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

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

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

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, 8 applicants were awarded a YoCo Bloom Grant and membership to the YCEA to support their business growth.

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.

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

Industry Breakdown of Members

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising, Print &amp; Media</td>
<td>4%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>1%</td>
</tr>
<tr>
<td>Arts, Culture &amp; Entertainment</td>
<td>3%</td>
</tr>
<tr>
<td>Automotive</td>
<td>2%</td>
</tr>
<tr>
<td>Business, Personal &amp; Professional Services</td>
<td>19%</td>
</tr>
<tr>
<td>Computers &amp; Telecommunications</td>
<td>2%</td>
</tr>
<tr>
<td>Construction, Equipment &amp; Contractors</td>
<td>12%</td>
</tr>
<tr>
<td>Family, Community &amp; Civic Organizations</td>
<td>5%</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>12%</td>
</tr>
<tr>
<td>Government &amp; Education</td>
<td>12%</td>
</tr>
<tr>
<td>Hospitals &amp; Healthcare</td>
<td>6%</td>
</tr>
<tr>
<td>Lodging, Travel &amp; Tourism</td>
<td>2%</td>
</tr>
<tr>
<td>Manufacturing, Production &amp; Wholesale</td>
<td>8%</td>
</tr>
<tr>
<td>Restaurants, Foods &amp; Beverages</td>
<td>4%</td>
</tr>
<tr>
<td>Shopping &amp; Specialty Retail</td>
<td>3%</td>
</tr>
<tr>
<td>Utilities &amp; Environment</td>
<td>2%</td>
</tr>
<tr>
<td>Warehouses &amp; Distribution</td>
<td>1%</td>
</tr>
</tbody>
</table>

"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

101 NEW Members welcomed in 2019!

- 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.

Events Held

160+

6,200+

50+

Cost Savings Programs for Members

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

COMMERICAL 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
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.

- 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.

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.

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.


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

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.

HISTORICALLY EDGY DOWNTOWN

• 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.

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.

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

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Dr. Silas Chamberlin
Vice President, Economic & Community Development

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YORK COUNTY ECONOMIC ALLIANCE
Economic Development Corporation
Chamber of Commerce
Downtown Inc

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Industrial Development Authority
Partnership for Economic Development
Redevelopment Authority
York Business Improvement District Authority
York County Land Bank Authority

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