

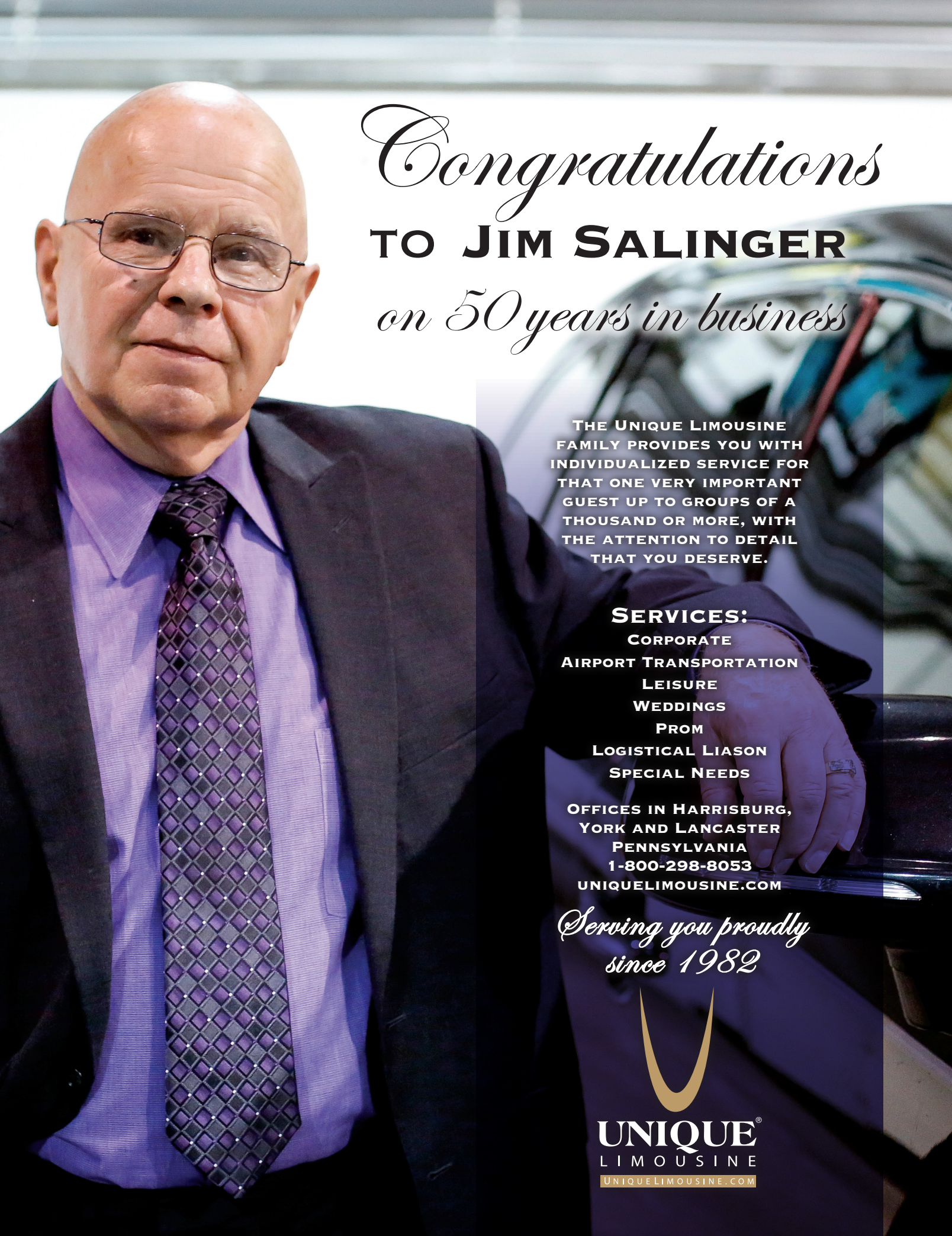


CENTRAL PENN
BUSINESS JOURNAL

MILLE STONES

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CENTRAL PENNSYLVANIA COMPANIES



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FROM OUR PUBLISHER



DEAR READERS:

Traditionally, when it comes to wedding anniversaries, five years is the wood anniversary, 10 years is tin or aluminum, 25 calls for silver and 50 years is the gold anniversary. After that, the customary gifts get a bit hazy. I can only hope to someday be faced with that dilemma!

But company anniversaries always seem golden to me, regardless of the year. Any business owner can tell you that it's a scary undertaking to start a business, and in the beginning,

reaching a milestone year seems almost unfathomable. From nothing you somehow create something pretty great; the product of smart business ideas, dedicated employees and lots of initiative. There are days when you may feel as if you are being stretched in a hundred different directions and yet you may still be struggling to meet payroll. And then there are days when everything seems to be lining up perfectly and you feel immensely proud of your success. Either way, your journey makes every major anniversary a true badge of honor.

For the 28 companies featured in this publication, 2015 is a special year because it marks a nice, round milestone for them. From 10 years to 130 years, these anniversaries are a definite cause for celebration, and I know they are all very proud of their accomplishments.

I wish I could personally congratulate every one of these companies on their milestone years, but instead they'll have to settle for this commemorative publication. These Central Pennsylvania companies are the heart of our dynamic business community, so sit back and enjoy reading about their business stories.

SINCERELY,

David A. Schankweiler
CEO/Publisher
Central Penn Business Journal

CENTRAL PENN BUSINESS JOURNAL

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PICTURED: FROM 130 YEARS AGO TO TODAY, THE SALVATION ARMY HAS BEEN SERVING THOSE IN THE MOST NEED IN THE HARRISBURG AREA. PHOTOS/SUBMITTED

THE SALVATION ARMY HARRISBURG CAPITAL CITY REGION

DOING THE MOST GOOD FOR PEOPLE IN THE MOST NEED

IN 1865, WILLIAM BOOTH, A MINISTER IN LONDON, ENGLAND, AND HIS WIFE, CATHERINE, ABANDONED THE TRADITIONAL CONCEPT OF CHURCH AND PULPIT, TAKING THEIR MINISTRY TO THE POOREST OF THE POOR IN LONDON'S EAST END. Despite frequent ridicule and mockery for their unconventional message of, “first, soup; second, soap; third, salvation,” the Booths courageously persisted in their mission of reaching those who were forgotten and living on the very fringes of society.

The influence of The Salvation Army quickly spread to the United States, and within 20 years, The Salvation Army had reached Harrisburg. This year, The Salvation Army celebrates two anniversaries: 150 years as an international organization serving 32 million Americans and people in 126 countries around the world and 130 years of service within our local community.

Last year, 22,336 people in Dauphin, eastern Cumberland and Perry counties benefited from 11 different programs and services provided by The Salvation Army Harrisburg Capital City Region. Beginning early in the morning — with the only weekday breakfast feeding program for those in need —

and continuing into the evening with an afterschool program for kids, as well as chapel and outreach programs on the weekends, local Salvation Army programs continue to meet the needs of body, mind and spirit just as they did in 1885.

“The Salvation Army has a rich, amazing heritage leading to our current status as one of the most trusted and recognized charities in the world,” said Major John Griner, corps officer of The Salvation Army Harrisburg Capital City Region. “But history is no guarantee for the future, which is why we remain committed to constantly growing and improving to meet current and emerging needs within our community and stewarding our resources in the most effective, efficient means possible. It’s our duty and responsibility to the clients we serve and the donors and volunteers who support us.”

William and Catherine Booth’s daughter, Evangeline, once said, “There is no reward equal to that of doing the most good for the most people in the most need.” Now, 150 years later, “Doing the Most Good” is more than just a tag line within a logo; it is the mission and motivation of The Salvation Army — in Harrisburg and around the world.

Join us at our Annual Civic Event and anniversary celebration, May 13, 2015, with special guest, Penn State football coach James Franklin. Tickets are on sale now for \$130 each to celebrate 130 years of service to the local community!

Information is for The Salvation Army Harrisburg Capital City Region office only.

1885	unknown	unknown	William Booth, General	1	Eastern PA	unknown
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVE	PROGRAMS	GEOGRAPHY COVERED	LOCATIONS
2015	25	\$2.7 million	Major John Griner, Corps Officer	11	Dauphin, eastern Cumberland & Perry counties	1



Celebrating 125 Years!

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PICTURED: THE MCCONKEY INSURANCE & BENEFITS OWNERSHIP TEAM.
 PHOTO/SUBMITTED

MCCONKEY INSURANCE & BENEFITS

INSURING THE FUTURE OF BUSINESS

NORMAN F. BASSO, PRESIDENT AND CEO OF MCCONKEY INSURANCE & BENEFITS, EXPLAINS IT BEST WHEN ASKED ABOUT THE COMPANY'S MANY YEARS OF ACHIEVEMENTS, AWARDS AND ACCOLADES. It's all about the culture nurtured within the one and only location it has had for 125 years.

"We've been successful all this time because of the way it's been run," he said. "We share ideas and opportunities. We're proud of the people we have here. We've had growth in our people and a high level of service to our clients."

McConkey has been providing financial security for businesses, and it is one of Central Pennsylvania's oldest and most respected insurance brokerage firms. Its founder, Edwin K. McConkey, set into motion a company that began in 1890. At the time, he was an employee of the Farmers Fire Insurance Co., but he began his own agency to have a local outlet from which he could sell policies for his insurance company. Along with his business, he also served the Commonwealth of Pennsylvania as a state senator. Another interesting fact was that he was the first York resident to drive an automobile.

An impeccable value system and a high regard for customers and employees have been at the forefront during McConkey's 125 years in business. Even when a different CEO was at the company's helm, the team and the ideals stayed strong, its commitment clear and unquestioned. Today, the company's objective is very similar to what it was 20, 30 and 40 years ago: to deliver high quality to customers, exceed their expectations and keep promises that are made. Earning a customer's trust is always top priority, no matter if that customer has been doing business with McConkey for one year or 100 years.

"They've earned that kind of attention from us," Basso said. "We have clients going back 70 to 80 years. We're about traditional values with innovative solutions. We pick the high road every time."

Despite its many years in existence, McConkey has continued to come up with new ideas, and it succeeds in answering the question, "How can we do better and save our customers money?" The company does this via captive insurance products, an array of employee benefits, commercial and personal insurance, financial services and much more.

"We want to be their partner in their business," Basso said. "We want to help them grow."

1890	2	unknown	Edwin K. McConkey, President	York	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVE	GEOGRAPHY COVERED	LOCATIONS
2015	70	\$250 million	Norman F. Basso, President & CEO	Worldwide	1



2515 Horseshoe Road
Lancaster, PA 17601
717-661-6486
www.goodhartsons.com

PICTURED: FROM LEFT, CHAD GOODHART, GARY GOODHART AND MARC GOODHART. PHOTO/STUART LEASK

GOODHART SONS INC.

FOUR GENERATIONS OF HARD WORK AND HONESTY

IN A WORLD WHERE FEW BUSINESSES SURVIVE MORE THAN A COUPLE OF YEARS, GOODHART SONS INC. GOES AGAINST THE GRAIN WITH A FOURTH GENERATION THAT IS MARKING 80 YEARS FOR THE COMPANY.

The sons, grandsons and great-grandsons of Frank Goodhart Sr., who founded the Lancaster-based steel fabrication and installation company in 1935, are the first to say that success did not happen by accident.

“It starts with values emphasizing honesty and hard work,” said President Marc Goodhart. “You also need to take care of your employees — every decision should reflect that. Our employees represent the best and brightest part of our company.”

Highly skilled employees — fabricators, millwrights, riggers, welders, pipefitters and electricians — are considered assets to the company. They are true craftsmen who are valued more than any piece of machinery. Aware that the knowledge and skills of employees are embedded into every piece that leaves the shop, the company shows its commitment in many ways, always trying to walk in the shoes of the employees when a decision is made.

Goodhart Sons also makes safety a priority by providing generous incentives to the fabrication, installation and operations divisions for completing work without accidents. This is critical in an industry where a company can be eliminated from the bid process simply for a poor safety record. The company ensures a safe workplace by investing in new equipment, upgrading technology and modernizing its more than 175,000 square feet of production space.

In light of retirements by long-time, loyal employees, Goodhart Sons is engaging a new generation of professionals capable of delivering high-quality steel fabrication, certified welding, forming, cutting and burning, precision machining and final assembly of the company’s products. Working with nearby Millersville University, Lancaster Career & Technology Center and Thaddeus Stevens College of Technology, the company has established a new Shining Stars program, which allows interns to shadow tenured employees in the spirit of passing the torch.

These all represent actions that would make Frank Goodhart Sr. proud. “Every project — large or small — that enters our doors is treated the same with the attention of quality and service ... as if the future of our company depends on it,” Goodhart added. “The reality is that it does.”

1935	4	unknown	Frank Goodhart Sr.	Lancaster	1
	EMPLOYEES	GROSS REVENUE	PRESIDENTS	GEOGRAPHY COVERED	LOCATIONS
2015	125	\$28 million	Marc & Chad Goodhart	Worldwide	1



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PICTURED: ON MAY 3, 1941, DEDICATION CEREMONIES WERE HELD FOR ADAMS ELECTRIC COOPERATIVE'S FIRST TWO SUBSTATIONS, THIS ONE NEAR GETTYSBURG. PHOTO/SUBMITTED

ADAMS ELECTRIC COOPERATIVE

AN ELECTRIC CO-OP THAT SHEDS LIGHT ON SOUTH-CENTRAL PENNSYLVANIA

IN 1940, POWER LINES CONNECTED GETTYSBURG, SHIPPENSBURG AND YORK, BUT NEARBY RURAL RESIDENTS (INCLUDING 60 PERCENT OF THE FARMS) WERE LEFT IN THE DARK. Private power companies did not consider rural areas as profitable, and connecting power was cost-prohibitive for many living outside towns and cities.

Working together, rural residents created Adams Electric Cooperative to provide themselves with power. A handful of farmers met on July 18, 1940, at the Farm Bureau office in Gettysburg to explore the idea. By Aug. 21, Adams Electric Cooperative was incorporated.

The new cooperative took advantage of low-interest loans (first offered to private power companies) from the Rural Electrification Administration (REA), born as part of President Franklin D. Roosevelt's New Deal. Adams Electric's incorporators obtained their first REA loan in October 1940, the money from which was used to build the first lines during the following winter and spring.

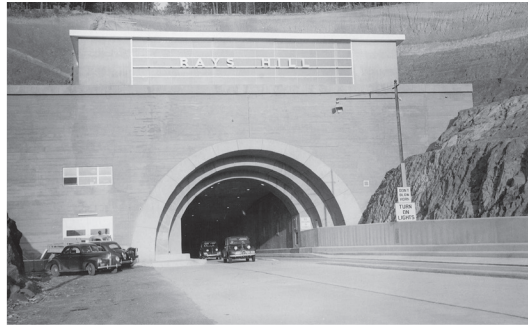
On May 3, 1941, substations in Gettysburg and Shippensburg were energized and the first 35 miles of

line received power. More than 2,000 residents in rural south-central Pennsylvania finally had access to electricity. Those first members took a leap of faith in the cooperative, paying a \$5 membership fee as their share in the new member-owned, electric distribution organization. Adams Electric was the 13th rural electric co-op in Pennsylvania to begin operations.

Today, nearly 75 years later, Adams Electric delivers electricity and other services to 32,000 member accounts in five counties. It maintains more than 2,960 miles of line and has assets in excess of \$150 million. Always building on the solid framework of its past, the co-op remains financially strong and technologically progressive.

Under the guidance of CEO and General Manager Steve Rasmussen, the cooperative offers a U-Shift, U-Save (load control) program that has saved it \$21 million in avoided power purchases during peak demand periods since it started in the mid-1980s. Adams Electric also offers automated metering, online outage mapping, electronic bill viewing and payment, and remote monitoring of substations and equipment on its system. In February, the cooperative returned \$1.7 million in Ownership Rewards (patronage capital credits) to members and former members, bringing the total to more than \$35 million returned to local communities.

1940	9	\$308,000	Cecil Dunbar, Board President; Calvin "Cal" A. Cluck, General Manager	1	Adams & Cumberland counties	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVES	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	85	\$62 million	Jay Grove, Board President; Steve Rasmussen, CEO & General Manager	45	Adams, Cumberland, Franklin, Perry & York counties	4



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PICTURED: WHEN IT OPENED TO TRAFFIC 75 YEARS AGO, THE PENNSYLVANIA TURNPIKE WAS REGARDED AS "AMERICA'S FIRST SUPERHIGHWAY." PHOTOS/SUBMITTED

PENNSYLVANIA TURNPIKE COMMISSION

PIONEERING SUPERHIGHWAY DESIGN AND CONSTRUCTION

IMAGINE GETTING AROUND PENNSYLVANIA WITH NO INTERSTATE HIGHWAYS – DRIVING FROM HARRISBURG TO PITTSBURGH ON A MOUNTAINOUS, MEANDERING, TWO-LANE ROAD. That all changed 75 years ago, when the first vehicles glided past a gleaming blue tollbooth, down the concrete on-ramp and onto the Pennsylvania Turnpike. The 160-mile Pennsylvania Turnpike opened on Oct. 1, 1940.

America had never experienced anything like the Pennsylvania Turnpike: an unbroken ribbon of concrete cutting through mountains and across valleys, bypassing towns without stop signs, intersections or speed limits. As the nation's first four-lane, limited-access highway, it received coast-to-coast acclaim as an engineering marvel.

"The Pennsylvania Turnpike established the national standard for superhighway design and construction more than 16 years before the first U.S. interstate highway was begun," said Brad Heigel, chief engineer at the Pennsylvania Turnpike Commission (PTC). "It was the granddaddy of the interstates, the model upon which all other limited-access highways in America were built."

The Pennsylvania Turnpike was unique because it was de-

signed from the driver's viewpoint to create a consistent motoring experience. It featured the same design attributes across its entire length to provide uniform operating conditions.

"Until the Pennsylvania Turnpike, roadways were essentially designed for what we call 'constructability' — they were easy to build from a contractor's point of view," Heigel said. "This was the first time that the driver's perspective was a key consideration in the design."

Today, the Turnpike has more than tripled in length, spanning more than 550 miles in Pennsylvania.

"As we mark this significant milestone, we continue to emphasize the spirit of innovation that made the Turnpike so revolutionary," said Bill Capone, chief of communications and public relations. "Now, our innovations are focused on the technologies that allow our customers to more easily pay tolls and stay informed of what's happening on the road."

E-ZPass revolutionized how customers pay tolls. Trip-Talk, a smartphone app, changed how travelers learn about traffic and weather. But the most radical change is now in the works. "Without question, the most significant change will be conversion to a cashless, nonstop tolling system called All-Electronic Tolling or AET," Capone said. "We expect to be ready to convert to AET in 2018, and it will be the most dramatic change our customers have seen since Oct. 1, 1940."

1940	50 collectors	\$562,464	Walter Jones	160 miles in PA	11 toll plazas
	EMPLOYEES	GROSS REVENUE	CHAIRMAN	GEOGRAPHY COVERED	LOCATIONS
2015	640 collectors	\$861.8 million	Sean Logan	552 miles in PA	68 toll plazas



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www.morefield.com

PICTURED: THE MOREFIELD COMMUNICATIONS EXECUTIVE MANAGEMENT TEAM. PHOTO/STUART LEASK

MOREFIELD COMMUNICATIONS

COMMUNICATIONS TECHNOLOGY BEYOND THE TELEPHONE

IN 1945, JOHN A. MOREFIELD SR. STARTED MOREFIELD COMMUNICATIONS OUT OF HIS HOME, SELLING PAGING, INTERCOM AND AUDIO SYSTEMS. Now, as the company celebrates 70 years of being “more than just phones,” Morefield has become a leader in communications technology that spans three lines of business, specializing in situational awareness technologies, video conferencing, audio/visual, data and IT services, and voice services with collaboration and cloud-based offerings.

Morefield has always specialized in expert solutions for businesses rather than individuals — providing outstanding, personalized service always has been and still is the company’s mission. The business began with the early years of installing paging and audio systems to houses of worship. Later, it grew to voice and data services and to encompassing all steps in a technology and customer service life cycle — design, implementation, upgrades and providing ongoing support.

Today, Morefield is partnering with businesses, retirement communities and schools to build and maintain situational awareness and mass notification tools. For example, in cases of emergency, employees, residents and students can be more

easily located if parts of a building are being shut down. These days, business doesn’t have to stop; Morefield’s robust designs incorporate business contingency and cutting-edge, cloud-based resources. Morefield offers wireless and core switching and routing, allowing businesses to back up and store all their information — on-site, off-site and in the cloud.

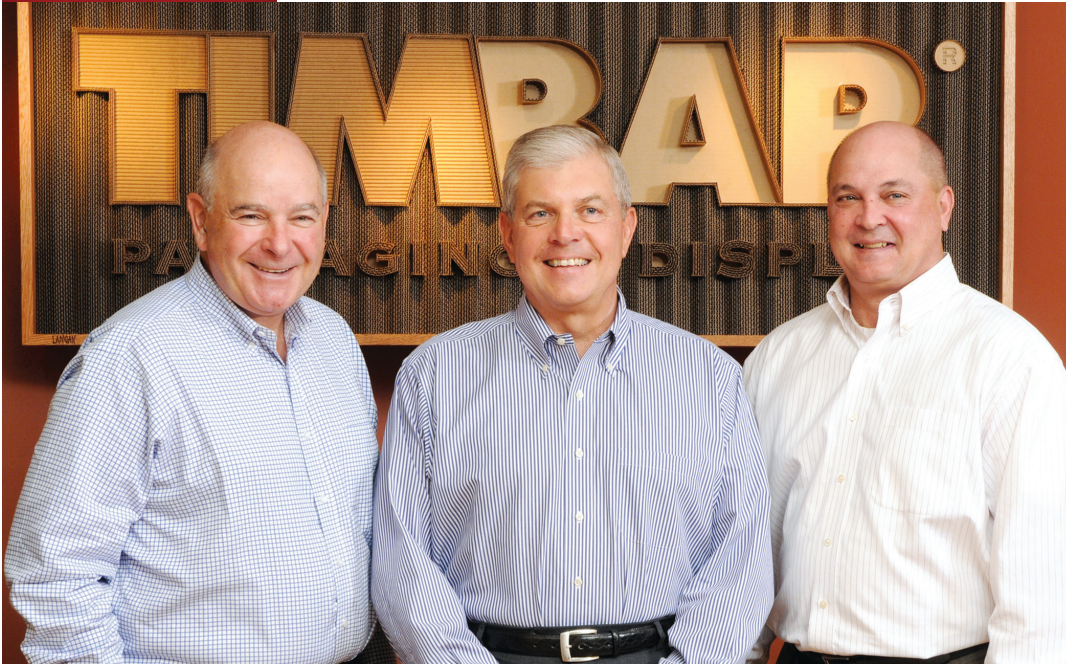
Throughout the last 75 years, Morefield has been family-owned and -operated, and there has always been a Morefield family member actively working for the company. While technology has changed over time, it is the investment in people and customer service that continues to be the foundation of Morefield’s success.

“We think of ourselves as partners,” said Briana Carr, marketing associate. “Your emergency is our emergency. Our response time is guaranteed, and our customers are able to count on Morefield to promptly respond — remotely or on-site.”

This is evident across all of Morefield’s business segments: multimedia, data and IT services and voice services.

Employees are trained to offer thoughtful designs, and they recognize how our clients rely on these technology platforms day in and day out. That concept will persist over the next 75 years, as Morefield carries on its tradition of placing a high value on lasting business-to-business relationships while clients continue to see Morefield’s services as strategic to their own.

1945	1	\$7,000	John A. Morefield Sr.	3	3 PA counties	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	89	\$24 million	John D. Morefield	3	34 PA counties, 5 MD counties	2



148 N. Penn St.
Hanover, PA 17331
800-572-6061
www.timbar.com

PICTURED: FROM LEFT, BARRY CLINE, CHIEF INFORMATION OFFICER; MATTHEW HELEVA, PRESIDENT AND CEO; AND RICK FRITZ, CHIEF FINANCIAL OFFICER. PHOTO/SUBMITTED

TIMBAR PACKAGING & DISPLAY

WELL-POSITIONED FOR EAST COAST GROWTH

FOR TIMBAR PACKAGING & DISPLAY, 60 YEARS HAVE BEEN MARKED BY GROWTH. In 1955, TimBar, then known as Oxford Container Co., had 10 employees and 10,000 feet in which to manufacture can cases and brown shipping containers. These days, with more than 800 employees and 12 locations — including Hanover Packaging, which was acquired last year — TimBar has certainly been able to expand its product lines. Now, the company is designing and manufacturing rigid boxes and plastic and paperboard folding cartons used for food packaging and personal care products.

“Although the size, scope and complexity of the business are different, the same entrepreneurial spirit is still here,” said Matthew Heleva, president and CEO.

Perhaps that spirit is in the company’s genes. TimBar is owned by descendants of the first owners, who have stayed true to their roots by expanding the original production facility rather than moving. TimBar poured \$14 million into the upgrade of the New Oxford plant. The new equipment allows the company to design, produce, pack and deliver industrial packaging and point-of-purchase (POP) displays

— some of which have won national awards. This, along with its acquisitions, has pushed the company into brand-new markets.

While it’s true that the company’s expansions mean locations up and down the East Coast, its heart remains in New Oxford. By remaining centrally located, the company has access to a rich and qualified labor pool. TimBar believes in investing in its employees and it offers training, leadership seminars and other benefits, which has led to a low turnover rate.

Most importantly, a Central Pennsylvania location means easier access to the entire Mid-Atlantic region, making product shipping faster without sacrificing quality. Essentially, this puts TimBar where its customers want it to be.

While a sluggish economy has made it a challenging environment for businesses over the last several years, TimBar has countered this by investing in its people and property, and by injecting itself into new markets. “TimBar, as a company, is well-positioned,” Heleva said. “And it has proven that it can make its way through any bumps in the road.”

With seven manufacturing facilities, two fulfillment centers, one warehouse and three sales and design offices located on the East Coast, TimBar is well-positioned indeed.

1955	10	unknown	Tom Cline, President	Mid-Atlantic	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVE	GEOGRAPHY COVERED	LOCATIONS
2015	820	\$340 million	Matthew Heleva, President & CEO	Eastern U.S.	12



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www.lancofcu.com

PICTURED: STACEY M. REMICK, CEO OF Lanco FEDERAL CREDIT UNION.
PHOTO/STUART LEASK

LANCO FEDERAL CREDIT UNION

FROM THE CLASSROOM TO THE COMMUNITY

WHEN A SMALL GROUP OF TEACHERS SAW THE NEED FOR A CREDIT UNION IN 1965, THEY FORMED ONE: LANCO SCHOOL EMPLOYEES FEDERAL CREDIT UNION. For years, the credit union operated from the back of Gerald Fortney’s classroom, and members would conduct their business between classes.

“It’s incredibly interesting to reflect on Lanco’s humble beginnings and to see how far the credit union has come,” said Stacey M. Remick, CEO. “It’s amazing what a few dedicated people were able to create ... and how their legacy lives on.”

As the credit union extended membership to more than only school employees, it was renamed Lanco Federal Credit Union. Today, it serves anyone who lives, works, worships or attends school in Lancaster County. As a local, not-for-profit financial institution, Lanco FCU is tuned in to the needs of its membership and is adaptable to change.

Through all of its growth, Lanco FCU has remained steadfast on its purpose, with a mission to help members achieve their life goals by promoting financial health and providing affordable access to credit.

Lanco FCU strives to meet its mission by providing members with a variety of free and low-cost accounts and services, including free rewards checking accounts, business accounts, loans of all types, mobile check deposit, youth accounts, surcharge-free access to more than 50,000 ATMs worldwide, and more. Additionally, the credit union recently joined the shared branching network, giving members access to their accounts at more than 5,000 locations nationwide.

Remick attributes the credit union’s longevity to its dedication to the membership. “We listen to what our members want, and we work our hardest to help them succeed,” she said.

Always with a focus on the credit union philosophy of “People Helping People,” Lanco FCU marks its anniversary with excitement for all the opportunities that the next 50 years hold.

1965	0 (all volunteers)	\$1,137	Gerald Fortney, Treasurer & Manager	School district employees in Lancaster County	1
	EMPLOYEES	ASSET SIZE	TOP EXECUTIVE	GEOGRAPHY COVERED	LOCATIONS
2015	30	\$74.1 million	Stacey M. Remick, President & CEO	All who live, work, worship or attend school in Lancaster County	4



The Warrell Corporation

1250 Slate Hill Road
Camp Hill, PA 17011
717-761-5440
www.warrellcorp.com

PICTURED: FROM LEFT, LINCOLN WARRELL, PATRICK HUFFMAN, KEVIN SILVA AND RICHARD WARRELL. PHOTO/STUART LEASK

THE WARRELL CORPORATION

FIVE DECADES OF FINE CONFECTIONARY PRODUCTS

THIS YEAR MARKS 50 YEARS SINCE THE WARRELL FAMILY PURCHASED PENNSYLVANIA DUTCH CANDIES™.

After spending several years as a managing partner at the company, Lincoln Warrell became president and began a journey that would transform a small, unprofitable, fancy food distributor into a major candy and snack manufacturer. In 2000, the family changed the company’s name to The Warrell Corporation to honor Warrell’s leadership.

Warrell approached his company’s direction and growth with an open mind, listening to employees and customers alike. His chemical engineering background spurred his interest in manufacturing, which led to the acquisition of Katharine Beecher®, Melster Candies and Classic Caramel®. “When I first came into the business, people would often ask me what I thought I could possibly contribute to the confectionery industry,” he said. “I told them I was uninhibited by prior knowledge.”

That lack of inhibition and ability to respond to the customer’s needs have been the keys to the company’s success. Today, The Warrell Corporation operates two manufacturing facilities that deliver eight distinct processes:

chocolate enrobing, hot panning, brittles, nut crunches, dry roasting, chocolate panning, caramel and taffy. Pennsylvania Dutch Candies™ remains focused on specialty retail accounts that serve tourists across the country. However, most of the company’s growth has come from developing an extensive private-label, ingredient and contract manufacturing business, as well as marketing its other brands to major retailers.

A hallmark of the company’s success lies in innovative research and development. Creating new flavors and combinations excites consumers and improves sales. Diverse business offerings, innovation and high quality standards have kept the company relevant over the years.

As a company that produces more than 22 million pounds of candy annually, The Warrell Corporation is poised to endure for five more decades. Warrell has passed the business to his seven children, three of whom have an active role in day-to-day operations. He still comes to the office once a week, a practice he began after his retirement several years ago. Kevin Silva will become president upon the retirement of Patrick Huffman, a longtime family friend and industry icon. Richard Warrell is now vice president of sales and marketing.

“I am very excited about the company’s future and the opportunity to lead a team that produces high-quality candies and snacks every day, right here in Central Pennsylvania,” Silva said.

1965	25	Less than \$1 million	Lincoln Warrell	400	U.S.	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	320	\$70 million	Patrick Huffman	1,000	Worldwide	2



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Women's HealthCare

1693 S. Queen St.
 York, PA 17403
 717-845-1621
 www.thesvwhc.com

PICTURED, TOP: FROM LEFT, FOUNDING DRs. JOHN MONK, SAMUEL DEISHER AND WILLIAM DELP. BOTTOM: THE CURRENT WOMEN'S HEALTH CARE GROUP STAFF. PHOTOS/SUBMITTED

THE WOMEN'S HEALTH CARE GROUP, A DIVISION OF SVWHC

A HALF-CENTURY OF DELIVERING WOMEN'S HEALTH CARE

IN 1965, WHEN A WOMAN NEEDED HEALTH CARE, SHE SIMPLY WENT TO HER FAMILY DOCTOR. But Drs. Samuel Deisher, William Delp and John Monk, three forward-thinking, progressive physicians, changed all that when they opened an office in York devoted solely to women's health issues. It was the first of its kind in this area, and after 50 years, their legacy continues as the Women's Health Care Group (WHCG), a thriving obstetrics and gynecology practice dedicated to providing lifelong health care to women in Central Pennsylvania. The office, staffed with physicians, midwives, nurse practitioners, obstetrical nurses, a registered sonographer and a registered dietitian, practice not far from where the founding physicians opened their first office.

In 2013, the WHCG merged with Drs. May-Grant Associates (MGA) in Lancaster to form Susquehanna Valley Women's Health Care (SVWHC). Together, the two locations offer the comforts of a small office with all the benefits of a large practice, along with individualized service. While each office has privileges at WellSpan York Hospital and Lancaster General Health Women & Babies Hospital, they remain independent from the hospital systems. "When the

practice was founded in 1965, it was groundbreaking to offer women's health care from an office, independent from the hospital," said Rebecca Singer, chief operating officer. "Today, we continue to be independent, offering patient choice, and we are committed to remaining that way."

A strong commitment to quality and compassionate and personalized care is what brings generations of women to rely on the practice for their health care needs. "Because women trust us, they continue to refer their daughters, sisters, nieces and friends to us," Singer said.

Patients are valued and respected, and with decades of experience and knowhow, the staff truly understands women's medical and emotional health care needs.

The practice also credits its success to the longevity of its physicians and staff. When providers join the practice, they are committed to remaining there for the long term. Since the practice began as the WHCG, there have been a total of 14 physicians in 50 years. "The founding physicians stayed on until they retired," Singer said. "We also have staff members who have been with us since the inception of the practice; that says a great deal."

WHCG is poised to continue its mission of delivering the best care to women, staying forward-thinking and being at the forefront of medical technology for generations to come.

1965	4	unknown	Drs. Samuel Deisher, William Delp & John Monk, Founders	York County	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVES	GEOGRAPHY COVERED	LOCATIONS
2015	50	\$7.5 million	Rebecca Singer, Chief Operating Officer	York County	1

45 YEARS



LB Water
We Make Water Work

540 S. High St.
Selinsgrove, PA 17870
570-374-2355
www.lbh2o.com

PICTURED: FROM 1970 TO TODAY, LB WATER HAS BEEN DISTRIBUTING WATERWORKS INFRASTRUCTURE PRODUCTS. PHOTOS/SUBMITTED

LB WATER

MAKING WATER WORK FOR 45 YEARS

LB WATER BEGAN IN 1970 WITH ONE ENTREPRENEURIAL DREAM AND A VISIONARY AT THE HELM.

Lehman B. Mengel saw the need for an exceptional supplier of water and sewer products to contractors and municipalities in Central Pennsylvania. Because he had been a successful contractor and businessman, Mengel understood the importance of customer service and support, on-hand inventory and company pride. He built his company on those principles, and they are still at the core of its corporate culture today.

LB Water is a value-added distributor of waterworks infrastructure products. These products include hydrants and valves, as well as water specialty products, water metering equipment, sanitary and storm sewer products, environmental-erosion stabilization products and more. Over the years, LB Water grew to include eight locations throughout Pennsylvania, Maryland and Virginia, serving clients in six states. But it is the continued attention to detail LB Water takes with its customers that is the reason it has thrived for 45 years and counting.

“LB Water’s service to their customers is second to

none. It has been very evident to us at David H. Martin Excavating that the owners and employees at LB have their customers’ best interests in mind. They have always been very responsive to our needs no matter what the situation,” said Kirk Martin, vice president of David H. Martin Excavating. “Many times, even after normal working hours, they provided us with materials so we could complete our projects. LB Water’s inventory is vast. What they may not have at one location, they are sure to have at another. I have personally been involved with LB Water for over 20 years and have never found a more honest and loyal group of people in my career.”

In April 2002, the company was sold to the employees through an employee stock ownership plan (ESOP). The employees now own 100 percent of LB Water, increasing the sense of pride, commitment, motivation and security in the company. With a firm belief that employees are its core strength and most valuable asset, LB Water places a high value on recruitment and professional development. These qualities also helped it earn recognition as one of the Best Places to Work in Pennsylvania in 2012 and 2013.

1970	2	\$600,000	Lehman B. Mengel	24	Central PA	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVE	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	185	\$145 million	James App, Chairman & Interim CEO	34,000+	PA, MD, DE, VA, eastern OH & northern WV	8



NAICIR
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

1015 Mumma Road
Lemoyne, PA 17043
717-761-5070
www.naicir.com

PICTURED: THE NAI CIR STAFF.
PHOTO/STUART LEASK

NAI CIR

INTERNATIONAL REAL ESTATE REACH WITH LOCAL TIES

THREE YEARS INTO THEIR SECURE JOBS WITH A LEADING REALTOR, FRATERNITY BROTHERS GARY NALBANDIAN AND WILLIAM SIVERLING DECIDED TO START THEIR OWN FIRM THAT WOULD WORK ONLY WITH COMMERCIAL AND INDUSTRIAL REAL ESTATE. In 1970, NAI CIR was the first and only firm in Central Pennsylvania with such a focus.

Since then, the commercial and industrial real estate industry has become specialized and consolidated, with some very large multinational corporations working in offices worldwide with tens of thousands of employees. NAI CIR, however, has maintained local ownership. Although the company is affiliated with NAI Global — the world’s largest managed network of commercial real estate firms — its focus remains on serving Central Pennsylvania.

“We have been here so long that we have developed very deep local ties,” said President Robin Zellers. “We have been very successful locally and nationally.”

His company represents buyers, sellers, landlords and tenants in acquisitions and dispositions, investment sales, leasing/subleasing, sale/leasebacks, site selection, build-to-suits,

analysis, market research, consulting, strategic planning and property management.

NAI CIR’s long list of accolades includes numerous CoStar Power Broker™ Awards, as well as several honors from NAI Global. “The president of NAI Global has called us one of the top 5 percent of NAI firms worldwide,” Zellers said. “That is a big accomplishment.”

In 2009, the company’s lease of Forum Place in Harrisburg to the Commonwealth of Pennsylvania was one of the top five office lease transactions in the country for that year. And in 2013, a 148,000-square-foot office lease with Comcast brought more than 700 jobs to the region. Last year, for the 10th consecutive year, NAI CIR sponsored Central Penn Business Journal’s Real Estate & Development Symposium, with more than 300 participants.

Agents who join the company tend to specialize in a certain geographic area or market sector, such as suburban office space, small industrial or restaurant/hospitality. “They develop into experts in their field,” Zellers said.

The company’s business has evolved with the economy, but NAI CIR has maintained a long view of the industry, investing in tools, technology and fresh perspectives to fuel the future. “We have a strong history of training and developing new talent,” Zellers said. “We are very focused on doing that.”

1970	2	Gary Nalbandian & William Siverling, Co-Owners	Central PA	1
	EMPLOYEES	TOP EXECUTIVES	GEOGRAPHY COVERED	LOCATIONS
2015	35	Robin Zellers, President	Worldwide	1



GARBER METROLOGY

Weighing Solutions & Precision Calibration

520 E. Oregon Road, Suite 101
Lititz, PA 17543
800-427-3032
www.garbermetrology.com

PICTURED: LITITZ-BASED GARBER METROLOGY PROVIDES WEIGHING SOLUTIONS AND PRECISION CALIBRATION SERVICES. PHOTOS/SUBMITTED

GARBER METROLOGY

WEIGHING SUCCESS ONE MEASUREMENT AT A TIME

METROLOGY IS DEFINED AS “THE SCIENCE OF MEASUREMENT,” AND ANY WAY YOU MEASURE GARBER METROLOGY, THE NUMBERS ADD UP TO SUCCESS.

Celebrating its 40th anniversary this year, the company has roots that are as humble as they come. Originally called Garber Scale Co., this small scale business was founded in 1975, in the garage of Jim and Betty Garber’s Lancaster home. Its original focus was on the sales, service and calibration of mechanical scales. But as technology advanced the industry, so did the company’s techniques and services.

It took three years for the Garbers to hire their first employee, but decades of hard work and business savvy have resulted in the company’s success in both divisions that it now handles: weighing solutions and precision calibration services. Today, the business is headquartered in Lititz and serves the entire Mid-Atlantic region out of four Pennsylvania locations, selling equipment and calibration solutions for a broad range of industries, including manufacturing, pharmaceutical, food processing, agriculture and mining.

Garber Metrology’s state-of-the-art headquarters has a temperature- and humidity-controlled lab, which allows the

company to calibrate equipment that requires extremely tight tolerances and accuracy. The best part: Garber Metrology offers a turnaround time of five working days on all equipment received at the facility. It sells a wide array of weighing equipment, from precision laboratory balances with accuracies in milligrams to truck and railroad scales with capacities exceeding 250 tons. The company retains the experience and expertise to calibrate, troubleshoot and repair all of the equipment that it sells, in addition to providing custom programming solutions and maintaining an inventory of rental equipment.

Garber Metrology’s scope of accreditation is also broad, encompassing dimensional, mechanical, electromagnetic DC/low frequency and thermodynamic disciplines. It is ISO 9001 registered and ISO/IEC 17025 : 2005 and ANSI/NCSL Z540-1-1994 accredited through ACLASS. In fact, it is one of the only companies in the Mid-Atlantic that combines full-service weighing solutions, a wide range of precision calibration services and this broad scope of accreditation.

With a unique corporate culture, Garber Metrology is always on the lookout for additional top technical and administrative talent wanting to engage with coworkers, customers and the community for the common good. Current President and CEO Jay Garber is the son of the company’s founders and is proud to carry on the Garber name in this evolving industry.

1975	2	Jim & Betty Garber, Founders	1	South-Central PA	1
	EMPLOYEES	TOP EXECUTIVES	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	33	Jay Garber, President & CEO	100+	Mid-Atlantic	4



2301 Academy Drive
Harrisburg, PA 17112
717-545-4747
www.kti.edu

PICTURED: AT LEFT, DAVID SNYDER, PRESIDENT, KEYSTONE TECHNICAL INSTITUTE. AT RIGHT, STUDENTS IN THE DENTAL ASSISTANT PROGRAM. PHOTO/STUART LEASK

KEYSTONE TECHNICAL INSTITUTE

STUDENT AND EMPLOYER SUCCESS BEGINS HERE

FOUNDED IN 1980, KEYSTONE TECHNICAL INSTITUTE (KTI) PROVIDES A HANDS-ON, CAREER-FOCUSED EDUCATION THAT MATCHES CAREER GOALS WITH THE NEEDS OF EMPLOYERS. With 19 training programs in fields such as culinary, medical assisting, computer networking and sterile processing, students are career-ready in just 10 to 18 months.

More than 500 employers have hired KTI graduates since 2006, and more than 300 students participate in KTI's externship program, which offers fieldwork experience tailored to their programs and interests. For example, over the past three years, PinnacleHealth Surgical Associates and PinnacleHealth Rheumatology Associates have relied on KTI's medical assistant externs to assist doctors with rooming patients, taking vital signs and reviewing medications.

"Since I've been here, we've hired four KTI graduates who all had externships here," said office manager and nurse, Barry Boyer. "We were lucky that we had open positions when they finished their externships. I knew they were good people, trained very well and performed well. I've always been very pleased with them."

KTI believes that highly skilled students make for a

highly skilled workforce. That's why it hires staff and faculty members who know their fields, genuinely care about the student success and teach their material effectively.

"Our programs create opportunities for employer and student success," said President David Snyder. "We offer students access to career training that provides skills that employers need and services that help them get ahead in the workforce."

These services include KTI's Speaker Series, which allows students to talk with industry professionals. At the school's career fairs, companies such as Hollywood Casino at Penn National Race Course and Holy Spirit Hospital set up information tables to advertise job openings to students.

KTI's list of graduate employers and extern site companies is practically a who's who of Central Pennsylvania businesses, including Hershey Entertainment & Resorts Co., PinnacleHealth, the YMCA, the YWCA and more. In its 35th year, KTI continues to build bridges between employers and students, matching candidates with employment opportunities.

Just ask Laura Morrow, a medical assistant specialist who graduated in 2014. Her career at PinnacleHealth began with an externship, but she was hired full-time after graduation. "Some schools are all textbook, but not KTI," she said. "I learn better with hands-on experience and that's what KTI gave me. I wouldn't have the job I have now without KTI."

1980	9	Margery Grove	6	Dauphin County	1
	EMPLOYEES	PRESIDENT	PROGRAMS	GEOGRAPHY COVERED	LOCATIONS
2015	69	David Snyder	19	30-mile radius of Dauphin County; further for select programs	1



5 N. Orange St., Suite 4
 Carlisle, PA 17013
 717-249-7773
 www.projectshare.net

PICTURED: THE PRESENT-DAY (LEFT) AND ORIGINAL PROJECT SHARE HEADQUARTERS. PHOTOS/SUBMITTED

PROJECT SHARE OF CARLISLE

PHYSICALLY AND SPIRITUALLY EMPOWERING THOSE IN NEED

JUST BY WALKING IN THE FRONT DOOR OF THE PROJECT SHARE WAREHOUSE, YOU CAN FEEL THE PASSION AND LOVE THAT ARE HELD WITHIN ITS WALLS.

It is the mission of Project SHARE to respond to God’s call to love and serve others through food, education and programs that empower people in need.

Project SHARE has been an intricate part of the greater Carlisle community since its inception in 1985. It is a place where people from local communities can come and grow together while learning practical skills. Executive Director Elaine Livas started Project SHARE out of the trunk of her car 30 years ago, and now the operation occupies a 23,000-square-foot warehouse donated by Dickinson College. The warehouse is used for more than just the storing and distribution of food — it also has a full kitchen where classes are held to teach people of all ages to cook. This organization has expanded its reach and now operates throughout western Cumberland County.

Project SHARE offers a large number of programs and services, including food distribution, the operation of a farm stand, gleaning, cardboard recycling, canning and

many others. The purpose of Project SHARE is not only to distribute food to people in need, but also to teach them skills that will improve their lives and the lives of those around them. These programs build a stronger community because they benefit both the volunteers and the recipients. God’s love and provision are infused throughout the work, caring for not just physical, but spiritual and emotional needs, too.

As a true community organization, Project SHARE comes into contact with people of all ages and walks of life, administering programs to the young as well as the elderly. It provides more than 200 backpacks a week to children in need, as well as boxes of nutritional food to seniors on a monthly basis. Currently, these programs are some of the most popular within the organization and they provide much-needed support to the people of Cumberland County. Looking ahead, as it has done over the past decades, Project SHARE seeks to deepen its relationships with the community and walk alongside those who are struggling with life, continuing to feed both the bellies and hearts of all people in the community.

For more information about Project SHARE, look for it on Facebook, Twitter and YouTube.

1985	1	\$5,000	Elaine Livas	1	Carlisle Area	1
	EMPLOYEES	GROSS REVENUE	EXECUTIVE DIRECTOR	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	12	\$4 million	Elaine Livas	9	Cumberland County	2



210 Grandview Ave.
Camp Hill, PA 17011
201 Granite Run Drive, Suite 110
Lancaster, PA 17601
717-761-7171
www.bssf.com

PICTURED: THE STAFF AT BROWN SCHULTZ SHERIDAN & FRITZ, CPAS. PHOTO/SUBMITTED

BROWN SCHULTZ SHERIDAN & FRITZ, CPAS

AN ACCOUNTING FIRM THAT GOES BEYOND ACCOUNTING

FUTURE, GROWTH AND TEAM CULTURE ARE THE DRIVING FORCES BEHIND BROWN SCHULTZ SHERIDAN & FRITZ (BSSF), CPAS, AS IT NOT ONLY REFLECTS BACK ON ITS FOUNDING IN 1990, BUT ALSO LOOKS AHEAD TO THE NEXT 25 YEARS.

The locally based accounting firm is proud to have roots in Central Pennsylvania and to service a client base up and down the Mid-Atlantic region. Employees serve as trusted advisers to clients, providing services beyond the typical accounting and tax work in order to deliver strategies and solutions that help clients succeed.

Forward-thinking initiatives have revamped the core purpose at BSSF as it prepares for transitions and planning for succession to the next generation. Founder and CEO Bruce Brown sees the future as a time to “pass the baton” and promote future leaders of the firm to key positions.

Some of that change has already happened. In the early 2000s, Kenneth Wolfe took over as managing principal and president. Brown and Wolfe work as a team to manage the firm and look back on the growth and accomplishments over the past 25 years with a sense of pride, and to a greater

extent, they are looking ahead to the future.

“As a firm, we have spent a lot of time the past two years reassessing what we do for our clients and how we can add more value to the services we provide to them,” Wolfe said. “I am excited about the future at BSSF and the opportunities that are before both us and our clients.”

Governance enhancements and process improvements, among other initiatives (the Fun Committee, Social Committee and Emerging Professionals Program) engage employees at all levels to make BSSF a stronger, better and more fun place to work. As an 11-time award winner in the Best Places to Work in Pennsylvania program, these improvements show. The firm has also been recognized nationally through the When Work Works program that gauges workplace effectiveness and flexibility, in addition to the Best Accounting Firms to Work for program.

“I am extremely proud of what our firm has accomplished since our founding in 1990,” Brown said. “Everyone at BSSF has time and time again demonstrated their commitment to providing quality service and going that extra mile to be a trusted adviser to each and every one of our clients. BSSF has been and will continue to be successful in the future because of our team culture.”

1990	30	Bruce J. Brown, President & CEO	Central PA	1
	EMPLOYEES	TOP EXECUTIVES	GEOGRAPHY COVERED	LOCATIONS
2015	89	Bruce J. Brown, CEO; Kenneth B. Wolfe, President	Mid-Atlantic	2




Hilton
 HARRISBURG

1 N. Second St.
 Harrisburg, PA 17101
 717-237-6428
www.harrisburg.hilton.com

PICTURED: AT LEFT, THE HOTEL EXTERIOR FROM SECOND STREET IN HARRISBURG. AT RIGHT, THE NEW 1700 DEGREES STEAKHOUSE. PHOTOS/SUBMITTED

HILTON HARRISBURG

RENOVATING THE HOTEL THAT REVITALIZED HARRISBURG

IT CAN BE SAID THAT THE HILTON HARRISBURG'S OPENING IN 1990 SIGNALLED THE START OF HARRISBURG'S RENAISSANCE. Together with Strawberry Square and Whitaker Center for Science & the Arts, it's no secret that this upscale, full-service hotel helped revitalize our capital city.

When the Hilton opened its doors, the Gulf War had just begun, Harrisburg Young Professionals was just starting out and the city's Restaurant Row along Second Street didn't exist.

Looking back, general manager Joe Massaro can see just how much things have changed. "There is so much more activity here now," he said. "And much of this was made possible by Harristown Development Corp.'s opening of the Hilton. Our guests spend approximately \$8 million each year outside of the hotel in restaurants, shops and other areas businesses, all contributing to the economic growth of the city."

Now, it is time for the Hilton to help write the next chapter in Harrisburg's growth. The hotel itself is in the middle of a major renovation. New owners, who purchased the property in 2012, promised a complete overhaul of the place over a four-year period. All guest room renovations have been finished, and the hotel just opened two brand-new restau-

rants. The upscale 1700 Degrees Steakhouse replaces The Golden Sheaf, while Ad Lib Craft Kitchen & Bar offers a more casual tavern atmosphere that customers of the former Raspberries may enjoy. And business is booming!

"We wanted something a bit more current; to stay consistent with restaurant trends and our customers' needs," Massaro said.

Work is proceeding to renovate the lobby and build a private club room for The Hill Society, a membership organization for business and government leaders who wish to network. "It already has 175 members, and we haven't even opened the club room yet," Massaro said.

Next come renovations to meeting and banquet rooms, as well as other public spaces on the second and third floors.

While the majority of overnight guests are in town for conferences or business travel, the Hilton also enjoys what Massaro calls "a great summer and weekend business with leisure travelers" — those coming to town for weddings, family celebrations or to visit nearby attractions.

Beyond travelers, banquet and restaurant facilities have a very strong local base of support. "There are many individuals and organizations who have been very loyal to us over the years," Massaro said. "We are grateful for the community's support these past 25 years, and as we complete renovations, we are excited for the future of our hotel and city."

1990	200	\$9.9 million	Bill Kohl	Central PA	1
	EMPLOYEES	GROSS REVENUE	GENERAL MANAGER	GEOGRAPHY COVERED	LOCATIONS
2015	310	\$20 million	Joe Massaro	Central PA	1



637 Ditz Drive
 Manheim, PA 17545
 717-665-0100
www.speedwellconstruction.com

PICTURED: GARY MYER (LEFT) AND KEITH EBERSOLE, CO-OWNERS OF SPEEDWELL CONSTRUCTION. PHOTO/STUART LEASK

SPEEDWELL CONSTRUCTION

COLLABORATION IS A SIGN OF CONSTRUCTION SUCCESS

THIS SPRING, SPEEDWELL CONSTRUCTION WILL MOVE INTO NEW CORPORATE OFFICES ADJACENT TO ITS CURRENT LOCATION IN MANHEIM. The move symbolizes how much the company has evolved since Gary Myer and his father-in-law, John Ebersole, started the business in 1990.

In addition to more space, the new building is designed with collaboration — among employees, customers, subcontractors, engineers and outside architects — in mind.

“One of our biggest focuses is on our relationships with customers and making sure we meet — if not exceed — their expectations,” Myer said.

Myer and Ebersole initially focused on small commercial building construction. Ebersole’s son, Keith, joined the company in 1994, becoming a co-owner with Myer. The company built its first CVS Pharmacy on Prince Street in Lancaster in 1996. Since then, CVS has become one of Speedwell’s largest clients, building 100-plus stores across Pennsylvania, Maryland and Delaware.

The company recently built new sales and service centers for Lancaster Toyota, Del Toyota, A&T Chevrolet and A&T Subaru, and it completed a remodel for Lancaster Mennonite

School. Speedwell also works on medical and professional buildings, warehouses and mixed-use facilities for brands such as Aldi, Aspen Dental, Buffalo Wild Wings, Lancaster General Health Urgent Care and POP-IT! Graphics.

“Everybody wants their customers to be repeat customers, and that is what has enabled us to grow,” said Dennis Jordan, controller. “We have a number of repeat customers, and they are also very quick to refer us to others.”

The company offers pre-construction, general construction, design-build and construction management services. “We work with each client to determine what services fit their needs,” said Keith Ebersole. “Our focus is on satisfying them throughout the whole process.”

The past 15 years have seen significant growth. Eight years ago, the company added a design-build division, and last year it began Speedwell Design to assist with design services. In 2008, Speedwell completed a \$40 million shopping center in Allentown. The next year, it built a \$10 million hotel in Bethlehem. Recently, the company built a \$6 million 65,000-square-foot facility for Lift Inc. in Leesport.

As the company continues to grow, Myer and Ebersole are focused on strengthening the collaboration with employees, customers, subcontractors, engineers and architects. “We’ll be training and transitioning in the coming years,” Myer said.

1990	3	Gary Myer & John Ebersole	3	1-hour radius of Manheim	1
	EMPLOYEES	CO-OWNERS	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	32	Gary Myer & Keith Ebersole	4	PA, NY, NJ, MD & DE	1



279 N. Zinns Mill Road, Suite A
 Lebanon, PA 17042
 717-272-7110
 www.steckbeck.net

PICTURED: JEFF STECKBECK, PRESIDENT OF STECKBECK ENGINEERING & SURVEYING. PHOTO/FILE

STECKBECK ENGINEERING & SURVEYING INC.

EMPLOYEES TAKE OWNERSHIP FOR COMPANY SUCCESS

THIS YEAR MARKS NOT ONE BUT TWO MILESTONES FOR STECKBECK ENGINEERING & SURVEYING INC. (SESI).

First and foremost, SESI celebrates 25 years since President Jeff Steckbeck opened the consulting firm's doors in Lebanon County. But 2015 is also the year that SESI's employees take ownership of the company after a decade spent paying off a 10-year bank note to earn them that title. In 2005, Jeff Steckbeck, sold the firm to his staff through an employee stock ownership plan (ESOP). This year marks the end of the debt service on the purchase loan.

"Over a 10-year period, stock would be allocated to our account as we made payments," said Mike O'Donnell, director of surveying and now an owner. "It wasn't always easy, and it feels great to come down the finish line."

In return for patience, loyalty and hard work, the employees now own a strong and thriving company. They attribute much of SESI's success to Steckbeck, who operates the company with what has been described as a "Dutchman's mentality," which emphasizes frugality and keeping things simple and straightforward.

"We have a breakfast each year where I report on the

company's financial status. I always conclude with reminding our people that every day, with every task we perform and everything we design, we are spending our clients' money," Steckbeck said. "I urge SESI employees to remember to spend that money wisely, as if it was their own. If we do that, the company will remain successful."

It is an approach that has worked for 25 years, during which Steckbeck has kept overhead to a minimum, even waiting until the company grew to 10 employees before hiring administrative support. Today, SESI operates with a team of 20 engineers, land surveyors, CADD technicians, inspectors and support staff members who provide water and wastewater engineering, subdivision and land development design, electrical design, DEP permitting, inspections, construction administration, and other services to municipal, corporate and private clients.

"Statistics show that 25 percent of startup businesses fail within one year of opening their doors; almost 80 percent of businesses don't make it five years," O'Donnell added. "We are proud to have a stake in this locally owned, enduring business, and thanks to Jeff, we are well-positioned to maintain its continued success in the future."

1990	2	\$180,000	Jeff Steckbeck	3	Lebanon & northern Lancaster counties	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	20	\$2.97 million	Jeff Steckbeck	9	PA	1



3913 Hartzdale Drive, Suite 1310
Camp Hill, PA 17011
717-761-5150
www.utilityratesanalysts.com

PICTURED: UTILITY RATES ANALYSTS FOLLOWS THE ROBIN HOOD CONCEPT OF RETRIEVING FUNDS AND REFUNDING THEM TO THE APPROPRIATE OWNERS. PHOTO/STUART LEASK

UTILITY RATES ANALYSTS (URA INC.)

THE ROBIN HOOD OF THE UTILITY INDUSTRY

JUST LIKE THE HERO OF LEGEND, UTILITY RATES ANALYSTS (URA INC.) HAS BEEN RECOVERING UTILITY SAVINGS AND RETURNING THE WINDFALL TO THE RIGHTFUL BUSINESS OWNERS FOR A QUARTER CENTURY. This is where the story begins and “where the Robin Hood analogy comes from,” said Mike Walker, business manager at URA. “Some of our recent refunds have been as little as \$200 and as much as \$100,000. And that’s just the refund.”

Grocery stores, manufacturers, amusement parks, hospitals and government agencies don’t appear to have much in common, but while these organizations span industries and serve completely different needs, they all are utility consumers. Every business needs electric, telecommunications, water, sewer and gas/oil to run, so it is no surprise that utilities are one of the largest operating expenses.

Many businesses purchase utilities without giving a lot of thought to suppliers, purchasing strategy or ensuring that associated rates and equipment fit current needs. “These are issues that most people would not know to look for,” Walker said.

Most businesses simply don’t have the expertise or the time to analyze utility expenditures. URA was founded 25

years ago to provide businesses with these services. The company checks utility bills, reviews tariff rates, and examines utility usage to get customers refunds for past oversights and errors and to secure the best possible rates going forward. There is no fee for audits. Auditing utility bills saves money, but a site audit can be equally important.

“We know we offer a tremendous value proposition,” said President Steve Cantore. “It may sound too good to be true, but it’s not! When we audit your utility bills, we only get paid if there is a refund or forward savings. This is truly a risk-free way for your company to get peace of mind with your utility bills.”

Since the company began, its services have branched out from securing the best rates and correcting errors. Today, an equally important part of the money-savings equation is helping clients find the best electricity and gas suppliers, and advising them on the best time to buy and how much to buy. For medium and large electricity and gas users, it makes sense to have a consultant/broker such as URA constantly keeping tabs on the energy market to purchase when prices are low and not waiting until a contract is almost up.

“Utilities, like health care, are scary to many people. We simplify the process,” Cantore said. “Plus, we only make money if we save you money.”

1991	1	Steve Cantore	1	PA	1
	EMPLOYEES	PRESIDENT	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	5	Steve Cantore	6	Mid-Atlantic	1



BVFR & Associates, LLC
Financial Services/Investment Banking

2023 N. Second St., # 301
Harrisburg, PA 17102
717-972-8300
www.bvfr.com

PICTURED: THE BVFR & ASSOCIATES STAFF.
PHOTO/STUART LEASK

BVFR & ASSOCIATES

OFFERING FINANCIAL SOLUTIONS FOR TODAY AND TOMORROW

IN 2008, BANKING BEHEMOTH LEHMAN BROTHERS CLOSED ITS DOORS, SOON TO BE FOLLOWED BY BEAR STEARNS, WASHINGTON MUTUAL AND OTHERS. It seemed like the U.S. was in a spiral as the housing, capital and automotive markets collapsed almost simultaneously.

While the \$787 billion Stimulus Act of 2009 and the Small Business Jobs Act of 2010 were ultimately successful, they did little in the short term to allay the fears of Main Street. The fact is that, between 2008 and today, more than 1,100 banks, hedge funds and investment banks have closed their doors for good.

As a small, minority-owned investment bank and capital advisory firm, BVFR & Associates was more than a little concerned about its future. “But then I remembered an old lesson that had been taught to me by my grandmother,” said Dr. Jameson Lawrence, CEO. “When things are at their worst, focus on the things you do best.”

Lawrence did exactly that. From its inception in 1995 to today, BVFR has been providing access to smart capital via credit enhancement tools. These tools, much like the USDA Business & Industry (B&I) Guaranteed Loan Program, have

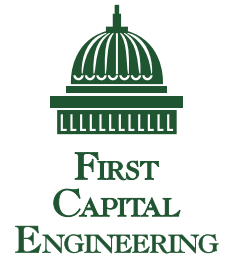
brought national acclaim to BVFR as the first company to arrange a \$25 million USDA-guaranteed business loan for GlobiTech Inc. of Sherman, Texas.

Another milestone was reached when BVFR dipped into the renewable energy revolution prompted by the American Recovery and Reinvestment Act (ARRA) of 2009. The company arranged financing and energy cost savings for the American Trading and Production Corp. (Atapco), formerly American Oil Co. (Amoco), through BVFR’s wholly owned subsidiary, Phoenix Energy Alliance (PEA).

Never one to rest on its laurels, the BVFR team, including Lawrence’s wife and chief operating officer, Tonya McGee; Henry Garner Jr., managing director for the Baltimore office; and business development officer, Anthony DeStephano, introduced Performance Indemnity Insurance (PII) as a credit enhancement and loan default insurance for commercial transactions above \$10 million. PII absorbs project risk by the collateralization of the insurance policy in the event of loan default. The response to this product has been overwhelming, and BVFR has a current pipeline of more than \$500 million in debt placement activity.

“Perched on the platform of this solid foundation, I can’t wait to see what the next 20 years bring,” Lawrence said. “My faith tells me that BVFR will be standing strong.”

1995	15	\$435,000	Dr. Jameson Lawrence, Esq.	2	U.S.	4
	EMPLOYEES	GROSS REVENUE	CEO	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	20	\$15 million	Dr. Jameson Lawrence, Esq.	4	Worldwide	2



48 S. Richland Ave.
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PICTURED: JOHN AND ANN LUCIANI AND THE FIRST CAPITAL ENGINEERING STAFF. PHOTOS/SUBMITTED

FIRST CAPITAL ENGINEERING

BUILDING FROM THE GROUND UP

WHEN JOHN AND ANN LUCIANI VENTURED INTO BUSINESS TOGETHER IN 1995, THEY WERE A YOUNG MARRIED COUPLE, RAISING THREE CHILDREN AND WANTING TO SPEND MORE TIME TOGETHER. Over the years, their business, First Capital Engineering, has grown into a successful civil engineering firm. The York-based company offers land surveying, land planning and development, design, stormwater management and construction inspection services.

Ann, CEO of the firm, credits First Capital's success to being innovative and creative with each project and by being up front with clients. "Many of the clients that we have gained over the years, have stayed with us," she said. "They feel confident with our decisions and our honesty and know that we will treat every project like it is our own."

In fact, after 20 years, First Capital Engineering is proud to say that it still has its very first client. As a civil engineering firm, First Capital Engineering builds the majority of projects that it designs and believes it provides an extra level of service to clients. Staff members use their expertise to provide clients what they need to make the right decision in a cost-effective manner. "We pride ourselves on personal service," Ann said. "Clients know they can call and speak di-

rectly with me, my husband, John, or any of our professional staff members. Our clients come first."

Clients include many national and private-sector companies, as well as state and local government entities, including Springettsbury Township, the largest township in York County, for which First Capital has been the prime engineer for 16 years. "For a company of our size, that says a lot about our firm," Ann said.

First Capital's service area reaches into Maryland, West Virginia, New York and New Jersey, but Central Pennsylvania remains its home region. "The amount of growth in this area for residential, industrial and commercial business is great," she said. "There is a tremendous amount of opportunity in our region."

The company has been awarded numerous honors over the year, including Best Places to Work in Pennsylvania (2009) and Business of the Year, 1-50 Employees (2010) by Central Penn Business Journal. Ann Luciani was named Entrepreneur of the Year in the Central Penn Business Journal's Business of the Year Awards (2014) and was most recently honored by Enterprising Women magazine with the Enterprising Women of the Year Award. John Luciani, president of the firm, has been named Engineer of the Year by the York County Conservation District and Society of Professional Engineers.

1995	3	Ann Luciani	1	York	1
	EMPLOYEES	CEO	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	16	Ann Luciani	5	PA, MD, WV, NY & NJ	1



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866-966-4562
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PICTURED: THE GDC IT SOLUTIONS SALES TEAM AND EXECUTIVES. PHOTO/STUART LEASK

GDC IT SOLUTIONS

GIVING YOU THE FREEDOM TO FOCUS ON YOUR BUSINESS

GDC IT SOLUTIONS' VISION IS TO LEVERAGE THE WORLD'S TECHNOLOGY IN A WAY THAT ALLOWS CUSTOMERS THE FREEDOM TO DEPLOY AND INTEGRATE THAT TECHNOLOGY ACROSS THEIR BUSINESS.

GDC (Global Data Consultants) was founded by Gregory D. Courtney in 1995, with a focus on application development. Recognizing that the information technology (IT) industry is both competitive and constantly changing, Courtney soon realized the key to growing GDC was to understand the IT services industry and stick to these fundamental business principles: Employ the best talent, excel in the delivery of technical services and focus on customer satisfaction.

The plan worked. GDC started expanding services to a growing client base, and by 2000, this single-member company had begun to grow roots in the Cumberland Valley area. In early 2002, GDC further honed its business development plan, setting out to make it Cumberland Valley's premier IT company. Within a short period of launching its strategic business expansion plan, GDC saw its customer base and technical in-house talent grow dramatically.

An integral reason for GDC's success is the organization's ability to maintain the best technical talent and adapt to deliver the best quality of service to the customer. GDC maintains experienced and certified professionals who deliver services in the areas of application development, networking and infrastructure, desktop support, telephony and network cabling, hardware sales and deployment, 24/7 technical service, project management, staffing and business process consulting. These services are provided to companies of all sizes in a variety of industries serving commercial and government sectors. The goal is to consistently exceed customer requirements by delivering error-free solutions on time, every time.

"The future brings change, and my continual hope is that we adapt and evolve with it," said Gregory D. Courtney, president and CEO. "It is what keeps life truly interesting."

What does 2015 have in store for GDC? With the latest service offerings, the company is expected to exceed initial revenue projections while maintaining a 97 percent client retention rate. Through hard work and perseverance, three acquisitions over the past 18 months and a 31 percent compound annual growth rate (CAGR) over the last five years, GDC is positioned to be one of the premier IT and technology service providers in the Mid-Atlantic region for years to come.

1995	1	\$100,000	Gregory D. Courtney	1	South-Central PA	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT & CEO	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	300+	\$55 million	Gregory D. Courtney	7	PA, MD, WV, VA & WI	6



781 S. Chiques Road
 Manheim, PA 17401
 717-898-6330
www.richardsenergy.com

PICTURED: THE RICHARDS ENERGY GROUP INC. STAFF. NOT PICTURED: JULIA SMITH. PHOTO/STUART LEASK

RICHARDS ENERGY GROUP INC.

A BRIGHT IDEA PAYS OFF FOR ALL

IN BUSINESS, IT PAYS TO BE FORWARD-THINKING, AND THAT'S EXACTLY WHAT HAS DEFINED THIS ENERGY CONSULTING FIRM FOR THE PAST 20 YEARS.

Richards Energy Group is an independent, local and family-owned energy consulting firm that has helped industrial, commercial and institutional clients manage energy costs since 1995. Founder Frank Richards recognized there was a market for providing utility and energy consulting services for businesses, including electric rate analysis, energy audits and sales tax exemption audits. In 1998, with electric deregulation impending, he formed REAP (Richards Energy Affinity Program), giving clients an ideal way to shop for electricity with many product offerings provided by various suppliers.

“We represent the customer, not suppliers, vendors or utilities. It’s a unique approach to the business,” said President Peter Richards. “We like to help a company manage their energy portfolio. It’s important to look at reducing bottom-line expenses for businesses in order to stay competitive.”

Today, the Richards staff still performs energy and sales tax audits and utility consulting work, but its three major emphases have become energy purchasing, lighting retrofits and demand-side response programs.

Electricity purchasing through REAP is still the company’s biggest focus, and that has recently been expanded to include natural gas and other fuels. Currently, the REAP electric power-buying consortium includes approximately 850 million kilowatt-hours of purchasing clout annually for 450 industrial, commercial and institutional members.

The lighting retrofit side of the business evolved from Richards’ natural inclination to alert clients about light fixtures that could be changed to save them even more money on electric bills. The goal is to not only minimize energy usage but also improve lighting levels and reduce maintenance on the system. Richards recently surpassed \$1 million in Act 129 rebates paid back to its lighting customers.

By participating in demand-side response programs, customers may have yet another way to reduce their energy spending. The concept is to help the interconnection match generation with load during emergencies, resulting in payments to customers who participate.

The firm’s current location, a beautiful stone farmhouse on 3 acres in Rapho Township, includes a barn with lighting inventory and plenty of room to grow — not surprisingly, that’s what the company has in mind. “It’s truly amazing what’s happened with this business in 20 years, so we can’t help being excited about what the next 20 will bring,” Richards said.

1995	1	Less than \$80,000	Frank Richards, Owner	4	Lancaster County	1
	EMPLOYEES	GROSS REVENUE	TOP EXECUTIVES	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	12	\$3.5 million	Frank Richards, CEO; Peter Richards, President	10	PA & neighboring states	1



Built On Relationships



30 Marianne Drive
York, PA 17406
717-764-1326
www.keystruct.com

PICTURED: KEYSTRUCT CONSTRUCTION STAFF MEMBERS. PHOTO/STUART LEASK

KEYSTRUCT CONSTRUCTION INC.

A CONSTRUCTION COMPANY BUILT ON RELATIONSHIPS

KEYSTRUCT CONSTRUCTION INC. IS BUILT ON RELATIONSHIPS AND INTEGRITY. It's built on the idea that if you want a job done right the first time, you have to rely on the very best to do it.

And because its reputation is that of excellence and honesty, Keystruct has been the contractor of choice for countless projects in its 20-year history, providing a full range of construction services for the design-build, industrial, commercial, healthcare, pharmaceutical, food service and mining industries. Its service sectors touch all corners of the construction industry, including pre-construction, renovations, concrete construction, steel fabrication and erection, and carpentry.

In fact, Keystruct has spearheaded some of the most complex construction projects in the region. With services ranging from land acquisition, design and new construction to facility planning, building maintenance and management, Keystruct offers expert guidance, does things right even if no one is watching and understands the importance of safety, efficiency and flexibility.

It's a business built on relationships and sized for effi-

ciency and project agility to meet its customers' changing needs. That's why Keystruct treats customers, subcontractors, suppliers, consultants, vendors and employees as partners, priding itself on being collaborative from start to finish. The company specializes in complicated projects; focuses on safety, reliability and project details; and it offers complete services designed to meet each client's specific needs.

"Reaching this milestone is something that all of us here at Keystruct are extremely proud of," said President Jerry Watson, P.E. "The company has grown in the past 20 years, and we are committed to building relationships while continuing to make strides to uphold our reputation as a safe, efficient, quality contractor."

The company has earned many construction and safety awards over the years, including the ABC National Excellence in Construction Eagle Award in 2013, and the ABC National Excellence in Construction Safety Award in 2011, among others. It also received the York County Chamber of Commerce Small Business of the Year Award for its economic and community contributions to the area.

1995	4	\$500,000	Jerry Watson	1	PA	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	35	\$35 million	Jerry Watson	1	MD, PA, VA & WV	1



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PICTURED: AMERIGREEN ENERGY STAFF MEMBERS. PHOTO/STUART LEASK

AMERIGREEN ENERGY

DIVERSIFICATION, ENERGY FREEDOM AND A SUSTAINABLE FOCUS EQUAL GROWTH

AMERIGREEN ENERGY WAS BORN IN RESPONSE TO DECADES OF INTERNATIONAL CONFLICTS WAGED OVER ENERGY, AND IT HAS EVOLVED WITH THESE IDEALS TO SERVE THE SUSTAINABLE GROWTH OF RETAIL FUEL DISTRIBUTORS THROUGHOUT THE MID-ATLANTIC AND NEW ENGLAND REGIONS. Ten years since opening its doors, AMERIGREEN seeks opportunities to reverse trends of international fuel dependence as a provider of domestically produced refined products and renewable fuels, as well as marketing and hedging services.

The company initially focused on one product: biodiesel. Over the years, industry trends spurred AMERIGREEN to pursue diversification. Today, the company wholesales biodiesel, refined fuels, propane, natural gas, electricity and lubricant products in addition to providing brand marketing and hedging services to a growing network of AMERIGREEN distributors and customers.

“As we’ve diversified and expanded our business from one to eight product lines in a relatively short time, it has been challenging,” said Steve McCracken, president and CEO. “It

is the vision of our ownership and the steadfast resolve of our employees that guide us to sustained growth and success.”

However, AMERIGREEN measures success in more than dollars or company growth. Recognizing that energy choices made today affect future generations, the company focuses on additional benchmarks such as encouraging distributor customers to reduce their energy consumption and make smarter energy choices. These choices and the purchase of renewable, domestic energy help to bring the nation closer to independence from securing energy from unfriendly foreign nations. The company conducts regular audits to illustrate how fuel dollars are staying in the hands of Americans and the impact of consumer choices on reducing energy.

The company’s approach is paying off. Diversifying its offerings has led to company profit. Using domestic, non-polluting renewable energy has created jobs, increased national security and strengthened the health of the nation.

“It’s hard to believe that 10 years have passed, as we still feel like a startup in many ways,” McCracken added. “I am proud of our team at AMERIGREEN. We have a very special group of people. Every day we strive to support one another and to provide exceptional service that has fostered deep, long-term customer relationships. These special relationships have been pivotal to our success and reaching our 10-year anniversary.”

2005	3	Seth Obetz	1	South-Central PA	1
	EMPLOYEES	PRESIDENT & CEO	PRODUCTS/SERVICES	GEOGRAPHY COVERED	LOCATIONS
2015	25	Steve McCracken	8	Mid-Atlantic & New England	2



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PICTURED: JASON MOYER (LEFT) AND TIMOTHY MAIER, PARTNERS OF CSB TECHNOLOGY PARTNERS. PHOTO/STUART LEASK

CSB TECHNOLOGY PARTNERS

TAKING CARE OF TECHNOLOGY SO YOU CAN FOCUS ON BUSINESS

CSB TECHNOLOGY PARTNERS HAS SPENT THE PAST 10 YEARS BUILDING ON A BUSINESS PHILOSOPHY OF CREATING MEANINGFUL RELATIONSHIPS TO DEVELOP SCALABLE TECHNOLOGY SOLUTIONS WHILE HELPING CLIENTS ACHIEVE GROWTH. Specializing in the design and delivery of networking solutions, the company takes pride in the relationships formed with clients.

“Each relationship begins with a conversation to share our technology experience while designing a solution that makes the most sense for each customer,” said Jason Moyer, a partner at CSB Technology Partners.

From designing the infrastructure for a data center to implementing custom call centers and deploying robust wireless networks, CSB Technology Partners covers a wide range of technology needs and integrated solutions for businesses to function more effectively and efficiently. CSB’s approach to solving these challenges is based on a combination of customer communication, architectural assessment and experienced resources in order to provide options tailored to client needs.

“Every company, regardless of its size, faces techno-

logical challenges at some point. By offering customized solutions to these challenges, CSB provides each customer with high-quality products and services using the latest in innovative technology,” said Tim Maier, a partner at the company. “Technology is changing the way we conduct business around the world. We are committed to helping our customers improve their organizations and increase their effectiveness.”

The company serves clients in Central Pennsylvania and nationwide, and it works with a wide range of industries and vertical markets. CSB offers hardware consulting and sales, and it partners with vendors that include Cisco, Microsoft, VMware, NexGen Storage and Ruckus Wireless.

However, the most valuable aspect of the business is the CSB staff. “We have a great team that has made CSB the growing success it is today,” Moyer said. “The caliber of our staff members and their desire to make sure the customer is happy really makes a difference.”

The company remains focused and driven while planning for the next decade. CSB’s plans include expanding its staff of networking engineers and offering expanded services to customers.

2005	5	Less than \$300,000	Timothy Maier & Jason Moyer	Central PA	1
	EMPLOYEES	GROSS REVENUE	PARTNERS	GEOGRAPHY COVERED	LOCATIONS
2015	9	\$4.1 million	Timothy Maier & Jason Moyer	Nationwide	1



326 Market St.
Harrisburg, PA 17101
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www.harrisburgu.edu

PICTURED: HARRISBURG UNIVERSITY STUDENTS CELEBRATE AT GRADUATION. PHOTO/SUBMITTED

HARRISBURG UNIVERSITY OF SCIENCE AND TECHNOLOGY

LOCAL TECHNOLOGY EDUCATION WITH AN INTERNATIONAL REACH

A DECADE AGO, HARRISBURG UNIVERSITY OPENED ITS DOORS WITH A MISSION TO CREATE A WORKFORCE WELL-VERSED IN THE SCIENCES AND TECHNOLOGY, AND TO OFFER OPPORTUNITIES FOR STUDENTS OF THE STRUGGLING HARRISBURG SCHOOL DISTRICT.

Ten years in, the university is still focused on that dual mission, but its reach has grown. Its programs now include 28 bachelor's and 18 master's degree tracks, with a doctorate program in technology in the works. "That will change our ability to support startup businesses through research and economic development," said President Eric Darr.

Many of the programs are unique courses of study not easily found elsewhere. A new media program teaches students to design video games, interactive websites and learning technologies. Another uses nanotechnology for biological and agricultural applications.

Each student is also required to complete three internships before graduation, increasing the likelihood of securing a job. The past two years, 100 percent of undergraduates have found jobs in their fields of study within six months of graduation.

In 2012, the university began offering non-degree profes-

sional development programs in information technology for state government employees. "I think that is going to grow to include government workers in municipalities as more demands are placed on them," Darr said.

That same year, the university opened its first student housing. Now, three residence buildings on Market Street allow students to live downtown rather than commute. "I think part of the vision when we were founded was that urban universities change downtowns for the better because of the students and faculty that come around," Darr said. "I think you are starting to see that happen."

In 2013, the university expanded into Philadelphia, establishing a campus to serve urban students who can't afford tuition at other science and technology schools. Darr expects the university's outreach may expand in the coming years to include other urban areas, such as Reading, Allentown, Pittsburgh and York, which are underserved in terms of science and technology education for youth.

Last year, the school welcomed its first international students, many of whom came to get a master's degree in a highly technical field. "I think that program will grow to eventually include undergraduates," Darr said. "If the employers of Harrisburg can take advantage of this growing international population of workers, that is a terrific boost."

2005	29	\$3.9 million	Melvyn Schiavelli	15	Central PA	1
	EMPLOYEES	GROSS REVENUE	PRESIDENT	PROGRAMS	GEOGRAPHY COVERED	LOCATIONS
2015	63	\$22.9 million	Eric Darr	46	Worldwide	2

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