**Inside Business**

**LANCASTER COUNTY**

**TEEING UP SUCCESS**

USGA 2015 Open expected to generate up to $30M in economic impact

BY HEATHER STAUFFER
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Lancaster County Country Club’s Jerry Hostetter is general chairman of the 2015 U.S. Women’s Open, which will be held at the Lancaster County private golf club in Manheim Township.

Waiting to move – PSECU prepares to relocate. Page 16

Behind the List – In this week’s Q&A, meet David Freshman, managing principal of Innovation Capital Advisors LLC. Page 19

**YORK COUNTY**

Plan targets backups in growing Shrewsbury business corridor

BY BRENT BURKEY
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Yorks County’s tourney draws massive crowds, commands international attention — and, in Lancaster County, is expected to generate an economic impact of $25 million to $30 million.

Waiting to move – PSECU prepares to relocate. Page 16

Behind the List – In this week’s Q&A, meet David Freshman, managing principal of Innovation Capital Advisors LLC. Page 19

**THIS WEEK ONLINE**

www.CPBnow.com

Tonight’s 40 Under 40 nominees will be honored at the awards event Oct. 16 at the Hilton Harrisburg. For details and to register, visit www.CPBnow.com/events.

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**FLIGHTPATH IS CLEAR**

80-acre park in Lebanon County gains popularity for sports and family-friendly features

Page 3
Ports, administration major plusses for corporate relocation

BY JASON SCOTT
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Central Pennsylvania continues to be on the radar screen for many big corporations, according to a national business relocation firm that serves corporate clients in numerous manufacturing and service industries.

For starters, the Panama Canal expansion will increase container traffic into Maryland, New York and New Jersey. That should result in continued distribution center growth, which benefits the midstate and its plethora of major highways, said John Boyd Jr., principal of New Jersey-based The Boyd Co. Inc.

Hiring a pro-business governor in Tom Corbett also helps, he said. "The first thing our clients ask about is the legislative climate and attitude toward business," said Boyd, who works with the likes of PepsiCo and JPMorgan Chase.

Corbett has signed three straight budgets without any broad-based tax increases, while also pushing sever.

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DAUPHIN COUNTY

WAITING TO MOVE

PSECU prepares to relocate into new building in November

BY MICHAEL SADOWSKI
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The new headquarters of the Pennsylvania State Employees Credit Union should be ready to open in early November, with all of its nearly 600 employees moved in by the end of that month.

PSECU is planning a late October dedication of the new building, which has taken almost two years to complete, before activating a three-phase move-in process on November weekends.

The original completion date was October, but officials said the project is slightly behind schedule.

The end product will worth any wait, PSECU President Gregory A. Smith said. "It’s nothing short of magnificent," he said during a late August tour of the Susquehanna Township facility. "It’s going to be a great new facility!"

PSECU has 405,000 members and $4.25 billion in assets under management, Smith said. That makes it the state’s largest credit union in both categories, according to the Pennsylvania Credit Union Association.

According to PJ Dick, the Pittsburgh-based construction company on the project, the building has three floors with 235,000 square feet of floor space. Smith said the cost of the entire project — construction, land acquisition and relocation costs — will be about $74 million.

"We’re actually a little under budget," Smith said.

The property sits on about 47 acres of former farmland — there are still acres of cornfields directly behind the new building — that the state sold to PSECU. The state owned four parcels of adjacent land at 1500 Elmerton Ave., and, initially, PSECU planned to occupy the parcel between its current location.

But after testing, PSECU officials found that sporadic rain from a former hardball. Smith said construction officials could have gotten around that issue, but it would have cost an extra $10 million. That led PSECU to its current location, which

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LANCASTER COUNTY

Lancaster chamber helped woo New Yorkers to office in Central Pennsylvania

BY HEATHER STAUFAER
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Most businesses don’t go to the lengths to ease a business transition that Parsons Brinckerhoff did.

But if they want to, the Lancaster Chamber of Commerce & Industry would be glad to help. At the request of the New York-based global consulting firm, LCCI took a board of community representatives to spend a day answering questions from employees who were considering relocating with the office to Lancaster County.

"Thirty different community agencies" says LCCI President and CEO Tom Baldrige. "Education, health care, banking, real estate, human services, transportation — just a smorgasbord of things that you would want to know about a community before arriving there. We set up a mini trade show all about daily life in Lancaster."

It was a lot of work, Baldrige says, and it happened quickly: from request to event was just over a week. Then, later, the chamber did a reprise of sorts locally for Parsons employees moving here from other parts of the country. The chamber also helped with tours of the area when Parsons employees took a couple of day trips to see Central Pennsylvania for themselves.

In the end, Baldrige says, the number of employees that transitioned to Lancaster — 31, according to Parsons — exceeded the company’s expectations, and all parties involved were

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RELOCATION
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Metro comparison

Biocosts recently published data comparing warehouse costs in Harrisburg against other metropolitan areas. Here is what it found:

Cost factors
Reconciliation

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<th>Rent, Msa.</th>
<th>Prevalence, R.I.</th>
<th>Baltimore, Md.</th>
<th>Columbus, Oh.</th>
<th>Hartford, Conn.</th>
<th>Louisville, Ky.</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>$117.70</td>
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<td>$160.87</td>
<td>$157.31</td>
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<tr>
<td>Net income</td>
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<td>$58.42</td>
<td>$54.49</td>
<td>$68.50</td>
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<td>Fringe benefits</td>
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<td>$1.83</td>
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<tr>
<td>Total annual labor costs</td>
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<td>$6.43</td>
<td>$6.05</td>
<td>$6.20</td>
<td>$6.99</td>
<td>$5.75</td>
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<tr>
<td>Electric costs</td>
<td>$293.04</td>
<td>$380.68</td>
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<td>$748.24</td>
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<tr>
<td>Amortization costs</td>
<td>$5.99</td>
<td>$4.64</td>
<td>$4.87</td>
<td>$4.73</td>
<td>$4.85</td>
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<tr>
<td>Property and sales tax costs</td>
<td>$2.94</td>
<td>$2.42</td>
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<td>$1.86</td>
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<td>$1.39</td>
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<tr>
<td>Shipping costs</td>
<td>$4.46</td>
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<td>$3.75</td>
<td>$3.80</td>
<td>$4.34</td>
<td>$2.97</td>
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<tr>
<td>Total annual gas and electricity operating costs</td>
<td>$21.12</td>
<td>$18.69</td>
<td>$17.77</td>
<td>$17.34</td>
<td>$19.81</td>
<td>$14.65</td>
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SOURCE: BIOCOSTS.COM (INCLUDES ALL MAJOR OPERATING COSTS FOR A 450,000-SQUARE-FOOT DISTRIBUTION CENTER EMPLOYING 150 NONEXPERIENCED WORKERS)

Call 717-236-4300 for more information.

SUNDAY, OCTOBER 27, 2013
Strawberry Square, Harrisburg - 11 a.m. to 3:30 p.m.

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sirens, said Chad Stine, president and CEO of York-based Bennett Williams Realty Inc.

The firm has seen a steady uptick in activity over the last six to 12 months, he said. Much of that activity has yet to translate to closed deals.

Bennett Williams has been busy helping companies such as Dollar General Corp. and Five Guys Burgers and Fries open new locations in the midstate.

“Not as busy now as what it was 12 months ago,” Stine said. “Deals are coming in from outside brokers, and I’m taking deals to property owners based on market I represent. A few years back, we tried to find ways to occupy our time and do damage control versus doing new deals.”

Bennett Williams has grown by nearly 28 percent over the last eight months, he said. It now has nearly 40 people on staff.

If the retail market continues to improve, Stine said speculative building could soon make a comeback.