  
Wells Fargo Bank  
Wohlsen Construction Company

### Founders \$30,000-\$49,999 annually



### Associates \$1,750-\$3,499 annually

Abel Construction Company  
Acuity Advisors & CPAs  
Alcoa  
Appel & Yost  
B. R. Kreider & Son  
Benchmark Construction Company  
Bertz, Hess & Co.  
Brown Schultz Sheridan & Fritz  
Burle Business Park  
Burnham Holdings  
Carel USA  
Cargill Cocoa & Chocolate  
Central Penn Business Journal  
Certified Carpet  
Citizens Bank  
City of Lancaster  
Clair Brothers Audio Systems  
Conewago Industrial Park  
Conrad Siegel Actuaries  
CoreSource  
Dart Container  
David Miller/Associates  
DoubleTree Resort by Hilton Hotel Lancaster  
Dutchland  
Eastern Alliance Insurance Group  
Ephrata National Bank  
EHD Advisory Services  
Elizabethtown College  
Gannett Fleming  
Hamilton Precision Metals

### Developers \$15,000-\$19,999 annually



Integrity Bank  
Kellogg Company  
Lancaster Barnstormers  
Lititz Mutual Insurance Company  
LMS Commercial Real Estate  
Mars Chocolate  
Martin Insurance Agency  
Members 1<sup>st</sup> Federal Credit Union  
Metro Bank  
Murray Securus  
Murry Management Company  
National Bearings Company  
National Penn Bank  
Nikolaus & Hohenadel  
Northwest Savings Bank  
Penn Cinema Management Company  
Realty Settlement Services  
RGS Associates  
Rhoads Energy  
Ross Buehler Falk & Company  
Sechan Electronics  
Select Security  
Simon Lever  
Sovereign Bank  
SSM Group  
Stoner  
StoudtAdvisors  
Thaddeus Stevens College of Technology  
The Drogaris Companies  
Trout, Ebersole & Groff, CPA  
Versatek Enterprises

Walz, Deihm, Geisenberger,  
Bucklen & Tennis  
Wenger's Feed Mill  
YTI Career Institute

### Supporters \$500

(municipalities and non-profit community and economic development organizations)

Columbia Borough  
Columbia Economic Development Corporation  
Commercial & Industrial Real Estate Council/LCAR  
Community First Fund  
Ephrata Economic Development Corporation  
Housing Development Corporation  
The Lancaster Chamber of Commerce & Industry  
Lancaster County Career & Technology Center  
Lancaster County Workforce Investment Board  
Lancaster Downtown Investment District Authority  
Library System of Lancaster County  
Manheim Area Economic Development Corporation  
Manheim Township  
Mount Joy Borough Authority  
Pennsylvania Dutch Convention & Visitors Bureau  
School District of Lancaster  
SCORE (Chapter 16)

### Other Member Categories:

**Builders–Engineers** \$20,000-\$29,999 annually

**Sponsors** \$10,000-\$14,999 annually

## *A Message from the* **BOARD CHAIRS**

As we at EDC and EDC Finance Corporation celebrate the end of another year of community and economic development, it seems appropriate to both look back at the accomplishments of the organizations during 2012 and forward toward what has been set in motion for the future.

In looking back to the start of 2011, we had recently completed the 2015 Strategic Plan and were beginning to implement the first steps and recommendations. From that starting point, EDC Finance Corporation has grown into an economic development finance entity capable of meeting the needs of growing Lancaster County companies and also of facilitating regional cooperation in administering the U.S. Small Business Administration 504 program throughout South-Central Pennsylvania – something evidenced by our signing of a Strategic Alliance Memorandum with the York County Economic Alliance in October, 2012. As we turn toward the future, EDC Finance Corporation has developed the framework and staff to help local firms grow their presence in Lancaster County and also to be an example of regional cooperation, best practices, and efficiency.

From the EDC perspective, we worked actively during 2012 developing a business attraction program that is intentional, professional and, importantly, state-of-the-art. Under the leadership of John Cox and John Levitski, the Communications Committee has completed a communications research analysis to determine how we should move forward in promoting Lancaster County as an attractive business location and EDC as a community resource. Moving into 2013, EDC will be contracting with an economic development marketing specialist to build the internal framework to move EDC from a reactive approach to business attraction to an approach built around a plan, clear goals and cutting edge technology.

It is a challenge to summarize all the activities of EDC and EDC Finance Corporation into one brief message. But given limited space, let us leave you with the message that both organizations are building upon their strengths and moving in directions that will help to strengthen our recovering local economy and, in the case of EDC Finance, reach beyond Lancaster to create a broader, stronger organization.

It has been a tremendous honor to lead two organizations with long histories helping to facilitate community and economic development projects throughout Lancaster County. Thank you to all the organizations that support EDC and EDC Finance Corporation financially. As we embark on new initiatives, your support is even more critical – and we truly appreciate the firms that continue to give through Membership dues and are willing to step to a higher level when new opportunities come before us.



*R. Edward Gordon*



*Randall L. Horst*

A handwritten signature in dark ink that reads "R. Edward Gordon".

**R. Edward Gordon,**  
*2012 EDC Finance Board Chair*

A handwritten signature in dark ink that reads "Randall L. Horst".

**Randall L. Horst,**  
*2012 EDC Board Chair*

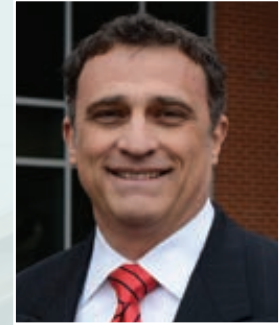
## 2012 COMMERCIAL & INDUSTRIAL PROJECTS

| Projects                                         | Loan Program | Loan Amount         | New Jobs   | Retained Jobs | Project Total       |
|--------------------------------------------------|--------------|---------------------|------------|---------------|---------------------|
| Arborist Enterprises                             | SBA 504      | \$327,000           | 7          | 13            | \$770,500           |
| Best Western Plus/<br>Intercoarse Village Inn    | SBA 504      | \$3,002,000         | 12         | 31            | \$8,346,000         |
| Cloister Car Wash –<br>Lancaster                 | SBA 504      | \$2,570,000         | 5          | 40            | \$7,000,000         |
| Cloister Car Wash – York                         | SBA 504      | \$758,000           | 5          | 33            | \$3,000,000         |
| Crimson American Grill                           | SBA 504      | \$689,000           | 8          | 24            | \$1,900,000         |
| Dutchland Incorporated                           | SBA 504      | \$2,313,000         | 27         | 138           | \$5,625,000         |
| Hunger-N-Thirst                                  | SBA 504      | \$705,000           | 14         | 0             | \$1,955,000         |
| Ivy Creek Custom Cabinetry                       | SBA 504      | \$660,000           | 15         | 25            | \$1,605,000         |
| Kline's Services                                 | SBA 504      | \$804,000           | 8          | 1             | \$3,015,000         |
| Lancaster Ag Products                            | SBA 504      | \$1,399,000         | 2          | 21            | \$3,400,000         |
| Seisan Consulting                                | SBA 504      | \$262,000           | 6          | 0             | \$630,000           |
| State of Affairs Catering                        | CED          | \$40,000            | 6          | 0             | \$215,000           |
| T.W. Ponessa & Associates<br>Counseling Services | SBA 504      | \$3,110,000         | 79         | 165           | \$8,339,000         |
| Universal Athletic Club                          | SBA 504      | \$2,693,000         | 0          | 156           | \$10,000,000        |
| Williams-Forrest                                 | SBA 504      | \$207,000           | 7          | 14            | \$496,000           |
| <b>TOTAL</b>                                     |              | <b>\$19,539,000</b> | <b>201</b> | <b>661</b>    | <b>\$56,296,500</b> |

CED — Pennsylvania Community Economic Development Loan Program  
SBA 504 — U.S. Small Business Administration 504 Loan Program

## T.W. PONESSA & ASSOCIATES COUNSELING SERVICES

Due to the success and growth of his regional counseling company, Tom Ponessa is constructing a brand new 35,000-square-foot corporate headquarters in Lancaster City at the corner of North Prince and West Lemon Streets. EDC Finance helped Mr. Ponessa secure a \$3.1 million SBA 504 loan as part of the project financing. Founded in 1991, T.W. Ponessa & Associates will expand its Lancaster-based workforce to over 200 employees.



*Tom Ponessa of  
T.W. Ponessa & Associates  
Counseling Services*



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*...for selective, measurable and sustainable growth.*

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# 2012 FINANCE PROJECTS

During 2012, EDC Finance Corporation aided 15 businesses with more than \$19.5 million in economic development funding assistance, which helped to spur projects with a total value of \$56.3 million.

From a \$40,000 loan to a start-up catering business to multiple \$3 million loans for a major new construction project in Lancaster City and a redevelopment project in the Village of Intercourse, EDC Finance strives to be a resource for local businesses making strategic investments. With the ultimate goal of ensuring the continued prosperity of

the County, EDC Finance works with businesses and entrepreneurs, who are working to move their companies to the next level through new ideas and investments.

In addition to working with a variety of local businesses on expansion projects, EDC Finance has expanded its internal back office operations in order to accommodate growing interest in the U.S. Small Business Administration 504 program. As an organization, EDC Finance has invested in additional staff and new technologies to service a larger region of potential borrowers and to professionally administer a growing portfolio of successful loans.



*Katie Kauffman, Lee Kauffman, Ben Kauffman and  
Mary Ann Stoltzfus of Dutchland Incorporated*

## DUTCHLAND INCORPORATED

Dutchland, Inc., specializes in engineering, manufacturing and constructing concrete tanks, and custom designing wastewater treatment plants. In 2012, the company sought out EDC Finance to guide them in securing a \$2.3 million SBA 504 loan to refinance several existing debt obligations into an attractive long-term funding package. EDC Finance has worked with the family owned and operated Dutchland on several projects over the last 15 years, as the firm has grown from a small business to an employer of 138 people.



*Kurtis Thomas of Best Western Plus / Intercourse Village Inn*

## BEST WESTERN PLUS / INTERCOURSE VILLAGE INN

With the help of a \$3.0 million SBA 504 loan, Kurtis Thomas, the second-generation owner of Best Western Plus/Intercourse Village Inn, is currently undertaking a total renovation of his existing facilities and construction of 50 additional rooms. Located along Route 340 in Intercourse, the inn has been owned and managed by the Thomas family for 30 years. When complete, the inn will have a modern design, 90 total rooms, and expanded restaurant and banquet facilities.

*To elevate the economic strength of Lancaster County by becoming the business investment community of choice.*

## Attracting New Businesses to Lancaster

One of the core functions of the EDC is to promote Lancaster County as an attractive location, where businesses can thrive and the community is supportive and encourages creativity. EDC accomplishes this through working with other local organizations and state and local governments to provide the resources businesses need to make educated and informed decisions before investing in Lancaster County. Courting business investment begins with the most basic things, such as being prepared to provide prompt and pertinent information on sites, financial incentives, and workforce issues.

EDC is active in showcasing the County for its commercial/industrial property availability, business resources and quality of life. In 2012, EDC played an essential role in recruiting and aiding three significant business expansion projects for Modular Space Corporation, Parsons Brinckerhoff and Interface Solutions. Each of these businesses brings notoriety, new jobs and unique industries to Lancaster County.

### SHOWCASING LANCASTER COUNTY AS A PREMIER BUSINESS LOCATION

In the coming year, EDC has committed to developing an intentional business attraction marketing program. The effort will focus on establishing an appropriate Lancaster County brand/image to share with the outside world; providing site and building seekers with better information to help them evaluate the community; and marketing the County to specific, desired industry groups. EDC will be working with a marketing firm that specializes in marketing communities and economic development organizations on a national level. At the completion of Phase I, which will include branding, new website construction, and creation of a comprehensive marketing plan, EDC will be poised to take its message outside of Lancaster County in a thoughtful and planned manner.

### INTERFACE SOLUTIONS

Interface Solutions recently moved to a new facility in East Hempfield Township. The new location will provide jobs for 64 workers, as the firm expands locally and relocates business lines from New York and Wisconsin. The company is a leading manufacturer of sealing systems and engineered composite materials, servicing industrial and automotive markets. With help and guidance from EDC, Interface received an offer of assistance from the PA Governor's Action Team to help facilitate the investment in Lancaster.

### PARSONS BRINCKERHOFF

This international firm specializing in engineering services for major projects is moving its administrative professionals from its headquarters in New York City to a new 80,000-square-foot home in Brownstown. This move will mean approximately 160 new jobs to Lancaster. Parsons Brinckerhoff will relocate 32 people from New York and hire the balance of its employees from the local labor market. Throughout the firm's site search, EDC worked closely with local organizations and major employers to provide Parsons Brinckerhoff with information on appropriate wage levels, ability to recruit professionals, housing costs, healthcare, and education.



*Tim Donahue, Steve Keller, Bob Rathsam and Dennis Dempsey of Interface Solutions*



## MODSPACE



Modular Space Corporation, better known as ModSpace settled into its new home in November, 2012 in the former Fleetwood Homes plant in West Donegal Township. The company, which leases and sells temporary and permanent modular buildings, is utilizing their new 112,000-square-foot space to refurbish and update older modular units for new users.

EDC helped to connect ModSpace to the resources and information they needed to feel confident about investing in Lancaster County. By introducing the company to the PA Governor's Action Team, as well as local officials, EDC was instrumental in helping to bring 70-80 new jobs to the area.

*Randy Weaver, Charles Paquin, Sam Tikriti of ModSpace*

# Regional Partnership Brings NEW OPPORTUNITIES FOR GROWTH

In 2012, EDC Finance Corporation took a large step towards growing its reach and expanding its impact. In October, EDC Finance signed a *Strategic Alliance Memorandum* with the newly created York County Economic Alliance to offer U.S. Small Business Administration 504 loans to businesses in York County.

The partnership between the two organizations eliminates possible duplication of services and offers many benefits to Central Pennsylvania. By broadening its reach and the pool of potential borrowers, EDC Finance has the opportunity to service a larger area with its staff structure and eliminate the need for York officials to create duplicate capabilities. The effort will help support EDC Finance's local activities while also opening the program to York County businesses interested in growth and investment.

The partnership is designed to provide regional small- and medium-sized businesses with long-term, fixed-rate financing, which is typically available to larger businesses. A company's access to the SBA 504 program makes a substantial impact on its ability to grow, expand facilities and create jobs.

Since being designated as a Certified Development Company (CDC) in 2008, EDC Finance has approved 51 SBA 504 projects (with five of them located in York County) totaling more than \$115 million in total investment and \$41 million in SBA funding.

When local organizations come together to share resources, expertise, connections and ideas, everyone wins. EDC Finance is committed to exploring other relationships and seeking out new opportunities to help businesses fulfill their expansion and financial goals.



*George Karandrikas and Nick Karandrikas of Crimson American Grill*

## CRIMSON AMERICAN GRILL

With the help of a \$689,000 SBA 504 loan through EDC Finance, George Karandrikas was recently able to refinance existing debt obligations related to the 2009 reconstruction of his full-service restaurant in Spring Garden Township. The traditional American/Italian Fare restaurant has quickly become a staple for York County residents.



*Darrell W. Auterson of the York County Economic Alliance, Byron Kehr of Roosevelt Tavern, and David Nikoloff of EDC Finance Corporation.*

## ROOSEVELT TAVERN

The Roosevelt Tavern, a long-standing fixture in the City of York, reopened its doors when new owners Bryon and Lauren Kehr purchased the restaurant and updated the menu. EDC Finance and the York County Economic Alliance helped Kehr access SBA funding to continue the restaurant's legacy and anchor an important corner in Downtown York.

## 2012 AGRICULTURAL PROJECTS

| Small Business First Loan Projects  | Loan Program | Acres      | Loan Amount      | Project Total      |
|-------------------------------------|--------------|------------|------------------|--------------------|
| R. Gordon & Bertha M. Ziegler Farm  | SBF          | 63         | \$200,000        | \$1,200,000        |
| Josiah K. Rohrer Farm               | SBF          | 162        | \$200,000        | \$527,000          |
| Michael & Catherine Buckwalter Farm | SBF          | 50         | \$200,000        | \$460,000          |
| <b>TOTAL</b>                        |              | <b>275</b> | <b>\$600,000</b> | <b>\$2,187,000</b> |

| Next Generation Farm Loan Projects   | Loan Program | Acres        | Loan Amount        | Total Investment    |
|--------------------------------------|--------------|--------------|--------------------|---------------------|
| Benjamin & Lavina Beiler Farm        | NGFLP        | 110          | \$427,000          | \$407,000           |
| Benuel & Mary Beiler Farm            | NGFLP        | 70           | \$350,000          | \$700,000           |
| Ira & Annie Beiler Farm              | NGFLP        | 40           | \$285,000          | \$350,000           |
| Samuel & Sadie Beiler Farm           | NGFLP        | 72           | \$488,000          | \$500,000           |
| Stephen & Annie Beiler Farm          | NGFLP        | 41           | \$350,000          | \$450,000           |
| Elam & Esther Blank Farm             | NGFLP        | 31           | \$435,000          | \$435,000           |
| Steven & Annie Esh Farm              | NGFLP        | 42           | \$477,000          | \$500,000           |
| Eli & Ruth Glick Farm                | NGFLP        | 64           | \$460,000          | \$550,000           |
| Daniel & Leah King Farm              | NGFLP        | 50           | \$315,000          | \$315,000           |
| David & Lydia King Farm              | NGFLP        | 134          | \$477,000          | \$550,000           |
| Elmer & Anna Mae King Farm           | NGFLP        | 91           | \$435,000          | \$435,000           |
| Levi & Mary King Farm                | NGFLP        | 46           | \$488,000          | \$669,000           |
| Reuben & Malinda King Farm           | NGFLP        | 70           | \$477,000          | \$550,000           |
| Levi & Barbara Lapp Farm             | NGFLP        | 45           | \$488,000          | \$700,000           |
| Jessie & Katie Lapp Farm             | NGFLP        | 55           | \$425,000          | \$425,000           |
| Delton & Maria Nolt Farm             | NGFLP        | 164          | \$488,000          | \$1,700,000         |
| Timothy & Frances Miller Sauder Farm | NGFLP        | 60           | \$250,000          | \$620,000           |
| Aaron & Emma Stoltzfus Farm          | NGFLP        | 38           | \$350,000          | \$350,000           |
| Henry & Mary Stoltzfus Farm          | NGFLP        | 76           | \$488,000          | \$750,000           |
| Eli & Miriam Stoltzfus Farm          | NGFLP        | 48           | \$395,000          | \$395,000           |
| Jacob & Rachel Stoltzfus Farm        | NGFLP        | 44           | \$375,000          | \$375,000           |
| Melvin & Mary Ann Stoltzfus Farm     | NGFLP        | 63           | \$420,000          | \$775,000           |
| Stephen & Barbara Stoltzfus Farm     | NGFLP        | 19           | \$240,000          | \$250,000           |
| <b>TOTAL</b>                         |              | <b>1,473</b> | <b>\$9,383,000</b> | <b>\$12,751,000</b> |

SBF – Pennsylvania Small Business First Loan Program  
 NGFLP – Next Generation Farmer Loan Program

## ROHRER FAMILY FARM

Josiah K. Rohrer grew up on the 139.4-acre family farm in Rapho Township learning about hog finishing, beef raising and crop farming. At 22 years old, Rohrer is a 50/50 partner with his father, Kevin Rohrer, in the beef raising business, and also grows corn and vegetables for sales at local auctions.

This past December, Rohrer completed construction on a 2,400-head hog finishing barn with the help of a \$200,000 PA Small Business First loan through EDC Finance Corporation. The expansion positions the farm to continue to grow and prosper for generations to come.

*Josiah and Kevin Rohrer of the Rohrer Family Farm*



## 2012 BOARD OF DIRECTORS | EDC

### Board of Directors

**Nancy S. Arnold**  
*Partner, Reinsel Kuntz Lesher*

**Thomas T. Baldrige**  
*President, The Lancaster Chamber of Commerce & Industry*

**Thomas E. Beeman**  
*President & CEO, Lancaster General Health*

**Nevin D. Cooley**  
*Chief Executive Officer of the High companies*

**John D. Cox**  
*Executive Vice President, Turkey Hill Dairy*

**R. Joe Crosswhite**  
*Regional President, M&T Bank*

**Michael G. Fessler**  
*Business Development Director, UGI Utilities*

**Earl A. Furman**  
*President, Versatek Enterprises*

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

**James R. Hoehn**  
*President – Central Pennsylvania Region, PNC Bank*

**Randall L. Horst**  
*President & CEO, Horst Group*

**David R. Keller**  
*Partner, Barley Snyder*

**John M. Levitski**  
*Regional Director, PPL Corporation*

**Dr. Francine G. McNairy**  
*President, Millersville University of Pennsylvania*

**Harold E. Miller**  
*Lancaster Newspapers*

**Donald H. Nikolaus**  
*President & CEO, Donegal Mutual Insurance Company*

**William J. Reuter**  
*Chairman & CEO, Susquehanna Bancshares*

**R. Scott Smith, Jr.**  
*Chairman, CEO & President, Fulton Financial Corporation*

**Rupert H. Taylor, III**  
*Executive Vice President, Warfel Construction Company*

**James D. Warner**  
*Executive Director,  
Lancaster County Solid Waste Management Authority*

### Emeritus Directors

**Gibson E. Armstrong**  
**Robert S. Bolinger**  
**Dr. Joseph A. Caputo**  
**Robert C. Gray**  
**John M. Hallgren**  
**Alexander Henderson III**  
**Calvin G. High**  
**Calvin E. Levis**  
**W. Kirk Liddell**  
**Jessica H. May**  
**Gene Moore**  
**Timothy W. Peters**  
**Kenneth G. Stoudt**  
**Daniel C. Witmer**

### Officers

**Randall L. Horst**, *Chair*  
**John D. Cox**, *Vice Chair*  
**David K. Nikoloff**, *President*  
**John W. Biemiller**, *EVP/COO,  
Treasurer, Secretary*

### Newly Elected 2013 Board of Directors

**Robert M. Krasne**  
*Vice Chairman of the Board, Lancaster Newspapers*

**Dr. Carl J. Strikwerda**  
*President, Elizabethtown College*

**E. Philip Wenger**  
*President & COO, Fulton Financial Corporation*

### EDC & EDC Finance Staff

**David K. Nikoloff**, *President*  
**John W. Biemiller**, *EVP/COO*  
**Lyle D. Hosler**, *Vice President, Director of Finance*  
**Tari D. Mitchell**, *Economic Development Loan Officer*  
**Randall M. Johnston**, *Economic Development Loan Officer*  
**Jean K. Rehrig**, *Portfolio Manager*  
**Lynne M. Geib**, *Loan Closer*  
**Erin E. Lyons**, *Finance Project Assistant*  
**Janet L. Foster**, *Administrative Assistant*

### Professional Services

**Accountants** – *Walz, Deihm, Geisenberger, Bucklen & Tennis*  
**Auditors** – *Brown Schultz Sheridan & Fritz*  
**Marketing & Communications** –  
*Laura Brady, Onelevencreative*  
*Sharon Tschudy, Trump Tschudy Design*  
**Photography** – *Robert J. Polett, Photographer*  
**Event Production** –  
*Aurora Creative Group*  
*Shumaker—Plan•Design•Transform*

### In Memoriam

**G. William Ruhl**, *June 17, 1939-November 29, 2012*

## 2012 BOARD OF DIRECTORS & MEMBERSHIP | EDC FINANCE CORPORATION

### Board of Directors

**Joan M. Brodhead**  
*VP & COO, Community First Fund*

**Michael R. Carper**  
*President & CEO, Housing Development Corporation*

**Joshua D. Cohen**  
*Partner/Attorney, Hartman, Underhill & Brubaker*

**Michael W. Davis**  
*Partner/Attorney, Barley Snyder*

**Patrick M. Egan**  
*President, Select Security*

**Jennifer D. Goldbach**  
*VP of Business Development, Benchmark Construction Company*

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

**Robert W. Heiserman, Jr.**  
*Broker/Certified Appraiser, Donegal Real Estate*

**Charlotte A. Katzenmoyer**  
*Director of Public Works, City of Lancaster*

**Walter J. Legenstein**  
*Chairman & CEO, Certified Carpet*

**Craig Lehman**  
*County Commissioner, County of Lancaster*

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

**Pedro A. Rivera**  
*Superintendent, School District of Lancaster*

**Dennis R. Roemer**  
*Executive VP & CFO, Lancaster General Health*

**Robert C. Shoemaker**  
*President, Lancaster Alliance*

**Betty K. Tompos**  
*VP for Finance Administration, Thaddeus Stevens College of Technology*

### Membership

**James W. Appel**  
*Appel & Yost*

**Jeffrey S. Bleacher**  
*Ross Beuhler Falk & Co.*

**Joan M. Brodhead**  
*Community First Fund*

**Michael R. Carper**  
*Housing Development Corporation*

**Joshua D. Cohen**  
*Hartman Underhill & Brubaker*

**Michael W. Davis**  
*Barley Snyder*

**Michael DeBerdine**  
*Rhoads Energy*

**Barbara Reist Dillon**  
*Nikolaus & Hohenadel*

**Patrick M. Egan**  
*Select Security*

**Ramon Escudero**  
*Elizabethtown Area Chamber of Commerce*

**Daniel J. Fichtner**  
*Providence Engineering Corporation*

**Jennifer D. Goldbach**  
*Benchmark Construction Company*

**R. Edward Gordon**  
*Wohlsen Construction Company*

**Jacque Gumper**  
*Versatek Enterprises*

**Robert W. Heiserman, Jr.**  
*Donegal Real Estate*

**Donald F. Johnson, Jr.**  
*Trout, Ebersole, & Groff, CPA*

**Charlotte A. Katzenmoyer**  
*City of Lancaster*

**Jessica King**  
*ASSETS Lancaster*

**Rhonda H. Kleiman**  
*Library System of Lancaster County*

**David W. Kratzer**  
*Penn Township*

**Mark P. Lauriello**  
*Rettew Associates*

**Walter J. Legenstein**  
*Certified Carpet*

**Craig Lehman**  
*County of Lancaster*

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

**Jill Rexroth**  
*York County Economic Alliance*

**Pedro A. Rivera**  
*School District of Lancaster*

**Dennis R. Roemer**  
*Lancaster General Health*

**Robert C. Shoemaker**  
*Lancaster Alliance*

**Michael Staab**  
*Hamilton Precision Metals*

**Betty K. Tompos**  
*Thaddeus Stevens College of Technology*

**Andrew Weikert**  
*Shadow Lawn Enterprises*

**Officers**

**R. Edward Gordon, Chair**

**Joshua D. Cohen, Vice Chair**

**David K. Nikoloff, President**

**John W. Biemiller, EVP/COO, Treasurer, Assistant Secretary**

**Lyle D. Hosler, Vice President, Secretary**

## 2012 SPONSORS | EDC

**Champion** \$5,250 annually

Lancaster General Health



Susquehanna Bank



**Benefactor** \$2,750 annually



**Advocate** \$1,250 annually

