



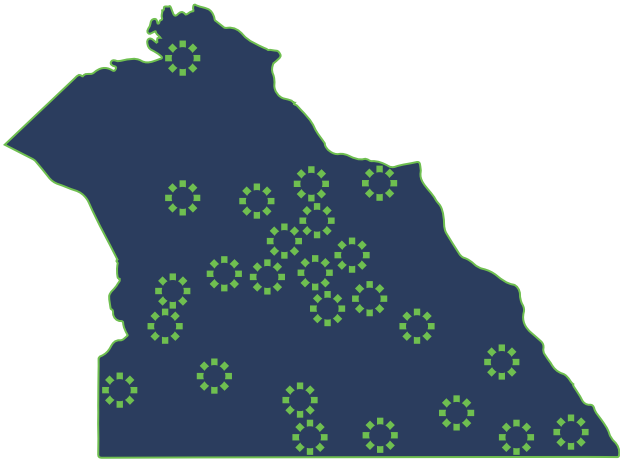
York County
Economic
Alliance

2019

YEAR IN
REVIEW

PRESIDENT'S MESSAGE

The YCEA assisted in nearly \$700 million in economic development activity in 2019



Where we worked in 2019

- City of York
- Dallastown
- Delta
- Dover Township
- East Manchester Township
- Fairview Township
- Fawn Township
- Felton
- Hanover
- Jackson Township
- Jefferson
- Lower Chanceford Township
- Manchester Township
- New Freedom
- Peach Bottom Township
- Red Lion
- Shrewsbury
- Spring Garden Township
- Spring Grove
- Springettsbury Township
- Stewartstown
- West Manchester Township
- Windsor
- Wrightsville
- York Township



Hey YoCo!

- The YCEA has facilitated projects/initiatives that retained 332 jobs, created more than 195 jobs, and generated approximately \$666,953,750 in capital investment.
- We launched two new, free business courses. A seven week Business 101 Start Up, and a five week course, "In Construction" to assist contractors in the public bidding process. 94 individuals participated.
- In the spirit of the Confronting Racism Coalition, we created and adopted an Economic Equity Plan. The first recommendation was to conduct an internal Diversity, Equity and Inclusivity assessment. The recommendations of which we have begun to implement and will continue in 2020.
- We helped secure Carter Lumber and That's How We Roll to relocate to YoCo, creating over 85 jobs.
- We secured over \$8 million to advance the Codorus Creek Beautification Initiative.
- We issued \$20,000 in YoCo Bloom small business grants to support small, diverse, and women owned businesses.

We did all of this through your support to #makethingshappen.

Cheers,

Kevin J. Schreiber | President & CEO
YORK COUNTY ECONOMIC ALLIANCE



YCEA PROMISE

We drive York County's economic growth by leveraging the collaboration, resources, and expertise needed to create sustainable prosperity.

We Are...

- Collaborative**
- Knowledgeable**
- Driven**
- Inclusive**
- Futuristic**

We Are YoCo.



Small Business Development Program

Launched inaugural Small Business Development program with partners Crispus Attucks, Confronting Racism Coalition, Downtown Inc, HACC York, Small Business Development Center-Kutztown (SBDC) and Susquehanna SCORE to assist entrepreneurs and small construction companies at no cost.

- This program offered two courses:
 - *Small Business Start Up*, a 5-week program for future and existing businesses.
 - *In Construction*, a 7-week program for businesses in the construction industry to better understand the public bidding process.
- 94 participants from across the county attended, and those with perfect attendance were invited to apply for a YoCo Bloom Grant.
- 20 grant applications received, 6 applicants were awarded a YoCo Bloom Grant and membership to the YCEA to support their business growth.



1 ISSUE. 2 VIEWPOINTS. 1 SOLUTION.

YCEA, with partner York College of Pennsylvania and sponsor Comcast, launched the inaugural Democracy Challenge. In 60 minutes, two leaders with opposing views debated their viewpoints in the pursuit of compromising on one solution, all in front of a live audience. This challenge demonstrates how a necessary shift in politics is needed to advance our democracy in the face of ever-changing challenges and priorities.

The first challenge brought together former Pennsylvania governors Ed Rendell and Mark Schweiker to craft a pathway to legal employment for Pennsylvania's undocumented immigrants.



YCEA AFFILIATE ACTIVITY



YORK COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY (YCIDA)

- Purchased the 53-57 E. Market Street building next to York College’s Center for Community Engagement as a future development opportunity.
- Issued almost \$2 million in Next General Farmer Loans (NGFL) to four first time farmers located in Lower Chanceford and Fawn Townships.
- Assisted Republic Services, Inc. with \$95 million through the Pennsylvania Economic Development Financing Authority (PEDFA) for refinancing existing debt and the acquisition, construction and equipping four locations within Pennsylvania.
- The York Water Company received \$25.37 million through the PEDFA to refinance existing debt (\$10.5 million YCIDA loan and \$14.87 million PEDFA loan).

THE YORKTOWNE HOTEL

- The Project Based Learning partnership with York College of Pennsylvania continued offering invaluable experiences with YCP Hospitality majors and Graham Scholars.
- In partnership with the Cultural Alliance of York County, 12 artists and their work have been selected to be incorporated in the hotel, following a submission and juror process that included community stakeholders and the interior design team. These commission pieces will make the hotel a hub for local arts and creativity.
- A second Contractor Networking Mixer was held in April to connect local contractors with the project team and resources to overcome barriers to bid on large projects. The event also included a seminar in partnership with the Small Business Development Center (SBDC) on how to successfully complete a public bidding package.
- Six bid packages were awarded for “core and shell” work on the hotel.

YORK COUNTY LAND BANK AUTHORITY (YCLBA)

- In its first year, the YCLBA worked directly with 12 municipalities on action steps required to tackle the demolition and redevelopment of vacant and/or tax delinquent properties.
- The demolition of two blighted/vacant structures occurred in Felton and Windsor Boroughs.



REDEVELOPMENT AUTHORITY OF THE COUNTY OF YORK (RACY)

- The County amended the Tax Increment Financing Plan for the Johnson Controls, Inc. campus at Stonebridge Business Park in Hopewell Township.
- Received \$5 million Redevelopment Assistance Capital Program (RACP) Grant for the acquisition, demolition and construction of the upper school for York Academy Regional Charter School.

GENERAL AUTHORITY OF SOUTHCENTRAL PENNSYLVANIA (GASP)

- Issued \$521,635,000 in tax-exempt financing for WellSpan Health to refinance existing debt and finance capital costs of six locations within the PA.
- Facilitated \$1.9 million in tax-exempt financing to refinance existing debt for Family First Health.

FINANCING PROJECTS CLOSED



WellSpan Health
\$ 521,635,000
GASP LOAN AMOUNT



Republic Services, Inc.
\$ 95,000,000
YCIDA LOAN AMOUNT



The York Water Company
\$ 25,370,000
YCIDA LOAN AMOUNT

Four Next Generation Farmer Loans

\$ 1,961,000
YCIDA LOAN AMOUNT



Family First Health
\$ 1,900,000
GASP LOAN AMOUNT

**State Incentives Awarded
to Multiple YoCo Companies**

\$ 656,121



Prince Street Cafe, LLC
\$ 200,000
YCEDC LOAN AMOUNT

**ECONOMIC DEVELOPMENT
ASSISTANCE**

**140 business
financing and
assistance inquiries**

**43 site selection
inquiries**

**30 prospect site
visits/meetings**

**3 businesses
relocated to YoCo**



\$ 666,953,750

**TOTAL FINANCING
AND INCENTIVES**

527

**TOTAL JOBS RETAINED
AND CREATED**

MAKING CONNECTIONS HAPPEN



“The YCEA does a great job of **celebrating and growing businesses** by hosting ribbon cuttings and engaging networking events. As a community, we are blessed to have the YCEA **advocating for our local businesses**. Keller Contracting has benefited greatly through our partnership with YCEA!”

- **Matthew Fuhrman**, Project Manager | Keller Contracting

“Thank you YCEA for providing **programming that enables entrepreneurs to grow** competitive and innovative businesses that support students, families and our local economy. HACC York is a #HACCproud participant and supporter of the Workforce and Strategic Development solutions that YCEA is dedicated to.”


- **Kathleen M. Brickner**, Interim V.P. | HACC York Campus

“First Capital Federal Credit Union has been actively involved with the York County Economic Alliance for decades. As a credit union that’s dedicated to the community, we enjoy partnering with the YCEA to help support local businesses. And, as an **Ambassador**, I love **connecting local business owners with other like-minded individuals**.”

- **Lisa Barshinger**, Community & Business Development Manager | First Capital Federal Credit Union

“The YCEA is a critical part of York County and for economic growth. It **connects businesses throughout the county** and provides **strength to the ecosystem**. The connections made through YCEA have led to stronger ties in the community and future collaborative opportunities. Cheers to YoCo!”

- **Taylor Groff**, CEO | Groff North America

 **1,100 Members representing 66,000+ employees invest annually in the YCEA**

Industry Breakdown of Members

Advertising, Print & Media	4%
Agriculture	1%
Arts, Culture & Entertainment	3%
Automotive	2%
Business, Personal & Professional Services ...	19%
Computers & Telecommunications	2%
Construction, Equipment & Contractors	12%
Family, Community & Civic Organizations	5%
Finance & Insurance	12%
Government & Education	12%
Hospitals & Healthcare	6%
Lodging, Travel & Tourism	2%
Manufacturing, Production & Wholesale	8%
Restaurants, Foods & Beverages	4%
Shopping & Specialty Retail	3%
Utilities & Environment	2%
Warehouses & Distribution	1%

101 NEW Members welcomed in 2019!

MAKING CONNECTIONS HAPPEN



- **Economics Club** saw over 1,000 attendees at monthly breakfast events in 2019.
- **Directors' DrawDown, Spirit of YoCo Awards and Showcasing YoCo!** sold out.
- **Business Achievement Award Dinner** recognized Bill Shipley, Chairman and Operator of the Shipley Group.
- Over 1,000 individuals attended the monthly **Business After Hours** networking series.
- Added **Enroot Gatherings** to provide meaningful, shared experiences that foster a stronger community.
- Celebrated the **County of York's 270th Birthday** with a dome lighting ceremony.
- First ever **Women's Business Summit** was held as part of the WBCO.

160+

Events Held

6,200+

Event Attendees

50+

Ribbon Cuttings

Cost Savings Programs for Members

ENERGY SAVINGS - APPI Energy vets suppliers so members receive the best rate possible. **65 PARTICIPATING MEMBERS**

COMMERCIAL INSURANCE SAVINGS - Through the Members Advantage Program (MAP), businesses can receive affordable, comprehensive insurance with the potential to earn a dividend through Penn National Insurance. **194 PARTICIPATING MEMBERS**

EMPLOYEE HEALTHCARE SAVINGS - Pennsylvania Chamber Insurance provides access to major health insurance providers and a rebate on first year membership as a new customer. **38 PARTICIPATING MEMBERS**

EMPLOYMENT SCREENING & DEBT COLLECTION - CBY Systems, Inc. has partnered to offer exclusive access to these services at a discounted rate. **19 PARTICIPATING MEMBERS**

MAKING WORKFORCE SOLUTIONS HAPPEN



Pathways

TO PROSPERITY

York County's
Workforce Action Plan

Pathways to Prosperity is in its second year of implementation. A strategic countywide workforce development planning committee comprised of over 50 partners from the business, education, and social service communities meet quarterly dedicated to this high priority issue.

Helping ex-offenders to mitigate barriers to stable employment, we hosted Expungement and Drivers License Restoration Clinics with the York County Bar Association and Crispus Attucks.

To better train and employ employees, a Manufacturing 101 certificate program was created with partners Mantec, HACC York and Crispus Attucks and funding from Training to Careers Grant via PA Department of Community and Economic Development.



Women's Business Center Organization

- Membership is over 200 and growing!
- We welcomed First Lady Frances Wolf to open our season and highlight her work across the Commonwealth and that of the Governor's Commission for Women.
- Brittney Russell, founder of Dallastown-based Black Powder Crossfit was awarded the first ever YoCo Bloom Grant designated exclusively for a female-owned business. Brittany launched the MissFit Academy, a program to support young girls as they develop leadership skills through exercise and strength training.
- To help female entrepreneurs, we launched the ATHENA Powerlink program, which establishes an advisory group for business owners, as well as hosted the second professional mentorship cohort with 20 women.
- We held a salary negotiation workshop in partnership with the YWCA York, and the American Association of University Women to support women in the workplace.

MAKING **ADVOCACY** HAPPEN



ELECTED OFFICIALS

- ✓ **Senator Bob Casey Jr.** joined partners of *Pathways to Prosperity* for a discussion on issues and strategies involving the local workforce.
- ✓ Facilitated a round table discussion at Coupling Corporation with **Congressman Lloyd Smucker** on workforce needs and federal policies.
- ✓ Hosted **U.S. Chamber of Commerce officials** at a roundtable regarding workforce strategies across the country.
- ✓ **Auditor General Eugene DePasquale** joined the Workforce Advisory Committee to share details on a workforce development audit.
- ✓ Organized a City of York economic development site tour for **State Senator Kristin Phillips-Hill**.
- ✓ Welcomed **District Attorney Dave Sunday** and several **York County State Legislators** at the Legislative Luncheon.
- ✓ **Canadian Consul General Phyllis Yaffe** visited Johnson Controls to learn about their work internationally and discuss the urgency for USMCA, the new trade agreement between the U.S., Canada, and Mexico.
- ✓ **PA Department of Community & Economic Development Secretary Dennis Davin** visited York to tour current and future economic development sites and share the Governor's proposal for infrastructure reinvestment.
- ✓ Joined **Representative Kate Klunk** and the **PA Department of Community & Economic Development** to host an overview on the Neighborhood Assistance Program.

ADVOCATING FOR YoCo

- ✓ Joined associations, chambers, and businesses across the state in support of passing statewide **non-discrimination protections for LGBT Pennsylvanians** in employment, housing, and public places.
- ✓ Supported an increase in state allocation for **Personal Care Home Supplement**, to help keep quality long term care affordable in Pennsylvania.
- ✓ Opposed a proposed change in **overtime regulations**, calling for review of purposeful modernization of regulations while minimizing complications for employers.
- ✓ Called on Congress to pass **USMCA**, the new trade agreement between U.S., Mexico, and Canada to modernize the agreement while making the case for a competitive climate.
- ✓ Launched the inaugural **YoCo Voter Guide**, a non-partisan effort to provide voters with information on candidates.
- ✓ Featured Wrightsville and New Freedom in our **Municipal Highlight** series. County, state, and federal officials joined municipality businesses in the sharing of resources, initiatives and issues faced.
- ✓ Launched a **Small Business Saturday** promotional video campaign with Senator Philips-Hill and Rep. Hill-Evans through a series of business visits.
- ✓ Joined leaders across the country to help policymakers identify policies that will help address **workforce needs**, including:
 - Broadening Pell Grants to include short term training programs.
 - Establish career pathways to provide aid while workers complete training.
 - Ensure the inclusion of job training for any new federal infrastructure investment.

ENROOT GATHERINGS

enroot GATHERINGS

These programs, known collectively as enroot gatherings, provide meaningful, shared experiences that foster a sense of community. The programs seek to uncover commonalities, promote understanding and tolerance, and foster a network of support for those who participate.

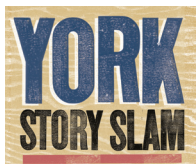
Beyond their face value – entertainment and education – the programs serve as a powerful tool for talent attraction and retention. Enroot gatherings provide a forum to get to know one’s neighbors, learn about the community, and grow both personally and professionally, thus helping our community’s ability to attract, train, retain the very best and brighter workforce.



© Maddie Croceni



© Isaac Edmondson



York Story Slam is a monthly gathering where anyone can take a turn telling a true story based on that month’s theme.



York: Crafted features inspiring presentations from York’s makers and doers on their respective crafts.



Kable House Presents is an independent concert series featuring national touring acts, hosted at York’s historic Central Market.



SkillSwap is a barter-based education series offering sessions on a variety of topics.



see and be seen.

At One to One (formerly Human Library: York), attendees have private conversations with people from their community who have experienced discrimination.

HISTORICALLY EDGY DOWNTOWN



Downtown Inc

DowntownYorkPa.com



- Secured over \$8 million to advance the Codorus Creek Beautification Initiative.
- Provided technical assistance to 100+ current or prospective entrepreneurs and investors.
- Hosted ten visits with journalists/bloggers who specialize in travel writing, showing them the amazing things Downtown York and YoCo have to offer.
- \$67,000 raised to light the historic courthouse domes to celebrate YoCo's 270th birthday.
- \$14,640 raised through 114 donors and the stretch pool on Give Local York day in May. An 11% increase over 2018, the funds filled 93 planters with flowers throughout the downtown.
- Spread 10 tons of mulch in tree wells along high-traffic corridors.
- Removed 11 tons of litter and installed 18 cigarette receptacles.
- Cut 28 ribbons and celebrated new or expanded businesses to Downtown York.
- Welcomed 60,000+ attendees at Downtown Inc events.
- Sold out two Sweetest Pint tours, bringing hundreds of people to downtown for a day of beer sampling and food tasting.
- \$100,000 raised for implementation of the new Downtown Brand, 'Historically Edgy,' which won a 'Townie' Award – a state-wide award for downtown organizations, given by the PA Downtown Center.
- Installed an additional security camera system at Foundry Park.



YORK COUNTY ECONOMIC ALLIANCE

Economic Development
Corporation

Chamber of Commerce

Downtown Inc

AFFILIATES

General
Authority

Industrial
Development
Authority

Partnership
for Economic
Development

Redevelopment
Authority

York Business
Improvement
District Authority

York County
Land Bank
Authority

2019-2020 BOARD OF DIRECTORS

OFFICERS

Claire Forbush
Chair,
Executive Committee Chair
First National Bank

William T. Yanavitch, II
Vice Chair
Kinsley

Blair Ansell
Treasurer,
Finance Committee Chair
PNC Bank

Jeffrey Vermeulen
Secretary,
Advocacy Committee Chair
York College of Pennsylvania

SOLICITOR

Ronald L. Hershner, Esq.
General Counsel
Stock and Leader,
Attorneys at Law

BOARD MEMBERS

Abe Amoros
Amoros Communications

Dylan Bauer
Royal Square Development
& Construction, Inc.

Douglas L. Berman, CPA*
Immediate Past Chair,
Governance Committee Chair
RKL LLP

Michael J. Black
DOCEO

Fred E. Botterbusch, II
MANTEC, Inc.

Commissioner Susan Byrnes*
County of York

Joseph P. Clark, II*
The Stewart Companies

Taylor Groff
Groff North America

Michael Jefferson
Crispus Attucks Center

Dr. Darryl E. Jones*
Economics Club Chair
HACC - York Campus

Jack R. Kay
YCIDA Chair
Susquehanna Real Estate, LP

Rev. Mark Kearse
Cornerstone Baptist Church

Dr. Sandra Lemmon
Southern York County
School District

Bev Mackereth
Penn State Executive
in Residence & Consultant

John Mocny
Harley-Davidson Motor Company

Keith Noll
WellSpan Health

Lynda Randall*
New Level Advisors, LLC

Robin Rohrbaugh
Community Progress
Council, Inc.

Julian Tolbert
York Container Company

Commissioner Julie Wheeler
County of York

**Denotes completed term in 2019*

YORK COUNTY ECONOMIC ALLIANCE TEAM

LEADERSHIP TEAM

Kevin J. Schreiber
President & CEO

Nancy Barry
Vice President,
Operations & CFO

Dr. Silas Chamberlin
Vice President,
Economic & Community
Development

Katie Mahoney
Vice President,
Marketing & Communications

TEAM MEMBERS

Hannah Beard
Communications Coordinator

Elaine Bonneau
Director, Downtown Inc

Par Bowman
Manager, Events

Jonathan Desmarais
Manager, Marketing
& Communications

Fran Diffenderfer
Finance Coordinator

David Gonzalez, Jr.
Manager, Advocacy

Kenetha Hansen, EDFP
Director, Economic
Development & Financing

Kimberly Hogeman
Director,
Strategic Development

Kyle Joines
Director, Membership & Events

Dawn Lenz
Manager, Economic
Development & Financing

Jason McSherry
Events Coordinator

Kameo Neal
Accounting Coordinator

Casey Nixon
Manager, Membership & Events

Sully Pinos
Director,
Business Solutions & Innovation

Nicholas Pullo
Project Manager

Jill Rexroth
Manager, Economic
Development & Financing

Catherine Roque
Manager, Marketing

Laura Schmaltz
Manager, Human Resources

Marlena Schugt
Business Solutions Coordinator

JJ Sheffer
Director, Community
Programs/Enroot

Jeremy Slagle
Creative Director

Emily Strathmeyer
Events Coordinator

Beth Wolfe
Manager,
Administration

 York County Economic Alliance

144 Roosevelt Avenue, Suite 100 | York, PA 17401

YCEApa.org    @YCEAPA