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The Developer

...Message from Mike

Volume 2, Issue 4

4th Quarter 2011

www.fcadc.com

As seems to be always the case, another year has flown by. It's hard to imagine that 2011 is over and that 2012 is upon us. As we look back several years from now, I think we will reflect on 2011 as a transformative year in the growth and development of Franklin County. There were several projects that stand to be catalytic in supporting our efforts to enhance our local/regional economy. The acquisition of Frederick Precast Concrete in Greencastle by Advanced Drainage Systems has brought not only a world class manufacturer to the County but an exemplary corporate citizen; the decision of Capital Camps to construct a new state-of-the-art hotel/conference center on their campus in Washington Township will allow them to showcase one of most impressive recreational facilities anywhere; the expansion of the Chambersburg Hospital reflects the continuing investment and commitment of Summit Health to provide a world class health care system; and the strategic decision of Volvo Construction Equipment to consolidate its North American production and sales in Shippensburg will not only create several hundred jobs (both white & blue collar) but the announcement is creating opportunities for growth in both the hospitality and retail sectors. All totaled the FCADC was able to support 21 specific projects in 2011 that are expected to make more than \$139 million of capital investments and create/preserve more than 1,800 jobs.



Throughout our 25-year existence, the FCADC has been committed to an economic development strategy that promotes diversification. We do not want to be reliant on any one company or industry sector and that strategy was instrumental in our ability to weather the 2008-2010 recession. As we transition into 2012 and beyond, we are well positioned for sustainable growth. Our office will remain committed to supporting those initiatives that allow us to capitalize on our potential.

I extend my best wishes to all for a happy holiday season and a prosperous New Year!

Former Trailer Manufacturing Facility Available

Situated in a Keystone Opportunity Zone and Foreign Trade Zone, the 34,000 square foot manufacturing facility is available for lease or sale. Located at 1711 Opportunity Ave. in the Cumberland Valley Business Park, the facility is owned by the FCADC and includes all industrial grade utilities, 4,000 square feet of office, one loading dock, and three at grade drive in doors.



For additional details, please contact the FCADC or check out our website www.fcadc.com for a full spec sheet and floor plan.

FCADC & FCCTC Launches Manufacturing Consortium Efforts

The FCADC in cooperation with the Franklin County Career and Technology Center recently unveiled its new manufacturing consortium program. Initial members include Volvo, Manitowoc, DL Martin, Olympic Steel, T.E. Connectivity, and ATI Landis.

The group meets monthly at the FCCTC campus and is currently working on a manufacturing careers video and marketing mailer. The video is targeted towards all 8th and 9th grade students in Franklin County, while the mailer is being widely distributed to parents. Plans also include company representatives speaking directly to students regarding career opportunities with the County's advanced manufacturing companies.

For more details please contact Don Frankenfield at 717-263-9033 ext. 289.

**2011 Franklin
County Profile**
Available Online

2011 Franklin County Year-in-Review *County labeled a "market that bears watching"*

Bizjournals.com, a nation-wide online business publication labeled the Chambersburg micropolitan statistical area (which includes all of Franklin County), as one of 12 markets nationally that "bears watching." That prediction manifested itself in our 2011 accomplishments.

Below are highlights of the last 12 months that are setting the tone for a prosperous 2012.

- **Volvo Construction Equipment announces a second facility expansion in Shippensburg.** Coming on the heels of a \$45 Million expansion in July 2010, the new \$100 Million investment will result in Shippensburg being Volvo's North American manufacturing headquarters for road machinery. The expansion will result in the creation of several hundred "white & blue collar" positions.
- **FCADC purchases the former Frederick Precast Concrete facility in Greencastle and enters into a lease agreement with Advanced Drainage Structures, Inc.** The project will result in the retention of 25 manufacturing jobs, and ADS is predicting the creation of 50+ new positions within the next three years.
- **Summit Health breaks ground on their Chambersburg Hospital expansion.** The \$70+ Million construction project will create 171 private patient rooms and a new cardiac catheterization suite. Construction is expected to be completed in December 2012.
- **Norfolk Southern begins construction of its \$94 Million intermodal project in Antrim Township.** Initial operations at the site are expected to begin in late 2012. The project is expected to have unprecedented positive economic impacts on a regional scale.
- **Ulta Cosmetics, a national retailer of cosmetics and related beauty supplies, executes a lease on the remaining 375,000 square feet of space in the Liberty Property Trust warehouse in Guilford Township.** The new distribution center will serve as the Company's northeast distribution point and is expected to result in the creation of several hundred new jobs.
- **Schreiber Foods, a Wisconsin based manufacturer of natural cheeses, processed cheeses, cream cheeses, and yogurt announces it is adding new production at its Shippensburg facility.** The project is expected to result in new job opportunities as well as increased demand for locally produced raw milk and related dairy products.
- **Alternate Heating Systems, Inc. acquires the 80,000 square foot facility at 1086 Wayne Ave.** AHS employs 38 people and manufactures wood, coal, multi-fuel, and waste oil boilers. Company officials plan to add 30 to 40 more positions over the next two years.
- **Capital Camps Retreat and Conference Center in Waynesboro breaks ground on its multi-million dollar 42 room conference and retreat facility.** The project will result in the creation of 10 new employment positions, while at the same time helping to retain 11 full-time, 20 part-time, and 150 seasonal workers.



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FCADC 4th Quarter 2011 Successful Projects

- **Printaway/Fall4K, LLC...Chambersburg...**
\$100,000 FCFF Loan Guaranty.
- **Ulta Cosmetics...**
Chambersburg...
Site location & demographic assistance.
- **Capital Camps and Retreat Center...**
Waynesboro...\$7.5 Million Industrial Revenue Bond via FCIDA.
- **Junbro Farm, LLC...**
Willow Hill...\$200,000 First Industries Fund Loan & \$75,000 FCFF Loan.

Total Capital Investment
Supported in 2011

\$139,946,815

FCADC
25th Anniversary
Video
Available Online

...Year-in-Review Continued

- Franklin County's largest employer, the Letterkenny Army Depot (LEAD), kicks-off its 70th Anniversary celebration and is awarded its 7th Shingo Prize for Excellence in Manufacturing. The award was presented to the workers in the aviation ground power unit rebuilding mission. Additionally, the Depot launched a new PATRIOT missile refurbishment partnership with Raytheon. The partnership will preserve 300-400 positions. The Depot continues to employ roughly 3,800 people.
- Whitetail Golf Resort officially opens its new \$1.6 Million, 9,000 square foot clubhouse. The project was part of a larger \$4 Million facility improvement and capital program undertaken by the Resort.
- Sunset Metal Works, a Greene Township based sub-contract machine and fabrication shop, completes a 10,000 square foot expansion. Sunset employs roughly 70 people.
- Hooper, Inc., a Case IH and Kubota farm equipment dealer with locations in Pennsylvania and Delaware, completes its acquisition of the former Chambersburg Farm Service.
- The Franklin County Career and Technology Center (FCCTC) begins an aggressive \$11.05 Million facility renovation project at its Loop Road campus. Additionally, the FCCTC teams up with Volvo Construction Equipment on the development of a new assembly training course. Volvo provided the school with a \$50,000 donation to implement the program to FCCTC students. Construction has also started on the \$10.3 Million Chambersburg School District Career Magnet School, which will be onsite at the FCCTC.
- Shippensburg University officially breaks ground on its three-phase, \$200 Million campus wide residence hall construction and renovation project. The first phase of construction will include three new residence halls and is expected to be completed by January 2013. Phase 1 construction represents a \$70 Million capital investment.
- The Commonwealth approves \$2.5 Million of redevelopment assistance funding for continued infrastructure development at the United Business Park (I-81, Exit 24) and the Antrim Commons Business Park (I-81, Exit 3). The breakdown includes \$1.5 Million for the UBP and \$1 Million for Antrim Commons.
- The Borough of Chambersburg approves the construction of three new nationally recognized restaurants for Norland Ave. They include Longhorn Steakhouse, Olive Garden Restaurant, and Texas Roadhouse. Initial plans also call for an additional 7,000 square feet of retail space.

Other Highlights from 2011 Include...

- The US Census Bureau releases population data indicating that Franklin County's population grew nearly 16% in the decade from 2000-2010. That growth rate makes Franklin the 4th fastest growing county in the entire state. Because of increased population, the County is also designated by the state as a 4th Class County.
- Franklin County's unemployment rate drops 1.4 percentage points over the past year and on December 1st, it was reported that since October 2010, jobs in the County were up 1,100...twice the statewide average. The current unemployment rate is 6.5%.
- Manitowoc Crane, Franklin County's largest private employer reports a 20% increase in its 2011 3rd quarter sales compared to the same quarter 2010.
- The FCADC embarks a three year capital campaign, "Don't Stop Believing." To ensure that our funding reflects a public private partnership, we are seeking private sector investments to match that of the Franklin County Board of Commissioners who have allocated \$82,800 in 2012. For more information please contact the FCADC or visit our website.