



HINDSIGHT IS 2020 Annual Report

President's Message



Mike Ross

Finally, it has come to a close. No one could have imagined 2020. It was a year that started with great promise and is ending with great promise...it was the nine months in between that we didn't expect and weren't prepared

for. One might ask how can you say that it is ending with great promise. More than 1 million people have been vaccinated as I write this and all indications are that the majority of us will have the opportunity to have been vaccinated by mid-summer or before. And while we are not yet post-Covid, there are strong indicators that the I-81 corridor extending from Harrisonburg Virginia-to-Harrisburg, Pennsylvania will experience the V-shaped recovery that many have predicted. At the risk of being redundant, Covid altered our lives in many ways but it did not relocate Franklin County. WE are still strategically located on one of the most active interstates in America within a day's drive of 50% of the North American population. That equates to unparalleled consumer spending potential and uniquely positions us for economic growth.

As you will read, we are already actively involved in projects that will change our economic landscape from Shippensburg-

to Greencastle and from Path Valley-to-Waynesboro. Ironically, project decisions made in 2020 stand to make 2021 an unprecedented year. You are already seeing major construction taking place and unless something else emerges that no one has predicted, you will see far more.

While I am speaking of a post-covid recovery, it is important for me to acknowledge that the FCADC understands the impacts that Covid has had on many of our small businesses, especially those in the travel, hospitality, and events sectors. Many of our restaurants, hotels, and events centers have been irreparably impacted and it is why the FCADC partnered with the Franklin County commissioners to deliver approximately \$5.6 million of Small Business Recovery Grants. And as we move into 2021, should your business need assistance albeit financing, permitting, site location, etc., please do not hesitate to contact our office. That is why we are here. Our phone number is (717) 263-8282 and our website is **www.fcadc.com**.

So, we can finally put 2020 behind us. On behalf of the FCADC...our Board and staff...I extend our sincerest appreciation to all the front line workers for all that you have done and continue to do; and to all of our small and large businesses-best wishes for a safe and prosperous new year!

FCADC Mission

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

Core Strategies

BUSINESS RETENTION

The retention and expansion of existing companies is the cornerstone to any successful economic development strategy. The FCADC staff spends a significant majority 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. In 2020, staff responded to 22 inquiries regarding site location opportunities in Franklin County.

START-UP

The Corporation spends considerable 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 county-wide 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.

Board of Directors 2020

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Chambersburg Area
Development Corporation

Vice Chair

Frank Traver

The Eagle Construction
Company

Treasurer

Bob Moser

Community Representative

Secretary

David Keller

Franklin County
Commissioner

DIRECTORS

Chris Ardinger

Tuscarora Area Chamber
of Commerce

Scott Brown

Shippensburg Area
Chamber of Commerce

Georgina Cranston

Greencastle Antrim
Chamber of Commerce

Greg Duffey

CFP&M Insurance Agency

Jim Duffey

Franklin County CareerTech

John Flannery

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Brad Graham

Antrim Township

Brad Kearns

Greencastle Antrim
Chamber of Commerce

Jack Martin

Franklin County Farm
Bureau

Jackie Mowen

Greater Waynesboro
Chamber of Commerce

Chad Rosenberry

Orrstown Bank

Bob Ziobrowski

Franklin County
Commissioner

EX-OFFICIO MEMBERS

Stephen Christian

Greater Chambersburg
Chamber of Commerce

Patrick E. Fleagle

Franklin County
Redevelopment Authority

Kip Feldman

Letterkenny Industrial
Development Authority

SOLICITOR

Sharpe & Sharpe, LLP

AUDITOR

Boyer & Ritter Certified
Public Accountants

2020 Loan Review Committee

Chairman

Bob Moser

Community Representative

Patrick E. Fleagle

Community Representative

Dawn Keller

Community Representative

John McDowell

Community Representative

Chad Rosenberry

Orrstown Bank

Time, Talent, & Treasure...

In keeping with our commitment to providing leadership on important issues that impact the economic vitality and quality-of-life of Franklin County, the FCADC and its staff played a critical role in the following Countywide organizations.

- Shippensburg University
- Penn State Mont Alto
- Franklin County Conservation District
- WellSpan Health Chambersburg Hospital
- Healthy Franklin County
- Waynesboro Industrial Development Corporation
- Franklin County Redevelopment Authority
- Team Letterkenny
- 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
- Stop Transource
- Wilson College
- Chambersburg Hispanic American Center (CHAC)
- Borough of Waynesboro "BoroStrong"
- Luminest Community Development



FCADC Podcast Show **30 Minutes with Mike**

The FCADC's very own podcast show called "30 Minutes with Mike" reaches 675 downloads. Hey, it ain't much, but we think it's honest work. 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.

FCADC Staff

L. Michael Ross
President

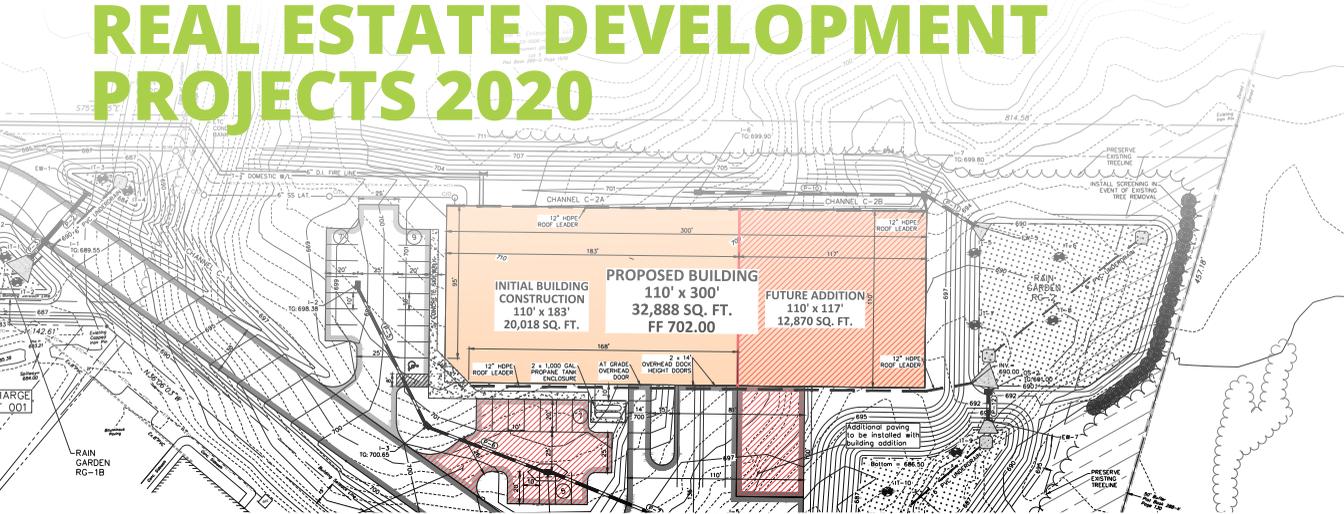
Judy A. Evans
Operations Manager/Assistant Secretary

Rhonda L. Wojciechowski
Loan Administrator

David B. Mackley
Project Manager

In 2020, staff responded to **22 inquiries** regarding site location opportunities.

FCADC REAL ESTATE DEVELOPMENT PROJECTS 2020



Wharf Road Industrial Park – Lot 6A

Acquired 5.3 acres of industrial land within the Wharf Road Industrial Park for the development of a new spec building of up to 32,000 square feet. The land development plan was approved by the Washington Township Board of Supervisors in August. Once completed, the building will be made available for lease or purchase. If interested, please contact our office.

SMALL BUSINESS FINANCING

Throughout 2020, a year unlike any other, the FCADC helped to facilitate critical economic development projects all across Franklin County. Even under the difficult circumstances of working remotely and changing schedules, staff was still able to complete at least one economic development project in each of the six school districts in the County. The efforts of staff included:

Franklin County First Fund

Two loans totaling
\$150,000

Approved for the **James Buchanan Hotel and Pub** in Mercersburg and the **Greencastle Sunoco** in Greencastle



Wipro Infrastructure Engineering

Sold a 33,000 square foot industrial building located at 1101 Sheffler Drive, Chambersburg to Wipro Infrastructure Engineering. Wipro specializes in hydraulics, additive manufacturing, and automation. The local facility designs and manufactures a wide variety of hydraulic cylinders for construction equipment, earthmoving and mining, agriculture, and material moving equipment. They employ 25 workers locally.

COVID-19 Working Capital Access Program

Staff facilitated

13 loans totaling
\$813,000 in funding

Franklin County Small Business Recovery Grant

FCADC staff reviewed and recommended approval of

177 applications totaling
\$5.6 Million in grants

FCADC

ECONOMIC DEVELOPMENT ASSISTANCE



The Franklin County Redevelopment Authority, which is administered by the FCADC staff, approved a \$125,000 low interest loan to **Luminest Community Development**. The loan will be used to support the acquisition and redevelopment of the properties at 252-256 South Main Street in Chambersburg.



Provided written and oral testimony in support of a variance request on behalf of **United States Cold Storage** for their planned 379,000 square foot facility on Hykes Road in Antrim Township. The variance was approved on August 13th.



Provided written support on behalf of **Carter Lumber** for a variance request for 8.75 acres at their location in Guilford Township. The variance, which was subsequently approved, will allow for the storage of building materials specific to its operation.

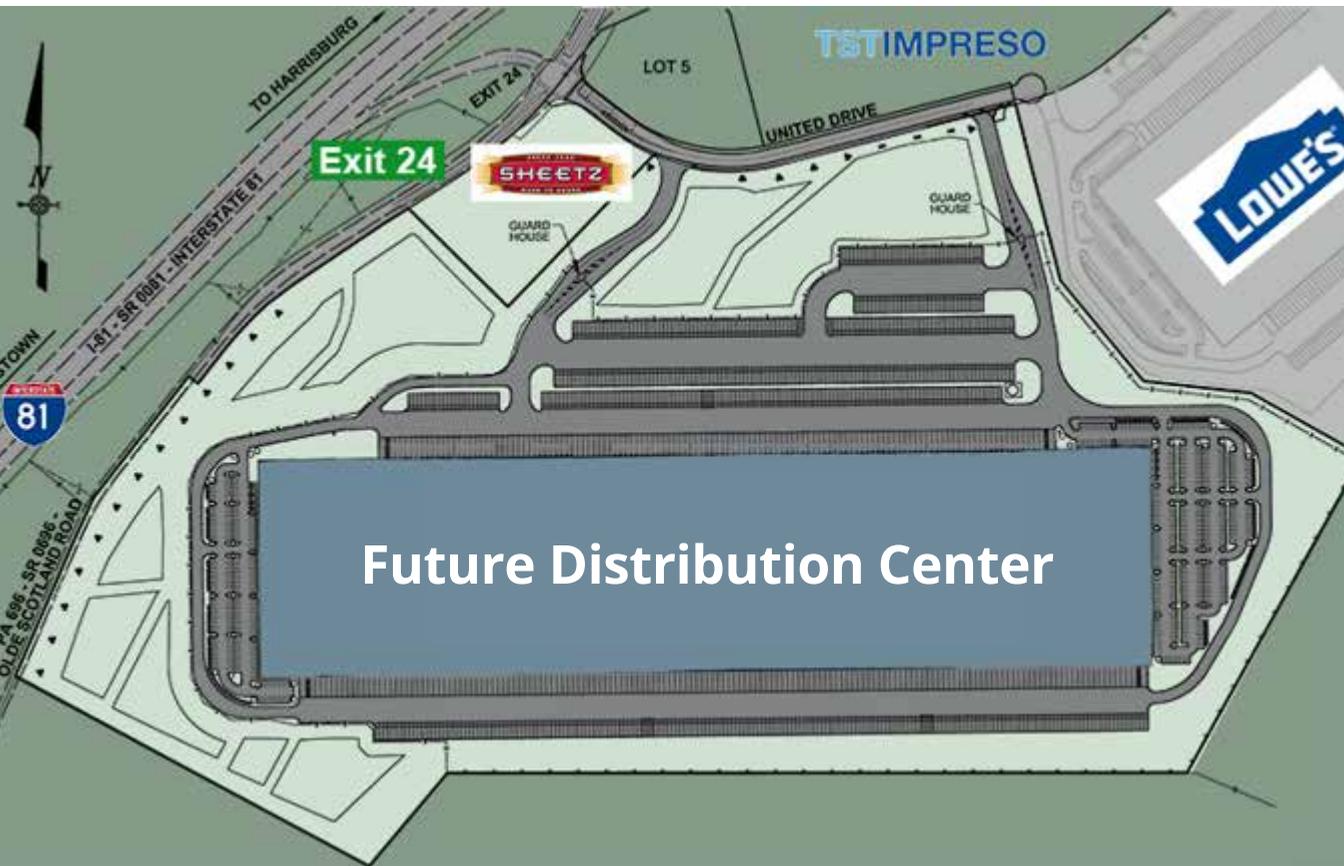


Facilitated a \$1 Million Redevelopment Assistance Capital Projects (RACP) grant via the Franklin County Redevelopment Authority for **Leg Up Farm** to complete site work construction at its future Guilford Township therapy center.

Herbruck's

Agreed to serve as the applicant/grantee for a \$1.5 Million RACP grant via the Franklin County Redevelopment Authority for **Herbruck's Poultry Ranch** in support of the construction of a \$100 Million egg layer facility in Montgomery Township. Construction is expected to start in 2021.

FCADC ECONOMIC DEVELOPMENT ASSISTANCE CONTINUED...



MATRIX

Provided oral testimony on behalf of **Matrix Development Group** in support of their conditional use request for a 1.8 Million square foot distribution center in Southampton Township (Franklin County). The conditional use was approved.



Provided oral and written testimony on behalf of **NorthPoint Development** in support of a variance request for their new 1.94 Million square foot e-fulfillment center in Antrim Township. The variance request was approved.



Hosted a county-wide virtual **Cooperative Education Employer Event** in collaboration with local co-op education coordinators. More than 40 employers participated.



Provided support to **JLG Industries** for their land development plan approval to expand their Molly Pitcher Highway location in Antrim Township.

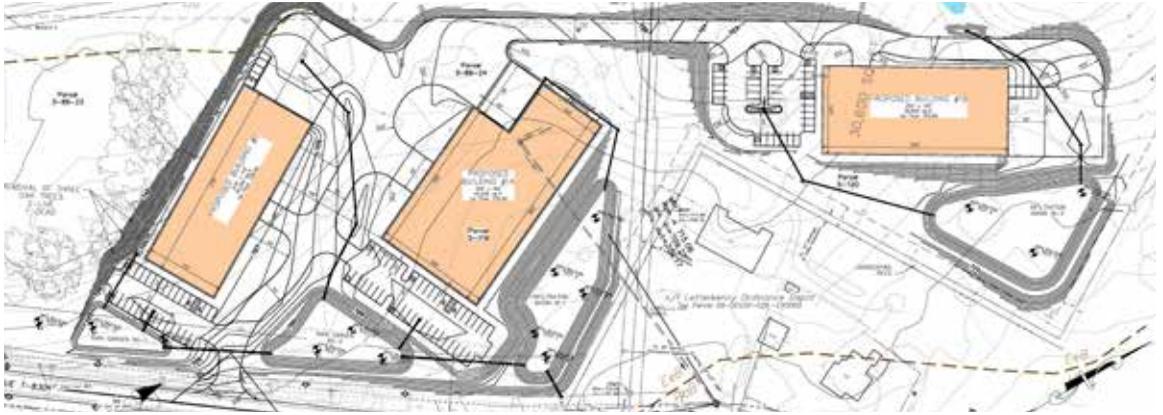


An Oshkosh Corporation Company

Served as the keynote presenter for a **JLG Industries** global supplier forum. Provided information on Franklin County and FCADC services to more than 40 of JLG's parts and service vendors from around the world.

Other Economic Development Projects of Note

In addition to the projects highlighted, several other critical investments have taken place around the County. These developments will have far reaching positive impacts on Franklin County's continued economic growth.



Letterkenny Industrial Development Authority (LIDA) received approval for the development of up to three industrial buildings within the Cumberland Valley Business Park.



The Chambersburg Area Development Corporation unveils plans to construct up to 100,000 square feet on Lot 10 within the United Business Park in Shippensburg.



MATRIX

Matrix Development Group is nearing completion on construction of two new logistics facilities located on US Route 11 in Antrim Township adjacent to Corelle Brands.



Luminest Community Development completes construction of its latest senior housing development. Parkview Corner will offer 40 one-and-two-bedroom units along with other amenities.



McKissick Properties opens Rose Rent Lofts in the former Central Junior High in Chambersburg. All of the upscale loft style apartments have been leased. The FCADC is an investor in the ongoing redevelopment project.



The new **County Judicial Center** project is nearing completion in downtown Chambersburg. The new center includes increased security measures for the public and jury members, holding cells, courtrooms, judge's chambers, new Sheriff's, Clerk of Courts, and Prothonotary offices.



Pete and Gerry's Organic Eggs initiated a sizeable expansion of its egg processing facility in Antrim Township.



An Administrative Law Judge for the PA Public Utility Commission (PUC) recommended to revoke Transource Energy's application to construct its Independence Energy transmission line project through Franklin County. The recommendation is a big victory for the local **"Stop Transource"** efforts, of which the FCADC was fully engaged.

FCADC Plan of Action 2021

I. Continuous Improvement of FCADC Administrative/Operational Efficiencies

- Review 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 May 15th
- 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 property and project management
- Maintain a reserve account equal to 10% of anticipated revenues

III. Facilitate FCADC Owned & Managed Development Projects

- Develop a new industrial building on Lot 6A 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
- Ensure that all FCADC owned buildings are fully occupied
- Semi-annual visits to FCADC owned buildings
- 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 communication 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 2021 FCADC County Profile
- Publish 2020 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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