



LOOKIN'
BACK

PRESIDENT'S MESSAGE



Mike Ross

Wow! It's hard to think that we are closing out a decade and preparing to usher in a new one. It was truly a decade of change. Nationally, who would have ever predicted that Donald Trump would be president or that the Dow Industrials would be approaching 30,000? Locally, who would have predicted that our congressional representative would be anyone other than a Shuster? Welcome Dr. John Joyce! The point is that change is constant and we typically incorporate it into our daily lives and move on. There were significant projects across Franklin County that have become part of the community fabric. Most of what has been developed along Walker Road and Norland Avenue in Chambersburg (Exit 17 of I-81) occurred in the last 10 years; much of the Antrim Commons Business Park (Exit 3); the Epiroc facility in Fort Loudon; the build-out of the Wharf Road Industrial Park in Washington Township; and the WellSpan Summit outpatient facilities in both Waynesboro and Antrim Township are some that come to mind but the list goes on. **Over the last 10 years, the FCADC was directly involved in 125 projects that resulted in more than \$523.3 Million of capital investments. Our office was able to avail nearly \$86.7 Million of economic development resources in support of those projects, which in the aggregate created 3,767 new jobs and retained 5,292 existing jobs.**

So, what happened in 2019? It was a very productive year. As you peruse the *Year-in-Review*, you will notice that virtually every employment sector was affected ranging from health care to manufacturing to transportation and logistics to education. We achieved our annual goal to facilitate at least one economic development project in each of our six school districts. The FCADC was pleased to partner with the Chambersburg Area Development Corporation regarding the sale of the former Danfoss manufacturing building in the Chambers 5 Business Park and our purchase of the F&M corporate center at 20 South Main Street, Chambersburg. The respective transactions represent a \$10+ million investment that will result in a new corporate headquarters campus for F&M and a community redevelopment project for our joint venture.

So, what about 2020 and beyond? Based on our early indicators, 2020 is going to be a good year... as good as 2019 or better. This will be the year that you will see people living in Phase 1 of the Central Junior High School redevelopment as well as tenants in the \$11 Million affordable housing project currently under development by Luminest at South Main and South Streets in Chambersburg; the County's

judicial complex should near or be at completion; Triangle Tech will enroll its first full class at 1669 Opportunity Avenue, Chambersburg; A Duie Pyle will open in Antrim Township; we are very hopeful that Herbruck Poultry Ranch will break ground in Montgomery Township; and the FCADC is considering the feasibility of another Wharf Road project in Washington Township. Those are the ones we know about and we fully expect other projects to emerge.

That being said, the one priority that did not get addressed during the last decade but has to be a top priority during the upcoming one is the widening of I-81. I-81 has become a double-edged sword: on one side it is the foundation of our economic growth. Daily, more than 12.5% of the US economy moves on I-81. Moreover, it directly impacts our national security as it supports five major military installations between Franklin and Lebanon counties...65 miles. They include the Letterkenny Army Depot, US Army War College/Carlisle Barracks, Naval Support Activity Mechanicsburg, Defense Distribution Center Susquehanna, and Fort Indiantown Gap. On the other hand, it has become a congested and dangerous highway! There is rarely a day that goes by in which there is not a life-changing accident somewhere between Harrisonburg, VA and Harrisburg, PA. Too many are fatal. I-81 needs to be our number one priority over the next ten years. And at the risk of appearing to be “Debbie Downer”, should funding be announced in 2020, it is unlikely that construction would begin before 2030. Agreeing on a design, securing the necessary rights-of-way & easements, and regulatory compliance takes time. Candidly, construction is arguably the easiest part of the project. So, understand I-81 is the top priority but don’t be discouraged if it takes longer to bring the project to fruition than you might expect.

Among our other challenges will be education and workforce programs from pre-school through higher education that are directed at the attraction, retention, and training of our population. Additionally, we need to prioritize the development of affordable housing initiatives across the County; and we need to intensify our focus on the successful treatment of opioid addiction. Franklin County is growing and our challenge is not whether we can create economic development, rather it remains the adoption of policies that allow us to manage our growth such that all Franklin County residents benefit.

Best wishes for a prosperous and healthy 2020.

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2019 Loan Review Committee

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Senior Loan Officer
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Core Strategies

BUSINESS RETENTION

The retention and expansion of existing companies is the cornerstone to any successful economic development strategy. The FCADC staff spends approximately 90% of its time and resources assisting Franklin County firms.

SELECTIVE ATTRACTION

The attraction of new industries is intended to diversify and strengthen the local economy. The FCADC staff provides a vast array of services to those companies considering a move to the area.

START-UP

The Corporation spends ample time assisting individuals considering business start-ups. The staff is well acquainted with resources and programs that lower the costs of initiating and operating a successful enterprise.

FCADC Services

The FCADC provides a host of services including:

- > **INFORMATION...**The Corporation is a repository of comprehensive socio-economic and demographic data for the County. All information is updated as changes occur;
- > **SITE LOCATION...**Maintains a countywide inventory of industrial sites and buildings, as well as provides site development services and assistance;
- > **FINANCING...**As a state certified Area Loan Organization and Industrial Development Corporation, the FCADC markets, packages, and administers low-interest loans;
- > **FACILITATION...**Brings together diverse stakeholders in support of common economic development and quality-of-life goals;
- > **LIAISON...**Maintains effective relationships with DCED, the Governor's Action Team, local governments, and elected officials serving Franklin County; and
- > **LEADERSHIP...**Identifies and promotes issues that impact the economic vitality and quality-of-life of Franklin County.

FCADC MISSION

The FCADC is a 501(c) (6) private non-profit corporation charged with formulating, implementing, and promoting a comprehensive countywide economic development strategy. The Corporation strives to create an atmosphere that nourishes planned growth and family sustainable employment opportunities.

2019
BY THE
NUMBERS

11
Real Estate
Development and
Loan Projects

89
Jobs
Retained

55
New Jobs
Created

FCADC REAL ESTATE DEVELOPMENT PROJECTS 2019



JAMISON BMP™

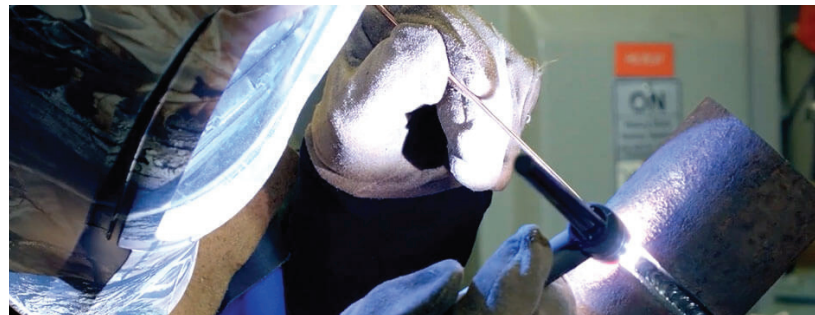
Jamison Door BMP, LLC officially opened their new 50,000 SF production facility in the Wharf Road Industrial Park. The FCADC served as the project developer. The project represents a **\$3.6 Million** capital investment and is expected to result in 35 new manufacturing jobs. The FCADC also facilitated a \$1.8 Million low interest loan from the Pennsylvania Industrial Development Authority (PIDA) in support of the project.

CP&P

Concrete Pipe & Precast **extended its lease** for the property at 401 S. Carlisle St. in Greencastle. The 36,000 square foot production facility is owned by the FCADC. CP&P manufactures a wide variety of pre-cast concrete pipe and related structures for public works, infrastructure, and construction projects. The company employs roughly 15 people with increased employment during construction seasons.

No one trains you like
TRIANGLE TECH

Pittsburgh-based post-secondary vocational education provider Triangle Tech, Inc. executed a **3-year lease** of the former welding training center at 1669 Opportunity Avenue in Chambersburg. The property is owned by the FCADC. Triangle is fully accredited and state licensed and is currently offering an Associate's Degree in Welding Technology, however plans are in place to increase vocational degree opportunities in the future.



5 FCADC.COM

\$2,550,000

Low Interest
Financing Aailed

\$7,352,260

Private Sector Investment
Supported

During 2019, the FCADC was proud to facilitate at least one economic development project in each of the County's six school districts.



Chambersburg-based metal fabricator and custom 4x4 designer, Hauk Designs, LLC, executed a **5-year lease** with the FCADC for the property located at 207 North Franklin Street in Waynesboro. The Company employs approximately 10 workers.



Italy-based manufacturer, Manuli Hydraulics **extended its lease** for the 15,000 SF production facility at 1683 Opportunity Avenue in Chambersburg. The property is owned by the FCADC. Manuli is a major supplier of hydraulic hose assemblies and related components to regional OEMs.



Franklin Financial Services Corporation and its subsidiary F&M Trust announced plans to **relocate their corporate headquarters and operations center** to a larger, state-of-the-art building at 1500 Nitterhouse Drive in Chambersburg. The bank is purchasing the former Danfoss manufacturing facility from CFDC, LLC, an entity jointly owned by the FCADC and the Chambersburg Area Development Corp. (CADC). F&M Trust is selling its 41,000 square-foot corporate headquarters located at 20 South Main Street, to South Main Ventures, a newly formed partnership between the FCADC and CADC.



FCADC SMALL BUSINESS FINANCING ASSISTANCE 2019



\$50,000 Franklin County First Fund (FCFF) low interest loan for Shippensburg-based Aqua Power Pros, LLC. The loan will be used in support of the acquisition of an existing

building, as well as the construction of a new **1,400 SF pole building** for the Company. Aqua Power Pros is a professional full-service cleaning company for commercial, industrial and residential customers. The Company employs 37 workers.



\$100,000 Franklin County First Fund (FCFF) low interest loan in support of Waynesboro craft brewery start-up, Rough Edges Brewing. The FCADC financing will help to support the **acquisition and renovation** of real estate located at 91

W. Main Street in Waynesboro, as well as the purchase of brewing equipment.

JUNK-INN FARMS, LLC

\$400,000 Pennsylvania Industrial Development Authority (PIDA) low interest loan to Junk-Inn Farms, LLC for the construction of a **new 40,831 SF livestock**

finishing barn. Located in Willow Hill, the new facility represents a \$1.3 Million capital investment.



\$100,000 Franklin County First Fund (FCFF) low interest loan to GearHouse Brewing Company in Chambersburg. The funding will support the purchase of a **new brewing system.** GearHouse employs 20 workers.



\$100,000 Franklin County First Fund (FCFF) low interest loan in **support of the start-up** of Cold Spring Hollow Distillery located on Findley Drive in Mercersburg. The FCADC funding was used to purchase a distilling system.



BUT WAIT THERE WAS MORE...



Transportation and logistics company A. Duie Pyle started construction of its new 200,000 SF warehouse and maintenance terminal on Molly Pitcher Highway in Greencastle. When fully operational, the Company is projecting to create up to 200 new jobs.



ATW, a Texas-based industry leader in the manufacture of trailer and truck beds, acquired longtime Chambersburg manufacturer B Wise Trailers (formerly Bri-Mar Trailers). B Wise manufactures over 100 different trailer models under the B Wise and Bri-Mar brands. Locally, B Wise operates in a 414,000 SF production facility on Wayne Avenue, Chambersburg.



Fil-Tec, Inc. acquired an additional seven acres of industrial land within the Wharf Road Industrial Park from the Waynesboro Industrial Development Corporation (WIDC). The Company already owns and operates two facilities within the Park. The new acquisition will help to support future growth of Fil-Tec locally.



Herbruck's Poultry Ranch held a ceremonial groundbreaking for their future \$90 Million egg layer operation on Corner Road in Montgomery Township. Once fully operational the project is expected to create approximately 200 jobs. Several million cage free chickens will be housed in several state-of-the-art laying houses.



Keystone Health opened a new 68,000 square-foot medical office building in Chambersburg. The facility houses Urgent Care and Pediatric Therapies including Audiology and Speech, Pediatric Dental, and Infectious Diseases, as well as Community Outreach. Keystone's Administrative Offices will also be relocating to the new building.



PennState

Penn State Mont Alto announced development of a new \$13 Million Allied Health building. The new facility will promote cutting-edge learning in its nursing, occupational therapy, and physical therapy assistant programs. The building will open in July 2021.



China-based manufacturer, LGMG executed a lease for the 50,000 SF production facility at 1445 Sheffler Drive in Chambersburg. LGMG manufactures aerial lifts and related construction equipment.



Lowe's opened a new 1.2 Million SF warehouse and distribution facility to serve more than 130 home improvement retail centers across the Northeast. The property is located within the United Business Park adjacent to Exit 24 of Interstate 81 in Southampton Township. The project is expected to create up to 100 jobs.

lightsource bp



PennState

Lightsource BP and Penn State University held a ground breaking ceremony in Newburg for a 70 megawatt "solar farm". The project is the largest "solar farm" currently under development in the Commonwealth.



Riviana Foods, Inc. opened a 700,000 SF logistics facility in the Antrim Commons Business Park. Riviana markets itself as "America's leading rice company and the nation's second largest provider of pasta products". The Company's portfolio includes over 20 recognized brands and more than 500 different products.



Shippensburg University announced the renovation of the former campus steam plant building into a new state-of-the-art School of Engineering Building. It is expected that the building will be completed in June 2020. The University now offers full degree programs in Software, Computer, Civil, Electrical, and Mechanical Engineering.



STAPLES®

Staples Distribution completed its move from Chambersburg to a new 1 Million SF warehouse and distribution facility also located within the Antrim Commons Business Park. The Company employs more than 350 people.

1869 **150** 2019
**WILSON
COLLEGE**

In addition to celebrating its 150th Anniversary, Wilson College was awarded a \$1 Million grant from the National Science Foundation to support a groundbreaking new program to recruit area students majoring in Science, Technology, Engineering, and Math (STEM) curriculums. Also, Dr. Wesley R. Fugate was appointed as the 20th President of the College and will assume his duties in January.



In addition to completing its acquisition of Summit Health, WellSpan Health officially opened its new 45,000 SF medical office building in Greencastle. The facility offers a wide array of professional medical services including specialty care and urgent care.



TIME, TALENT & TREASURE

In keeping with the FCADC mission, we have provided leadership and support of the following:

FCADC Annual Business Climate Survey

An annual business climate survey of local employers was completed during the 1st quarter. Workforce development and labor related concerns continue to be the dominate issues impacting our local employers.



WellSpan Summit Health Employer Healthcare Survey

The FCADC partnered with WellSpan Summit Health on the development and distribution of an employer healthcare and wellness survey. Nearly 97% of the employers surveyed offer their employees health insurance coverage, however rising healthcare costs continue to be a major challenge of County employers.

STEPPING FORWARD WORKS

United Way of Franklin County: Stepping Forwards Works

The FCADC pledged \$15,000 to United Way of Franklin County in support of its Stepping Forward Works job training program.

Wharf Road Industrial Park Natural Gas Line Extension

The FCADC is partnering with the Waynesboro Industrial Development Corporation (WIDC) and UGI Central Penn Gas on the potential extension of natural gas service to the Wharf Road Industrial Park. Staff facilitated a meeting with key project stakeholders and is providing technical assistance on the completion of an application for grant funding from the Commonwealth to support the project.

Partnerships for Regional Economic Performance (PREP)/ ENGAGE Program

The FCADC continues to participate in the PREP and ENGAGE business retention and expansion calling programs in partnership with SCPA Works and the Pa Department of Community and Economic Development (DCED).

Franklin County Redevelopment Authority (FCRDA)

The FCADC continues to provide administrative and technical support to the Franklin County Redevelopment Authority, including support of Leg Up Farm-Franklin County's successful application for \$1 Million of Redevelopment Assistance Capital Project (RACP) grant funds.



Team Letterkenny

The FCADC continued to provide administrative support to Team Letterkenny. Team Letterkenny brings together local County business and community leaders in support of the retention and expansion of the Letterkenny Army Depot (LEAD). The group meets quarterly with senior Depot leadership to discuss issues impacting the installation.

Healthy Franklin County

The FCADC pledged \$3,000 to support the development and ongoing maintenance of a comprehensive website for Healthy Franklin County. Healthy Franklin County works to improve the health and well-being of Franklin County residents through the promotion of an active lifestyle.

Stop Transource PA

The FCADC provided public and written testimony on two occasions to the Pennsylvania Public Utility Commission (PUC) in opposition to the proposed Transource electric project.



United States House of Representatives Committee on Small Business

At the invite of Congressman John Joyce, staff provided public testimony to the US House of Representatives Committee on Small Business: Subcommittee on Rural Development, Agriculture, Trade, and Entrepreneurship on the importance of extending broadband internet technology to rural Pennsylvania. Text of the testimony can be found on the FCADC website fcadc.com.



Pennsylvania State Senate: Committee on Intergovernmental Operations

At the invite of Senator Doug Mastriano, staff provided public testimony on government "Regulatory Reform, Red Tape Reduction, and Transparency". The focus of the FCADC comments surrounded the negative impact of certain regulations on economic development and non-profits. Text of the testimony can be found on the FCADC website fcadc.com.

United States-Mexico-Canada Agreement (USMCA)

The FCADC publicly advocated for the Congressional ratification of the new USMCA trade agreement. The FCADC firmly believes that the agreement will have positive impacts on our regional manufacturing sector; will protect our regional workforce; and provide much needed protections for the intellectual property of our local employers.



Harrisburg Area Community College (HACC)

&



Franklin County Career and Technology Center (FCCTC) CDL Program

The FCADC facilitated discussions between HACC and FCCTC senior management regarding the implementation of a new CDL training program at the FCCTC.

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FCADC staff also supported the following organizations:

- Shippensburg University
- Penn State Mont Alto
- Wilson College
- Chambersburg Hospital
- Waynesboro Industrial Development Corporation
- Franklin County Career and Technology Center
- United Way of Franklin County
- Franklin County Planning Commission
- Franklin County Metropolitan Planning Organization
- Franklin County Visitor's Bureau
- Chambersburg Hispanic American Center (CHAC)
- Leadership Franklin County
- Luminest Community Development
- ReadyNation Council for a Strong America



FCADC Podcast Show "30 Minutes with Mike"

The FCADC launched its very own podcast show called "30 Minutes with Mike". The podcast is focused on issues that impact the economic vitality and quality-of-life of Franklin County. Guests include a cross-section of business and community leaders from across the County. The show can be found on the FCADC website and Facebook page, as well as Apple Podcasts, Spotify, iHeartRadio Podcasts, and Google Podcasts. The FCADC is planning a new episode each month.

30 Minutes with Mike FCADC Podcast

FCADC 33RD ANNUAL INDUSTRY APPRECIATION DINNER

On September 5th the FCADC celebrated its 33rd Annual Industry Appreciation Dinner. The dinner is one of the most anticipated annual events in Franklin County. The evening honors those employers...large and small...who make Franklin County's economy prosper.

The event, which was attended by nearly 500 people, was held at the Green Grove Gardens event center and featured the entertainment of the nationally recognized "Capitol Steps," as well as a raucous Franklin County news report by WTFI Senior Anchor Rock Sterling and cub-reporter, Jacob Stein. The special part of the evening included the presentations of the 2019 Large and Small Business of the Year Awards and the 2019 Zane A. Miller Award. To see the award presentations and WTFI news report check out fcadc.com and click on "Who we Are" and scroll down to "Industry Appreciation Dinner".





LARGE BUSINESS OF THE YEAR

Keith Mackling (c), General Manger, Epiroc Drilling Tools, LLC, accepts the 2019 Large Business of the Year Award on behalf of Epiroc Drilling Tools, LLC



SMALL BUSINESS OF THE YEAR

Jocelyne Melton (c), President & CEO, Baxter Group, Inc., accepts the 2019 Small Business of the Year Award on behalf of Baxter Group, Inc.



FCADC CONTRIBUTORS AND EVENT SPONSORS-2019



ZANE A. MILLER AWARD

John Van Horn (c), Executive Director, Letterkenny Industrial Development Authority, accepts the 2019 Zane A. Miller Award.



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AC&T
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Boyer & Ritter Certified Public Accountants
and Consultants
e-Lynxx
Epiroc Drilling Tools, LLC
Greg and Debi Duffey
F&M Trust
First Energy Corporation
Franklin County Board of Commissioners
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Jamison-B.M.P., LLC
JLG Industries
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Lehman Construction Services, Inc.
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Authority
M&T Bank
MANTEC
Orrstown Bank
Patriot Federal Credit Union
Smith Elliott Kearns & Company, LLC
Strickler Insurance Agency, Inc.
The Eagle Construction Company
UGI Central Penn Gas
Volvo Construction Equipment
WellSpan Summit Health

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FCADC PLAN OF ACTION 2020

I. Continuous Improvement of FCADC Administrative/Operational Efficiencies

- Review and improve loan administration policies and procedures
- Improve Board orientation program
- Maintain ALO certification with DCED
- Support continuing education for staff
- Complete year-end financial audit by March 30th
- File all federal & state taxes and related documents by no later than May 15th
- File all state and federal grant reports on a timely basis
- Explore opportunities to further reduce operating expenses
- Provide administrative support to the Franklin County Redevelopment Authority

II. Diversify and Increase Operating Revenues and Reserves

- Actively research and develop opportunities for diversified revenue generation to include project management and property management
- Explore the possibilities of creating a 501 (c)(3) affiliated organization that would allow for the possibility of foundation and grant income
- Maintain a reserve account equal to 10% of anticipated revenues

III. Facilitate FCADC Owned & Managed Development Projects

- Investigate the development of a new industrial building within the Wharf Road Industrial Park
- Finalize the sale of the former Danfoss Drives production facility at 1500 Nitterhouse Drive in Chambersburg to F&M Trust

- Partner with CADC on the reuse of 20 S. Main St. in Chambersburg via new joint venture
- Ensure that all FCADC owned buildings are fully occupied
- Supervise leasehold improvements as needed to FCADC owned buildings

IV. Enhance and Expand Economic Development Services

- Avail applicable economic development resources in support of business investment and job creation
- Maintain effective communications with established Franklin County businesses in support of retention and expansion initiatives via the Engage and PREP programs.
- Maintain a current inventory of industrial sites and buildings on the FCADC website
- Actively support the development of properties that are suitable for economic development
- Continue OEM-based supply chain initiatives
- Provide timely responses to prospect inquiries
- Facilitate periodic reviews and updates of economic development incentive programs
- Facilitate at least (1) economic development project in each of the six public school districts serving the county
- Collaborate and improve targeted marketing campaigns in cooperation with local and regional affiliates

V. Review/Update FCADC Databases

- Gather, analyze, and disseminate socio-economic data that impacts business investment and job creation in Franklin County
- Update and maintain FCADC website and social media including “30 Minutes with Mike FCADC Podcast Show”
- Publish 2020 FCADC County Profile
- Publish 2019 FCADC Annual Report
- Update FCADC Industrial Directory

VI. Publicize FCADC Activities

- Develop and disseminate press releases for all FCADC sponsored projects
- Regularly publicize FCADC accomplishments and events on the website and social media
- Publish a quarterly FCADC newsletter
- Develop and publish articles and op-ed pieces regarding pertinent issues impacting economic development
- Sponsor and publicize annual Industry Appreciation Dinner
- Sponsor and publicize workshops, seminars, and forums on relevant issues impacting economic development

VII. Support Education and Workforce Development Initiatives

- Participate and collaborate with the South Central Workforce Development Board (SCPa Works) to include the “Engage” program.
- Support “industry-based” training initiatives
- Meet regularly with educational administrators and workforce development officials regarding integrated economic and workforce development strategies

VIII. Support the Retention and Expansion of the Letterkenny Army Depot

- Support initiatives that expand and increase LEAD missions and workload
- Provide administrative support and leadership for Team Letterkenny
- Avail applicable economic development resources to defense contractors seeking to do business with LEAD
- Advocate for state and federal funding of future LEAD initiatives

IX. Maintain Organizational Linkages with Local, State, and Regional Service Providers

X. Maintain Positive Working Relationships with all Local, State, and Federal Elected Officials



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Facebook

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The Franklin County Area Development Corporation is an award-winning Economic Development Agency charged with formulating, implementing, and promoting a comprehensive countywide economic development strategy. The Corporation strives to create an atmosphere that nourishes planned growth and family sustainable employment opportunities.

