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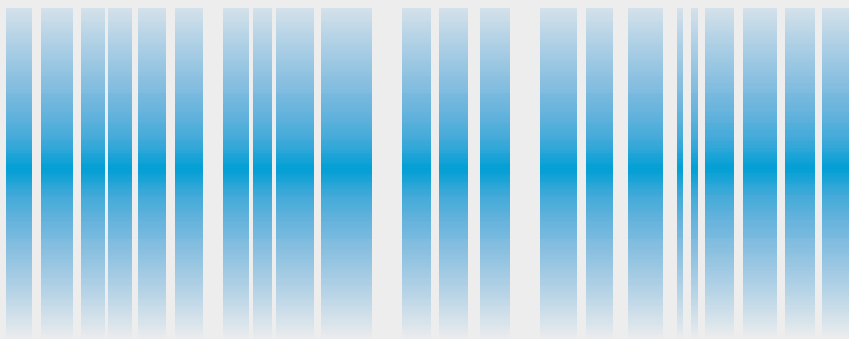
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Letter from the Publisher



What a year it's been. We've gotten through a hotly contested presidential election, peered over "the fiscal cliff" and endured another year of ups and downs in the stock market. And it will be some time before we come to grips with 2012's landmark Supreme Court decision on health care reform.

Throughout the uncertainty, however, businesses in the midstate continued to keep their eyes on the ball, making the hard decisions that would steer their companies through the rough waters and into the future.

Of course, there is still much to be done to ensure our slowly recovering economy stands strong again, but here in Central Pennsylvania, we continue to enjoy advantages of history, outlook and location that have eased our course somewhat through the recession.

So with the worst hopefully behind us, how can we be more certain we're doing everything we can to develop the right strategies for the long term? Hard times taught us to work leaner and smarter. Where do we go from here?

I am a firm believer in mastering the basics: Who are my customers? What do they need from me? Where can I find the most reliable vendors? Who are my competitors?

If you can answer those questions, you can identify opportunities and grow.

That's why we're proud to present to you the 2013 Book of Lists. The information it contains can help you answer all those questions and more.

Our research department spends a considerable amount of time every year gathering the data and compiling this book. The Market Facts feature introducing each section should also give you useful perspective on the local market. All this is information you cannot get anywhere else.

I want to express our appreciation to the thousands of businesses that take the time to fill out our survey information so we can create this business tool. Not only is this content in the book, it is also available to subscribers online using our ListCentral data software. Go to CPBJnow.com and click on "Lists" to have access to even more information than is published in this year's Book of Lists.

Thank you also to our publication sponsors — Comcast Business Class, Comcast Spotlight and LMS-PMA — as well as all of the advertisers who make this book possible.

Every year in business presents challenges and opportunities, but 2013 promises to offer a more positive business environment than we've known for some time. Best wishes for a profitable year, and may the Book of Lists assist you in reaching your goals.

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In early 2012, the Lancaster County Convention Center Authority's executive director called for an increase in the county hotel tax. File photo

2012: The Local Business Year in Review

By Jennifer Fitch
CONTRIBUTING WRITER

2012 in many ways delivered more of the same for Central Pennsylvania businesses as they continued the slow rebound from the Great Recession.

Midstate business people joined their counterparts across the nation in concern over the practical effects of the Patient Protection and Affordable Care Act and the fiscal cliff looming with its potential tax increases. Both issues created a sustained level of uncertainty for the nation's employers.

The city of Harrisburg made little progress in resolving its debt issues, although its newest court-appointed receiver has said the capital city's incinerator could be sold in early 2013. That facility had accumulated \$340 million in debt by the end of 2012.

The region saw a number of acquisitions, including ones involving Tower Bancorp Inc., Harrisburg Mall, Coventry Health Care Inc. and Wolfgang Candy Co. Inc.

Cumberland County-based Rite Aid Corp. reported profits late in its tumultuous year of shareholder shake-ups and lawsuits. The Harrisburg area was preparing to lose its largest daily newspaper as printing of The Patriot-News was cut to three days per week in an effort to focus on online delivery of news.

With the exception of a brief Sheetz gasoline shortage, Hurricane Sandy's repercussions largely spared the areas hard hit by tropical weather the year before. The state's legislators also passed bills through the General Assembly on unemployment reform, B corps and public and private partnerships, as well as an on-time budget that held the line on taxes. No agreements were made to privatize liquor stores, to reform charter schools or to adjust prevailing wage laws.

Here's a look at 2012:

JANUARY ▶

Central Pennsylvania homebuilders said they saw signs of economic turnaround, including lowered unemployment, reports on rising numbers in home sales and anecdotal evidence of a few regional communities selling well. Officials with the **MILLFORDING HIGHLANDS** home community in Cumberland County reported sales continuing to increase year-over-year.

The **LANCASTER COUNTY CONVENTION CENTER AUTHORITY'S** executive director called for an increase in the county hotel tax. Kevin Molloy said a 5 percent tax, rather than a 3.3 percent tax, would help with the facility's bond payments.

A California trade group lamented Pennsylvania's new enforcement policies for **ONLINE SALES TAX COLLECTION**, saying 9,000 Pennsylvania-based companies were in jeopardy because of the changes.

FEBRUARY ▶

As **THE HERSHEY CO.** prepared to move into a new factory, the iconic chocolate maker continued to face labor struggles. The company announced in January it would cut about 200 jobs, just weeks after the Chocolate Workers Local 464 of the Bakery, Confectionery, Tobacco Workers & Grain Millers International Union filed a complaint with the National Labor Relations Board over departmental cuts.

Susquehanna Bank acquired Tower Bancorp Inc. over Presidents Day weekend in a \$343 million deal.

On Feb. 7, Pennsylvania **GOV. TOM CORBETT** outlined a \$27.14 billion budget proposal. The GOP governor's spending



From left to right: (1) As The Hershey Co. prepared to move into a new factory in February 2012, the iconic chocolate maker continued to face labor struggles. File photo (2) In April 2012, President Barack Obama signed the Jumpstart Our Business Startups (JOBS) Act affecting stock issuance and advertising to attract investors. Photo/Submitted (3) New 401(k) fee rules went into effect in July 2012, requiring employers to make enrolled workers aware of fees charged by financial firms. Photo/Thinkstock (4) Lancaster County-based Vernon Martin and Associates assemble a specialized team from around the country to run the Standardbred Horse Sales Co.'s annual auction, held at the Pennsylvania Farm Show Complex & Expo Center in November. Auctioneer Vernon Martin, top row, left, has been affiliated with the sale since 1962 and has been the head auctioneer for 22 years. File photo

plan, which called for holding taxes steady at 2011-12 rates, received comments of support during a National Federation of Independent Business teleconference.

MARCH

HANOVER HOSPITAL named James Wissler its new president and CEO. The Lancaster County native started in the health care field as a respiratory therapist.

Cumberland County-based **HARSCO CORP.** announced \$25 million worth of rail maintenance equipment, services and parts orders for companies in Australia, Canada and the United States.

Manufacturing indicators showed promise for companies, but midstate manufacturers lamented the difficulties in finding and keeping the right employees. Nearly half of the manufacturers participating in a **MANUFACTURERS' ASSOCIATION OF SOUTH CENTRAL PENNSYLVANIA** survey said most people seeking their open jobs didn't have the necessary skills.

APRIL

Some county commissioner boards, including those in Dauphin and Lebanon

counties, started enacting impact fees related to gas drilling in the **MARCELLUS SHALE** formation. Corbett signed the impact fee legislation Feb. 13, establishing a structure by which the state will administer revenue collection and distribute 60 percent of the funding to local governments.

President Barack Obama signed the **JUMPSTART OUR BUSINESS STARTUPS (JOBS) ACT** affecting stock issuance and advertising to attract investors. The law met criticism from some Pennsylvania investment professionals and organizations.

CAPITAL BLUECROSS' incoming CEO, Gary St. Hilaire, discussed the future of the health insurance provider, which employs 1,900 people and serves 750,000 members in 21 counties across Central Pennsylvania and the Lehigh Valley. He specifically highlighted value-based benefits that provide incentives for customers who make good health choices.

MAY

The **LEBANON VALLEY FAMILY YMCA** kicked off a \$3 million capital project that included relocating a family youth center. Other renovations were expected to shift the North Seventh Street building's layout.

The status of one of the state's highly coveted **CASINO LICENSES** remained in limbo after the Pennsylvania Supreme Court said it would not hear arguments from the developers of the planned Foxwoods casino site. The legislature was tasked with deciding whether the license should be set aside for Philadelphia or be opened to potential developers across the state. The tax revenue generated from gambling at licensed facilities brought in \$1.28 billion from slots machines and \$81.4 million from table games in the 2010-11 fiscal year.

JUNE

Projections estimated that Harrisburg-based **PINNACLEHEALTH SYSTEM'S** \$150 million building plan would have a significant impact on the regional economy in terms of jobs. Quandel Construction Group Inc. will upgrade Community General Hospital in Lower Paxton Township and also build a 200,000-square-foot, four-story hospital on the West Shore. Harrisburg-based Reynolds Construction Management Inc. will upgrade Harrisburg Hospital. Pinnacle's strategic plan for the next five years calls for 400 new, permanent jobs.

Work got under way for **WILLIAM**

LYNCH, who was appointed receiver of Harrisburg by a Commonwealth Court judge after former state-appointed receiver David Unkovic resigned in March. Lynch said in an interview he wanted to narrow down the details of the court-approved financial recovery plan and seek changes to that plan. The city continued to grapple with more than \$326 million of incinerator debt and annual structural deficits.

HARRISBURG MALL was acquired through a joint partnership between St. John Properties Inc. and Petrie Ross Ventures, both based in Maryland. Dauphin County property records list the mall's sale price as \$9.5 million. Just weeks later, the Scottsdale Plaza shopping center across the street was sold as part of a \$5 million deal including a nearby apartment complex and land.

JULY

New **401(K) FEE RULES** went into effect, requiring employers to make enrolled workers aware of fees charged by financial firms. Central Pennsylvania finance professionals speculated that full disclosure of the information could change the perception of the level of service being provided and said the rules could help

Story cont'd on page 10 ►



As 2012 concluded, all eyes were on Washington, D.C., and the impending 'fiscal cliff.' Photo/Thinkstock

employers do their due diligence about their vendors.

GIANT FOOD STORES worked to convert 15 Philadelphia-area stores it bought for \$106 million. That acquisition gave the Cumberland County-based chain nearly 200 Giant and Martin's Food Market stores.

Corbett signed **ACT 76**, which is designed to ease regulatory burden on small businesses, into law. Act 76 requires that regulations proposed to the Independent Regulatory Review Commission identify possible impacts on small businesses and provide alternate accommodating requirements.

AUGUST

CROSSGATES INC., developer of the TecPort Business Center, sold a 12-acre flex warehouse property in Lower Swatara Township. The 107,000-square-foot facility housed Borders Group Inc. before the \$3 million sale to DEWZ II LLC.

Connecticut-based Aetna acquired **COVENTRY HEALTH CARE INC.** for \$7.3 billion and assumed Coventry's debt. Both insurance providers already did business in Central Pennsylvania, with Coventry and its subsidiaries entering the transaction with about five million people insured and Aetna with about 36.7 million people insured nationwide.

ALLEGIANT AIR announced it will begin flights out of Harrisburg International Airport. The Las Vegas-based airline, which trades under the ticker symbol ALGT on the Nasdaq, planned to add flights to Orlando and Tampa in the fall. Similarly, Sun Air began to replace Cape Air at the Lancaster Airport.

SEPTEMBER

THE PATRIOT-NEWS and **PENNLIVE.COM** revealed plans to form PA Media Group, which will print a newspaper three days a week and intensify online news publishing. Other media outlets that are part of New York-based Advance Publications Inc. were making similar moves.

NATURAL-GAS FUELING STATIONS will become more commonplace in the United States, according to a market development professional in the natural-gas industry who spoke at a Sept. 14 seminar in Cumberland County. Stephen Yborra from NGVAmerica cited statistics about the 1,100 fueling stations in operation and 200 to 250 additional ones in development.

THE HERSHEY CO. showed off its expansion project and said its investments would add \$1 billion to the state economy in contracts, payroll and related spending over the next five years. Hershey, which started the \$300 million factory expansion in 2010, previously said it wanted to hit revenue of \$10 billion in five years, in large part by boosting international sales.

OCTOBER

The new owners of York County-based **WOLFGANG CANDY CO. INC.**, which had filed for bankruptcy protection in March, declared they want to build on the confectioner's 91-year history and make it a household name. The company was purchased by Michael Stillman and his family, and it will be run through Wolfgang Ventures LLC and Wolfgang Operations LLC.

PERDUE AGRIBUSINESS finalized

plans to break ground for a \$60 million soybean-crushing plant in Lancaster County. The 57-acre site in Conoy Township will primarily produce soybean meal and soy hulls for livestock use. Company officials said the plant could employ 35 people when fully open in late 2013 or early 2014.

Former **U.S. SEN. ARLEN SPECTER** died Oct. 14 from complications of non-Hodgkin's lymphoma. Specter, who was 82, switched from Republican to Democrat late in his political career. Pennsylvania's longest-serving senator fought to prevent closure of the state's military bases in the mid-2000s and played a pivotal role in several U.S. Supreme Court nominations.

NOVEMBER

The state's new economic development program, **PEP (PROMOTING EMPLOYMENT ACROSS PENNSYLVANIA)**, met criticism from both sides of the aisle. PEP allows companies that create a minimum of 250 jobs over five years to keep 95 percent of the personal income tax withheld from new-employee paychecks. Some said PEP fails to address the real issues associated with Pennsylvania's economic competitiveness.

The 74th annual **STANDARD BREED HORSE SALES CO.**'s auction generated nearly \$50 million in sales. The weeklong event at the Pennsylvania Farm Show & Expo Center drew 15,000 attendees and sold 2,071 horses. The Hershey Harrisburg Regional Visitors Bureau estimated the economic impact to the midstate at \$46.4 million.

The number of **UNEMPLOYED PENNSYLVANIANS** dropped by 16,000

in November, the largest monthly decrease since 1983, according to statistics from the Pennsylvania Department of Labor and Industry.

DECEMBER

HARRISBURG CITY COUNCIL passed a 2013 budget allocating \$54.3 million for the general fund. The final budget cut about \$150,000 from the mayor's proposal, but expenses still outpaced revenue by about \$3 million. The spending plan maintains 2012's tax rates.

RITE AID CORP. reported net income of \$61.9 million for its fiscal third quarter ending Dec. 1. In comparison, the 2011 third quarter had a \$52 million net loss for the embattled drugstore chain, which, in 2012, faced shareholder challenges to its corporate governance, lost a discrimination lawsuit, agreed to a \$20.9 million overtime settlement, and was ordered to pay \$800,000 in a court settlement related to false advertising and not properly redeeming gift-card balances.

"We have reached a significant milestone in our turnaround efforts by returning to profitability," Rite Aid chairman, president and CEO John Standley said in response to 2012's third quarter.

As the year concluded, all eyes were on Washington, D.C., and the impending **FISCAL CLIFF**. The term refers to the anticipated convergence of billions of dollars in tax hikes and budget cuts. Business owners readied themselves for effects on personal tax rates, payroll tax cuts and deductions for things like equipment purchases.

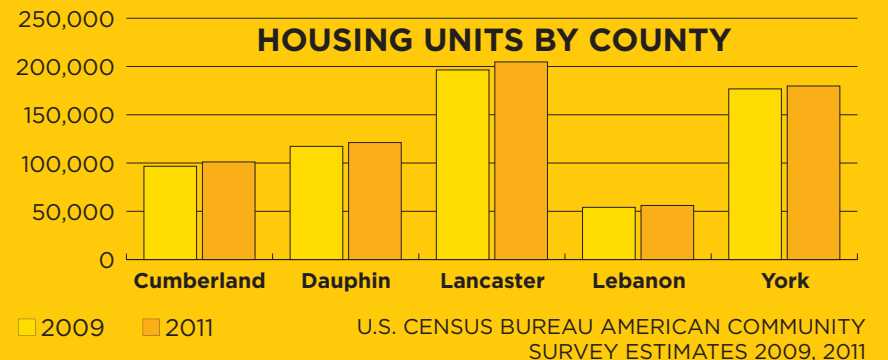
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Construction MARKET FACTS

HOUSING-UNIT GROWTH

From 2009 to 2011, Cumberland County saw the largest percentage increase in housing units, 4.7 percent. Lancaster County ranked second, with 4.2 percent growth. Lancaster County added 8,325 units during that period – the most of the five counties.



BUILDING PERMITS

There were 2,294 residential building permit applications in the midstate in the first 10 months of 2012 compared with 1,928 applications in the same period of 2011. Builders last year applied for the most permits in the Harrisburg-Carlisle area; the Lebanon area saw the least.

In 2011, there were a total of 3,130 residential permits issued in the midstate. In 2010, permits totaled 4,292.

HARRISBURG-CARLISLE

880

(2012 permits through October)

606

(2011 permits through October)

1,113 (2011 permits)

LANCASTER

842

(2012 permits through October)

698

(2011 permits through October)

1,204 (2011 permits)

LEBANON

181

(2012 permits through October)

145

(2011 permits through October)

175 (2011 permits)

YORK-HANOVER

391

(2012 permits through October)

479

(2011 permits through October)

638 (2011 permits)

SOURCE: U.S. CENSUS BUREAU

TOP 10 CENTRAL PA. HOMEBUILDERS

The midstate's top homebuilders are based on survey responses for 2011 settled-sales volume.

Company	2011 local settled volume	2011 total revenue	2011 homes started/completed	2011 percent single/multifamily	Home price range	Percent custom versus spec.
Keystone Custom Homes Inc.	\$57.01 million	\$57.01 million	204/204	95/5	\$140,000-\$400,000	100/0
Classic Communities Corp. and related entities	\$50.98 million	\$50.98 million	200/195	65/35	\$160,000-\$900,000	85/15
Charter Homes & Neighborhoods	\$41.3 million	\$52 million	173/147	95/5	\$160,000-\$1 million	80/20
Landmark Builders Inc. DBA Landmark Homes	\$40.2 million	\$40.2 million	120/125	65/35	\$155,000-\$1.25 million	60/40
EG Stoltzfus Homes LLC	\$39.69 million	\$39.69 million	141/141	80/20	\$140,000-\$1 million	60/40
Simeral Construction Co. Inc.	\$18.5 million	\$18.5 million	4/4	100/0	\$500,000-\$2 million	100/0
Traditions of America LP	\$14.28 million	\$53.3 million	45/47	83/17	\$200,000-\$500,000	90/10
Musser Home Builders Inc.	\$4.09 million	\$4.09 million	1/3	100/0	\$400,000-\$800,000	100/0
Cooper Custom Homes Inc.	\$2 million	\$2 million	7/2	100/0	\$250,000-\$1 million	100/0
Ensminger Builder Inc.	\$1.13 million	\$1.22 million	1/1	100/0	\$300,000	100/0

SOURCE: BUSINESS JOURNAL RECORDS



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Agency construction managers

Ranked by local agency construction-management revenue

Rank	Prev. rank	Company Address	2011 local agency construction mgt./total revenue	Top local executive Title	Website Phone	% of bus.: comm./ind./res. Markets/industries	Local project agency Cost of project	Local/total proj. mgrs. F-T/P-T local emp. % of bus.: govt./priv.	Local/total locations Headquarters Year established locally	Contract mgt. services
1	1	MICHAEL BAKER JR. INC. 4431 N. Front St., Second Floor Harrisburg, PA 17110	\$9.1 million \$538 million	Matthew C. Natale Assistant VP	www.mbakercorp.com 717-221-2000 800-642-2537	100%/0%/0% Transportation, transit facilities, Marcellus Shale, colleges and universities, govt. agencies	US 15/PA 581 interchange contracts \$112 million	10/48 141/21 70%/30%	Moon Twp., Allegheny Co. 1948	Construction management, construction inspection, scheduling, cost estimating, claims support, engineering support
2	3	REYNOLDS CONSTRUCTION MGT. INC. 3300 N. Third St. Harrisburg, PA 17110-1407	\$8.9 million \$24.7 million	David S. Angle CEO	www.reynolds-companies.com 717-236-5737	90%/10%/0% Health care, education, govt., corrections, industrial, transportation, hospitality	Elizabethtown Area SD Bear Creek School \$18.4 million	18/25 84/0 80%/20%	2/4 Harrisburg 1994	Preconstruction services, program budgeting, cost estimating, value eng., life cost analysis, cost control and scheduling, bid and project mgt.
3	2	BUCHART HORN INC./BASCO ASSOCIATES 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	\$5.01 million \$30.48 million	Brian S. Funkhouser PE President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	96%/4%/0% Environmental, transportation, architecture	Springettsbury Twp. WWTP biological nutrient removal \$22.61 million	12/31 134/9 90%/10%	3/16 York 1945	Constructability reviews, value engineering, estimating, scheduling inspection, contractor coordination, claims resolution, surveying
4	4	KCI TECHNOLOGIES INC. 5001 Louise Drive, Suite 201 Mechanicsburg, PA 17055-6912	\$4.82 million \$117.4 million	William Stewart Practice leader	www.kci.com 717-691-1340	10%/90%/0% Transportation, offices, residential, municipal, health care, commercial, federal/DOD	Lancaster Amtrak train station \$12 million	3/59 59/10 95%/5%	1/22 Sparks, Md. 1987	Program/construction management, inspection, value engineering, scheduling, claims review/analysis, transition mgmt, due diligence, cost analysis
5	5	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	\$2.64 million \$241.26 million	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	95%/5%/0% Health care, education, office, retail, distribution, churches, wastewater treatment	PSECU headquarters \$60 million	20/49 180/5 50%/50%	2/12 Harrisburg 1882	Preconstruction planning, estimating, coordination of bids, scheduling, administration, construction management, closeout
6	NR	JOHNSON MIRMIRAN & THOMPSON INC. 220 St. Charles Way, Suite 200 York, PA 17402	\$2.5 million \$110.6 million	Barry A. Epley PE Senior VP	www.jmt.com 717-741-1600 800-266-5488	DNR/DNR/DNR DNR	PA Turnpike reconstruction MP 199 to MP 202 \$32.4 million	DNR/DNR 46/11 100%/0%	1/17 Sparks, Md. 1983	Program management, construction management and inspection, materials and lab testing, value engineering, scheduling, claims review and analysis
7	NR	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	\$1.6 million \$292.4 million	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	1%/99%/0% Transportation, facilities, natural resources, energy, water	Lebanon wastewater treatment plant \$5 million	144/489 614/116 70%/30%	E. Pennsboro Twp. 1915	Bid plus construction phase construction management services
8	6	EASTERN PCM LLC 645 N. 12th St. Lemoyne, PA 17043	\$1.55 million \$1.55 million	William P. Morgan President and CEO	www.easternpcm.com 717-233-3816	90%/10%/0% Higher education, health care, commercial/office, nonprofit, distribution	HACC Public Safety Center and Law Enforcement Complex \$14.8 million	8/8 13/0 80%/20%	1/3 Lemoyne 2003	Program, bid, contract, construction and project mgt.; owner's representation; preconstruction services; cost estimating; cost and schedule control
9	7	ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110	\$1.45 million \$60.11 million	Richard J. Seitz President	www.alexanderbuilding.com 717-234-7041	100%/0%/0% Health care, higher education, corporate office, parking structures, K-12 schools (CM)	State College Area SD \$27.13 million	8/14 31/7 2%/98%	1/2 Harrisburg 1928	Cost estimating, construction document analysis, bid document analysis, construction phase management

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of agency construction managers is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. Agency construction management is a fee-based service in which the construction manager oversees the owner's interests in the building process, acting as its agent. This differs from at-risk construction management, where the construction manager is also the project's general contractor. See the general contractor's list for information about firms that provide at-risk construction-management and other services. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Dec. 7, 2012; updated Jan. 11, 2013; next published Dec. 6, 2013.

Researched by Alaine Keisling

Construction equipment companies

Ranked by local locations

Rank	Prev. rank	Company Address	Local locations	Top local executive Title	Website Phone	Types of sales	Product lines/brands	F-T/P-T local employees Headquarters Year established locally	Services provided
1	1	MESSICK'S FARM EQUIPMENT INC. 187 Merts Drive Elizabethtown, PA 17022	5	Robert M. Messick President	www.messicks.com 717-367-1319 800-222-3373	New, used, rentals	New Holland, Case IH, Kubota, Cub Cadet, Miller Pro, Oxbo, Pequea	81/12 Mount Joy Twp. 1952	Equipment sales, service and parts
2	2	CLEVELAND BROS. EQUIPMENT CO. INC. 5300 Paxton St. Harrisburg, PA 17111	3	Jay W. Cleveland Jr. President and CEO	www.clevelandbrothers.com 717-564-2121 866-551-4602	New, used, rentals	Caterpillar	DNR/DNR Murraysville, Westmoreland Co. 1948	Sales and service of medium- and heavy- construction equipment
3	3	STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126	2	Dennis J. Heller President and CEO	www.stephensonequipment.com 717-564-3434	New, used, rentals	LeeBoy, Rosco, Cedarapids, CMI, Dynapac, Midland	120/2 Swatara Twp. 1957	Full-service dealer of construction equipment, specializing in lifting and paving equipment
4	4	HEMPT BROS. INC. 205 Creek Road Camp Hill, PA 17011	2	George Hempt CEO	www.hemptbros.com 717-737-3411	Rentals	DNR	DNR/DNR Lower Allen Twp. 1925	Concrete plants, quarries, construction, sitework and equipment rentals
5	5	ATI CORP. 250 Earland Drive New Holland, PA 17557-1505	1	John Herr President	www.preseeder.com 717-354-8721 800-342-0905	New	Preseeder landscape tiller, 'Scape Rake, Level Best and laser grader	DNR/DNR E. Earl Twp. 1905	Manufactures compact tractor and skid steer loader attachments as well as a landscaping tiller and a laser grading box

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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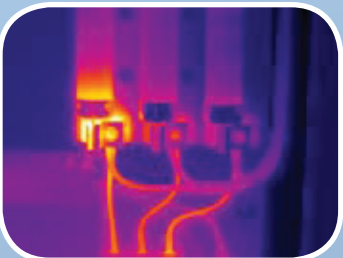
- Offices
- Power, Lighting, Fire Alarm, Data
- Communications



- Medical
- Retirement Communities
- Energy Savings
- Facility Improvements & Back-up Power



- Campus/Business Park
- Underground 15 & 35KV
- Power Distribution
- Industrial Switchgear Transformers
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Electrical contractors

Ranked by local electrical-contracting revenue

Rank	Prev. rank	Company Address	2011 local electrical-contracting/total revenue	Top local executive Title	Website Phone	Largest local project in 2011 Project cost	% of business: comm./res./indus. F-T local/total employees	Local/total locations Headquarters Year established locally	Specialties
1	2	I.B. ABEL INC. 620 S. Edgar St. York, PA 17403	\$48.6 million \$59.3 million	Patrick A. Kinsley President	www.ib-abel.com 717-845-1639	Harley-Davidson Expansion \$6.2 million	20%/0%/80% 235/258	1/1 York 1913	Electrical, voice data video, utility, industrial automation, infrared imaging, emergency services, engineering and design, maintenance
2	1	EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247	\$37.65 million \$67.67 million	Larry D. Bashore President	www.elheim.com 717-233-8711 800-692-7317	Honeywell - Lebanon \$1.03 million	40%/0%/60% 325/325	1/1 Harrisburg 1931	Manufacturing, processing, hospitals, government, food, educational
3	4	GETTLE INC. 2745 Blackbridge Road York, PA 17406-7920	\$17.57 million \$23.54 million	George E. Buss President and CEO	www.gettle.com 717-843-1231 800-758-0780	Wellspar Health Rehabilitation & Specialty Hospital \$10.5 million	60%/0%/40% 149/149	1/1 Manchester Twp. 1954	Comm./ind. electrical, automation systems, data comm., fire/security, pole/line construction, panel fabrication, thermal imaging, arc flash hazards
4	3	G.R. SPONAUGLE & SONS INC. 4391 Chambers Hill Road, P.O. Box 4456 Harrisburg, PA 17111-0456	\$14.21 million \$30.81 million	Glen R. Sponaugle President	www.grsponaugle.com 717-564-1515	The Hershey Co. office renovations \$2.7 million	60%/0%/40% 140/140	1/1 Swatara Twp. 1956	Commercial and industrial design and construction
5	5	BBEC INC. 507 N. York St., P.O. Box 748 Mechanicsburg, PA 17055	\$14 million \$14 million	Todd Allen Duffie President	www.bbecin.com 717-697-5425 800-822-1165	DNR \$1.3 million	70%/5%/25% 71/71	1/1 Mechanicsburg 1978	Design/build, commercial, industrial
6	11	HALLER ENTERPRISES INC. 212 Bucky Drive, P.O. Box 375 Lititz, PA 17543-0375	\$11.41 million \$45.88 million	J. Richard Haller CEO	www.hallerenterprises.com 717-625-1500	DNR DNR	82%/17%/1% 256/256	4/4 Manheim Twp. 1981	DNR
7	7	SECCO INC. 1111 Primrose Ave. Camp Hill, PA 17011-6922	\$9.97 million \$17.87 million	Barry Kindt President	www.SECCOinc.com 717-737-2142 800-730-2142	Administrative Office of PA Courts \$3.5 million	93%/2%/5% 32/106	1/1 Lower Allen Twp. 1969	Solar V, electrical construction and renovations, network cabling systems, computer room and UPS systems, emergency-generator installation
8	6	MONACACY VALLEY ELECTRIC INC. 1925 Frederick Pike Littlestown, PA 17340	\$7.2 million \$7.2 million	Jay A. Wantz President	www.monacacyvalleyelectric.com 717-359-9500	DNR \$1.8 million	65%/0%/35% 28/DNR	1/1 Germany Twp. 1979	Wastewater and water treatment plants, government contracts, fire alarm, data, security systems and excavation
9	12	INNOVATIVE ENGINEERING INC. DBA IETC 5410 Mount Pisgah Road York, PA 17406-9243	\$5.88 million \$5.88 million	William N. Luddy PE President	www.ietc-team.com 717-252-4730	Retirement community \$1.47 million	50%/0%/50% 24/24	1/1 Lower Windsor Twp. 1995	High voltage, design/build, energy-efficient systems, controls, power quality testing, arc flash studies, on-site gen., power factor correction
10	8	HURST ELECTRIC LLC 91 Bomberger Road Lititz, PA 17543	\$5.08 million \$5.08 million	Randall S. Hurst President	717-626-6324	PSL Long Community \$1.76 million	80%/0%/20% 24/DNR	1/1 Elizabeth Twp. 2002	Electrical, fire alarm, security; phone, data, video
11	14	SHANNON A. SMITH INC. 420 S. Cherry St. Myerstown, PA 17067	\$4.1 million \$10.26 million	Shannon A. Smith President	www.sasinc.us 717-866-6643 888-296-6782	DNR DNR	100%/0%/0% 45/DNR	1/1 Myerstown 1973	Electrical, mechanical and plumbing construction
12	NR	JNO. Z. BARTON INC. 385 Hill St. York, PA 17403-2657	\$3.87 million \$3.87 million	Douglas A. Barton Chairman	www.jzbarton.com 717-843-9921	Unilife Medical Solutions \$3.5 million	10%/1%/89% 10/10	1/1 York 1922	Industrial maintenance
13	16	WILCO ELECTRIC INC. 701 Prospect Road Columbia, PA 17512	\$3.49 million \$3.49 million	Roger S. Brubaker President	www.wilcoelectric.com 717-684-8221 877-684-8221	PSL \$1 million	70%/20%/10% 31/31	1/1 W. Hempfield Twp. 1937	Commercial site lighting, water/wastewater, green energy services
14	9	CV SERVICES INC. 6365 Basehore Road Mechanicsburg, PA 17050	\$3.2 million \$3.2 million	Myrl A. Hersh President	www.cvselectric.com 717-697-3320	Bucknell University DNR	80%/0%/20% 20/20	1/1 Hampden Twp. 2002	Design/build construction, electrical service and 48' bucket truck service
15	15	E&G SERVICES INC. 300 W. Suncrest Drive Carlisle, PA 17013	\$3 million \$3 million	Bob Eby Co-owner	717-258-3206	DNR DNR	79%/1%/20% 16/DNR	1/1 N. Middleton Twp. 2002	DNR
16	13	EDWARDS ELECTRIC & TELECOM INC. 30 Park St. Stevens, PA 17578	\$2.8 million \$2.8 million	Richard A. Edwards President	www.edwardselectricinc.com 717-336-7188	DNR DNR	95%/0%/5% 16/16	1/1 E. Cocalico Twp. 1996	DNR
17	NR	ASCOM INC. 3680 Bull Road, P.O. Box 99 York, PA 17408-9750	\$2.8 million \$2.8 million	Jeff Georg Vice president	www.ascomelectric.com 717-292-9323	Westminster Place in Stewartstown \$1.1 million	60%/25%/15% 12/12	1/1 Dover Twp. 1988	Design-build electrical services; commercial electrical contracting; solar installation
18	18	ORBIT TECHNOLOGIES INC. 209 Locust St., P.O.Box 209 East Berlin, PA 17316	\$2.72 million \$2.72 million	William L. Byers President and CEO	www.orbittechnologiesinc.com 717-619-7163	Keystone Bio Fuels \$900,000	25%/0%/75% 19/20	1/2 East Berlin 2004	Electrical, communications (fiber and copper), phone systems, electrical maintenance and testing
19	17	ELECTECH CONTRACTING INC. 205 E. Front St., P.O. Box 321 Lewisberry, PA 17339-0321	\$2.15 million \$2.15 million	Wm. Todd Runkle President and CEO	www.electech.us 717-938-5000	DNR DNR	60%/10%/30% 18/18	1/1 Lewisberry 2003	Bucket truck service, fiber optics, fiber optic splicing, electrical and technology design services, voice/ data cabling, electrical service
20	19	HENRY ELECTRIC INC. 3101 Eastern Blvd. York, PA 17402	\$1.22 million \$1.22 million	Henry Koblitz President	www.henryelectricinc.com 717-757-7694	East York Target renovation \$174,000	60%/20%/20% 12/12	1/1 Springettsbury Twp. 1986	Electrical construction
21	NR	BLACK CABLING SERVICES 5115 E. Trindle Road Mechanicsburg, PA 17050	\$686,240 \$2.78 million	Ruthann Black President	www.blackcsi.com 717-620-3042	PennDOT \$179,600	90%/0%/10% 20/20	1/1 Mechanicsburg 2002	Data, voice, CCTV, sound, video, security and card access
22	21	K.L. TYNDALE INC. 7604 Allentown Blvd. Harrisburg, PA 17112	\$58,000 DNR	Ken L. Tyndale President	www.kltyndaleinc.com 717-545-9607	East Hanover Township \$70,000	70%/20%/10% 7/DNR	1/1 W. Hanover Twp. 1975	Electrical contractor; generators, new services, lighting, solar projects

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of electrical contractors is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published March 16, 2012; updated Jan. 8, 2013; next published March 22, 2013.

Researched by Elaine Keisinger

Construction projects

Ranked by cost

Rank	Project Address Municipality	Aggregate cost Square footage	Began Completed Project type	General contractor or construction manager Address	Website Phone	Special features
1	LOWER MERION HIGH SCHOOL 301 E. Montgomery Ave. Lower Merion Twp., Montgomery Co.	\$86.42 million 327,000	July 2007 July 2011 School	Foreman Program and Construction Managers Inc. 2685 Hossler Road, P.O. Box 189 Manheim, PA 17545-0189	www.ForemanGroup.com 717-653-0589	DNR
2	INDIAN VALLEY HIGH SCHOOL 201 Eighth St. Lewistown, Mifflin Co.	\$56.80 million 251,000	August 2008 June 2011 School	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	DNR
3	OCTORARA HIGH SCHOOL 228 Highland Road W. Fallowfield Twp., Chester Co.	\$28.93 million 168,700	July 2008 July 2011 School	Foreman Program and Construction Managers Inc. 2685 Hossler Road, P.O. Box 189 Manheim, PA 17545-0189	www.ForemanGroup.com 717-653-0589	DNR
4	STATE COLLEGE AREA SCHOOL DISTRICT FACILITY MASTER PLAN PHASE 1 131 W. Nittany Ave. State College, Centre Co.	\$28.70 million 115,000	June 2010 August 2011 School	Alexander Building Construction Co. 315 Vaughn St. Harrisburg, PA 17110	www.alexanderbuilding.com 717-234-7041	Construction of one new elementary school; expansion and renovation to two existing elementary schools
5	SPRINGGETTSBURY TWP. WASTEWATER TREATMENT PLANT Mount Zion Road Springettsbury Twp., York Co.	\$22.61 million DNR	April 2009 April 2011 Wastewater treatment plant	Buchart Horn Inc./Basco Associates 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	www.bh-ba.com 717-852-1400 800-274-2224	Biological nutrient removal improvements
6	BANCROFT ELEMENTARY SCHOOL 300 E. South St. Kennett Square, Chester Co.	\$20.59 million 105,172	March 2010 October 2011 DNR	Foreman Program and Construction Managers Inc. 2685 Hossler Road, P.O. Box 189 Manheim, PA 17545-0189	www.ForemanGroup.com 717-653-0589	DNR
7	YORK COLLEGE NORTHSIDE COMMONS 400 W. Jackson St. York, York Co.	\$20 million 100,000	November 2010 August 2011 Student housing	Kinsley Construction Inc. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	www.rkinsley.com 717-741-3841	Five-story, 275 student, residence hall
8	LONG COMMUNITY AT HIGHLAND 600 E. Roseville Road Manheim Twp., Lancaster Co.	\$19.70 million 143,000	DNR November 2011 Senior living	Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508	www.benchmarkgc.com 717-626-9559	New 143,000-square-foot, four-story independent living facility and three-story assisted-living facility; constructed simultaneously and adjoined by a shared demising wall; first-floor fitness room, barber/beauty shop, physician's office, large meeting room, cafe and dining room with a full-service commercial kitchen
9	FRANKLIN & MARSHALL COLLEGE HOUSING Harrisburg Pike Lancaster, Lancaster Co.	\$19 million 62,670	May 2009 March 2011 Student housing	Wohlsen Construction Co. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066	www.wohlsenconstruction.com 717-299-2500	Suites, apartments and dorm rooms totaling 188 beds; multipurpose space, seminar room, small group room, offices
10	BEAR CREEK SCHOOL 1459 Sheaffer Road Mount Joy Twp., Lancaster Co.	\$18.40 million 150,000	June 2009 June 2011 School	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	DNR
11	DANVILLE PRIMARY SCHOOL 604 Walnut St. Danville, Montour Co.	\$17.90 million 110,000	April 2010 July 2011 School	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	DNR
12	YORK WASTEWATER TREATMENT PLANT 345 E. Market St. York, York Co.	\$16.38 million DNR	May 2010 November 2011 Wastewater treatment plant	Buchart Horn Inc./Basco Associates 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	www.bh-ba.com 717-852-1400 800-274-2224	BNR improvements phase 2
13	PENN STATE HERSCHEY MEDICAL CENTER SUPPORT SERVICES BUILDING 500 University Drive Derry Twp., Dauphin Co.	\$15.25 million 37,000	June 2010 November 2011 Health care	Alexander Building Construction Co. 315 Vaughn St. Harrisburg, PA 17110	www.alexanderbuilding.com 717-234-7041	New 2-1/2 story materials management and support services building for operating health care campus built over an existing underground service tunnel
14	C.E. MCCALL MIDDLE SCHOOL 600 Willow St. Montoursville, Lycoming Co.	\$15.10 million 149,000	November 2009 August 2011 School	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	Pursuing Green Globes Certification
15	EISENHOWER ELEMENTARY SCHOOL AND GRACE MILLIMAN POLLOCK PERFORMING ARTS CENTER 340 N. 21st St. Camp Hill, Cumberland Co.	\$12.50 million 107,000	August 2009 March 2011 School	Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520	www.warfelcc.com 717-299-4500	LEED Silver; arts center includes a 500-seat theater, a dance studio, a green room, lobby, outdoor performance centers and training rooms
16	LINGLE ELEMENTARY SCHOOL 600 S. Lingle Ave. Palmyra, Lebanon Co.	\$11.80 million 105,000	March 2009 October 2011 School	Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520	www.warfelcc.com 717-299-4500	LEED Silver
17	MILLERSVILLE UNIVERSITY STUDENT MEMORIAL CENTER EXPANSION North George Street Millersville, Lancaster Co.	\$11 million 173,000	March 2010 September 2011 Student center	Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520	www.warfelcc.com 717-299-4500	DNR
18	MCKINLEY ELEMENTARY SCHOOL 600 Manor St. York, York Co.	\$9.20 million 71,000	June 2010 October 2011 School	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	Registered for LEED certification
19	CHURCH STREET TRANSPORTATION CENTER 11 Church St. Williamsport, Lycoming Co.	\$9.10 million 140,000	July 2010 September 2011 Transportation	Reynolds Construction Management Inc. 3300 N. Third St. Harrisburg, PA 17110-1407	www.reynolds-companies.com 717-238-5737	DNR
20	COTTAGES AT CONOY CREEK 1 Masonic Drive Elizabethtown, Lancaster Co.	\$8.80 million 76,000	April 2011 December 2011 Senior living	Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520	www.warfelcc.com 717-299-4500	DNR

DNR did not respond. The Central Penn Business Journal's list of construction projects is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from general contractors, construction managers and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published May 18, 2012; updated Jan. 11, 2013; next published May 17, 2013.**

Researched by Alaine Keisling



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Downtown projects

Ranked by aggregate cost

Rank	PROJECT ADDRESS MUNICIPALITY	Aggregate cost	Began Completed Project type	Owner General contractor or construction manager	Subcontractors	Amenities
1	LANCASTERHISTORY.ORG 230 N. President Ave. Lancaster, Lancaster Co.	\$7.07 million	August 2011 November 2012 History campus	LancasterHistory.org Benchmark Construction Co. Inc.	S.P. Construction and Design, D.H. Funk, Garden Spot Mechanical, American Millwork, R&R Plaster and Drywall	Seeking LEED Silver Certification, geothermal, new research facilities, renovated and expanded archive capacity, multi-use auditorium
2	BOSLER LIBRARY EXPANSION 158 W. High St. Carlisle, Cumberland Co.	\$6.50 million	December 2011 May 2013 Public library	Bosler Memorial Library R. S. Mowery & Sons	Comprehensive Management, Power Component Systems Inc., Snoke's Excavating and Paving Inc., Voganville Masonry LLC, Keener Inc., Rither Steel Inc., Lefever Millworks, John H. Myers & Son Inc., Novinger's Inc., M. Potteiger Inc., Witmer Waterproofing LLC, Overhead Door Co. of Harrisburg-York, Stanley Access Technologies LLC, Lezzer Commercial Sales, Capitol Door and Hardware Co., Weaver's Glass & Building Spec., R&R Plaster & Drywall Co. Inc., CB Flooring LLC, M&J Painting and Wallcovering, Hostetter Supply Co. Inc., Modernfold of Reading Inc., Draperies Plus, Schindler Elevator Corp., Del-Val Enterprises Inc., Rowe Sprinkler Systems Inc., Tuckey Mechanical Services Inc., Edwin L. Heim Co.	Expansion and renovation of library totaling more than 42,000-square-feet
3	FURLOW BUILDING 1218 N. Third St. Harrisburg, Dauphin Co.	\$3.73 million	December 2011 November 2012 Residential and commercial	Furrow Partners Inc. Poole Anderson Construction, LLC	DNR	Conversion of historic building to 24 one-bedroom apartments with first floor commercial space.
4	INTERNATIONAL HOUSE EXPANSION 312-314 Chestnut St. Harrisburg, Dauphin Co.	\$3.18 million	Sept. 2011 June 2012 Student housing	Harrisburg Realty Improvements Corp. R. S. Mowery & Sons, Inc.	Perfection Cos. Inc., Neal Enterprises, First Capital Insulation Inc., John W. Gleim Jr. Inc., DM Landscaping, Keith D. Smith Concrete Contractor, Tri-Boro Construction Supplies Inc., Robert H. Kepler Masonry, Clelan's Custom Welding, Ammon Stoltzfus Construction, John H. Myers & Son Inc., Creative Pipe Inc., Millwork Lefever Millworks, R&R Plaster & Drywall Co. Inc., Highpeak Roofing & Painting Inc., Overhead Door Co. of Harrisburg-York, Harrisburg Glass LLC, The A. G. Mauro Co. Inc., Smucker Co., American/Hungerford Building Products, FloorMax, M. Gordon & Sons Inc., Draperies Plus, ThyssenKrupp Elevator Corp., Triangle Fire Protection Inc., Tuckey Mechanical Services Inc., Cheran Inc.	Approximately 20,000-sq.-ft. student housing and common area lounges and amenities, providing more than 50 beds of fully furnished housing; new common area amenities including student lounge and study areas and outdoor patio and recreation area
5	HACC LEBANON FIRST AND THIRD FLOOR RENOVATIONS 735 Cumberland St. Lebanon, Lebanon Co.	\$2.96 million	February 2011 June 2011 Higher education	Harrisburg Area Community College Eastern PCM LLC	DNR	Phased project on an active campus
6	LANCASTER CENTRAL MARKET RENOVATIONS 23 N. Market St. Lancaster, Lancaster Co.	\$2.20 million	April 2010 May 2011 Farmers market	Lancaster city Warfel Construction Co.	DNR	The project was completed in 13 distinct phases, allowing the market to remain in operation throughout the entire construction process
7	GETTYSBURG TRANSIT CENTER 103 Carlisle St. Gettysburg, Adams Co.	\$971,000	Oct. 2011 July 2012 Transit center	York Adams Transportation Authority Premier Construction, Inc.	Multiple primes: SSM Industries, Inc. ASCOM, Inc. W.C. Eshenaur & Son, Inc.	Architecture and site design were developed to be compatible with existing historic structures, including the nearby railroad station; situated on site of a former fuel station
8	PA. INSPECTOR GENERAL Forum Place Harrisburg, Dauphin Co.	\$413,945	August 2011 November 2011 State office	DNR JEM Group LLC	DNR	DNR
9	CHILD CARE NETWORK 230 S. Spring Garden Carlisle, Cumberland Co.	\$340,000	October 2011 January 2012 Corporate office building	230 S. Spring Garden Partners RLS Construction Group	DNR	DNR
10	PENNSYLVANIA STATE EMPLOYEES' RETIREMENT SYSTEM DNR Downtown Harrisburg, Dauphin Co.	\$312,976	May 2011 June 2011 State office	DNR JEM Group LLC	DNR	DNR

DNR-did not respond The Central Penn Business Journal's list of downtown projects is limited to downtown areas in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from municipalities, general contractors, construction managers and other Business Journal research. To access the Business Journal's online database, visit www.CentralPennBusiness.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 24, 2012; updated Jan. 8, 2013; next published Aug. 23, 2013.

Researched by Alaine Keisling

Homebuilders

Ranked by local settled-sales volume

Rank	Prev. rank	Company Address	2011 local settled-sales volume/ total revenue	Top local executive Title	Website Phone	2011 homes started/ completed % single/ multifamily	F-TIP-T local employees Type of work done by your employees	Home price range % custom/spec	Local/total locations Headquarters Year established locally	Residential developments in which homes are built
1	1	KEYSTONE CUSTOM HOMES INC. 227 Granite Run Drive, Suite 100 Lancaster, PA 17601	\$57.01 million \$57.01 million	Jeffrey C. Rutt CEO	www.KeystoneCustomHome.com 717-464-9060	204/204 95% 5%	75/4 Homebuilding supervision and sales, land acquisition and development, apt. const. and mgt.	\$140,000-\$400,000 100%/0%	1/1 Manheim Twp. 1992	Laurel Vistas, Addington Reserve, Castleton, Sweetbriar Creek, Worthington, Anglesea, Trails at Strasburg, Bow Creek, Wallingford, Foxwood, Applewood
2	2	CLASSIC COMMUNITIES CORP. AND RELATED ENTITIES 2151 Linglestown Road Harrisburg, PA 17110	\$50.98 million \$50.98 million	James A. Halbert CEO	www.classcorp.com 717-901-9311	200/195 65% 35%	35/1 Supervision, trim, carpentry and service	\$160,000-\$900,000 85%/15%	1/1 Lower Paxton Twp. 1989	Silver Creek, Victoria Abbey, Millfording, Winding Hills, Quail Hollow, Hampden Summit, Hamlet Square, Hawks Landing, Whitetail Crossing
3	5	CHARTER HOMES & NEIGHBORHOODS 1190 Dillerville Road Lancaster, PA 17601-3989	\$41.3 million \$52 million	Robert P. Bowman President	www.charterhomes.com 717-560-1400 800-325-3030	173/147 95% 5%	84/2 Residential home building	\$160,000-\$1 million 80%/20%	13/13 Lancaster 1990	Deer Run Commons, Southpoint Meadows, The Preserve, Walden, Spring Hill, Highlands, Bishop Woods, Veranda, Heritage Strasburg, Millcreek, Florin Hill
4	4	LANDMARK BUILDERS INC. DBA LANDMARK HOMES 1737 W. Main St. Ephrata, PA 17522	\$40.2 million \$40.2 million	Clair Weaver and Cliff Weaver Owners	www.ownalandmark.com 717-733-1536	120/125 65% 35%	60/5 Excavation, framing, concrete, trim	\$155,000-\$1,250,000 60%/40%	1/1 Clay Twp. 1998	Briar Lake, Carmella, Creekside, Grandview, Hoffman Heights, Home Towne Square, Narrows Glen, Stonecroft, Stoney Pointe, Trindle Springs, Valley Chase
5	3	EG STOLTZFUS HOMES LLC 474 Mount Sidney Road Lancaster, PA 17602	\$39.69 million \$39.69 million	Brent O. Stoltzfus President	www.egstoltzfus.com 717-393-0212	141/141 80% 20%	35/2 Homebuilding supervision, sales, management, trim, walks, patios, electrical	\$140,000-\$1 million 60%/40%	1/1 E. Lampeter Twp. 1968	Hempfield Crossing, Barons Ridge, Southern Village, Elm Tree, Orchard Hills, Eagles View, Winding Hills, Fieldstone, Maplewood, Kendale Oaks
6	6	SIMERAL CONSTRUCTION CO. INC. 129 W. Airport Road Lititz, PA 17543	\$18.5 million \$18.5 million	Mark R. Simeral CEO	www.simeralconstruction.com 717-560-5992	4/4 100% 0%	28/3 Carpentry, supervision, cabinetry	\$500,000-\$2 million 100%/0%	1/1 Manheim Twp. 1987	The Farm on Quarry Road, Bent Creek, scattered sites
7	NR	TRADITIONS OF AMERICA LP 201 King of Prussia Road, Suite 370 Radnor, PA 19087-5160	\$14.28 million \$53.3 million	Nathan W. Jameson Director of operations	www.TraditionsOfAmerica.com 215-732-9600 855-862-4663	45/47 83% 17%	17/1 Market, sell and design customized homes and 55+ communities; manage construction, service and warranty of each home	200,000 to 500,000 90%/10%	2/6 Radnor Twp., Delaware Co. 2007	TOA communities in Allegheny, Centre, Cumberland, Lancaster and Northampton counties
8	10	MUSSER HOME BUILDERS INC. 10 Barrens Church Road Dillsburg, PA 17019-9694	\$4.09 million \$4.09 million	Jeffrey L. Musser President	www.musserbuilder.com 717-432-3496	1/3 100% 0%	5/2 Design, management, carpentry	\$400,000-\$800,000 100%/0%	1/1 Franklin Twp. 1972	Legacy Landing, Siddonsburg Estates, Lindenwood and scattered lots
9	NR	COOPER CUSTOM HOMES INC. 2111 Marietta Ave. Lancaster, PA 17603	\$2 million \$2 million	Lisa M. Cooper President and owner	www.coopercustomhomes.com 717-399-9069	7/2 100% 0%	1/0 Residential general contractor residential remodeler	\$250,000-\$1 million and up 100%/0%	1/1 E. Hempfield Twp. 1992	Scattered lots; Wetherburn Commons
10	NR	ENSMINGER BUILDER INC. 1223 E. Chocolate Ave. Hershey, PA 17033	\$1.13 million \$1.22 million	Jake Ensminger President	www.ensmingerbuilder.com 717-520-0882 800-339-7279	1/1 100% 0%	6/0 New construction and remodeling	\$300,000 100%/0%	1/1 Derry Twp. 1972	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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General contractors

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	% of bus.: comm./ind./res. Largest local project Cost	Local/total proj. mgrs. F-T/P-T local employees % of business: govt./priv.	Local/total locations Headquarters Year established locally	Markets/industries
1	1	KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	\$267 million \$416 million	Robert A. Kinsley Chairman and CEO	www.rkinsley.com 717-741-3841	65%/33%/2% DNR DNR	DNR/DNR 925/10 35%/65%	1/4 York Twp. 1963	Education, health care, govt., offices, manufacturing, distribution, renovations, cultural, retail
2	2	WAGMAN COS. INC. 3290 N. Susquehanna Trail York, PA 17406	\$129.98 million \$129.98 million	Joseph G. Wagman and Michael B. Glezer CEOs	www.wagman.com 717-764-8521	100%/0%/0% Westminster Place at Carroll Village \$9.4 million	8/9 238/1 80%/20%	2/4 Manchester Twp. 1902	Senior housing, offices, urban, institutional, medical, industrial/service, heavy/highway, bridges
3	3	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	\$102.38 million \$241.26 million	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	95%/5%/0% Pinnacle Health C/GH Cancer Center \$22.5 million	20/49 180/5 50%/50%	2/12 Harrisburg 1882	Health care, K-12 and higher education, office, retail, distribution, churches, wastewater treatment
4	6	BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508	\$88.57 million \$88.57 million	Michael K. Callahan President	www.benchmarkgc.com 717-626-9559	95%/5%/0% DNR DNR	15/17 129/2 0%/100%	DNR/DNR W. Earl Twp. 1985	Health care, senior living, education, commercial, institutional, industrial
5	4	WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520	\$87.5 million \$87.5 million	Ralph E. Simpson Jr. CEO	www.warfelcc.com 717-299-4500	95%/5%/0% Eisenhower ES & Grace Milliman Pollock Center for the Performing Arts \$12.4 million	9/9 104/0 47%/53%	1/1 E. Hempfield Twp. 1911	Senior care, education, hospitality, institutional, commercial and historic restoration
6	7	HIGH CONSTRUCTION CO. 1853 William Penn Way Lancaster, PA 17601	\$59.47 million \$59.47 million	Matthew Twomey President and COO	www.highconstruction.com 717-291-2276	75%/25%/0% DNR DNR	8/DNR 55/0 5%/95%	1/1 E. Lampeter Twp. 1978	Educational, health care, manufacturing, processing, distribution, commercial, office, hotel, retail
7	8	R.S. MOWERY & SONS INC. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869	\$53.02 million \$53.02 million	Donald H. Mowery President	www.rsmowery.com 717-506-1000	75%/25%/0% Susquehanna University's Fisher Hall \$7.35 million	5/5 57/0 5%/95%	1/1 Silver Spring Twp. 1925	Senior care, corporate office/health care, warehouse/distribution, college/university, churches
8	5	STEWART AND TATE INC. 950 Smile Way York, PA 17404	\$47 million \$102 million	Timothy R. Tate PE President and CEO	www.stewartandtate.com 717-854-9581	55%/43%/2% Hershey Co. sitework \$8.25 million	13/24 305/0 50%/50%	4/4 York 1935	Industrial, commercial, institutional, health care, senior living, religious, residential
9	10	LOBAR ASSOCIATES INC. 4 Barlo Circle, P.O. Box 432 Dillsburg, PA 17019	\$34.27 million \$34.27 million	Lee E. Eichelberger President and CEO	www.lobarassoc.com 717-432-3429	75%/25%/0% Weis Markets \$6.42 million	DNR/DNR 120/10 30%/70%	1/1 Carroll Twp. 1989	Retail, grocery, health care, offices, churches, financial, higher education, industrial, bridges and government
10	9	WICKERSHAM CONSTRUCTION AND ENGINEERING INC. 777 E. Ross St., P.O. Box 4397 Lancaster, PA 17602	\$31.5 million \$31.5 million	Bradford B. Smith President	www.wickershamconstruction.com 717-397-8282	20%/80%/0% Middletown Wastewater Treatment Plant \$10.8 million	5/DNR 65/0 70%/30%	1/1 Lancaster 1906	Commercial, industrial, churches, nonprofits, health care, special projects, environmental
11	13	ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110	\$28.77 million \$60.11 million	Richard J. Seitz President	www.alexanderbuilding.com 717-234-7041	100%/0%/0% Penn State M.S. Hershey Medical Center support services bldg. \$15.3 million	8/14 31/7 2%/98%	1/2 Harrisburg 1928	Health care, higher education, corporate office, parking structures, K-12 schools (CM)
12	14	REYNOLDS CONSTRUCTION MANAGEMENT INC. 3300 N. Third St. Harrisburg, PA 17110-1407	\$20.75 million \$24.7 million	David S. Angle CEO	www.reynolds-companies.com 717-238-5737	90%/10%/0% Harrisburg Hospital emergency dept. expansion \$22 million	18/25 84/0 80%/20%	2/4 Harrisburg 1994	Health care, education, govt., corrections, industrial, transportation, office and hospitality
13	16	SIMERAL CONSTRUCTION CO. INC. 129 W. Airport Road Lititz, PA 17543	\$18.5 million \$18.5 million	Mark R. Simeral CEO	www.simeralconstruction.com 717-560-5992	65%/0%/35% Cocalico HS and ES \$7.5 million	4/4 28/3 10%/90%	1/1 Manheim Twp. 1987	Medical office, financial, historic restoration, retirement communities, custom homes, renovations
14	NR	MCCOY BROS. INC. 1514 Commerce Ave. Carlisle, PA 17015-9161	\$9 million \$9 million	Gregory S. Kuhn President	www.mccoynbrothers.com 717-241-2023	60%/30%/10% Gettysburg College central energy plant \$1.1 million	2/2 29/2 10%/90%	1/1 S. Middleton Twp. 1946	Higher ed., office, restaurant, retail, health care, church, industry, residential, design/build
15	16	JEM GROUP LLC 509 N. Second St. Harrisburg, PA 17101	\$8.35 million \$8.35 million	Jessica E. Meyers Owner and president	www.jemgroup.net 717-238-7709	100%/0%/0% DNR DNR	DNR/DNR 22/0 20%/80%	1/1 Harrisburg 2003	Office, retail, light industrial, education, government and health care
16	17	POOLE ANDERSON CONSTRUCTION LLC 50 Brookwood Ave. Carlisle, PA 17015	\$8 million \$35.8 million	Michael Weidner Regional VP	www.pooleanderson.com 717-245-2294	91%/1%/8% George Washington ES \$7.18 million	3/7 25/0 23%/77%	1/2 State College 2003	Commercial, industrial, health care, higher ed, K-12, religious, multifamily and senior housing
17	15	EG STOLTZFUS CONSTRUCTION 2127 New Holland Pike Lancaster, PA 17601	\$8 million \$8 million	Andrew Brubaker Vice president	www.egstoltzfus.com 717-735-6010	100%/0%/0% DNR DNR	DNR/DNR 9/3 DNR/DNR	2/2 E. Lampeter Twp. 1968	Retail, multifamily housing, health care, churches, historic re-purposing, retirement communities
18	18	A.P. WILLIAMS INC. 2325 Paxton Church Road Harrisburg, PA 17110	\$7 million \$7 million	Paul F. Williams President	www.apwilliams.com 717-540-3902	75%/10%/15% Waterford Drive Office Building \$2.3 million	DNR/DNR 20/0 10%/90%	1/1 Susquehanna Twp. 1994	Office buildings, banks, medical offices, retail, industrial and residential
19	20	MUSSER HOME BUILDERS INC. 10 Barrens Church Road Dillsburg, PA 17019-9694	\$4.09 million \$4.09 million	Jeffrey L. Musser President	www.musserbuilder.com 717-432-3496	0%/0%/100% DNR DNR	DNR/DNR 5/2 0%/100%	1/1 Franklin Twp. 1972	Residential
20	NR	RLS CONSTRUCTION GROUP LLC 21 Sheffield Drive Dillsburg, PA 17019	\$3.6 million \$3.6 million	Robert L. Schopfer President and CEO	www.RLSCG.com 717-502-6680	80%/15%/5% Lebanon VA Medical Center expansion \$12.01 million	4/4 20/1 70%/30%	1/1 Carroll Twp. 2010	Hospitals, churches, temples, office complexes
21	21	GLENN D. LIVELSBERGER INC. TA HERITAGE BUILDERS 6968 Birchwood Road Harrisburg, PA 17112	\$3.1 million \$3.1 million	Glenn D. Livelsberger President	www.heritageblds.com 717-599-5915	0%/0%/100% DNR DNR	DNR/DNR 12/0 0%/100%	1/1 W. Hanover Twp. 1970	New housing, remodeling
22	NR	ENSMINGER BUILDER INC. 1223 E. Chocolate Ave. Hershey, PA 17033	\$1.22 million \$1.22 million	Jake Ensminger President	www.ensmingerbuilder.com 717-520-0882 800-339-7279	5%/0%/95% DNR DNR	1/1 6/0 0%/100%	1/1 Derry Twp. 1972	Churches, offices, residential

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked TA-trading as ES-elementary school HS-high school
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Ranked by combined HVAC, mechanical and plumbing local revenue

Rank	Prev. rank	Company Address	2011 local HVAC, mechanical and plumbing/ total revenue	Top local executive Title	Website Phone	F-T/P-T local employees % of business: HVAC/mechanical/ plumbing	Largest local project completed in 2011 Project cost	Local/total locations Headquarters Year established locally	Services provided
1	1	MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610	\$76.95 million ^① \$87 million	Thomas F. "Chip" Brown Jr. PE President	www.mcclureco.com 717-232-9743	224/1 30%/55% 15%	Harrisburg Hospital emergency department \$5.54 million	1/5 Susquehanna Twp. 1953	Integrated design/build and energy services, construction and service for institutional, health care, commercial, industrial and pharma
2	2	FREY LUTZ CORP. 1195 Ivy Drive Lancaster, PA 17601	\$36.1 million \$36.1 million	Richard J. Donnelly Jr. CEO	www.freylutz.com 717-898-6808 800-280-6794	150/3 65%/0% 33%	Octorara HS HVAC and plumbing \$6.7 million	1/1 W. Hempfield Twp. 1977	Plumbing, heating, ventilation and air conditioning
3	3	WALTON & CO. 1800 Industrial Highway York, PA 17402	\$35.66 million \$36.66 million	John Hettle President	www.waltonco.com 717-755-9030	203/0 30%/40% 30%	Wellspring Surgical \$8.8 million	2/2 Springettsbury Twp. 1989	Design/build mechanical contracting, process piping and welding, sheet-metal fabrication and installation, HVAC service and DDC controls
4	4	HALLER ENTERPRISES INC. 212 Bucky Drive, P.O. Box 375 Lititz, PA 17543-0375	\$33.57 million \$45.88 million	J. Richard Haller CEO	www.hallerenterprises.com 717-625-1500	256/3 58%/0% 15%	DNR DNR	4/4 Manheim Twp. 1981	Plumbing, heating, cooling, electrical, water conditioning and solar service; installation for residential and commercial customers
5	7	JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008	\$29.38 million \$29.38 million	James L. Craft President	www.jamescraftson.com 717-266-6629	164/0 55%/0% 40%	York College dormitory \$2.04 million	1/2 Newberry Twp. 1900	Mechanical contractor; commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service
6	NR	H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745	\$21.6 million \$25.7 million	Robert Whalen President	www.hbmcclure.com 717-232-4328	173/0 43%/17% 18%	Amazon warehouse DNR	1/1 Harrisburg 1914	Full-service design-build mechanical contractor; commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal
7	NR	ENGINUITY LLC 203 Lynndale Court Mechanicsburg, PA 17050-2893	\$19.08 million \$19.08 million	James Mooney CEO	www.innovationRIGHTnow.com 717-796-9226	80/2 30%/60% 10%	Hershey West plant \$6.5 million	1/1 Hampden Twp. 2002	Mechanical construction and service contractors and engineers
8	NR	EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247	\$17.13 million \$67.67 million	Larry D. Bashore President	www.elheim.com 717-233-8711 800-692-7317	325/0 40%/40% 20%	Palmyra school \$724,000	1/1 Harrisburg 1931	Electrical and mechanical contracting, service, motor sales and service, apparatus sales
9	6	G.R. SPONAUGL & SONS INC. 4391 Chambers Hill Road, P.O. Box 4456 Harrisburg, PA 17111-0456	\$16.6 million \$30.81 million	Glen R. Sponaugle President	www.grsponaugle.com 717-564-1515	140/0 27%/21% 6%	Hershey Medical Center ground-floor backfill project \$1.81 million	1/1 Swatara Twp. 1956	Mechanical and electrical commercial and industrial design and construction
10	9	JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514	\$8.9 million \$13.88 million	Kenneth G. Leaman President	www.jkmechanical.com 717-464-0111 800-556-0028	73/0 45%/0% 0%	DNR DNR	1/1 Pequea Twp. 1983	Installs and services solar and HVAC systems, including routine maintenance, emergency repair and replacement equipment; home energy audits
11	NR	TRIANGLE REFRIGERATION CO. 3200 Oregon Pike, P.O. Box 487 Leola, PA 17540-0487	\$7.12 million \$25.54 million	Cleo W. Weaver President and CEO	www.trianglerefrigeration.com 717-656-2711 800-669-2711	134/8 24%/68% 5%	DNR DNR	3/3 Manheim Twp. 1969	Refrigeration, heating and air conditioning, plumbing, energy management, restaurant equipment
12	10	GEORGE D. BOYER & SONS INC. 639 Antoine St. Harrisburg, PA 17110-2734	\$7.1 million DNR	Jeffrey A. Boyer Sr. President	www.boyer-sons.com 717-236-7672	38/0 50%/0% 50%	Howard Day Homes \$1.2 million	1/1 Harrisburg 1960	Commercial, residential, churches, hotels, design/build
13	NR	G.F. BOWMAN INC. 201 W. Penn Ave. Cleona, PA 17042	\$6.7 million \$6.7 million	Jamie Yocum President	www.gfbowman.com 717-273-8519	46/2 70%/0% 30%	Albright Life Center \$170,000	2/2 Cleona 1967	Residential and commercial plumbing, heating and air-conditioning service and installation.
14	14	SPANGLER AND BOYER MECHANICAL INC. 5175 Commerce Drive York, PA 17408	\$6.49 million \$6.49 million	Robert Boyer President	www.spanglerboyer.com 717-792-8854	34/0 60%/15% 25%	Turnpike plazas HVAC \$838,000	1/1 Jackson Twp. 1984	Commercial, industrial plumbing, HVAC and service; sheet-metal fabrication; restaurant service
15	11	SHANNON A. SMITH INC. 420 S. Chery St. Myerstown, PA 17067	\$6.16 million \$10.26 million	Shannon A. Smith President	www.sasinc.us 717-866-6643 888-296-6782	45/0 0%/70% 10%	DNR \$2.61 million	1/1 Myerstown 1973	Electrical, mechanical and plumbing contractor
16	15	CONTROLS SERVICE & ENGINEERING CO. INC 330 Second St. New Cumberland, PA 17070	\$6 million \$6 million	Theodore S. Christiansen President	www.cse2222.com 717-774-2222	44/3 96%/0% 4%	DNR DNR	2/2 New Cumberland 1973	Commercial and industrial HVAC service, MRI chillers, Liebert computer rooms, retrofits
17	NR	W.C. ESHENAU & SON INC. 200 S. 41st St. Harrisburg, PA 17111	\$5 million \$11 million	W. Craig Eshenaur President	www.eshenaurs.com 717-236-5031	55/5 35%/5% 30%	Millersville WWTP \$353,000	1/1 Swatara Twp. 1929	Plumbing, heating, air conditioning, sheet metal, wells, water treatment, machine shop, welding, fuel and propane
18	18	GOHN & STAMBAUGH INC. 175 North Hills Road York, PA 17402	\$4.62 million \$4.62 million	Benrus L. Stambaugh II CEO	www.gohnstambaugh.com 717-840-9697	33/3 40%/0% 60%	Cheddar's Casual Cafe \$128,000	1/1 Springettsbury Twp. 1982	Residential and commercial plumbing and HVAC construction and service; other services including whole-house insulation and duct cleaning
19	NR	FOREFRONT CONSTRUCTION CO. INC. 1100 Spring Garden Drive Middletown, PA 17057	\$4.06 million \$4.06 million	Jeff Lawrence President and CEO	717-939-3983	21/0 55%/DNR 45%	Harley-Davidson North addition \$1.2 million	1/1 Lower Swatara Twp. 2008	HVAC and plumbing contractor
20	20	JEROME H. RHOADS INC. DBA RHOADS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17608-1198	\$3.95 million \$48.14 million	Michael F. DeBerdine III President and CEO	www.rhoadsenergy.com 717-397-5277	70/3 8%/0% 0%	DNR DNR	5/5 Lancaster 1917	Sales and service of fuel oil, natural gas, propane and fleet fueling
21	19	C.F. ACRI & SON INC. 3601 N. Sixth St., Rear Harrisburg, PA 17110	\$3.87 million \$3.8 million	Mark A. Acri Vice president	www.cfacri.com 717-234-1675	28/0 50%/0% 50%	Messiah Village chapel entrance and special-care renovation \$307,358	1/1 Susquehanna Twp. 1963	Plumbing, heating, air conditioning, geothermal systems, sheet metal; commercial/residential, construction/service
22	5	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	\$3.66 million \$478.72 million	Jeffrey B. Lyons President and CEO	www.worleyobetz.com 717-665-6891 800-697-6891	133/24 3%/1% 1%	Maule PV solar installation \$31,936	3/3 Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
23	21	DJA PLUMBING HVAC INC DBA THE WITMER CO. 286 Locust St., P.O. Box 338 New Holland, PA 17557-0338	\$2.15 million \$2.15 million	Daniel H. Siegrist President	www.thewitmercompany.com 717-354-4281	16/1 60%/0% 40%	Children's Dental Health Assoc. \$270,266	1/1 New Holland 2006	Residential and commercial HVAC and plumbing contractor

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of HVAC, mechanical and plumbing contractors is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Feb. 10, 2012; updated Jan. 8, 2013; next published Feb. 8, 2013. ^① Estimate based on companywide revenue

Researched by Alaine Keisling



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SPRING - 2013

TOP LISTS

Engineers
Commercial Real Estate Agencies
Commercial/Industrial Developers
Home Builders
General Contractors
HVAC
Business and Industrial Parks
Disaster Restoration

FALL - 2013

TOP LISTS

Residential Real Estate Agencies
Electrical Contractors
Warehouse Space Available
Commercial Property Managers
Commercial Appraisers
Architects

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LEED-certified buildings

Ranked by certification and points awarded

Rank	Building Location	Possible points	Certification System Building purpose	Aggregate cost Square footage	Construction began/ ended	Architect Engineer(s) Contractor/manager	Special features
1	ARTHUR W. FERGUSON ELEMENTARY SCHOOL 525 N. Newberry St. York, York County	59 out of 79 points	Platinum LEED for Schools 2.0 Elementary school	\$18.80 million 90,250 sq. ft.	September 2008 June 2010	EI Associates Barton Reynolds Construction Management	Partial green roof, geothermal HVAC, daylight harvesting and lighting controls; first LEED Platinum public elementary school in Pennsylvania
2	ELK COUNTRY VISITORS CENTER Winslow Hill Road Benezette Twp., Elk County	44 out of 69 points	Gold 2.2 Visitors center	\$3.43 million 8,500 sq. ft.	May 2009 March 2010	Habiterra Architecture & Landscape Architecture, P.C. DNR Poole Anderson Construction	Stone fireplace, custom quarter-sawn oak casework, hand-planed wood flooring, rock walls built with field stone found on site, structural insulated panels, and exposed wooden Douglas fir trusses
3	WEST PHILADELPHIA HIGH SCHOOL 4700 Walnut St. Philadelphia, Philadelphia County	48 out of 79 points	Gold LEED for Schools 2.0 School	\$48 million 170,000 sq. ft.	2009 2011	Kelly Maiello Architects & Planners Brinjac Engineering, Inc. DNR	High efficiency plumbing fixtures to reduce water consumption; re-use of storm water and grey water for toilets; energy efficient lighting fixtures and controls; high efficiency HVAC system; use of resource efficient materials
4	CONEWAGO ENTERPRISES 660 Edgegrove Road Conewago Twp., Adams County	40 out of 69 points	Gold NC V2.2 General contractor	DNR 33,000 sq. ft.	June 2009 January 2010	Baumgardner Architects Paragon Engineering Services Inc. Conewago Enterprises	DNR
5	UNITED NATURAL FOODS 225 Cross Farm Lane Conewago Twp., York County	33 out of 57 points	Gold LEED-CI 2.0 Food distribution center	\$20 million 690,000 sq. ft.	March 2008 March 2009	Randall Paulson Barton Associates Arco Design Build/Arco Design Build	Provided LEED commissioning
6	DEER LAKES HIGH SCHOOL 163 E. Union Road W. Deer Twp., Allegheny County	44 out of 79 points	Gold LEED For Schools 2.0 High school	\$30.40 million 190,000 sq. ft.	June 2008 June 2010	Foreman Architects Engineers Foreman Architects Engineers Yarborough Development Inc./Foreman Program and Construction Managers	Major features include all new energy efficient infrastructures, wiring, piping, ducts, lighting and equipment, air conditioning throughout new thermally efficient exterior windows and doors, new TPO roofing, new sky lit central stair case.
7	LINDBERGH EDUCATION CENTER 329 Lindbergh Ave. York, York County	39 out of 79 points	Silver LEED for schools 2.0 School	\$2.70 million 24,611 sq. ft.	April 2009 September 2009	EI Associates Barton Associates Inc. Reynolds Construction Management Inc.	Perimeter radiation was included with heat generated by the geothermal system
8	LINDBERGH EDUCATION CENTER 329 S. Lindbergh Ave. York, York County	39 out of 79 points	Silver LEED for Schools 2.0 School	\$2.84 million 24,566 sq. ft.	April 2008 August 2009	EI Associates Barton Associates Inc. (MEP); Baker Ingram & Associates (structural); RWA Planning & Engineering (civil) Lobar Inc./Reynolds Construction Management Inc.	Additional classroom space, new energy efficient windows and doors, low flow fixtures, energy efficient lighting, geothermal system, low emitting materials, 30% recycled content of construction materials
9	GOVERNOR MIFFLIN SD MIFFLIN PARK ELEMENTARY SCHOOL 598 Governor Drive Cumru Twp., Berks County	33 out of 69 points	Silver LEED NC 2.2 Elementary School	\$16 million 76,000 sq. ft.	Fall 2007 July 2008	The Architectural Studio Barton Associates Inc. Perrotto Builders	Award of Excellence at the 2010 Design Awards held by the Eastern Pennsylvania Chapter of the American Institute of Architects
10	VOLVO CONSTRUCTION EQUIPMENT 312 Volvo Way Southampton and Shippensburg twps., Franklin County	33 out of 69 points	Silver LEED NC 2.2 Manufacturer	\$30 million 210,000 sq. ft.	April 2009 June 2010	Newcomer Associates Barton Associates Kinsley Construction/Kinsley Construction	Provided LEED commissioning

DNR-did not respond The Central Penn Business Journal's list of LEED-certified buildings is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from general contractors, construction managers, engineers, architects and other Business Journal research. Ranking was determined by the number of points awarded to the project out of available points. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published July 6, 2012; updated Jan. 8, 2013; next published July 5, 2013.

Researched by Alaine Keisting

Excavating contractors

Ranked by local excavating revenue

Rank	Prev. rank	Company Address Website	2011 local excavating/ total revenue	Top local executive Title Phone	Largest local 2011 project Project cost	% of business: roads/comm./ indus./res./ other	F-T local/total employees estimators	Local/total locations/ Headquarters Year established locally	Services provided
1	1	BRUBACHER EXCAVATING INC. 825 Reading Road, P.O. Box 528 Bowmansville, PA 17507-0528 www.brubacher.net	\$40.6 million \$48.5 million	Keith A. Brubacher President 717-445-4571	LVIP VII Lot 1 \$8 million	0%/26% 0%/39% 35%	247/285 7/8	1/2 Brecknock Twp. 1971	Excavation, storm/sanitary sewers, water lines, paving, drilling, blasting, clearing, directional drilling, vacuum excavation, energy services
2	2	B.R. KREIDER & SON INC. 63 Kreider Lane Manheim, PA 17545-8869 www.brkreider.com	\$30.16 million \$30.16 million	Michael W. Fecik President 717-898-7651	DNR DNR	2%/60% 7%/30% 1%	DNR/DNR DNR/DNR	1/1 E. Hempfield Twp. 1936	Excavating, paving, site management, utilities, crushing and recycling, retention basins, grading, builder services, imprinted asphalt
3	NR	LIBERTY EXCAVATORS INC. 4402 Gettysburg Road Camp Hill, PA 17011 www.libertyinc.net	\$18.73 million \$31.7 million	Richard R. Evans President 717-761-8461	Harley Davidson \$6 million	2%/20% 50%/10% 18%	85/131 5/6	1/3 Upper Allen Twp. 1977	Site work, utilities, fast-track completion, industrial, commercial, residential, Marcellus Shale, rock crushing, vacuum excavation and snow removal
4	NR	ABEL CONSTRUCTION CO. INC. 3925 Columbia Ave., P.O. Box 476 Mountville, PA 17554 www.abelconst.com	\$18.38 million \$18.38 million	Troy Abel President 717-285-3103	Hanover Street Bridge \$4.2 million	30%/10% 5%/20% 35%	120/120 4/4	2/2 W. Hempfield Twp. 1972	Installation of site infrastructure, including erosion control, excavation, utilities, curbing, paving, bridges, railyards, oil and gas sites
5	3	YORK EXCAVATING CO. LLC 1010 Plymouth Road York, PA 17402 www.yorkexcavating.com	\$15 million \$15 million	Jeff Walker President 717-755-0607	PSECU \$2.5 million	5%/45% 5%/20% 25%	50/50 2/2	1/1 Windsor Twp. 2010	Complete site development
6	4	D.H. FUNK & SONS LLC 3995 Continental Drive Columbia, PA 17512-9710 www.dhfunk.com	\$14.57 million \$14.57 million	Dennis A. Funk President 717-684-0708	Routes 30 and 83 complex \$1.63 million	DNR/83% DNR/16% 1%	62/62 3/3	1/1 W. Hempfield Twp. 1975	Commercial and residential excavation, utility construction, site development, demolition, snow removal
7	5	FLYWAY EXCAVATING INC. 168 W. Airport Road Lititz, PA 17543 www.flywayexcavating.com	\$5.7 million \$5.7 million	Bradford T. Clubb President 717-560-0731	DNR DNR	40%/0% 10%/0% 50%	DNR/DNR DNR/DNR	1/1 Manheim Twp. 1987	Excavation including but not limited to bridge replacements, stream rehabilitation, dam removal, road and utility construction, sitework, snow removal
8	6	C.E. WILLIAMS SONS INC. 1141 Highland Avenue Road Gettysburg, PA 17325 www.cewilliams.com	\$5 million \$5 million	James E. Williams President 717-334-5511	DNR DNR	20%/70% 0%/10% 0%	35/35 DNR/DNR	1/1 Gettysburg 1942	Commercial sitework, land development, excavating and paving contractor
9	7	JUSTICE EXCAVATING INC. 31 Center Mills Road Aspers, PA 17304 www.justiceexcavating.com	\$4.65 million \$4.65 million	R. James Knouse Jr. President 717-677-7149	Heidlersburg Pump Station \$477,000	10%/80% 5%/5% DNR	30/30 1/1	3/DNR Butler Twp. 1996	Excavation, site work, utilities, paving and commercial, residential, public works projects

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of excavating contractors is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published May 11, 2012; updated Jan. 8, 2013; next published May 10, 2013.

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Restoration contractors

Ranked by local restoration-contracting revenue

Rank	Prev. rank	Company Address	2011 local restoration/total revenue	Top local executive Title	Website Phone	Largest local project in 2011 Project cost	% of business: comm./res./indus. F-T/P-T local employees	Local/total locations Headquarters Year established locally	Restoration specialties
1	1	PAUL DAVIS SYSTEMS OF LANCASTER INC. DBA PAUL DAVIS RESTORATION 1704 Hempstead Road Lancaster, PA 17601	\$12.5 million \$12.5 million	Stephen A. Rotay President and CEO	www.pdr-pa.com 717-291-6000 866-765-0773	DNR \$700,000	35%/65%/0% 78/25	4/4 E. Lampeter Twp. 2000	Water extraction and drying, fire and smoke cleanup, structural repairs, deodorization and storage of bldg. contents, electronics restoration, mold
2	3	COMPLEAT RESTORATION & CONSTRUCTION CO. INC. 702 Pointview Ave. Ephrata, PA 17522-2362	\$9 million \$11.1 million	Cliff Ellis President	www.compleatrestorations.com 717-738-2121 800-699-1176	Keller Bros. \$1.03 million	30%/70%/0% 60/4	2/2 Ephrata 1978	24/7 emergency services, specializing in residential and commercial property damage restoration and reconstruction; structure and content cleaning
3	2	MELLON CERTIFIED RESTORATION 5005 Devonshire Road Harrisburg, PA 17109-1730	\$8.2 million \$26.94 million	Doug Morrow Branch manager	www.melloncr.com 717-232-1551 877-766-8688	Commercial building and rental units. \$1.13 million	30%/60%/10% 27/1	1/6 Yeadon, Delaware Co. 1982	Insurance claims specialist; 24/7/365 emergency services; drying, cleaning and repair of commercial and residential structures and damaged contents
4	NR	CAMEO SERVICES INC. 420 S. Sherman St. York, PA 17403	\$5.25 million \$5.25 million	R. Scott Knaub President	www.cameoyork.com 717-843-8893	DNR \$675,000	25%/75%/0% 25/5	1/DNR York 1980	Full-service property damage restoration for fire, smoke, water, storm and mold damage
5	8	MELLOTT'S DIASTER RESTORATION INC. DBA SERVICEMASTER OF GREATER HARRISBURG-WEST SHORE 2506 Boas St. Harrisburg, PA 17103-1708	\$5 million \$5 million	Kevin J. Mellott CEO	www.smharrisburg.com 717-541-0614 800-545-8929	Hamilton Health Center \$100,000	10%/90%/0% 35/30	2/2 Chambersburg 1985	Water and fire mitigation, reconstruction, mold remediation, trauma scene restoration
6	7	STRUCTURAL RESTORATION SERVICES INC. 259 W. Ore St., P.O. Box 485 Loganville, PA 17342-0485	\$4.3 million \$4.3 million	Daniel E. Warner President	www.restore-it.com 717-428-3128 800-775-1004	High Associates Greenfield corporate office front entrance renovation \$265,000	80%/0%/20% 35/0	1/1 Loganville 1992	Historical restoration, brick and stone repointing, concrete repair, epoxy injection, flashing retrofit, waterproofing, coatings, cleaning, sealers
7	6	REYNOLDS RESTORATION SERVICES INC. 3300 N. Third St. Harrisburg, PA 17110-1407	\$4.2 million \$4.2 million	Anthony Worrall President	www.reynoldsrestoration.com 717-238-5737	Danville Middle School \$900,000	75%/25%/0% 18/0	1/1 Harrisburg 2005	Full service
8	10	SERVICE 1ST RESTORATION & REMODELING 1441 Stoneridge Drive Middletown, PA 17057	\$3.45 million \$3.45 million	Jaime S. Novinger-Toigo President	www.serve1st.com 717-232-5444 866-926-3473	DNR DNR	35%/65%/0% 20/2	1/1 Lower Swatara Twp. 2005	24/7/365 property disaster recovery; one-hour response time guaranteed; partners with businesses for emergency preparedness
9	NR	KEYSTONE RESTORATIONS AND BUILDERS INC 205 Shady Lane Manchester, PA 17345	\$2.8 million \$2.8 million	Gregory A. Hess President	www.keystonerestorationsinc.com 717-767-7771 877-324-2224	DNR \$390,000	10%/85%/5% 6/0	1/1 Manchester Twp. 2004	Fire damage repair, water mitigation, storm damage/flooding clean up, puff backs/soot cleaning
10	11	WITMER MASONRY INC. DBA WITMER RESTORATION 1003 Cornerstone Drive Mount Joy, PA 17552-9416	\$2.33 million DNR	Todd M. Witmer President	www.thewitmergroup.com 717-653-1428	DNR DNR	100%/0%/0% 25/0	1/1 Rapho Twp. 1967	Masonry including brick, stone, and concrete repair and restoration; investigation and consultation related to rehabilitation of masonry structures
11	NR	AYERS LLC DBA SERVPRO OF LOWER PAXTON & NEW CUMBERLAND 107 N. Market St. Mechanicsburg, PA 17055	\$2.2 million \$2.5 million	Dan Ayers and Scott Ayers Owners	www.Servpro.com 717-545-5320	Guilford Mill textile plant \$800,000	30%/70%/0% 15/3	2/2 Mechanicsburg 2004	DNR
12	12	STAN-DAN INC. DBA SERVPRO WESTERN LANCASTER COUNTY 30 West Sun Hill Road Manheim, PA 17545	\$1 million \$1 million	Rick Evans President	www.servpro.com 717-665-1270	New Holland Tractor \$85,000	15%/75%/10% 7/3	2/2 Penn Twp. 2009	Fire, water and mold; carpet cleaning, bio hazards, crime scenes, pet odor, vehicle upholstery, etc.

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of restoration contractors is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Jan. 20, 2012; updated Jan. 8, 2013; next published Jan. 18, 2013.

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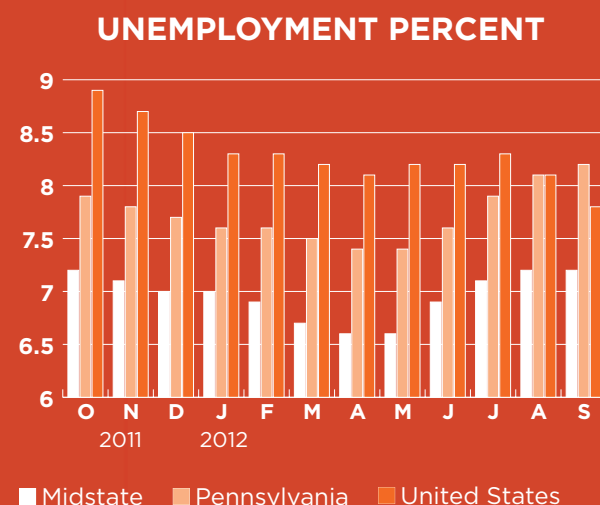
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Corporate World MARKET FACTS

UNEMPLOYMENT

October 2011 – September 2012



SOURCE: U.S. BUREAU OF LABOR STATISTICS

CHANGE IN MIDSTATE EMPLOYMENT FOR SELECTED SECTORS

The data below sums up employment for the Harrisburg-Carlisle, Lancaster, Lebanon and York-Hanover metropolitan statistical areas. Harrisburg-Carlisle includes Cumberland, Dauphin and Perry counties; the others consist of their respective single counties.



Construction, logging and mining*

0% change

46,300 in September 2011
46,300 in September 2012



Manufacturing

-0.4% change

86,720 in September 2011
86,400 in September 2012



Trade, transportation and utilities

0.4% change

164,390 in September 2011
165,100 in September 2012



Information*

1% change

10,100 in September 2011
10,200 in September 2012



Financial activities*

0.6% change

35,490 in September 2011
35,700 in September 2012



Professional and business services*

4.4% change

81,490 in September 2011
85,100 in September 2012



Education and health services*

1.8% change

124,580 in September 2011
126,800 in September 2012



Leisure and hospitality*

4.3% change

67,710 in September 2011
70,600 in September 2012



Other services*

1.6% change

36,900 in September 2011
37,500 in September 2012



Government

-0.3% change

112,180 in September 2011
111,800 in September 2012

*Lebanon County not included (no data available).

SOURCE: U.S. BUREAU OF LABOR STATISTICS

EMPLOYMENT AND WAGES

Data is from first quarter 2012

CUMBERLAND COUNTY

121,733
employed

\$873

Average weekly wage

DAUPHIN COUNTY

173,899
employed

\$966

Average weekly wage

LANCASTER COUNTY

216,459
employed

\$775

Average weekly wage

LEBANON COUNTY

49,178
employed

\$701

Average weekly wage

YORK COUNTY

170,326
employed

\$826

Average weekly wage

PENNSYLVANIA

5,531,088
employed

\$960

Average weekly wage

Defense contractors

Ranked by dollar value of contracts awarded

Rank	Company Address	Contracts awarded in 2010	Top local executive Title	Website Phone	Local/total locations Headquarters Year established locally	Services provided
1	BAE SYSTEMS YORK P.O. Box 15512 York, PA 17405-1512	\$880.36 million	DNR DNR	www.uniteddefense.com DNR	1/DNR London 2005	Upgrades Bradley combat vehicles for use in Iraq
2	UNITED CONCORDIA COS. INC. 4401 Deer Path Road Harrisburg, PA 17110	\$510.56 million	Chip Merkel President and COO	www.UnitedConcordia.com 717-260-6800 888-884-8224	1/27 Susquehanna Twp. 1992	Dental insurance and administration, including PPO, DHMO and individual products
3	CARDINAL HEALTH 200 Oberlin Road Middletown, PA 17057	\$106.36 million	DNR DNR	www.cardinal.com 717-566-2266	1/57 Dublin, Ohio DNR	Distributes pharmaceuticals and related products
4	VOITH HYDRO INC. 760 East Berlin Road York, PA 17408	\$37.06 million	Kevin Frank President and CEO	www.york.voithhydro.com 717-792-7000	1/2 W. Manchester Twp. 1986	Manufactures hydroelectric power-generation equipment
5	THE HERSHEY CO. 100 E. Chocolate Ave., P.O. Box 810 Hershey, PA 17033	\$31.31 million	John P. Bilbrey CEO	www.hersheys.com 717-534-4000 800-468-1714	7/23 Derry Twp. 1927	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
6	GICHNER SYSTEMS GROUP INC. 490 E. Locust St. Dallastown, PA 17313	\$19.04 million	Tom Mills President and CEO	www.gichner.us 717-244-7611	DNR/DNR Dallastown DNR	Manufactures portable prefabricated structures
7	ODYSSEY INTERNATIONAL INC. 135 N. Duke St. Lancaster, PA 17602	\$17.56 million	Whitney McBride President	www.odyint.com 717-735-2049 800-958-8582	DNR/DNR Lancaster 2006	General construction
8	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	\$15.31 million	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	1/4 Silver Spring Twp. 1994	Custom software and Internet app. development, IT security assessment, business consulting, health care systems integration, website development, network and project management
9	TECPORT SOLUTIONS INC. 470 Friendship Road Harrisburg, PA 17111	\$14.95 million	Roy W. Blose President and CEO	www.tecportsolutions.com 717-651-3238	1/2 Swatara Twp. 2005	Computer services and management
10	SECHAN ELECTRONICS INC. 525 Furnace Hills Pike Lititz, PA 17543-8902	\$10.79 million	David Williams President	www.sechan.com 717-627-4141	1/1 Warwick Twp. 1984	Defense electronics design and manufacturing

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of defense contractors was limited to those with contracts awarded to locations in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Some large contractors may have facilities in the region, but use out-of-region contract contacts. Information came from the individual companies, the U.S. Department of Defense, Government Contracts Won.com and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBj-surveys.info; follow @CPBJListCentral on Twitter. **Published April 6, 2012; last updated Jan. 8, 2013; next published April 5, 2013.**

Researched by Elaine Keisinger

Executive raises

Ranked by compensation increase

Rank	Prev. rank	Name Title Company	Compensation/ % increase	2011 salary/ bonus/ other comp./ all other comp.	2010 salary/ bonus/ other comp./ all other comp.	Address Website Phone	2011/2010 revenue % change	Company description
1	5	JOHN P. BILBREY CEO The Hershey Co.	\$6.41 million 152.13%	\$945,538 NA \$9.5 million \$182,122	\$625,577 NA \$3.52 million \$70,407	100 E. Chocolate Ave., P.O. Box 810 Hershey, PA 17033 www.hersheys.com 717-534-4000, 800-468-1714	\$6.08 billion \$5.67 billion 7.23%	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
2	NR	ROBERT A. ORTENZIO CEO Select Medical Holdings Corp.	\$2.55 million 287.61%	\$848,720 NA \$2.55 million \$38,089	\$848,720 NA NA \$39,087	4716 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com 717-972-1100	\$2.8 billion \$2.39 billion 17.33%	Operates specialty hospitals and outpatient rehabilitation clinics
3	8	PETER M. CARLINO Chairman and CEO Penn National Gaming Inc.	\$2.51 million 26.5%	\$1.7 million NA \$9.86 million \$420,330	\$1.65 million NA \$7.48 million \$333,487	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 www.pngaming.com 610-373-2400	\$2.74 billion \$2.46 billion 11.51%	Owens and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
4	NR	BRET W. WISE Chairman and CEO Dentsply International Inc.	\$2.43 million 94.98%	\$860,000 NA \$3.96 million \$169,240	\$830,000 NA \$1.58 million \$152,068	221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com 717-845-7511, 800-877-0020	\$2.54 billion \$2.22 billion 14.26%	Manufacturer of professional dental products
5	13	WILLIAM J. CLIFFORD Senior VP and CFO Penn National Gaming Inc.	\$2.34 million 57.02%	\$1.09 million NA \$5.18 million \$166,747	\$771,557 NA \$3.2 million \$127,742	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 www.pngaming.com 610-373-2400	\$2.74 billion \$2.46 billion 11.51%	Owens and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
6	NR	ROCCO A. ORTENZIO Executive chairman Select Medical Holdings Corp.	\$2.12 million 223.19%	\$848,720 NA \$2.13 million \$96,859	\$848,720 NA NA \$101,666	4716 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com 717-972-1100	\$2.8 billion \$2.39 billion 17.33%	Operates specialty hospitals and outpatient rehabilitation clinics
7	NR	PATRICIA A. RICE President and COO Select Medical Holdings Corp.	\$2.04 million 197.35%	\$800,000 NA \$1.99 million \$288,906	\$800,000 NA NA \$233,983	4716 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com 717-972-1100	\$2.8 billion \$2.39 billion 17.33%	Operates specialty hospitals and outpatient rehabilitation clinics
8	NR	SALVATORE D. FAZZOLARI Former chairman, president and CEO Harsco Corp.	\$1.89 million 41.01%	\$902,597 NA \$5.56 million \$46,157	\$890,000 NA \$3.67 million \$61,353	350 Poplar Church Road Camp Hill, PA 17011 www.harsco.com 717-763-7064	\$3.3 billion \$3.04 billion 8.69%	Diversified multinational provider of industrial services for major global markets
9	12	TIMOTHY J. WILMOTT President and COO Penn National Gaming Inc.	\$1.64 million 25.44%	\$1.36 million NA \$6.64 million \$98,477	\$1.32 million NA \$5.04 million \$95,004	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 www.pngaming.com 610-373-2400	\$2.74 billion \$2.46 billion 11.51%	Owens and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
10	NR	CHRISTOPHER T. CLARK President and COO Dentsply International Inc.	\$980,577 59.76%	\$541,000 NA \$1.98 million \$98,023	\$525,000 NA \$1.03 million \$86,631	221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com 717-845-7511, 800-877-0020	\$2.54 billion \$2.22 billion 14.26%	Manufacturer of professional dental products

NA-not available NR-not ranked The Central Penn Business Journal's list of executive raises was compiled with information from the individual companies as well as U.S. Securities & Exchange Commission and Internal Revenue Service documents. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBj-surveys.info; follow @CPBJListCentral on Twitter. **Published Oct. 19, 2012; updated Jan. 8, 2013; next published Sept. 27, 2013.**

Researched by Elaine Keisinger

Family-owned and operated businesses

Ranked by number of family employees

Rank	Company Address	Family members working in business Years family owned	Top local executive Title	Website Phone	Local F-T/P-T employees 2011 local/total revenue	% family owned CEO is family member	Local/total locations Headquarters Year established	Services provided
1	TRIPLE G FARMS INC. DBA FOXCHASE GOLF CLUB 300 Stevens Road Stevens, PA 17578	17 21	Doug Graybill Co-owner	www.foxchasegolf.com 717-336-3673	15/70 DNR DNR	100% Yes	1/DNR E. Cocalico Twp. 1990	Full-service golf club and range, indoor and outdoor wedding and banquet facility
2	LAKE TOBIAS WILDLIFE PARK 760 Tobias Road Halifax, PA 17032	16 48	Ern E. Tobias Park manager	www.laketobias.com 717-362-9126	9/92 \$1.89 million \$1.89 million	100% Yes	1/1 Halifax 1965	Safari tours, zoo exhibits, reptiles and exotics building, petting zoo, concessions, picnic facilities
3	LESTER R. SUMMERS INC. 40 Garden Spot Road Ephrata, PA 17522	14 66	Rebecca E. Summers President	www.summerstrucking.com 717-733-6556	83/14 \$18 million \$18 million	100% Yes	1/1 Ephrata 1946	Flatbed and dump trailer hauling
4	JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008	10 112	James L. Craft President	www.jamescraftson.com 717-266-6629	164/0 \$29.38 million \$29.38 million	100% Yes	1/2 Newberry Twp. 1900	Mechanical contractor; commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service
5	GEORGE M. LEADER FAMILY CORP. DBA COUNTRY MEADOWS RETIREMENT COMMUNITIES 830 Cherry Drive Hershey, PA 17033	10 29	G. Michael Leader President and CEO	www.countrymeadows.com 717-533-2474 800-322-3441	617/247 DNR DNR	100% Yes	6/11 Derry Twp. 1982	Independent retirement living, personal care, memory support care, restorative care and in-home personal care
6	URL INSURANCE GROUP 5320 Jaycee Ave. Harrisburg, PA 17112-4904	10 25	Gary C Clemens Chairman and CEO	www.urlinsgroup.com 717-540-5690 800-926-8875	28/0 DNR DNR	100% Yes	1/1 Lower Paxton Twp. 1986	Life, health, annuity and senior care insurance brokerage
7	HUGGINS PRINTING CO. INC. 2900 Sycamore St. Harrisburg, PA 17111	9 85	Christopher A. Gustin President	www.hugginsprinting.com 717-561-8182 800-360-8182	16/0 \$1.53 million \$1.53 million	100% Yes	1/1 Swatara Twp. 1927	Commercial printing, books catalogs, brochure, envelopes, letterheads, 4-color process, promotional products, banners copy service, embroidery silk screen
8	GEORGE A. KINT INC. 1300 Crooked Hill Road, P.O. Box 60490 Harrisburg, PA 17106-0490	9 58	Brian D. Kint CEO	www.GeorgeAKint.com 717-221-8000 800-800-5468	65/0 \$8.2 million \$8.2 million	100% Yes	1/1 Susquehanna Twp. 1954	Fire alarms, fire extinguishers, fire-suppression systems, emergency lighting, beverage gases, beverage-dispensing equipment sales and service
9	KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	9 49	Robert A. Kinsley Chairman and CEO	www.rkinsley.com 717-741-3841	925/10 \$267 million \$416 million	100% Yes	1/4 York Twp. 1963	Full-service construction management and general contracting firm that operates mainly in the Mid-Atlantic
10	COMMONWEALTH CATERERS INC. 901 Spring Garden Drive Middletown, PA 17057	8 37	Clarence Riley Owner and president	www.commonwealthcaterers.com 717-939-4003	15/20 \$510,000 DNR	100% Yes	1/1 Lower Swatara Twp. 1975	Catering, ballroom facility, event planning
11	SKH MANAGEMENT CO. 813 Lititz Pike, P.O. Box 1500 Lititz, PA 17543-7025	7 80	Jere M. Stauffer; Jeffrey M. Stauffer; Eric Stauffer; Donovan S. Oberholtzer and Steve P. Gallion Owners	www.skh.com 717-626-4771	401/569 \$105.37 million \$105.37 million	88% Yes	12/12 Warwick Twp. 1932	Wholesale and retail sales of supermarket and garden center products
12	G.R. SPONAUGLE & SONS INC. 4391 Chambers Hill Road, P.O. Box 4456 Harrisburg, PA 17111-0456	7 56	Glen R. Spoungle President	www.grsponaugle.com 717-564-1515	140/0 \$30.81 million \$30.81 million	100% Yes	1/1 Swatara Twp. 1956	Mechanical and electrical commercial and industrial design and construction
13	C.F. ACRI & SON INC. 3601 N. Sixth St. Rear Harrisburg, PA 17110	7 49	Mark A. Acri Vice president	www.cfacri.com 717-234-1675	28/0 \$3.8 million \$3.8 million	100% Yes	1/1 Susquehanna Twp. 1963	Plumbing, heating, air conditioning, geothermal systems, sheet metal; commercial/residential, construction/service
14	DATUM FILING SYSTEMS INC. 89 Church Road Emigsville, PA 17318	7 44	Thomas Potter President	www.datumfiling.com 717-764-6350 800-828-8018	125/5 \$20 million \$20 million	100% Yes	1/1 Manchester Twp. 1992	Manufacturer of high-density storage systems, shelving physical computer security products, mail-room furniture, LAN furniture, wardrobe accessories
15	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	6 88	James D. Schaedler CEO	www.sydist.com 717-233-1621 800-998-1621	160/11 \$81.66 million \$134.35 million	54% Yes	7/18 Swatara Twp. 1924	Electrical supply distributor
16	LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380	6 48	Joseph G. Barry President	www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356	75/21 \$16.1 million \$16.1 million	100% Yes	1/1 Heidelberg Twp. 1964	Solid waste collection, recycling and disposal services
17	CRYSTAL POOLS INC. 4175 Roundtop Road Elizabethtown, PA 17022-9054	6 48	Cheryl Eshenour President	www.crystalpoolsinc.com 717-534-1837	75/15 DNR DNR	100% Yes	4/4 Conewago Twp. 1964	Swimming pools, spas, liners, covers and accessories
18	ACCU-MOLD & TOOL CO. INC. DBA ACCU-MOLD PLASTICS 18 Powells Valley Road, P.O. Box U Halifax, PA 17032-0475	6 40	Keith Buffington President	www.accumoldplastics.com 717-896-3937 855-248-0262	30/0 DNR DNR	100% Yes	1/1 Halifax Twp. 1972	Complete precision molding, non-sterile medical components and many other proprietary plastic components
19	THE COUNTRY GENTLEMEN INC. DBA VELOCITY CYCLES 6653 Carlisle Pike Mechanicsburg, PA 17050-1707	6 36	Christopher L. Cuomo President	www.velocitycycle.net 717-766-2523 877-303-2458	11/6 \$2.84 million \$2.84 million	100% Yes	1/1 Silver Spring Twp. 1975	Sales and service of motorcycles, scooters, ATVs and Honda power equipment, including Honda, BMW and Genuine scooters
20	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531	5 66	Scott M. Weaver President and CEO	www.aprsupply.com 717-274-5999	127/13 \$28.55 million \$70.13 million	100% Yes	10/25 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
21	WOLF'S BUS LINES INC. 200 Old U.S. Route 15, P.O. Box 235 York Springs, PA 17372-0235	5 65	Bradley Wolf President	www.wolfsbus.com 717-528-4125 800-692-7804	24/26 \$4 million \$4 million	100% Yes	DNR/DNR Latimore Twp. 1947	Charter and retail motorcoach service to numerous destinations
22	SONRISE TAGS AND TAX LLC 346 S. Ninth St. Lebanon, PA 17042	5 39	Kenneth N. Shirk	www.tagsandtax.com 717-273-3100	7/14 \$1.4 million \$1.4 million	100% Yes	2/2 Lebanon 1973	Income-tax preparation, notary and licensing services, payroll processing and reporting
23	ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111	5 12	Dale Nagle President	www.alliancecomp.com 717-920-0300	20/10 \$2.2 million \$2.6 million	100% Yes	5/5 Swatara Twp. 2000	Fully stocked retail locations with in-shop and on-site service department
24	WAGMAN COS. INC. 3290 N. Susquehanna Trail York, PA 17406	4 110	Joseph G. Wagman and Michael B. Glezer CEOs	www.wagman.com 717-764-8521	238/1 \$129.98 million \$129.98 million	100% Yes	2/4 Manchester Twp. 1902	Bridges, roads, highways, marine, latex-modified concrete, oil and gas, geotechnical, senior housing, office, urban and institutional construction
25	KESSLER'S INC. DBA KESSLER FOODS 1201 Hummel Ave., P.O. Box 126 Lemoyne, PA 17043-0126	4 96	Bob Kessler President and CEO	www.kesslerfoods.com 717-763-7162 800-382-1328	40/5 DNR DNR	100% Yes	1/1 Lemoyne 1928	Fresh and smoked sausage, franks, deli meats, hams, snack foods, fresh beef and pork, prepared entrees, cheese, desserts, various food products from other manufacturers

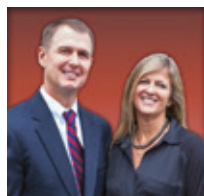
DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of family-owned and -operated companies is limited to those companies based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties with 51 percent or more of the company family owned and the CEO is a family member. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published March 9, 2012; updated Jan. 8, 2013; next published March 8, 2013.**

Researched by Alaine Keisling

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Fast-growing Cumberland companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	2011/2010 /2009 total revenue % of growth	Top local executive Title	Website Phone	F-T/P-T local/total employees	Local/total locations Headquarters Year established locally	Type of business
1	2	NAPA TRANSPORTATION INC. 4800 E. Trindle Road, P.O. Box 959 Mechanicsburg, PA 17055-0959	\$68 million \$39.63 million \$29.97 million 126.93%	Ronald Accomando President and CEO	www.napatran.com 717-920-9840 800-332-0263	187/1 380/1	1/3 Hampden Twp. 1991	Transports food and consumer products throughout the northeastern United States
2	NR	SUN MOTOR CARS INC. 6677 Carlisle Pike Mechanicsburg, PA 17050	\$278.94 million \$124.72 million \$194.6 million 43.34%	Daniel K. Sunderland Vice president	www.sunmotorcars.com 717-691-3333 877-316-3030	180/55 180/55	3/5 Silver Spring Twp. 1983	Luxury German car dealership, including Mercedes-Benz, BMW, Sprinter, Porsche and Audi sales, service and collision repair
3	9	SELECT MEDICAL HOLDINGS CORP. 4716 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055	\$2.8 billion \$2.39 billion \$2.24 billion 25.21%	Robert A. Ortenzio CEO	www.selectmedicalcorp.com 717-972-1100	DNR/DNR 19,700/9,100	DNR/1,056 Lower Allen Twp. 1997	Operates specialty hospitals and outpatient rehabilitation clinics
4	16	NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029	\$10.85 million \$7.46 million \$7.18 million 51.13%	Paul J. Navarro PE President	www.navarrowright.com 717-441-2216	60/19 75/19	1/5 New Cumberland 1996	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
5	NR	DAILY EXPRESS INC. 1072 Harrisburg Pike, P.O. Box 239 Carlisle, PA 17013-0039	\$98.76 million \$84.18 million \$71.94 million 37.29%	Todd R. Long CEO	www.dailyexp.com 717-243-5757	65/3 200/3	1/9 Middlesex Twp. 1958	Heavy specialized trucking and logistics
6	NR	THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011	\$62 million \$50 million \$48 million 29.17%	Patrick J. Huffman President	www.warrellcorp.com 717-761-5440 800-233-7082	280/0 282/0	2/4 Lower Allen Twp. 1965	Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private label and contract manufactured goods
7	1	VIBRA HEALTHCARE LLC 4550 Lena Drive, Suite 225 Mechanicsburg, PA 17055	\$443 million \$396.7 million \$339.8 million 30.37%	Brad E. Hollinger Chairman and CEO	www.vibrahealthcare.com 717-591-5700	60/6 3,500/1,000	1/49 Lower Allen Twp. 2004	Acute rehabilitation hospitals, long-term acute care hospitals and outpatient rehab centers
8	NR	PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. (Mechanicsburg), P.O. Box 206 New Kingstown, PA 17072-0206	\$5.42 million \$4.7 million \$3.28 million 65.29%	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	12/35 DNR/DNR	1/1 Mechanicsburg 1993	Project management, staffing, complex information-technology infrastructure installations, including education technology, laptops, servers, networks
9	NR	LIBERTY EXCAVATORS INC. 4402 Gettysburg Road Camp Hill, PA 17011	\$31.7 million \$25 million \$25 million 26.79%	Richard R. Evans President	www.libertyinc.net 717-761-8461	85/4 131/4	1/3 Upper Allen Twp. 1977	Site work, utilities, fast-track completion, industrial, commercial, residential, Marcellus Shale, rock crushing, vacuum excavation and snow removal
10	NR	BLACK CONSULTING SERVICES INC. 5115 E. Trindle Road Mechanicsburg, PA 17050-3744	\$2.78 million \$1.66 million \$1 million 177.66%	Ruthann Black President	www.blackcsi.com 717-620-3042	20/0 20/0	1/1 Hampden Twp. 2002	Customized training programs that focus on customer needs and corporate culture
11	NR	JFC STAFFING COS. 1520 Market St. Camp Hill, PA 17011	\$27.11 million \$22.39 million \$20.47 million 32.45%	Linda A. Carchidi President	www.jfcstaffing.com 717-761-8095 888-532-5627	70/6,459 70/6,459	6/6 Camp Hill 1975	Contract, temporary and permanent placement; screening, drug and skills testing; on-site workforce management
12	NR	HARSCO CORP. 350 Poplar Church Road Camp Hill, PA 17011	\$3.3 billion \$3.04 billion \$2.99 billion 10.44%	Henry W. Knueppel Interim chairman and CEO	www.harsco.com 717-763-7064	DNR/DNR 19,650/DNR	4/450 Wormleysburg 1956	Diversified multinational provider of industrial services for major global markets
13	NR	BBEC INC. 507 N. York St., P.O. Box 748 Mechanicsburg, PA 17055	\$14 million \$12.11 million \$10.03 million 39.53%	Todd Allen Duffie President	www.bbecinc.com 717-697-5425 800-822-1165	71/3 71/3	1/1 Mechanicsburg 1978	Design/build construction, commercial/industrial and residential installation and service
14	8	UTILITY SERVICES GROUP INC. 1304 Slate Hill Road Camp Hill, PA 17011	\$2.58 million \$2.07 million \$1.29 million 100.16%	Robert H. Kalbach III President	www.usginc.net 717-737-6092	19/1 19/1	1/1 Lower Allen Twp. 2005	Underground infrastructure inspection, maintenance and trenchless rehabilitation
15	5	E&E IT CONSULTING SERVICES INC. 5026 Arthur Ave. Mechanicsburg, PA 17050	\$15.3 million \$13.67 million \$11.01 million 38.93%	Linda K. Etter and Tracy D. Etter Co-owners	www.ene-it-consulting.com 717-975-1664	83/1 83/1	1/1 Hampden Twp. 2002	Applications design/development; Internet and intranet development; database admin and design; infrastructure admin and configuration
16	NR	CARLISLE CARRIER CORP. 6380 Brackbill Blvd., P.O. Box 1549 Mechanicsburg, PA 17050	\$52.68 million \$47.18 million \$44.46 million 18.49%	David L. Metzler President and CEO	www.carlislecarrier.com 717-691-8600	171/2 254/2	1/1 Hampden Twp. 1990	Trucking, transportation and logistics
17	NR	WEST SHORE WINDOW & DOOR INC. 1160 W. Trindle Road, Suite C Mechanicsburg, PA 17055	\$6.7 million \$5.9 million \$3.99 million 67.84%	William W. Werzyn Jr. Owner	www.WestShoreWindow.com 717-697-4033 888-697-4033	28/20 44/26	1/2 Silver Spring Twp. 2005	Energy-efficient windows, doors and siding
18	NR	CONTROLS SERVICE & ENGINEERING CO. INC 330 Second St. New Cumberland, PA 17070	\$6 million \$5 million \$4 million 50%	Theodore S. Christiansen President	www.cse2222.com 717-774-2222	44/3 44/3	2/2 New Cumberland 1973	Commercial and industrial HVAC service, MRI chillers, Liebert computer rooms, retrofits
19	11	MOMENTUM INC. 2120 Market St. Camp Hill, PA 17011	\$7.31 million \$5.98 million \$5.39 million 35.71%	Steve Clay; Lori Daniels and Karen Sarabok Principals	www.m-inc.com 717-214-8000	35/3 35/3	1/1 Camp Hill 1998	Management consulting, process improvement, project management and implementation support
20	NR	JOHN GROSS & CO. INC. 400 Cheryl Ave. Mechanicsburg, PA 17055	\$38.5 million \$35.4 million \$34.73 million 10.86%	Brian J. Gross President	www.jgrossco.com 717-766-2508 800-368-6800	89/8 DNR/DNR	1/1 Mechanicsburg 1950	Midstate wholesale food and supply distributor with a retail operation, The Gross-ery, a public wholesale outlet with no membership requirement

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

The Central Penn Business Journal's list of fast-growing Cumberland companies is limited to those based in Cumberland County. Ranking formula is based on increases in revenue volume and percent of growth between 2009 and 2011. Information was obtained from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 3, 2012; updated Jan. 8, 2013; next published Aug. 2, 2013.

Researched by Alaine Keisling



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Fast-growing Dauphin companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	2011/2010 /2009 total revenue % of growth	Top local executive Title	Website Phone	F-T/P-T local/total employees	Local/total locations Headquarters Year established locally	Type of business
1	NR	TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 1411 Stoneridge Drive, P.O. Box 280 Middletown, PA 17057	\$26.89 million \$18.51 million \$13 million 106.79%	Michele M. Doner President	www.flaggerforce.com 717-944-8440 888-312-3524	228/37 694/129	2/5 Swatara Twp. 2002	Provides temporary traffic control solutions to utilities, utility and road construction companies and engineers and surveyors
2	7	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	\$134.35 million \$102 million \$75.61 million 77.7%	James D. Schaedler CEO	www.sydlist.com 717-233-1621 800-998-1621	160/11 232/15	7/18 Swatara Twp. 1924	Electrical supply distributor
3	6	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	\$241.26 million \$190.47 million \$160.84 million 50%	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	180/5 361/11	2/12 Harrisburg 1882	Construction management, general construction, energy and sustainable construction
4	NR	TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112	\$21.84 million \$13.47 million \$14.49 million 50.78%	Mark X. DiSanto CEO	www.triplecrowncorp.com 717-657-5729	77/0 DNR/DNR	4/4 Lower Paxton Twp. 1977	Leasing, brokerage, sales, real estate development, construction
5	NR	MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610	\$87 million \$64 million \$67 million 29.85%	Thomas F. "Chip" Brown Jr. PE President	www.mcclureco.com 717-232-9743	224/1 224/1	1/5 Susquehanna Twp. 1953	Integrated design/build and energy services, construction and service for institutional, health care, commercial, industrial and pharma
6	18	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	\$19.5 million \$13.91 million \$12.56 million 55.23%	William S. Tafuto PE President	www.armgroup.net 717-533-8600	86/5 133/17	4/5 Derry Twp. 1998	Providing engineering and permitting; construction quality assurance and surveying; environmental services; geophysics; geotechnical/civil engineering; health and safety
7	NR	TALLEY PETROLEUM ENTERPRISES INC. 10046 Allentown Blvd. Grantville, PA 17028	\$24 million \$16 million \$16.72 million 43.52%	Judith A. Talley President	www.talleypetro.com 717-469-0338 800-942-9711	12/0 12/0	1/1 E. Hanover Twp. 1997	Petroleum products
8	NR	HERSHA HOSPITALITY TRUST 44 Hersha Drive Harrisburg, PA 17102-2234	\$286.44 million \$242.19 million \$221.74 million 29.18%	Hasu P. Shah Chairman	www.hersha.com 717-236-4400	DNR/DNR 36/0	5/57 Harrisburg 1998	Self-advised real estate investment trust that invests in limited- and full-service hotels
9	2	D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110	\$2.84 billion \$2.57 billion \$2.25 billion 26.36%	Dan Schwab and Michael Schwab Co-presidents	www.dandh.com 717-236-8001 800-340-1001	643/44 952/129	3/7 Harrisburg 1918	Wholesale-only distributor of technology products
10	12	FOREFRONT CONSTRUCTION CO. INC. 1100 Spring Garden Drive Middletown, PA 17057	\$4.06 million \$2.8 million \$2.67 million 51.76%	Jeff Lawrence President and CEO	717-939-3983	21/0 21/0	1/1 Lower Swatara Twp. 2008	HVAC and plumbing contractor
11	NR	STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126	\$69.31 million \$57.29 million \$59.47 million 16.55%	Dennis J. Heller President and CEO	www.stephensonequipment.com 717-564-3434	120/2 DNR/DNR	2/7 Swatara Twp. 1957	Full-service dealer of construction equipment, specializing in lifting and paving equipment
12	NR	THE HERSHEY CO. 100 E. Chocolate Ave., P.O. Box 810 Hershey, PA 17033	\$6.08 billion \$5.67 billion \$5.3 billion 14.76%	John P. Bilbrey CEO	www.hersheys.com 717-534-4000 800-468-1714	DNR/DNR 11,800/2,000	7/23 Derry Twp. 1927	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
13	NR	DANIEL B. KRIEG INC. 4200 Paxton St. Harrisburg, PA 17111	\$4.1 million \$3.6 million \$2.2 million 86.36%	Carolyn Stacks President	www.dbkrieginc.com 717-564-2400 800-334-4929	20/1 20/1	2/2 Swatara Twp. 1933	Commercial parking lot sealcoating, supplier and applicator of liquid bituminous emulsions, prime coat and cements; resale of traffic signs, posts
14	NR	JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504	\$12.3 million \$9.17 million \$10.15 million 21.24%	S. Lucas Kempinski President	www.JPLcreative.com 717-558-8048 800-421-7697	95/0 DNR/DNR	1/1 Swatara Twp. 1989	JPL is an integrated agency specializing in digital, B2B marketing, advertising, media production and internal communications.
15	17	SERVICE 1ST RESTORATION & REMODELING 1441 Stoneridge Drive Middletown, PA 17057	\$3.45 million \$2.5 million \$2.5 million 38%	Jaime S. Novinger-Toigo President	www.serve1st.com 717-232-5444 866-926-3473	20/2 20/2	1/1 Lower Swatara Twp. 2005	Emergency board-up services; fire, water, wind and mold; content-restoration; complete reconstruction, disaster planning
16	13	JEM GROUP LLC 509 N. Second St. Harrisburg, PA 17101	\$8.35 million \$7.47 million \$5.79 million 44.1%	Jessica E. Meyers Owner and president	www.jemgroup.net 717-238-7709	22/0 22/0	1/1 Harrisburg 2003	Design/build, general construction, construction management and property management
17	5	HOFFMAN FORD SALES INC. DBA HOFFMAN FORDLAND 5200 Jonestown Road Harrisburg, PA 17112	\$55.22 million \$51.95 million \$43.6 million 26.67%	Earl B. Hoffman Jr. President	www.hoffmanford.com 717-657-1600 800-995-3673	94/5 94/5	1/1 Lower Paxton Twp. 1953	Ford dealership
18	NR	U-GRO LEARNING CENTRES INC. 3880 TecPort Drive Harrisburg, PA 17111	\$9 million \$7.86 million \$7.02 million 28.19%	Gregory T. Holsinger President and CEO	www.u-gro.com 717-561-2201 866-561-0815	189/38 189/38	12/12 Swatara Twp. 1973	Early-childhood day care and preschool services
19	NR	JOURNAL MULTIMEDIA CORP. ① 1500 Paxton St. Harrisburg, PA 17104-2633	\$14.8 million \$13.38 million \$11.93 million 24.05%	David A. Schankweiler CEO and publisher	www.journalmultimedia.com 717-236-4300	80/4 120/4	3/6 Harrisburg 1984	Business-to-business and consumer media, including publishing, expos and events, Web design, video production and market research
20	NR	SUTLIFF CHEVROLET CO. 13th and Paxton Sts., P.O. Box 1307 Harrisburg, PA 17104	\$71 million \$67 million \$60 million 18.33%	John C. Hickey President	www.sutliffchevrolet.com 717-234-4444 888-788-5433	110/19 110/19	2/2 Harrisburg 1931	New and used vehicle sales and service

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

The Central Penn Business Journal's list of fast-growing Dauphin companies is limited to those based in Dauphin County. Ranking formula is based on increases in revenue volume and percent of growth between 2009 and 2011. Information was obtained from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 3, 2012; updated Jan. 8, 2013; next published Aug. 2, 2013. ① Parent company of the Central Penn Business Journal

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Fast-growing Lancaster companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	2011/2010 /2009 total revenue % of growth	Top local executive Title	Website Phone	% locally owned Owner	F-T/P-T local/total employees	Local/total locations Headquarters Year established locally	Type of business
1	NR	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	\$61.31 million \$23.63 million \$23 million 166.57%	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	100% Various	279/1 431/2	2/10 Manor Twp. 1969	Civil, transportation, environmental and structural engineering; planning; surveying; and environmental consulting
2	NR	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	\$478.72 million \$355.15 million \$250.77 million 90.9%	Jeffrey B. Lyons President and CEO	www.worleyobetz.com 717-665-6891 800-697-6891	100% Robert W. Obetz Jr. and R. Seth Obetz	133/24 112/19	3/3 Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
3	NR	BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508	\$88.57 million \$54.02 million \$53.39 million 65.89%	Michael K. Callahan President	www.benchmarkgc.com 717-626-9559	100% Robert A. Brandt Jr. and Michael K. Callahan	129/2 133/2	DNR/DNR W. Earl Twp. 1985	Full-service commercial and institutional construction; preconstruction services, design-build and construction management
4	26	PRIMITIVES BY KATHY INC. 1817 William Penn Way Lancaster, PA 17601-5820	\$18.41 million \$10.88 million \$6.37 million 189.08%	Kathy Phillips CEO	www.primitivesbykathy.com 717-394-4220 866-295-2849	100% Kathy Phillips	51/24 51/24	2/2 E. Lampeter Twp. 1997	Designs and distributes primitive and country-style home decor, tabletop and gift items
5	20	TRAVEL TIME TRAVEL AGENCY INC. DBA TRAVEL TIME/BAILEY TRAVEL 1044 New Holland Ave. Lancaster, PA 17601-5606	\$21.79 million \$13.43 million \$9.43 million 131.19%	Shaun N. Balani President	www.trvltime.com 717-299-6600 800-343-9594	100% Shaun Balani, John Bailey	22/22 22/4	2/2 Manheim Twp. 1977	Travel policy formulation, online travel reservation system, tickets, hotel and car rental reservations, luxury car transportation, tours, cruises
6	NR	JEROME H. RHOADS INC. DBA RHOADS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17608-1198	\$48.14 million \$35.85 million \$28.24 million 70.48%	Michael F. DeBerdine III President and CEO	www.rhoadsenergy.com 717-397-5277	100% Michael F. DeBerdine III	70/3 70/3	5/5 Lancaster 1917	Sales and service of fuel oil, natural gas, propane and fleet fueling
7	NR	WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520	\$87.5 million \$70.61 million \$59.24 million 47.71%	Ralph E. Simpson Jr. CEO	www.warfelcc.com 717-299-4500	100% Ralph Simpson, Hugh McGettigan, Rupert Taylor, Matthew Hartzler	104/0 DNR/DNR	1/1 E. Hempfield Twp. 1911	General construction and construction management services in the Mid-Atlantic
8	10	SYNAPSE INTERACTIVE LLC DBA SYNAPSE MARKETING SOLUTIONS 2950 Old Tree Drive Lancaster, PA 17603-4082	\$6.1 million \$3.4 million \$2.8 million 117.86%	Robert Deraco Founder and CEO	www.synapsereults.com 717-735-8311 888-799-2770	100% Robert Deraco	30/10 30/10	1/1 E. Hempfield Twp. 2007	Integrated marketing campaigns, website development/support, technology, e-marketing products, print materials, creative services
9	NR	EASTERN INSURANCE HOLDINGS INC. 25 Race Ave. Lancaster, PA 17603-3179	\$137.96 million \$117.62 million \$103.24 million 33.63%	Michael L. Boguski President and CEO	www.eihi.com 717-396-7095 855-533-3444	DNR DNR	126/7 188/7	1/6 Lancaster 2006	Specialty underwriter of niche products for commercials markets, focusing on workers' comp
10	29	DONEGAL GROUP INC. 1195 River Road, P.O. Box 302 Marietta, PA 17547	\$475.02 million \$408.55 million \$386.73 million 22.83%	Donald H. Nikolaus President and CEO	www.donegalgroup.com 717-426-1931 800-877-0600	DNR DNR	DNR/DNR DNR/DNR	1/6 E. Donegal Twp. 1986	Regional insurance and bank holding company
11	11	PERFORMANCE GROUP INC. 22 W. Main St. Ephrata, PA 17522-2009	\$31.5 million \$25.3 million \$21.24 million 48.33%	Thomas E. Readdy President	www.ppstaffing.com 717-733-6367 888-459-9922	100% Paul J. Mohr and Patricia A. Mohr	50/0 50/0	6/7 Ephrata 1993	Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services; health care network division
12	NR	LANCASTER MOLD INC. 2501 Horseshoe Road Lancaster, PA 17601	\$8.5 million \$5.5 million \$5.5 million 54.55%	Gary S. Rehm President	www.lancastermold.com 717-656-2614 888-996-9955	100% Gary S. Rehm, Richard C. Rehm II and Scott N. Rehm	45/0 45/0	3/3 Upper Leacock Twp. 1973	Design/build and run facility for the plastic injection industry
13	25	LAWN EQUIPMENT PARTS CO. DBA LEPKO 1475 River Road, P.O. Box 466 Marietta, PA 17547	\$103 million \$95 million \$74 million 39.19%	Jeffrey S. Clark President	www.lepcoonline.com 717-426-5200	100% Clark family	74/4 DNR/DNR	1/1 E. Donegal Twp. 1970	Distributor of outdoor power equipment
14	NR	EDIE WASTE INC. ① P.O. Box 448 Marietta, PA 17547	\$9.6 million \$7.04 million \$6.4 million 50%	Chris Edie President	www.ediewaste.com 717-426-6060 866-684-6060	90% Chris Edie	38/0 DNR/DNR	2/2 Marietta 1998	Commercial, residential, industrial and construction waste hauling and recycling; portable restroom service
15	NR	GREINER INDUSTRIES INC. 1650 Steel Way Mount Joy, PA 17552-9515	\$42.93 million \$34.39 million \$33.59 million 27.83%	Franklin Greiner Jr. President	www.greinerindustries.com 717-653-8111 800-782-2110	100% Franklin Greiner Jr.	241/6 241/6	1/1 Mount Joy Twp. 1976	Steel fabrication, CNC machining, rolling and forming, blasting and coatings, mechanical and electrical contracting, crane service
16	28	AUNTIE ANNE'S INC. 48-50 W. Chestnut St., Suite 200 Lancaster, PA 17603	\$65.12 million \$56.09 million \$50.4 million 29.2%	William P. Dunn Jr. President and COO	www.auntieannes.com 717-435-1435	0% Part of Focus Brands	164/109 188/152	2/DNR Lancaster 1988	Franchises hand-rolled soft-pretzel stores and manufactures Auntie Anne's fundraising and retail products
17	NR	HALLER ENTERPRISES INC. 212 Bucky Drive, P.O. Box 375 Lititz, PA 17543-0375	\$45.88 million \$36.61 million \$36.62 million 25.27%	J. Richard Haller CEO	www.hallerenterprises.com 717-625-1500	100% J. Richard Haller and Lyndell Bair	256/3 256/3	4/4 Manheim Twp. 1981	Plumbing, heating, cooling, electrical, water conditioning and solar service; installation for residential and commercial customers
18	NR	COOPER CUSTOM HOMES INC. 2111 Marietta Ave. Lancaster, PA 17603	\$2 million \$1.2 million \$1 million 100%	Lisa M. Cooper President and owner	www.coopercustomhomes.com 717-399-9069	100% Lisa M. Cooper	1/0 1/0	1/1 E. Hempfield Twp. 1992	Custom homebuilder, remodeling and additions
19	NR	THE BENECON GROUP INC. 147 W. Airport Road (Lititz), P.O. Box 5406 Lancaster, PA 17605-5406	\$21.02 million \$16.86 million \$16.35 million 28.59%	Samuel N. Lombardo Chairman and CEO	www.benecon.com 717-723-4600 888-400-4647	100% Samuel N. Lombardo	68/3 68/3	1/1 Manheim Twp. 1948	Employee-benefit-plan administrators and consultants
20	NR	THE HIGH COS. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	\$522.98 million \$492.67 million \$483.35 million 8.2%	Nevin D. Cooley CEO	www.high.net 717-293-4444	100% High family	1,749/184 2,066/228	32/48 E. Lampeter Twp. 1931	Manufacturing, fabricating, processing, distribution, heavy hauling, safety consulting, real estate, construction, architecture, hotels, investments

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

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Researched by Alaine Keisling

Fast-growing Adams-York companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	2011/2010/2009 total revenue % of growth	Top local executive Title	Website Phone	F-T/P-T local/total employees	Local/total locations Headquarters Year established locally	Type of business
1	NR	I.B. ABEL INC. 620 S. Edgar St. York, PA 17403	\$59.3 million \$40 million \$28 million 111.79%	Patrick A. Kinsley President	www.ib-abel.com 717-845-1639	235/0 258/0	1/1 York 1913	Electrical, voice, data, video, utility, industrial automation, infrared imaging, emergency services, engineering and design, maintenance
2	NR	SHIPLEY GROUP DBA SHIPLEY ENERGY 415 Norway St. York, PA 17403	\$653.22 million \$545.52 million \$416.91 million 56.68%	William Shipley III CEO	www.shipleyenergy.com 717-848-4100 800-839-1849	334/184 334/184	4/6 York 1929	Provides natural gas, heating oil, propane, and heating and cooling equipment, as well as convenience stores and spring water
3	NR	R.H. CRAWFORD INC. 341 Moulstown Road Hanover, PA 17331	\$14.8 million \$9 million \$6.3 million 134.92%	Kurt E. Dietrich President	www.hanoverlogistics.com 717-637-4394	85/3 115/5	2/DNR Hanover 1934	Dry van full truckload and LTL service to the Northeast and Mid-Atlantic. Container drayage. Asset based and broker licensed.
4	NR	JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008	\$29.38 million \$15.47 million \$19.74 million 48.82%	James L. Craft President	www.jamescraftson.com 717-266-6629	164/0 164/0	1/2 Newberry Twp. 1900	Mechanical contractor; commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service
5	NR	WESTFALIA TECHNOLOGIES INC. 3655 Sandhurst Drive York, PA 17406	\$22.27 million \$17.8 million \$2.31 million 862.83%	Dan Labell President	www.westfaliausa.com 717-764-1115	83/1 83/1	1/1 Manchester Twp. 1992	Manufactures logistics, material handling and automation systems for warehousing, distribution and manufacturing
6	5	SUSQUEHANNA AUTO INC. 950 Hellam Road Wrightsville, PA 17368	\$27.35 million \$22.02 million \$16.5 million 65.74%	Damian S. Wissler VP and general manager	www.SusqAuto.com 717-252-2412 888-607-0534	34/9 34/9	1/1 Wrightsville 1976	Retail auto dealership for Chrysler, Dodge, Jeep, Ram and GEM electric vehicles; commercial vehicle division for small to medium-size fleets
7	NR	WELDON MACHINE TOOL INC. 425 East Berlin Road York, PA 17408	\$12.4 million \$8.8 million \$5.3 million 133.96%	George C. Sipe Jr. President	www.weldonsolutions.com 717-846-4000	35/3 DNR/DNR	1/1 W. Manchester Twp. 1971	Designs and builds CNC grinders and robotic automation cells
8	1	P.H. GLATFELTER CO. DBA GLATFELTER 96 S. George St., Suite 500 York, PA 17401-1434	\$1.61 billion \$1.46 billion \$1.2 billion 34.67%	Dante C. Parrini Chairman and CEO	www.glatfelter.com 717-225-4711	953/2 4,294/DNR	2/11 York 1864	Specialty paper and engineered products
9	7	UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331	\$490 million \$413 million \$378 million 29.63%	Michael W. Rice CEO	www.utzsnacks.com 717-637-6644 800-367-7629	1,305/141 2,382/235	5/30 Hanover 1921	Snack food manufacturer
10	NR	DENTSPLY INTERNATIONAL INC. 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872	\$2.54 billion \$2.22 billion \$2.16 billion 17.52%	Bret W. Wise Chairman and CEO	www.dentsply.com 717-845-7511 800-877-0020	DNR/DNR 11,800/DNR	5/120 York 1899	Manufacturer of professional dental products
11	6	RUTTER'S HOLDINGS INC. 2100 N. George St. York, PA 17404	\$640 million \$585 million \$500 million 28%	Scott E. Hartman; Tim L. Rutter and Todd M. Rutter President and CEOs	www.rutters.com 717-848-9827	285/1,215 285/1,215	57/57 Manchester Twp. 1921	Fluid dairy, convenience-store operations and real estate development
12	2	WELLSPAN HEALTH 1001 S. George St. York, PA 17405	\$1.21 billion \$1.16 billion \$1 billion 21.39%	Bruce M. Bartels President and CEO	www.wellspan.org 717-851-3500 800-840-5905	7,537/1,167 6,686/1,914	65/DNR York Twp. DNR	Health care
13	NR	TIM-BAR CORP. DBA TIMBAR PACKAGING & DISPLAY 149 N. Penn St. Hanover, PA 17331	\$244 million \$218.56 million \$210.42 million 15.96%	Richard Fritz CFO	www.timbar.com 717-632-4727 800-572-6061	DNR/DNR DNR/DNR	5/16 Hanover 1955	Manufactures corrugated packaging and point-of-purchase displays
14	NR	WALTON & CO. 1800 Industrial Highway York, PA 17402	\$36.66 million \$33.16 million \$27.2 million 34.77%	John Hettle President	www.waltonco.com 717-755-9030	203/0 203/0	2/2 Springettsbury Twp. 1989	Design/build mechanical contracting, process piping and welding, sheet-metal fabrication and installation, HVAC service and DDC controls
15	NR	ORBIT TECHNOLOGIES INC. 209 Locust St., P.O.Box 209 East Berlin, PA 17316	\$2.72 million \$1.75 million \$1.82 million 49.64%	William L. Byers President and CEO	www.orbittechnologiesinc.com 717-619-7163	19/1 20/2	1/2 East Berlin 2004	Electrical, communications (fiber and copper), phone systems, electrical maintenance and testing
16	NR	YORK IMPERIAL PLASTICS INC. 718 Country Road York, PA 17403-9425	\$8.6 million \$6.7 million \$6.5 million 32.31%	Dennis A. Paules Owner	www.yorkimperial.com 717-428-3939	46/1 46/1	1/1 Springfield Twp. 1985	Custom plastic-injection molding
17	NR	LEONHARDT MANUFACTURING CO. INC. 800 High St. Hanover, PA 17331-1736	\$25.19 million \$20.27 million \$20.98 million 20.06%	Jason D. Jacobs President and CEO	www.tubebending.com 717-632-4150	100/0 100/0	1/1 Hanover 1970	Tube bending and fabricating, welded fabricated assemblies
18	NR	GETTLE INC. 2754 Black Bridge Road York, PA 17406-7920	\$23.54 million \$21.04 million \$17.7 million 32.99%	George E. Buss Executive VP	www.gettle.com 717-843-1231 800-758-0780	149/0 149/0	1/1 Manchester Twp. 1954	Commercial and industrial electrical, automation systems, data communications, fire/security systems, pole/line construction, panel fabrication
19	NR	TRANSPLY INC. 1005 Vogelsong Road, P.O. Box 7727 York, PA 17404-7727	\$24.56 million \$22.01 million \$19.43 million 26.41%	Brian S. Gross President	www.transply.com 717-767-1005 888-726-7759	45/4 70/4	2/7 York 1972	Power-transmission equipment distributor; industrial distributor
20	NR	VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401	\$2.6 million \$2.1 million \$1.9 million 36.84%	Randy Schrum President	www.visimpact.com 717-764-3911	12/0 12/0	1/1 York 1996	Web technology, custom software dev., digital marketing and app development

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked Revenue figures are rounded. Percent of change reflects those rounded numbers.

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Researched by Alaine Keisinger

Fast-growing Lebanon companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	2011/2010 total revenue % of growth	Top local executive Title	Website Phone	% locally owned Owner	F-T/P-T local/total employees	Local/total locations Headquarters Year established locally	Type of business
1	2	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531	\$70.13 million \$58.53 million 19.82%	Scott M. Weaver President and CEO	www.aprsupply.com 717-274-5999	100% Scott Weaver, Debbie Weaver, John Tice	127/13 190/20	10/25 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
2	NR	FROMM ELECTRIC SUPPLY CORP. OF READING PA 17 E. Lehman St. Lebanon, PA 17046	\$62.56 million \$50.08 million 24.91%	Scott Schaffner	www.frommelectric.com 717-273-9999 800-360-4441	100% Fromm Electric Supply	3/0 124/5	1/11 Muhlenberg Twp. 1994	Wholesale electrical distributor with products and services for industrial, commercial and residential markets
3	NR	STECKBECK ENGINEERING & SURVEYING INC. 279 N. Zinns Mill Road Lebanon, PA 17042	\$3.4 million \$2.3 million 47.83%	Jeffrey Steckbeck President	www.steckbeck.net 717-272-7110	100% Employee ESOP	22/1 DNR/DNR	1/1 W. Cornwall Twp. 1990	Surveying, civil engineering, land planning, environmental engineering, municipal engineering, subdivision and land development
4	NR	EXECUTIVE TALENT MANAGEMENT 114 Harvest Mill Lane Palmyra, PA 17078	\$218,000 \$93,000 134.41%	Tom Oliver President	www.oliveretm.com 717-679-4802	100% Tom Oliver	1/2 1/2	1/1 Palmyra 2004	Executive coaching, organizational development, succession planning and employee selection
5	4	FARMERS PRIDE INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510	\$207 million \$195.3 million 5.99%	Scott I. Sechler President and owner	www.bellandevans.com 717-865-6626	100% Scott I. Sechler	1,200/0 1,200/0	1/1 Bethel Twp. 1939 ^①	Organic and natural poultry processor
6	NR	JONESTOWN BANK AND TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717	\$12.9 million \$12.3 million 4.88%	Troy A. Peters CEO	www.bankjbt.com 717-865-4246	100% Shareholders	95/20 95/20	11/11 Jonestown 1873	Banking
7	5	ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388	\$37.35 million \$35.24 million 5.99%	Wendie DiMatteo Holsinger President and CEO	www.askfoods.com 717-838-6356 800-879-4275	100% Wendie DiMatteo Holsinger	172/12 172/12	2/2 Palmyra 1948	Food manufacturer of deli salads, entrees and desserts
8	12	EAGLE SECURE SOLUTIONS LLC 115 Cumberland St. Lebanon, PA 17042	\$125,000 \$100,000 25%	Russell Yeagley and Robert C. Yeagley Owners	www.eaglesecure.com 717-272-0073	100% Robert, Russ, Ann and Teresa Yeagley	3/3 3/3	1/1 Lebanon 2005	Professional computer and technology services for business and residential customers
9	10	LYLABTECHNOLOGY SOLUTIONS INC. 526 Cumberland St., Suite 2 Lebanon, PA 17042	\$904,000 \$858,000 5.36%	Rodney Royer President	www.lylab.net 717-279-8595	100% Rodney Royer and Keith Miller	8/2 8/2	2/2 Lebanon 2001	On-site computer consulting and technical support, off-site backup services
10	NR	LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380	\$16.1 million \$15.7 million 2.55%	Joseph G. Barry President	www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356	100% Joseph Barry, John Barry and Christopher Barry	75/21 75/21	1/1 Heidelberg Twp. 1964	Solid waste collection, recycling and disposal services

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

The Central Penn Business Journal's list of fast-growing Lebanon companies is limited to those based in Lebanon County. Ranking formula is based on increases in revenue volume and percent of growth between 2010 and 2011. Information was obtained from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Oct. 5, 2012; updated Jan. 8, 2013; next published Oct. 11, 2013. ^① Bell & Evans began selling chicken in New York in the 1890s. Farmer's Pride Inc. was incorporated in 1955.

Researched by Alaine Keisling

Public companies

Ranked by total company revenue

Rank	Prev. rank	Company Address Website	2011/2010 total revenue % of growth	Top local executive Title Phone	2011/2010 earnings (loss)	Exchange affiliation Ticker symbol FT local/total employees	Local/total locations/ Headquarters Year founded	Type of business
1	1	RITE AID CORP. 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com	\$25.21 billion \$25.67 billion -1.77%	John T. Standley President and CEO 717-761-2633 800-748-3243	(\$545.58 million) (\$506.68 million)	NYSE and PCX RAD NA/NA	58/4,802 E. Pennsboro Twp. 1962	Chain of retail drugstores; third-largest in nation, largest on East Coast
2	2	THE HERSHEY CO. 100 E. Chocolate Ave., P.O. Box 810 Hershey, PA 17033 www.hersheys.com	\$6.08 billion \$5.67 billion 7.23%	John P. Bilbrey CEO 717-534-4000 800-468-1714	\$628.96 million \$509.8 million	NYSE HSY NA/11,800	7/23 Derry Twp. 1927	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
3	3	HARSCO CORP. 350 Poplar Church Road Camp Hill, PA 17011 www.harsco.com	\$3.3 billion \$3.04 billion 8.69%	Henry W. Kneuppel Interim chairman and CEO 717-763-7064	(\$11.51 million) \$6.75 million	NYSE HSC NA/19,650	4/450 Wormleysburg 1956	Diversified multinational provider of industrial services for major global markets
4	4	BON TON STORES INC. 2801 E. Market St. York, PA 17402 www.bonton.com	\$2.88 billion \$2.98 billion -3.21%	Brendan L. Hoffman President and CEO 717-757-7660	(\$12.13 million) \$21.49 million	Nasdaq BONT NA/27,000	10/272 Springettsbury Twp. 1898	Department stores
5	5	ARMSTRONG WORLD INDUSTRIES INC. 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001 www.armstrong.com	\$2.86 billion \$2.77 billion 3.37%	Matthew J. Espe President and CEO 717-397-0611	\$112.4 million \$11 million	NYSE AWI NA/9,100	3/40 Manor Twp. 1860	Manufactures and sells residential and commercial flooring, residential and commercial ceilings and residential kitchen and bath cabinetry
6	8	SELECT MEDICAL HOLDINGS CORP. 4716 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com	\$2.8 billion \$2.39 billion 17.33%	Robert A. Ortenzio CEO 717-972-1100	\$112.76 million \$82.36 million	NYSE SEM NA/19,700	NA/1,056 Lower Allen Twp. 1997	Operates specialty hospitals and outpatient rehabilitation clinics
7	6	WEIS MARKETS INC. 1000 S. Second St., P.O. Box 471 Sunbury, PA 17801-0471 www.weismarkets.com	\$2.75 billion \$2.62 billion 5.04%	David J. Hepfinger CEO 570-286-4571	\$75.58 million \$68.29 million	NYSE WMK 1,500/6,000	41/164 Sunbury 1912	Grocery and other retail stores
8	7	PENN NATIONAL GAMING INC. 825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 www.pngaming.com	\$2.74 billion \$2.46 billion 11.51%	Peter M. Carlino Chairman and CEO 610-373-2400	\$242.35 million (\$59.47 million)	Nasdaq PENN NA/16,740	NA/NA Wyomissing, Berks Co. 1972	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
9	9	DENTSPLY INTERNATIONAL INC. 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com	\$2.54 billion \$2.22 billion 14.26%	Bret W. Wise Chairman and CEO 717-845-7511 800-877-0020	\$247.45 million \$267.34 million	Nasdaq XRAY NA/11,800	5/120 York 1899	Manufacturer of professional dental products

DBA-doing business as NA-not available NR-not ranked

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Researched by Alaine Keisling

Public companies

Ranked by total company revenue

Rank	Prev. rank	Company Address Website	2011/2010 total revenue % of growth	Top local executive Title Phone	2011/2010 earnings (loss)	Exchange affiliation Ticker symbol FT local/total employees	Local/total locations/ Headquarters Year founded	Type of business
10	10	P.H. GLATFELTER CO. DBA GLATFELTER 96 S. George St., Suite 500 York, PA 17401-1434 www.glatfelter.com	\$1.61 billion \$1.46 billion 10.8%	Dante C. Parrini Chairman and CEO 717-225-4711	\$42.69 million \$54.43 million	NYSE GLT 953/4,294	2/11 York 1864	Specialty paper and engineered products
11	NR	FULTON FINANCIAL CORP. 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604-4887 www.fult.com	\$881.43 million \$815.01 million 8.15%	E. Philip Wenger Chairman, president and CEO 717-291-2411 800-385-8664	NA NA	Nasdaq FULT 1,318/3,142	100/286 Lancaster 1982	Multibank financial holding company
12	11	SUSQUEHANNA BANCSHARES INC. 26 N. Cedar St. Lititz, PA 17543 www.susquehanna.net	\$777.44 million \$765.84 million 1.51%	William J. Reuter Chairman and CEO NA 800-311-3182	\$54.91 million \$481.96 million	Nasdaq SUSQ 1,170/2,835	75/260 Lititz 1982	Financial-services company, including retail and commercial banking, investment management, insurance and leasing services
13	NR	DONEGAL GROUP INC. 1195 River Road, P.O. Box 302 Marietta, PA 17547 www.donegalgroup.com	\$475.02 million \$408.55 million 16.27%	Donald H. Nikolaus President and CEO 717-426-1931 800-877-0600	\$452,953 \$11.47 million	Nasdaq DGICA, DGICB NA/NA	1/6 E. Donegal Twp. 1986	Regional insurance and bank holding company
14	12	NATIONAL PENN BANCSHARES INC. Philadelphia and Reading avenues, P.O. Box 547 Boyertown, PA 19512-0547 www.natpennbank.com	\$441.49 million \$485.47 million -9.06%	Scott V. Fainor President and CEO 610-369-6196 800-822-3321	\$87.54 million \$21.34 million	Nasdaq NPBC NA/1,791	5/92 Boyertown, Berks Co. 1874	Financial services
15	13	HERSHA HOSPITALITY TRUST 44 Hersha Drive Harrisburg, PA 17102-2234 www.hersha.com	\$286.44 million \$242.19 million 18.27%	Hasu P. Shah Chairman 717-236-4400	(\$26.77 million) (\$17.2 million)	Amex HT NA/36	5/57 Harrisburg 1998	Self-advised real estate investment trust that invests in limited- and full-service hotels
16	NR	BURNHAM HOLDINGS INC. 1241 Harrisburg Ave., P.O. Box 3245 Lancaster, PA 17603 www.burnhamholdings.com	\$198.84 million \$189.71 million 4.82%	Douglas S. Brossman President 717-397-4700	\$5.08 million \$6.21 million	Over the counter BURCA NA/NA	4/11 Lancaster 1856	Manufacturer of boilers and other products
17	15	EASTERN INSURANCE HOLDINGS INC. 25 Race Ave. Lancaster, PA 17603-3179 www.eihi.com	\$137.96 million \$117.62 million 17.29%	Michael L. Boguski President and CEO 717-396-7095 855-533-3444	\$7.35 million \$2.93 million	Nasdaq EIHI 126/188	1/6 Lancaster 2006	Specialty underwriter of niche products for commercials markets, focusing on workers' comp
18	17	ORRSTOWN FINANCIAL SERVICES INC. 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307 www.orrstown.com	\$80.76 million \$82.22 million -1.77%	Thomas R Quinn Jr. President and CEO 717-532-6114 888-677-7869	(\$12.97 million) \$16.58 million	Over the counter ORRF 296/296	13/20 Shippensburg 1919	Financial-services firm specializing in personal and business-banking services and wealth management
19	18	ACNB CORP. 16 Lincoln Square, P.O. Box 3129 Gettysburg, PA 17325-3129 www.acnb.com	\$53.57 million \$56.81 million -5.71%	Thomas A. Ritter President and CEO 717-334-3161 888-334-2262	\$8.5 million \$8.42 million	Nasdaq ACNB 291/291	21/21 Gettysburg 1857	National bank
20	19	CODORUS VALLEY BANCORP INC. 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887 www.peoplesbanknet.com	\$52.77 million \$51.6 million 2.26%	Larry J. Miller Vice chairman, president and CEO 717-846-1970 888-846-1970	\$6.78 million \$6.21 million	Nasdaq CVLY 192/192	14/14 York Twp. 1864	Full-service financial institution offering consumer-, business-banking and wealth-management services
21	21	THE YORK WATER CO. 130 E. Market St. York, PA 17405 www.yorkwater.com	\$40.63 million \$39.01 million 4.16%	Jeffrey R. Hines PE President and CEO 717-845-3601 800-750-5561	\$9.08 million \$8.93 million	Nasdaq YORW NA/NA	4/4 York 1816	Impounder, purifier and distributor of water in 46 municipalities in York and Adams counties
22	20	ENB FINANCIAL CORP. 31 E. Main St., P.O. Box 457 Ephrata, PA 17522-0457 www.ephratanationalbank.com	\$38.32 million \$39.71 million -3.52%	Aaron L. Groff Jr. Chairman, president and CEO 717-733-4181 877-773-6605	\$7.15 million \$6.35 million	Over the counter ENBP 180/180	10/10 Ephrata 1881	Full-service bank
23	22	MID PENN BANCORP INC. 349 Union St. Millersburg, PA 17061 www.midpennbank.com	\$34.54 million \$33.56 million 2.92%	Rory G. Ritrievi President and CEO 717-692-2133 866-642-7736	\$4.54 million \$2.75 million	Nasdaq MPB NA/NA	15/15 Millersburg 1868	Bank holding company
24	NR	MID PENN BANK 349 Union St. Millersburg, PA 17061-1611 www.midpennbank.com	\$34.54 million \$33.56 million 2.92%	Rory G. Ritrievi President and CEO 717-692-2133 866-642-7736	\$4.54 million \$2.75 million	Nasdaq MPB 167/176	14/16 Millersburg 1868	Personal and business checking and savings, residential and commercial loans and lines of credit, online banking, wealth management and insurance
25	NR	INTEGRITY BANK 3345 Market St. Camp Hill, PA 17011-4424 www.integritybankonline.com	\$30.61 million \$27.14 million 12.76%	James T. Gibson President and CEO 717-920-4900 877-442-8348	\$4.81 million \$2.46 million	Over the counter NA NA/100	7/7 Camp Hill 2003	Commercial bank
26	23	JONESTOWN BANK AND TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 www.bankjbt.com	\$12.9 million \$12.3 million 4.88%	Troy A. Peters CEO 717-865-4246	\$3.6 million \$3.62 million	OTC JNES 95/95	11/11 Jonestown 1873	Banking
27	24	UNILIFE CORP. 633 Lowther Road Lewisberry, PA 17339 www.unilife.com	\$6.65 million \$11.42 million -41.78%	Alan Shortall CEO 717-938-9323	(\$40.68 million) (\$29.75 million)	Nasdaq UNIS 127/129	1/2 Fairview Twp. 2009	Designs, develops, manufactures and supplies proprietary range of retractable syringes

DBA-doing business as NA-not available NR-not ranked

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Highest-paying professions

Ranked by average salary

Rank	Prev. rank	Profession (Standard occupation code)	2011 average salary % change from 2010	Adams (Rank)	Cumberland (Rank)	Dauphin (Rank)	Lancaster (Rank)	Lebanon (Rank)	Perry (Rank)	York (Rank)	Background/training
1	NR	OBSTETRICIANS AND GYNECOLOGISTS (29-1064)	\$261,830 NA	\$261,830 (1)*	\$261,830 (1)*	\$261,830 (1)*	NA NA	\$261,830 (1)*	\$261,830 (1)*	\$261,830 (1)*	Professional degree
2	2	ANESTHESIOLOGISTS (29-1061)	\$248,200 15.11%	\$248,850 (2)*	\$248,850 (2)*	\$244,950 (2)	NA NA	\$248,850 (2)*	\$248,850 (2)*	\$248,850 (2)*	Professional degree
3	NR	GENERAL INTERNISTS (29-1063)	\$223,434 NA	\$218,340 (3)*	\$218,340 (3)*	\$218,340 (3)*	\$236,170 (2)*	\$236,170 (4)*	\$218,340 (3)*	\$218,340 (3)*	Professional degree
4	1	SURGEONS (29-1067)	\$203,567 -10.92%	\$186,600 (5)*	\$186,600 (5)*	\$186,600 (5)*	\$246,270 (1)*	\$246,270 (3)*	\$186,600 (5)*	\$186,030 (5)	Professional degree
5	3	PHYSICIANS AND SURGEONS (29-1069)	\$202,893 14.51%	\$201,310 (4)*	\$190,690 (4)	\$196,260 (4)	\$212,440 (4)	\$214,780 (6)	\$201,310 (4)*	\$203,460 (4)	Professional degree
6	4	PSYCHIATRISTS (29-1066)	\$193,479 12.34%	\$182,570 (6)*	\$182,570 (6)*	\$182,570 (6)*	\$220,750 (3)*	\$220,750 (5)*	\$182,570 (6)*	\$182,570 (6)*	Professional degree
7	7	GENERAL DENTISTS (29-1021)	\$146,887 5.81%	\$147,230 (7)*	\$158,060 (7)	\$147,230 (7)*	\$158,610 (6)*	\$158,610 (9)*	\$147,230 (7)*	\$111,240 (14)	Professional degree
8	6	CHIEF EXECUTIVES (11-1011)	\$142,600 1.16%	\$127,680 (11)	\$154,000 (8)	\$139,780 (8)	\$107,520 (12)	\$161,330 (8)	\$146,120 (8)*	\$161,770 (7)	Bachelor's and experience
9	5	FAMILY AND GENERAL PRACTITIONERS (29-1062)	\$137,604 -14.23%	\$139,670 (8)*	\$140,810 (9)	\$105,240 (22)	\$151,780 (7)	\$145,140 (10)	\$139,670 (9)*	\$140,920 (8)	Professional degree
10	NR	GENERAL PEDIATRICIANS (29-1065)	\$135,743 NA	\$134,830 (10)*	\$134,830 (11)*	\$134,830 (10)*	NA NA	\$134,830 (12)*	\$134,830 (10)*	\$140,310 (9)	Professional degree
11	9	PODIATRISTS (29-1081)	\$130,876 11.99%	\$115,010 (16)*	\$115,010 (17)*	\$115,010 (15)*	\$177,370 (5)*	\$177,370 (7)*	\$115,010 (13)*	\$101,350 (24)	Professional degree
12	12	ENGINEERING MANAGERS (11-9041)	\$114,957 2.7%	\$118,280 (13)	\$130,110 (12)	\$106,020 (20)	\$105,100 (15)	\$121,310 (15)	\$112,670 (15)*	\$111,210 (15)	Bachelor's and experience
13	11	ACTUARIES (15-2011)	\$113,974 -0.49%	\$118,570 (12)*	\$118,570 (13)*	\$133,840 (11)	\$94,850 (20)*	\$94,850 (31)*	\$118,570 (11)*	\$118,570 (11)*	Bachelor's and experience
14	13	MARKETING MANAGERS (11-2021)	\$112,740 6.94%	\$117,620 (15)	\$117,260 (15)	\$118,590 (13)	\$93,450 (22)	\$125,620 (14)	\$113,130 (14)*	\$103,510 (22)	Bachelor's and experience
15	NR	MEDICAL SCIENTISTS (19-1042)	\$111,877 NA	\$117,950 (14)*	\$117,950 (14)*	\$81,510 (61)	NA NA	\$117,950 (16)*	\$117,950 (12)*	\$117,950 (12)*	PhD
16	8	LARGE-ANIMAL VETERINARIANS (29-1131)	\$111,664 -11.44%	\$108,490 (20)*	\$136,180 (10)	\$131,910 (12)	\$84,430 (38)	\$110,600 (19)	\$108,490 (17)*	\$101,550 (23)	Professional degree
17	15	LAWYERS (23-1011)	\$109,253 4.5%	\$110,750 (18)	\$97,660 (33)	\$112,720 (16)	\$82,640 (43)	\$144,090 (11)	\$108,050 (18)*	\$108,860 (16)	Professional degree
18	16	PHARMACISTS (29-1051)	\$108,769 4.13%	\$108,550 (19)*	\$104,880 (22)	\$105,190 (23)	\$110,350 (10)	\$112,140 (18)	\$108,550 (16)*	\$111,720 (13)	Professional degree
19	14	COMPUTER AND INFORMATION-SYSTEMS MANAGERS (11-3021)	\$108,569 3.56%	\$138,800 (9)	\$116,320 (16)	\$102,810 (25)	\$90,900 (25)	\$110,580 (20)	\$106,300 (20)*	\$94,270 (35)	Bachelor's and experience
20	10	REAL ESTATE BROKERS (41-9021)	\$106,823 -8.28%	\$94,370 (33)*	\$101,360 (28)	\$118,370 (14)	\$127,350 (8)*	\$127,350 (13)*	\$94,370 (32)*	\$84,590 (54)	Work experience
21	NR	POSTSECONDARY LAW TEACHERS (25-1112)	\$105,847 NA	\$105,530 (23)*	\$105,530 (21)*	\$107,430 (19)	NA NA	\$105,530 (24)*	\$105,530 (22)*	\$105,530 (19)*	PhD
22	18	MANAGERS (OTHER) (11-9199)	\$100,363 4.64%	\$107,830 (21)*	\$107,210 (19)	\$111,620 (17)	\$84,850 (37)	\$76,630 (74)	\$107,830 (19)*	\$106,570 (18)	Work experience
23	17	COMPENSATION AND BENEFIT MANAGERS (11-3121)	\$100,350 -0.06%	\$99,050 (28)*	\$101,680 (26)	\$101,600 (26)	\$94,660 (21)	\$110,320 (21)	\$99,050 (26)*	\$96,090 (31)	Bachelor's and experience
24	NR	NUCLEAR ENGINEERS (17-2161)	\$99,070 NA	\$99,070 (26)*	\$99,070 (30)*	\$99,070 (28)*	NA NA	\$99,070 (27)*	\$99,070 (24)*	\$99,070 (26)*	Bachelor's degree
25	20	POSTSECONDARY ADMINISTRATORS (11-9033)	\$98,084 5.9%	\$105,950 (22)*	\$91,690 (42)	\$135,750 (9)	\$86,100 (35)*	\$86,100 (44)*	\$105,950 (21)*	\$75,050 (87)	Bachelor's and experience
26	NR	MISCELLANEOUS SOCIAL SCIENTISTS AND RELATED WORKERS (19-3099)	\$97,760 NA	\$97,760 (29)*	\$97,760 (32)*	\$97,760 (30)*	NA NA	\$97,760 (29)*	\$97,760 (28)*	\$97,760 (28)*	Bachelor's degree
27	NR	COMPUTER-HARDWARE ENGINEERS (17-2061)	\$97,475 NA	\$99,070 (27)*	\$99,070 (31)*	\$89,500 (43)	NA NA	\$99,070 (28)*	\$99,070 (25)*	\$99,070 (27)*	Bachelor's degree
28	24	SALES MANAGERS (11-2022)	\$96,300 4.85%	\$101,910 (24)	\$88,070 (46)	\$88,060 (46)	\$108,680 (11)	\$101,960 (25)	\$91,940 (35)*	\$93,480 (37)	Bachelor's and experience
29	25	NONRETAIL SALES SUPERVISORS (41-1012)	\$95,846 5.98%	\$92,840 (34)	\$100,740 (29)	\$105,880 (21)	\$89,240 (28)	\$88,370 (40)	\$98,610 (27)*	\$95,240 (33)	Work experience
30	23	HUMAN RESOURCES MANAGERS (11-3111)	\$95,051 3.06%	\$100,780 (25)*	\$91,500 (43)	\$99,520 (27)	\$88,470 (30)*	\$88,470 (38)*	\$100,780 (23)*	\$95,840 (32)	Bachelor's and experience
31	27	GENERAL AND OPERATIONS MANAGERS (11-1021)	\$95,003 5.65%	\$87,000 (43)	\$101,840 (25)	\$109,370 (18)	\$83,060 (41)	\$100,570 (26)	\$78,920 (72)	\$104,260 (21)	Bachelor's and experience
32	38	PUBLIC RELATIONS MANAGERS (11-2031)	\$94,213 13.48%	\$96,570 (30)*	\$103,420 (23)	\$92,020 (36)	\$87,170 (33)*	\$87,170 (43)*	\$96,570 (29)*	\$96,570 (30)*	Bachelor's and experience
33	21	PURCHASING MANAGERS (11-3061)	\$94,099 1.86%	\$95,070 (32)*	\$105,560 (20)	\$95,490 (33)	\$92,240 (24)	\$89,400 (36)	\$95,070 (31)*	\$85,860 (51)	Bachelor's and experience
34	NR	HYDROLOGISTS (19-2043)	\$92,010 NA	\$92,010 (36)*	\$92,010 (41)*	\$92,010 (37)*	NA NA	\$92,010 (33)*	\$92,010 (34)*	\$92,010 (40)*	Master's degree
35	NR	AIRLINE PILOTS, COPILOTS AND FLIGHT ENGINEERS (53-2011)	\$91,010 NA	\$91,010 (38)*	\$91,010 (44)*	\$91,010 (40)*	NA NA	\$91,010 (35)*	\$91,010 (36)*	\$91,010 (43)*	NA

NA-not available *regional data The Central Penn Business Journal's list of highest-paying professions is based on occupational-wage data from the Pennsylvania Department of Labor & Industry and limited to occupations for which local or regional information was available. Parenthetical numbers indicate how the occupations ranked in the given county. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Oct. 19, 2012; updated Jan. 10, 2013; next published Sept. 27, 2013.

Researched by Alaine Keisinger

Largest employers

Ranked by number of local employees

Rank	Prev. rank	Company Address	Local employees F-T local/total P-T local/total	Top local executive Title	Website Phone	Local/total locations Headquarters Year established locally	Products or services
1	1	COMMONWEALTH OF PENNSYLVANIA Capital Complex Harrisburg, PA 17120	18,782 18,782/74,086 DNR/6,680	Tom Corbett Gov.	www.state.pa.us 717-787-2121	DNR/DNR Harrisburg 1776	State government
2	2	U.S. GOVERNMENT Washington, DC	17,500 17,500/17,500 DNR/DNR	DNR DNR	www.firstgov.gov DNR	DNR/DNR Washington, D.C. 1787	Federal government
3	3	GIANT FOOD STORES LLC 1149 Harrisburg Pike Carlisle, PA 17013	8,902 3,665/10,046 5,237/21,185	Rick Herring Division president	www.giantfoodstores.com 717-249-4000	43/180 Middlesex Twp. 1923	Retail grocery stores
4	5	WELLSPAN HEALTH 1001 S. George St. York, PA 17405	8,704 7,537/6,686 1,167/1,914	Bruce M. Bartels President and CEO	www.wellspan.org 717-851-3500 800-840-5905	65/DNR York Twp. DNR	Health care
5	6	HERSHEY ENTERTAINMENT & RESORTS CO. 27 W. Chocolate Ave. Hershey, PA 17033	7,500 1,625/1,625 5,875/5,875	Ted J. Kleisner President and CEO	www.HersheyPA.com 717-534-3131 800-437-7439	DNR/DNR Derry Twp. 1927	Operator of amusement parks, entertainment venues, sports team, resort facilities and restaurants
6	7	LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	7,009 3,939/3,965 3,070/3,140	Thomas E. Beeman PhD, FACHE President and CEO	www.LancasterGeneralHealth.org 717-544-5511	47/DNR Lancaster 1893	Lancaster General and Women & Babies hospitals; outpatient, urgent and medical retail centers and physician practices
7	NR	JFC STAFFING COS. 1520 Market St. Camp Hill, PA 17011	6,529 7070 6,459/6,459	Linda A. Carchidi President	www.jfcstaffing.com 717-761-8095 888-532-5627	6/6 Camp Hill 1975	Contract, temporary and permanent placement; screening, drug and skills testing; on-site workforce management
8	11	WEIS MARKETS INC. 1000 S. Second St., P.O. Box 471 Sunbury, PA 17801-0471	4,500 1,500/6,000 3,000/12,000	David J. Hepfinger CEO	www.weismarkets.com 570-286-4571	41/164 Sunbury 1912	Grocery and other retail stores
9	NR	TE CONNECTIVITY LTD. ② 1050 Westlakes Drive Berwyn, PA 19312	3,900 3,900/95,000 DNR/DNR	DNR DNR	www.tycoelectronics.com 717-564-0100	19/DNR DNR 1941	Designs, manufactures and markets electronic, electrical and electro-optic components
10	10	PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	3,167 3,165/DNR 2/DNR	Michael A. Young FACHE President and CEO	www.pinnaclehealth.org 717-231-8900	100/100 Harrisburg 1995	Multi-hospital health system with inpatient and outpatient services throughout Central Pennsylvania
11	14	SUMMIT HEALTH 112 N. Seventh St. Chambersburg, PA 17201	2,718 2,126/DNR 592/DNR	Norman B. Epstein President and CEO	www.summithealth.org 717-267-7136	18/18 Chambersburg 1985	2 hospitals, 27 physician practices, 7 lab and imaging locations, 5 health centers, 5 sleep centers, 2 cancer centers, 2 walk-in care centers
12	13	HOLY SPIRIT HEALTH SYSTEM 503 N. 21st St. Camp Hill, PA 17011-2204	2,488 1,790/1,667 698/705	Sister Romaine Niemeyer SCC President and CEO	www.hsh.org 717-763-2100	36/DNR E. Pennsboro Twp. 1963	Provides inpatient and outpatient health care services, home health and prehospital services
13	15	AEROTEK INC. 219 Granite Run Drive Lancaster, PA 17601	2,125 125/300 2,000/77,000	John Rudy Regional vice president	www.aerotek.com 717-519-3930 800-784-8063	5/150 Hanover, Md. 1997	Human capital solutions, supplemental staffing services
14	18	THE HIGH COS. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	1,933 1,749/2,066 184/228	Nevin D. Cooley CEO	www.high.net 717-293-4444	32/48 E. Lampeter Twp. 1931	Manufacturing, fabricating, processing, distribution, heavy hauling, safety consulting, real estate, construction, architecture, hotels, investments
15	16	HARRISBURG AREA COMMUNITY COLLEGE 1 HACC Drive Harrisburg, PA 17110-2999	1,881 986/986 895/895	John J. "Ski" Sygielski EdD President	www.hacc.edu 717-780-2300 800-222-4222	5/5 Harrisburg 1964	Community college granting associate degrees, certificates and diplomas and noncredit training that can be customized.
16	NR	CAPITAL BLUE CROSS 2500 Elmerton Ave. Harrisburg, PA 17177-9799	1,624 1,590/1,755 34/41	William Lehr Jr. and Gary D. St. Hilaire Chairman and CEO and President and CEO	www.capbluecross.com 717-541-7000 800-962-2242	2/3 Susquehanna Twp. 1938	Products for groups and individuals, including medical, dental, vision, prescription drug, life, disability, TPA
17	20	FULTON FINANCIAL CORP. 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604-4887	1,537 1,318/3,142 219/662	E. Philip Wenger and R. Scott Smith Jr. Chairman, president and CEO and Former chairman and CEO	www.fult.com 717-291-2831 800-385-8664	100/286 Lancaster 1982	Multibank financial holding company
18	23	RUTTER'S HOLDINGS INC. 2100 N. George St. York, PA 17404	1,500 285/285 1,215/1,215	Scott E. Hartman; Tim L. Rutter and Todd M. Rutter President and CEOs	www.rutters.com 717-848-9827	57/57 Manchester Twp. 1921	Fluid dairy, convenience-store operations and real estate development
19	NR	LIBERTY MOUNTAIN RESORT AND CONFERENCE CENTER 78 Country Club Trail Fairfield, PA 17320	1,460 60/DNR 1,400/DNR	Eric W. Flynn President and general manager	www.libertymountainresort.com 717-642-8252 800-548-8504	2/2 Carroll Valley 1965	Four-season resort with winter skiing, snowboarding, snow tubing, year-round hotel, golf course, dining, multiple venues for weddings and conference
20	21	UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331	1,446 1,305/2,382 141/235	Michael W. Rice CEO	www.utzsnacks.com 717-637-6644 800-367-7629	5/30 Hanover 1921	Snack food manufacturer
21	24	SELECT MEDICAL CORP. 4714 Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055-2034	1,317 1,150/17,941 167/8,102	Robert A. Ortenzio CEO	www.selectmedical.com 717-972-1100 888-735-6332	4/119 Lower Allen Twp. 1996	Long-term acute-care hospitals, inpatient medical rehab hospitals and outpatient physical rehab centers
22	27	LUTHERAN SOCIAL SERVICES OF SOUTH CENTRAL PA 1050 Pennsylvania Ave. York, PA 17404	1,280 720/720 560/560	Robert L. Rundle Jr. President and CEO	www.lutheranscp.org 717-854-3971 888-404-3500	8/20 York 1951	Residential living, personal care, nursing and rehabilitation services; community outreach services and home health care and hospice
23	26	SUSQUEHANNA BANCSHARES INC. 26 N. Cedar St. Lititz, PA 17543	1,280 1,170/2,835 110/240	William J. Reuter Chairman and CEO	www.susquehanna.net DNR 800-311-3182	70/220 Lititz 1982	Financial-services company, including retail and commercial banking, investment management, insurance and leasing services
24	29	HANOVER HEALTHCARE PLUS INC. 300 Highland Ave. Hanover, PA 17331	1,232 912/912 320/320	James Wissler President and CEO	www.HanoverHospital.org 717-637-3711 800-673-2426	13/13 Hanover 1926	Health care
25	31	FARMERS PRIDE INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510	1,200 1,200/1,200 0/0	Scott I. Sechler President and owner	www.bellandevans.com 717-865-6626	1/1 Bethel Twp. 1939 ③	Organic and natural poultry processor

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of largest employers is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 10, 2012; updated Jan. 8, 2013; next published Feb. 8, 2013.** ① Estimate ② Formerly known as Tyco Electronics ③ Bell & Evans began selling chicken in New York in the 1890s. Farmer's Pride Inc. was incorporated in 1955.

Researched by Alaine Keisling



**Institutional/Commercial/Industrial
Painting, Wall Covering & Special Coatings**
A WOSB company / DGS certified WBE

Ralph E. Jones, Inc.
2240 Forster Street (17103)
Harrisburg PA USA
(p) 717-233-6444 bpeiffer@ralphejonesinc.com



Serving the Central
Pennsylvania Community
since 1924

Largest employers

Ranked by number of local employees

Rank	Prev. rank	Company Address	Local employees F-T local/total P-T local/total	Top local executive Title	Website Phone	Local/total locations Headquarters Year established locally	Products or services
26	NR	MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022	1,079 822/DNR 257/DNR	Joseph E. Murphy CEO	www.MasonicVillagesPA.org 717-367-1121	1/5 W. Donegal Twp. 1910	Continuing care retirement community that provides a children's home, adult day care, home care, hospice, clinical and therapeutic services
27	NR	FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179	1,048 1,037/DNR 11/DNR	Henry Fry Chairman	www.frycomm.com 717-766-0211 800-334-1429	5/5 Silver Spring Twp. 1934	Publication and catalog printing, direct mail, digital editions, Web design, portal-based submission tools
28	NR	MILLERSVILLE UNIVERSITY 1 S. George St., P.O. Box 1002 Millersville, PA 17551-0302	1,032 839/DNR 193/DNR	Francine G. McNairy PhD President	www.millersville.edu 717-872-3011 800-682-3648	1/1 Millersville 1855	Public university
29	35	PHILHAVEN 283 S. Butler Road, P.O. Box 550 Mount Gretna, PA 17064	1,031 699/699 332/332	Philip D. Hess CEO	www.philhaven.org 717-273-8871 800-932-0359	25/25 W. Cornwall Twp. 1952	Behavioral health care
30	NR	ADECCO NORTH AMERICA LLC DBA ADECCO EMPLOYMENT SERVICES 4811 Jonestown Road, Suite 127 Harrisburg, PA 17109	1,011 11/DNR 1,000/DNR	Kevin C. Berger Northeast PA area director	www.adeccousa.com 717-526-7887	1/5,500 Zurich, Switzerland 2000	Temporary staffing, permanent placement, candidate sourcing, assessment, recruiting, training and payroll, on-site staffing, vendor management
31	50	UNITED CEREBRAL PALSY OF CENTRAL PA INC. DBA UCP CENTRAL PA 925 Linda Lane Camp Hill, PA 17011-6498	1,002 158/DNR 844/DNR	Jeffrey W. Cooper CEO	www.ucpcentralpa.org 717-846-0611 888-998-4827	15/22 Lower Allen Twp. 1953	Assists people with disabilities and their families to achieve goals of development, growth, independence and full citizenship
32	NR	SKI ROUNDTOP OPERATING CORP. DBA ROUNDTOP MOUNTAIN RESORT 925 Roundtop Road Lewisberry, PA 17339	1,000 100/DNR 900/DNR	Ron Hawkes General manager	www.skiroundtop.com 717-432-9631	1/DNR York 1964	Skiing, snowboarding, tubing, paintball, ropes course, catered events, mountain adventures, vertical trek, canopy tour, summer camps, restaurant/pub.
33	33	SKH MANAGEMENT CO. 813 Litz Pike, P.O. Box 1500 Litz, PA 17543-7025	970 401/401 569/569	Jere M. Stauffer; Jeffrey M. Stauffer; Eric Stauffer; Donovan S. Oberholtzer and Steve P. Gallion Owners	www.skh.com 717-626-4771	12/12 Warwick Twp. 1932	Wholesale and retail sales of supermarket and garden center products
34	NR	YORK COLLEGE 441 Country Club Road York, PA 17403-3651	961 465/DNR 496/DNR	George W. Waldner President	www.ycp.edu 717-846-7788 800-455-8018	1/1 Spring Garden Twp. 1787	Education
35	NR	SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299	956 723/756 184/118	William N. Ruud PhD President	www.ship.edu 717-477-7447	1/1 Shippensburg Twp. 1871	Public university
36	NR	P.H. GLATFELTER CO. DBA GLATFELTER 96 S. George St., Suite 500 York, PA 17401-1434	955 953/4,294 2/DNR	Dante C. Parrini Chairman and CEO	www.glatfelter.com 717-225-4711	2/11 York 1864	Specialty paper and engineered products
37	39	MEMORIAL HEALTH SYSTEMS CORP. 325 S. Belmont St. York, PA 17403	947 723/723 224/224	Sally J. Dixon President and CEO	www.mhyork.org 717-843-8623 800-436-4326	17/17 Spring Garden Twp. 1945	Community-teaching hospital
38	NR	KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	935 925/977 10/10	Robert A. Kinsley Chairman and CEO	www.rkinsley.com 717-741-3841	1/4 York Twp. 1963	Full-service construction management and general contracting firm that operates mainly in the Mid-Atlantic
39	NR	DICKINSON COLLEGE P.O. Box 1773 Carlisle, PA 17013-2896	917 795/795 122/122	William G. Durden PhD President	www.dickinson.edu 717-245-5121	1/1 Carlisle 1773	College
40	NR	GEORGE M. LEADER FAMILY CORP. DBA COUNTRY MEADOWS RETIREMENT COMMUNITIES 830 Cherry Drive Hershey, PA 17033	864 617/1,773 247/630	G. Michael Leader President and CEO	www.countrymeadows.com 717-533-2474 800-322-3441	6/11 Derry Twp. 1982	Independent retirement living, personal care, memory support care, restorative care and in-home personal care
41	NR	MANUFACTURERS & TRADERS TRUST CO. DBA M&T BANK 213 Market St. Harrisburg, PA 17101	858 773/13,775 85/1,933	R. Joe Crosswhite and Michael S. Murchie Senior VPs	www.mtb.com 717-225-2070 800-724-2440	68/720 Buffalo, N.Y. 1856	Financial services and customized products
42	51	FRANKLIN & MARSHALL COLLEGE College Avenue, P.O. Box 3003 Lancaster, PA 17604-3003	813 602/DNR 211/DNR	Daniel Porterfield PhD President	www.fandm.edu 717-291-3911	1/1 Lancaster 1787	Private, four-year college
43	NR	KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050	800 275/275 525/525	D. Scott Karns Owner and CEO	www.karnsfoods.com 717-766-6477	7/7 Silver Spring Twp. 1959	Grocery stores
44	NR	MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055	774 575/DNR 199/DNR	Kim S. Phipps PhD President	www.messiah.edu 717-766-2511 800-233-4220	1/3 Upper Allen Twp. 1909	Higher education
45	NR	MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-4899	734 589/601 145/111	Robert L. Marquette President and CEO	www.members1st.org 717-697-1161 800-283-2328	51/51 Lower Allen Twp. 1950	Full-service financial institution
46	NR	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	730 614/1,551 116/380	William M. Stout Chairman and CEO	www.gannettfleming.com 717-624-2161 800-233-1055	3/60 E. Pennsboro Twp. 1915	Infrastructure planning and design; environmental compliance; information technology and GIS; construction management
47	53	CROSS KEYS VILLAGE-BRETHREN HOME COMMUNITY 2990 Carlisle Pike New Oxford, PA 17350-9582	706 509/DNR 197/DNR	Vernon L. King President and CEO	www.CrossKeysVillage.org 717-624-2161 888-624-8242	1/1 Oxford Twp. 1908	Continuing care retirement community providing independent living, personal care, adult day, long-term and short-term (rehab) nursing care services
48	NR	D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110	687 643/952 44/129	Dan Schwab and Michael Schwab Co-presidents	www.dandh.com 717-236-8001 800-340-1001	3/7 Harrisburg 1918	Wholesale-only distributor of technology products
49	NR	ELIZABETHTOWN COLLEGE 1 Alpha Drive Elizabethtown, PA 17022	649 456/456 193/193	Carl J. Strikwerda President	www.etown.edu 717-361-1000	4/4 Elizabethtown 1899	College
50	NR	GGS INFORMATION SERVICES INC. 3265 Farmtrail Road York, PA 17406	637 637/637 0/0	Paul V. Kilker President and CEO	www.ggsinc.com 717-764-2222 800-927-4474	1/7 Manchester Twp. 1969	Technical information-mgt. services, including technical writing and illustrations, database mgt., computer-based training

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

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Women-owned businesses

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	%women owned/WBE? % of business govt./priv. F-T local/total employees	Local/total locations Headquarters Year established locally	Services provided
1	1	DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601	\$111.5 million \$120 million	Nancy J. Gamber Olcott President and CEO	www.dutchgoldhoney.com 717-393-1716	67%/Yes 0%/100% 50/70	1/2 E. Hempfield Twp. 1946	Manufacturer of honey and maple syrup
2	2	NRA GROUP LLC 2491 Paxton St. Harrisburg, PA 17111	\$55.27 million \$55.27 million	Steven C. Kusic President and CEO	www.nragroup.com 717-540-7636 800-360-9953	51%/DNR 7%/93% 225/270	2/2 Swatara Twp. 2005①	Revenue recovery services
3	4	ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388	\$37.35 million \$37.35 million	Wendie DiMatteo Holsinger President and CEO	www.askfoods.com 717-838-6356 800-879-4275	100%/No 0%/100% 172/172	2/2 Palmyra 1948	Food manufacturer of deli salads, entrees and desserts
4	6	JFC STAFFING COS. 1520 Market St. Camp Hill, PA 17011	\$27.11 million \$27.11 million	Linda A. Carchidi President	www.jfcstaffing.com 717-761-8095 888-532-5627	63%/DNR DNR/DNR 70/70	6/6 Camp Hill 1975	Contract, temporary and permanent placement; screening, drug and skills testing; on-site workforce management
5	NR	TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 1411 Stoneridge Drive, P.O. Box 280 Middletown, PA 17057	\$26.89 million \$26.89 million	Michele M. Doner President	www.flaggerforce.com 717-944-8440 888-312-3524	51%/Yes 0%/100% 228/694	2/5 Swatara Twp. 2002	Provides temporary traffic control solutions to utilities, utility and road construction companies and engineers and surveyors
6	5	THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601	\$25.61 million \$25.61 million	Dana A. Chryst CEO	www.jaygroup.com 717-285-6350 800-953-3572	85%/NA 5%/95% 232/232	2/2 W. Hempfield Twp. 1965	Third-party provider of services including fulfillment, contact center, contract packaging and supply-chain management
7	10	TALLEY PETROLEUM ENTERPRISES INC. 10046 Allentown Blvd. Grantville, PA 17028	\$24 million \$24 million	Judith A. Talley President	www.talleypetro.com 717-469-0338 800-942-9711	60%/Yes 60%/40% 12/12	1/1 E. Hanover Twp. 1997	Petroleum products
8	8	PERFORMANCE GROUP INC. 22 W. Main St. Ephrata, PA 17522-2009	\$23.2 million \$31.5 million	Thomas E. Readdy President	www.ppstaffing.com 717-733-6367 888-459-9922	75%/No 1%/100% 50/50	6/7 Ephrata 1993	Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services; health care network division
9	NR	PRIMITIVES BY KATHY INC. 1817 William Penn Way Lancaster, PA 17601-5820	\$18.41 million \$18.41 million	Kathy Phillips CEO	www.primitivesbykathy.com 717-394-4220 866-295-2849	100%/No 0%/100% 51/51	2/2 E. Lampeter Twp. 1997	Designs and distributes primitive and country-style home decor, tabletop and gift items
10	7	PRL INC. AND SUBSIDIARIES 64 Rexmont Road, P.O. Box 142 Cornwall, PA 17016	\$16.48 million \$16.48 million	Janis Herschkowitz President and CEO	www.prlinc.com 717-273-2470	100%/Yes 0%/100% 147/147	4/4 Cornwall 1969	Supplier of high-specification finished machined castings for nuclear and defense applications
11	11	E&E IT CONSULTING SERVICES INC. 5026 Arthur Ave. Mechanicsburg, PA 17050	\$14.59 million \$15.3 million	Linda K. Etter and Tracy D. Etter Co-owners	www.ene-it-consulting.com 717-975-1664	60%/Yes 80%/20% 83/83	1/1 Hampden Twp. 2002	Applications design/development; Internet and intranet development; database admin and design; infrastructure admin and configuration
12	12	SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302	\$11.2 million \$14.9 million	Sandi Loy Bell CEO	www.skellyloy.com 717-232-0593 800-892-6532	51%/No 75%/25% 76/103	1/6 Swatara Twp. 1969	Environmental, engineering, mining, geologic, waste management, water resources, cultural resources
13	14	JEM GROUP LLC 509 N. Second St. Harrisburg, PA 17101	\$8.35 million \$8.35 million	Jessica E. Meyers Owner and president	www.jemgroup.net 717-238-7709	100%/Yes 20%/80% 22/22	1/1 Harrisburg 2003	Design/build, general construction, construction management and property management
14	16	MOMENTUM INC. 2120 Market St. Camp Hill, PA 17011	\$7.31 million \$7.31 million	Steve Clay; Lori Daniels and Karen Sarabok Principals	www.m-inc.com 717-214-8000	67%/Yes 60%/40% 35/35	1/1 Camp Hill 1998	Management consulting, process improvement, project management and implementation support
15	15	MAX INTERNATIONAL CONVERTERS INC. 2360 Dairy Road Lancaster, PA 17601	\$7.12 million \$7.17 million	Laura Clampitt Douglas Chairwoman and CEO	www.maxintl.com 717-898-0147 800-233-0222	100%/Yes 0%/100% 22/22	1/1 E. Hempfield Twp. 1974	Manufacturer of small paper rolls for business machines: ATMs, POS, airline, specialty products for gaming systems, linerless labels; custom rolls
16	13	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	\$6.33 million \$12.63 million	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	51%/No 97%/3% 49/74	1/4 Silver Spring Twp. 1994	Custom software and Internet app. development, IT security assessment, business consulting, health care systems integration, website development, network and project management
17	20	ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111	\$5.8 million \$5.8 million	Deborah A. Abel President	www.abelpersonnel.com 717-561-2222 888-223-5562	67%/Yes DNR/DNR 10/10	2/2 Swatara Twp. 1969	Full-service personnel firm including staffing and recruiting for office and professional positions
18	22	PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. (Mechanicsburg), P.O. Box 206 New Kingstown, PA 17072-0206	\$5.42 million \$5.42 million	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	100%/Yes 95%/5% 12/DNR	1/1 Mechanicsburg 1993	Project management, staffing, complex information-technology infrastructure installations, including education technology, laptops, servers, networks
19	21	DANIEL B. KRIEG INC. 4200 Paxton St. Harrisburg, PA 17111	\$4.1 million \$4.1 million	Carolyn Stacks President	www.dbkrieginc.com 717-564-2400 800-334-4929	74%/Yes 60%/40% 20/20	2/2 Swatara Twp. 1933	Commercial parking lot sealcoating, supplier and applicator of liquid bituminous emulsions, prime coat and cements; resale of traffic signs, posts
20	27	SERVICE 1ST RESTORATION & REMODELING 1441 Stoneridge Drive Middletown, PA 17057	\$3.45 million \$3.45 million	Jaime S. Novinger-Toigo President	www.serve1st.com 717-232-5444 866-926-3473	51%/DNR DNR/100% 20/20	1/1 Lower Swatara Twp. 2005	Emergency board-up services; fire, water, wind and mold; content-restoration; complete reconstruction, disaster planning
21	23	NTM ENGINEERING INC. 130 W. Church St., Suite 200 Dillsburg, PA 17019-1232	\$3.19 million \$3.19 million	Donna M. Newell PE, CFM President	www.ntmeng.com 717-432-4425	70%/Yes 95%/5% 24/24	1/1 Dillsburg 2006	Specializes in hydrologic and hydraulic studies, waterway permitting, stormwater design/permitting, bridge design and course development and training
22	25	PENNSYLVANIA OFFICE SERVICE GROUP INC. DBA POSG COMMERCIAL INTERIORS 309 S. 10th St. Lemoyne, PA 17043	\$3 million \$3 million	Linda C. Till President and CEO	www.posgnet.com 717-763-4793 800-241-8895	100%/Yes 40%/60% 6/6	1/1 Lemoyne 1992	Haworth dealer specializing in new office building furniture, space planning and installation
23	36	BLACK CONSULTING SERVICES INC. 5115 E. Trindle Road Mechanicsburg, PA 17050-3744	\$2.78 million \$2.78 million	Ruthann Black President	www.blackcsi.com 717-620-3042	100%/Yes 60%/40% 20/20	1/1 Hampden Twp. 2002	Customized training programs that focus on customer needs and corporate culture
24	26	VE ENGINEERING INC. 503 Bridge St., Suite 112 New Cumberland, PA 17070	\$2.76 million \$2.76 million	Barbara L. Posner President	www.veengineeringinc.com 717-774-5260 800-832-8721	100%/Yes 85%/15% 31/DNR	1/2 New Cumberland 1983	Transportation construction inspection, construction management and materials testing for state departments of transportation and others
25	24	AIRBORNE CONTAMINATION IDENTIFICATION ASSOCIATES LTD. 3430 Woodbridge Circle York, PA 17406	\$2.6 million \$2.6 million	Shari L. Leaman President	www.acia-ltd.com 717-767-1850	51%/Yes 25%/75% 11/11	2/2 Manchester Twp. 2000	Air filtration products and services (air/furnace filters, HEPA filters, cleanroom cleaning, duct cleaning, mold remediation, air testing)

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked WBE-Women Business Enterprise

The Central Penn Business Journal's list of women-owned businesses is limited to those based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Dec. 14, 2012; updated Jan. 8, 2013; next published Dec. 13, 2013.** ① National Recovery Agency Inc. was founded in 1976; its second-generation owners reformed it as NRA Group LLC in 2005.

Researched by Alaine Keisting

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Minority-owned businesses

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	Minority classification % minority owned F-T/P-T local employees	Local/total locations Headquarters Year established	Services provided
1	2	TRAVEL TIME TRAVEL AGENCY INC. DBA TRAVEL TIME/BAILEY TRAVEL 1044 New Holland Ave. Lancaster, PA 17601-5606	\$21.79 million \$21.79 million	Shaun N. Balani President	www.trvltime.com 717-299-6600 800-343-9594	Asian-Indian 51% 22/22	2/2 Manheim Twp. 1977	Travel policy formulation, online travel reservation system, tickets, hotel and car rental reservations, luxury car transportation, tours, cruises
2	1	POWELL STEEL CORP. 625 Baumgardner Road Lancaster, PA 17603	\$16 million \$16 million	Stephen L. Powell President and CEO	www.powellsteel.com 717-464-2030 800-882-1461	Black 100% 80/1	2/2 Pequea Twp. 1993	Structural and miscellaneous steel fabricator and erector
3	4	NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029	\$8.74 million \$10.85 million	Paul J. Navarro PE President	www.navarrowright.com 717-441-2216	Hispanic 51% 60/19	1/5 New Cumberland 1996	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
4	8	FOREFRONT CONSTRUCTION CO. INC. 1100 Spring Garden Drive Middletown, PA 17057	\$4.06 million \$4.06 million	Jeff Lawrence President and CEO	717-939-3983	Black 51% 21/0	1/1 Lower Swatara Twp. 2008	HVAC and plumbing contractor
5	7	DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109	\$3.86 million \$3.86 million	Nathan Balagopal President	www.dominotech.net 717-730-6265	Asian 100% 36/2	1/1 Harrisburg 1996	Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery plan
6	9	TRIANGLE PRESS INC. 6720 Allentown Blvd. Harrisburg, PA 17112-3309	\$2.2 million \$2.2 million	Adrienne Kihm CEO	www.TrianglePress.net 717-541-9315	Woman and Asian 66% 22/1	1/1 Lower Paxton Twp. 1970	Full-service commercial printer, including graphic design, printing, foil stamping and fulfillment
7	12	CENTRAL PENN WELDING & IRONWORKS LLC 650 Division St., P.O. Box 3709 Harrisburg, PA 17105-3709	\$1.8 million \$1.8 million	Bryant Jefferson Owner	www.cpwironworks.com 717-972-8765	DNR 100% 4/4	1/1 Harrisburg 2006	Specializes in miscellaneous metal fabrication, structural steel and welding
8	11	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919	\$1.74 million \$1.74 million	J. Alejandro Rosado Jr. CEO	www.1234micro.com 717-396-0600 866-327-1234	Hispanic 100% 12/1	1/1 E. Lampeter Twp. 1998	Microsoft partner; IT support for small businesses; Microsoft, Dell, Symantec, Watchguard, Barracuda; hosting services, development services
9	10	ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300	\$1.36 million \$1.86 million	Ashis B. Pal President	www.geographIT.com 717-399-7007	Subcontinent Asian American 90% 11/3	1/2 Manheim Twp. 1990	GIS and IT consulting, implementation plans, needs assessments, system architecture and database designs; custom desktop, Web and mobile development
10	NR	MONARCH ENTERPRISE INC. 2030 Alpha Court Manheim, PA 17545	\$1.34 million \$1.34 million	Aaron Camara President	717-278-9350	Spanish 100% 14/0	1/1 Rapho Twp. 1973	Commercial construction company specializing in restaurants, retail, office builds and renovation; multiple in-house trades

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Researched by Alaine Keising

Veteran-owned companies

Ranked by local revenue

Rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	% veteran-owned Local F-T/P-T employees	Local/total locations Headquarters Year established locally	Services provided
1	SUTLIFF CHEVROLET CO. 13th and Paxton Sts., P.O. Box 1307 Harrisburg, PA 17104	\$71 million \$71 million	John C. Hickey President	www.sutliffchevrolet.com 717-234-4444 888-788-5433	100% 110/19	2/2 Harrisburg 1931	New and used vehicle sales and service
2	ROSS TECHNOLOGY CORP. 104 N. Maple Ave., P.O. Box 646 Leola, PA 17540-0646	\$39 million \$39 million	Daniel Curtis Hobson CEO	www.rosstechnology.com 717-656-2200 800-345-8170	100% 140/30	4/4 Leola 1962	Manufactures perimeter security products, barriers, bollards, gates, fencing, FE/BR windows and doors; nonslip flooring, nanotechnology, utilities
3	COLONY PAPERS INC. 1776 Colony Road, P.O. Box 2243 York, PA 17405-2243	\$18 million \$18 million	Frederick B. Callahan President	www.colonypapers.com 717-764-5088 800-221-9577	100% 40/1	1/1 York 1964	Packaging materials, packaging equipment sales, equipment service and repairs, product marking, converting, warehousing and die-cutting
4	DIE-TECH INC. 295 Sipe Road York Haven, PA 17370	\$10 million \$10 million	Richard W. Dennis President	www.die-tech.com 717-938-6771	68% 42/1	1/1 Newberry Twp. 1975	Manufacturer of precision metal stampings
5	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	\$6.33 million \$12.63 million	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	51% 49/7	1/4 Silver Spring Twp. 1994	Custom software and Internet app. development, IT security assessment, business consulting, health care systems integration, website development, network and project management
6	YARNELL SECURITY SYSTEMS 131 Elmwood Road Lancaster, PA 17602	\$5.1 million \$5.1 million	Ronald R. Yarnell General manager	www.YarnellSecurity.com 717-399-3900 800-243-3909	85% 45/0	1/1 E. Lampeter Twp. 1967	Local UL-listed central station, UL mercantile, UL fire; fire, burglar, card-access and closed-circuit TV systems, monitoring
7	MELLOTT'S DIASTER RESTORATION INC. DBA SERVICEMASTER OF GREATER HARRISBURG-WEST SHORE 2506 Boas St. Harrisburg, PA 17103-1708	\$5 million \$5 million	Kevin J. Mellott CEO	www.smharrisburg.com 717-541-0614 800-545-8929	55% 35/30	2/2 Chambersburg 1985	Water and fire mitigation, reconstruction, mold remediation, trauma scene restoration
8	ROTHMAN SCHUBERT & REED LLC DBA RSR REALTORS 3 Lemoyne Drive Lemoyne, PA 17050	\$4.5 million \$4.5 million	W. Greg Rothman MAI MRICS CPE CCIM President and CEO	www.rsrrealtors.com 717-763-1212	51% 5/0	1/1 Lemoyne 1970	Full-service real estate company
9	MORGAN-COLLINS INC. 908 S. George St. York, PA 17403	\$4.47 million \$4.47 million	Andy Collins President	www.morgancollins.com 717-846-6500 800-750-2606	100% 45/4	3/3 Spring Garden Twp. 1990	Residential sales
10	RECOUPIT INC. 273 Mulberry Drive Mechanicsburg, PA 17050	\$4 million \$4 million	Peter Sobotta President	www.recoupit.com 717-458-0050	51% 7/5	1/1 Silver Spring Twp. 2001	IT services, including data destruction, transportation and logistics, refurbishing, remarketing and recycling

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising

Private companies

Ranked by total revenue

Rank	Prev. rank	Company Address	2011/2010 total revenue % of growth	Top local executive	Website Phone	% locally owned Owner	Subsidiaries	F-T/P-T local employees Local/total locations Headquarters Year established locally	Type of business
1	1	D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110	\$2.84 billion \$2.57 billion 10.67%	Dan Schwab and Michael Schwab Co-presidents	www.dandh.com 717-236-8001 800-340-1001	98% Schwab family and ESOP	DNR	643/44 3/7 Harrisburg 1918	Wholesale-only distributor of technology products
2	3	SHIPLEY GROUP DBA SHIPLEY ENERGY 415 Norway St. York, PA 17403	\$653.22 million \$545.52 million 19.74%	William Shipley III CEO	www.shipleyenergy.com 717-848-4100 800-839-1849	100% William Shipley III	Shipley Energy, Shipley Fuels Marketing, Shipley Propane, Shipley Stores, Shipley Choice	334/184 4/6 York 1929	Provides natural gas, heating oil, propane, and heating and cooling equipment, as well as convenience stores and spring water
3	2	RUTTER'S HOLDINGS INC. 2100 N. George St. York, PA 17404	\$640 million \$585 million 9.4%	Scott E. Hartman; Tim L. Rutter and Todd M. Rutter President and CEOs	www.rutters.com 717-848-9827	100% Hartman, Rutter and Crist families	Rutter's Farm Stores, Rutter's Dairy, M&G Realty	1,425(1)/0 57/57 Manchester Twp. 1921	Fluid dairy, convenience-store operations and real estate development
4	4	THE HIGH COS. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	\$522.98 million \$492.67 million 6.15%	Nevin D. Cooley CEO	www.high.net 717-293-4444	100% High family	DNR	1,749/184 32/48 E. Lampeter Twp. 1931	Manufacturing, fabricating, processing, distribution, heavy hauling, safety consulting, real estate, construction, architecture, hotels, investments
5	7	UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331	\$490 million \$413 million 18.64%	Michael W. Rice CEO	www.utzsnacks.com 717-637-6644 800-367-7629	100% Mike and Jane Rice and family	DNR	1,305/141 5/30 Hanover 1921	Snack food manufacturer
6	8	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	\$478.72 million \$355.15 million 34.79%	Jeffrey B. Lyons President and CEO	www.worleyobetz.com 717-665-6891 800-697-6891	100% Robert W. Obetz Jr. and R. Seth Obetz	Wo-Go Inc., Advanced Energy, Molly's Convenience Store and H.C. Rineer	133/24 3/3 Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
7	6	VIBRA HEALTHCARE LLC 4550 Lena Drive, Suite 225 Mechanicsburg, PA 17055	\$443 million \$396.7 million 11.67%	Brad E. Hollinger Chairman and CEO	www.vibrahealthcare.com 717-591-5700	100% Brad Hollinger (86%) and senior officers	NA	60/6 1/49 Lower Allen Twp. 2004	Acute rehabilitation hospitals, long-term acute care hospitals and outpatient rehab centers
8	5	KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	\$416 million \$427.67 million -2.73%	Robert A. Kinsley Chairman and CEO	www.rkinsley.com 717-741-3841	100% Robert, Anne, Pat, Jon, Chris, Tim and Rob Kinsley	DNR	925/10 1/4 York Twp. 1963	Full-service construction management and general contracting firm that operates mainly in the Mid- Atlantic
9	9	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	\$292.4 million \$296.71 million -1.45%	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	75% Gannett Fleming Affiliates Inc.	DNR	614/116 3/60 E. Pennsboro Twp. 1915	Infrastructure planning and design; environmental compliance; information technology and GIS; construction management
10	17	SUN MOTOR CARS INC. 6677 Carlisle Pike Mechanicsburg, PA 17050	\$278.94 million \$124.72 million 123.65%	Daniel K. Sunderland Vice president	www.sunmotorcars.com 717-691-3333 877-316-3030	100% Daniel K. Sunderland	DNR	180/55 3/5 Silver Spring Twp. 1983	Luxury German car dealership, including Mercedes- Benz, BMW, Sprinter, Porsche and Audi sales, service and collision repair
11	10	ARTHUR J. GLATFELTER AGENCY INC. AND SUBSIDIARIES 183 Leaders Heights Road, P.O. Box 2726 York, PA 17405	\$259.63 million \$256.52 million 1.21%	Anthony P. Campisi President and CEO	www.glatfelters.com 717-741-0911 800-233-1957	100% Arthur J. Glatfelter, Glatfelter Insurance Group ESOP	Volunteer Firemen's Insurance Services Inc., Glatfelter Claims Management Inc., Glatfelter Underwriting Services Inc., The Glatfelter Agency Inc.	372/18 2/9 York Twp. 1950	Insurance agents and brokers
12	11	TIM-BAR CORP. DBA TIMBAR PACKAGING & DISPLAY 148 N. Penn St. Hanover, PA 17331	\$244 million \$218.56 million 11.64%	Richard Fritz DNR	www.timbar.com 717-632-4727 800-572-6061	100% DNR	Various Tim-Bar Packaging & Display divisions in Florida, New York, Pennsylvania, South Carolina and Tennessee	DNR/DNR 4/13 Hanover 1955	Designs and manufactures corrugated containers, retail packaging and point-of-purchase displays
13	13	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	\$241.26 million \$190.47 million 26.66%	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	95% Noble C. Quandel Julia T. Quandel 22 other employees	The Quandel Group Inc., Performance Construction Services Inc., Pyramid Construction Services Inc., QEI Construction Group LLC, J. Vinton Schafer & Sons Inc.	180/5 2/12 Harrisburg 1882	Construction management, general construction, energy and sustainable construction
14	12	FARMERS PRIDE INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510	\$207 million \$195.3 million 5.99%	Scott I. Sechler President and owner	www.bellandevans.com 717-865-6626	100% Scott I. Sechler	DNR	1,200/0 1/1 Bethel Twp. 1939(2)	Organic and natural poultry processor
15	14	FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179	\$196 million \$185 million 5.95%	Henry Fry Chairman	www.frycomm.com 717-766-0211 800-334-1429	100% Henry and Betty Fry	Trifecta Interactive Productions FryDirect	1,037/11 5/5 Silver Spring Twp. 1934	Publication and catalog printing, direct mail, digital editions, Web design, portal-based submission tools
16	18	SUTLIFF AUTO GROUP 13th and Paxton streets, P.O. Box 1307 Harrisburg, PA 17105-1307	\$135.45 million \$119.24 million 13.6%	Gregory L. Sutliff CEO	www.sutliffauto.com 717-234-8888 800-210-8889	100% Gregory Sutliff, John Sutliff, John Hickey	DNR	202/56 3/4 Harrisburg 1931	New and used vehicle sales and service; retail and wholesale parts; Chevrolet, Cadillac, Buick, GMC, Volkswagen dealerships
17	23	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	\$134.35 million \$102 million 31.72%	James D. Schaedler CEO	www.sydist.com 717-233-1621 800-998-1621	100% James D., Elizabeth A. and Henry A. Schaedler; ESOP Trust	None	160/11 7/18 Swatara Twp. 1924	Electrical supply distributor
18	16	THE WOLF ORGANIZATION INC. DBA WOLF 20 W. Market St. York, PA 17401	\$130 million \$165 million -21.21%	Tom Wolf Chairman and CEO	www.wolfleader.com 717-852-4800	80% Family and senior management	None	225/0 12/DNR York 1985	Building material sourcing and distribution
19	15	WAGMAN COS. INC. 3290 N. Susquehanna Trail York, PA 17406	\$129.98 million \$170.1 million -23.59%	Joseph G. Wagman and Michael B. Glezer CEOs	www.wagman.com 717-764-8521	100% Wagman family	DNR	238/1 2/4 Manchester Twp. 1902	Bridges, roads, highways, marine, latex-modified concrete, oil and gas, geotechnical, senior housing, office, urban and institutional construction
20	20	DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601	\$120 million \$112.84 million 6.35%	Nancy J. Gamber Olcott President and CEO	www.dutchgoldhoney.com 717-393-1716	100% Nancy, Marianne and William Gamber	McLure's Honey and Maple Products	50/0 1/2 E. Hempfield Twp. 1946	Manufacturer of honey and maple syrup

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked TA-trading as ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

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Researched by Central Penn Business Journal

Private companies

Ranked by total revenue

Rank	Prev. rank	Company Address	2011/2010 total revenue % of growth	Top local executive	Website Phone	% locally owned Owner	Subsidiaries	F-T/P-T local employees Local/total locations Headquarters Year established locally	Type of business
21	22	KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050	\$106.4 million \$104 million 2.31%	D. Scott Karns Owner and CEO	www.karnsfoods.com 717-766-6477	100% Scott Karns, Ruth Rudderow	DNR	275/525 7/7 Silver Spring Twp. 1959	Grocery stores
22	21	SKH MANAGEMENT CO. 813 Litzitz Pike, P.O. Box 1500 Litzitz, PA 17543-7025	\$105.37 million \$105.86 million -0.46%	Jere M. Stauffer; Jeffrey M. Stauffer; Eric Stauffer; Donovan S. Oberholtzer and Steve P. Gallion Owners	www.skh.com 717-626-4771	100% Jere, Jeffrey and Eric Stauffer; Donovan S. Oberholtzer and Steve P. Gallion	DNR	401/569 12/12 Warwick Twp. 1932	Wholesale and retail sales of supermarket and garden center products
23	NR	LAWN EQUIPMENT PARTS CO. DBA LEPKO 1475 River Road, P.O. Box 466 Marietta, PA 17547	\$103 million \$95 million 8.42%	Jeffrey S. Clark President	www.lepcoonline.com 717-426-5200	100% Clark family	DNR	74/4 1/1 E. Donegal Twp. 1970	Distributor of outdoor power equipment
24	NR	STEWART AND TATE INC. 950 Smile Way York, PA 17404	\$102 million \$90 million 13.33%	Timothy R. Tate PE President and CEO	www.stewartandtate.com 717-854-9581	100% DNR	None	305/0 4/4 York 1935	General construction, construction management, design/build, heavy/highway and industrial construction, custom metal fabrication
25	26	DAILY EXPRESS INC. 1072 Harrisburg Pike, P.O. Box 239 Carlisle, PA 17013-0039	\$98.76 million \$84.18 million 17.32%	Todd R. Long CEO	www.dailyexp.com 717-243-5757	80% Robert F. Long	DNR	65/3 1/9 Middlesex Twp. 1958	Heavy specialized trucking and logistics
26	34	BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508	\$88.57 million \$54.02 million 63.95%	Michael K. Callahan President	www.benchmarkgc.com 717-626-9559	100% Robert A. Brandt Jr. and Michael K. Callahan	Benchmark Investment Co.	129/2 DNR/DNR W. Earl Twp. 1985	Full-service commercial and institutional construction; preconstruction services, design-build and construction management
27	27	WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520	\$87.5 million \$70.61 million 23.91%	Ralph E. Simpson Jr. CEO	www.warfelcc.com 717-299-4500	100% Ralph Simpson, Hugh McGettigan, Rupert Taylor, Matthew Hartzler	DNR	104/0 1/1 E. Hempfield Twp. 1911	General construction and construction management services in the Mid-Atlantic
28	30	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531	\$70.13 million \$58.53 million 19.82%	Scott M. Weaver President and CEO	www.aprsupply.com 717-274-5999	100% Scott Weaver, Debbie Weaver, John Tice	DNR	127/13 10/25 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
29	32	STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126	\$69.31 million \$57.29 million 20.98%	Dennis J. Heller President and CEO	www.stephensonequipment.com 717-564-3434	100% Dennis Heller and Robert Criste	DNR	120/2 2/7 Swatara Twp. 1957	Full-service dealer of construction equipment, specializing in lifting and paving equipment
30	52	NAPA TRANSPORTATION INC. 4800 E. Trindle Road, P.O. Box 959 Mechanicsburg, PA 17055-0959	\$68 million \$39.63 million 71.6%	Ronald Accomando President and CEO	www.napatran.com 717-920-9840 800-332-0263	100% Ron Accomando	DNR	187/1 1/3 Hampden Twp. 1991	Transports food and consumer products throughout the northeastern United States
31	NR	FLINCHBAUGH ENGINEERING INC. 4387 Run Way York, PA 17406-8005	\$67.7 million \$41.5 million 63.13%	Michael D. Lehman President and CEO	www.fej-york.com 717-755-1900	100% ESOP, company management and outside directors	None	301/9 1/1 Hellam Twp. 1978	Full-service manufacturing of precision metal parts
32	35	EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247	\$67.67 million \$58.88 million 14.94%	Larry D. Bashore President	www.elheim.com 717-233-8711 800-692-7317	100% Employee owned	GES Automation Technology Inc.	325/0 1/1 Harrisburg 1931	Electrical and mechanical contracting, service, motor sales and service, apparatus sales
33	40	THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011	\$62 million \$50 million 24%	Patrick J. Huffman President	www.warrellcorp.com 717-761-5440 800-233-7082	100% Lincoln A. Warrell	Pennsylvania Dutch Candies, Katharine Beecher Candies, Classic Caramel	280/0 2/4 Lower Allen Twp. 1965	Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private label and contract manufactured goods
34	75	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	\$61.31 million \$23.63 million 159.46%	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	100% Various	Rettew Flowback Inc.	279/1 2/10 Manor Twp. 1969	Civil, transportation, environmental and structural engineering; planning; surveying; and environmental consulting
35	NR	I.B. ABEL INC. 620 S. Edgar St. York, PA 17403	\$59.3 million \$40 million 48.25%	Patrick A. Kinsley President	www.ib-abel.com 717-845-1639	100% DNR	DNR	235/0 1/1 York 1913	Electrical, voice, data, video, utility, industrial automation, infrared imaging, emergency services, engineering and design, maintenance
36	28	KEYSTONE CUSTOM HOMES INC. 227 Granite Run Drive, Suite 100 Lancaster, PA 17601	\$57.01 million \$66.39 million -14.14%	Jeffrey C. Rutt CEO	www.KeystoneCustomHome.com 717-464-9060	100% Jeffrey C. Rutt	DNR	75/4 1/1 Manheim Twp. 1992	Homebuilding supervision and sales; land acquisition and development; apartment construction and management; retail and commercial
37	38	NRA GROUP LLC 2491 Paxton St. Harrisburg, PA 17111	\$55.27 million \$51.56 million 7.19%	Steven C. Kusic President and CEO	www.nragroup.com 717-540-7636 800-360-9953	100% Jill and Steven Kusic	American Agencies	225/2 2/2 Swatara Twp. 2005	Revenue recovery services
38	36	HOFFMAN FORD SALES INC. DBA HOFFMAN FORDLAND 5200 Jonestown Road Harrisburg, PA 17112	\$55.22 million \$51.95 million 6.3%	Earl B. Hoffman Jr. President	www.hoffmanford.com 717-657-1600 800-995-3673	100% Earl B. Hoffman JR., 100%	None	94/5 1/1 Lower Paxton Twp. 1953	Ford dealership
39	41	HOMESALE REALTY SERVICES GROUP INC. 215 S. Centerville Road Lancaster, PA 17603	\$55.05 million \$49.63 million 10.92%	Paul H. Slauch Jr.; Douglas W. Rebert; Mark S. Korman and Ronald Landis Managing directors	www.prudentialhomesale.com 717-393-0783 800-383-3535	100% P.H. Slauch, JR; Douglas Rebert; Ronald Landis; Mark Korman	Prudential HomeSale Services Group, HomeSale Lending LLC, HomeSale Settlement Services, HomeSale Insurance and American Heritage Property Management	136/48 19/21 Manor Twp. 1997	Residential sales, relocation, new construction, mortgage, title services and property management
40	44	R.S. MOWERY & SONS INC. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869	\$53.02 million \$44.73 million 18.53%	Donald H. Mowery President	www.rsmowery.com 717-506-1000	100% Donald H. Mowery and family	DNR	57/0 1/1 Silver Spring Twp. 1925	Construction management, design/build and general construction; specializing in warehouse, commercial, industrial, institutional and church projects

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked TA-trading as ESOP-employee stock ownership plan Revenue figures are rounded. Percent of change reflects those rounded numbers.

The Central Penn Business Journal's list of privately held companies is limited to those based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties, with at least 50 percent of the business locally owned. Information was obtained from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 10, 2012; updated Jan. 11, 2013; next published Aug. 9, 2013. ① National Recovery Agency Inc. was founded in 1976; its second-generation owners reformed it as NRA Group LLC in 2005.

Researched by Central Penn Business Journal

Public-company executives

Ranked by total compensation

Rank	Prev. rank	Name Title Company	2011/2010 total compensation % change	2011 salary other compensation all other compensation	2011/2010 corporate revenue % change	Address	Website Phone	Type of business
1	4	PETER M. CARLINO Chairman and CEO Penn National Gaming Inc.	\$11.98 million \$9.47 million 26.5%	\$1.7 million \$9.86 million \$420,330	\$2.74 billion \$2.46 billion 11.51%	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610	www.pngaming.com 610-373-2400	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
2	10	JOHN P. BILBREY CEO The Hershey Co.	\$10.63 million \$4.21 million 152.13%	\$945,538 \$9.5 million \$182,122	\$6.08 billion \$5.67 billion 7.23%	100 E. Chocolate Ave. Hershey, PA 17033	www.hersheys.com 717-534-4000	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
3	6	TIMOTHY J. WILMOTT President and COO Penn National Gaming Inc.	\$8.1 million \$6.46 million 25.44%	\$1.36 million \$6.64 million \$98,477	\$2.74 billion \$2.46 billion 11.51%	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610	www.pngaming.com 610-373-2400	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
4	27	SALVATORE D. FAZZOLARI Former chairman, president and CEO Harsco Corp.	\$6.51 million \$4.62 million 41.01%	\$902,597 \$5.56 million \$46,157	\$3.3 billion \$3.04 billion 8.69%	350 Poplar Church Road Camp Hill, PA 17011	www.harsco.com 717-763-7064	Diversified multinational provider of industrial services for major global markets
5	11	WILLIAM J. CLIFFORD Senior VP and CFO Penn National Gaming Inc.	\$6.44 million \$4.1 million 57.02%	\$1.09 million \$5.18 million \$166,747	\$2.74 billion \$2.46 billion 11.51%	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610	www.pngaming.com 610-373-2400	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
6	2	MATTHEW J. ESPE President and CEO Armstrong World Industries Inc.	\$5.04 million \$10.65 million -52.7%	\$980,000 \$3.99 million \$66,670	\$2.86 billion \$2.77 billion 3.37%	2500 Columbia Ave. Lancaster, PA 17604-3001	www.armstrong.com 717-397-0611	Manufactures and sells residential and commercial flooring, residential and commercial ceilings and residential kitchen and bath cabinetry
7	16	BRET W. WISE Chairman and CEO Dentsply International Inc.	\$4.99 million \$2.56 million 94.98%	\$860,000 \$3.96 million \$169,240	\$2.54 billion \$2.22 billion 14.26%	221 W. Philadelphia St. York, PA 17405-0872	www.dentsply.com 717-845-7511	Manufacturer of professional dental products
8	3	DAVID J. WEST Former president and CEO The Hershey Co.	\$4.71 million \$10.49 million -55.06%	\$464,769 \$4.2 million \$47,875	\$6.08 billion \$5.67 billion 7.23%	100 E. Chocolate Ave. Hershey, PA 17033	www.hersheys.com 717-534-4000	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
9	NR	KEVIN R. WALLING Senior VP The Hershey Co.	\$3.46 million \$0 NA	\$235,385 \$2.83 million \$396,561	\$6.08 billion \$5.67 billion 7.23%	100 E. Chocolate Ave. Hershey, PA 17033	www.hersheys.com 717-534-4000	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
10	35	ROBERT A. ORTENZIO CEO Select Medical Holdings Corp.	\$3.44 million \$887,807 287.61%	\$848,720 \$2.55 million \$38,089	\$2.8 billion \$2.39 billion 17.33%	4716 Old Gettysburg Road Mechanicsburg, PA 17055	www.selectmedicalcorp.com 717-972-1100	Operates specialty hospitals and outpatient rehabilitation clinics
11	NR	JAY A. SNOWDEN Senior VP Penn National Gaming Inc.	\$3.24 million \$0 NA	\$305,769 \$2.91 million \$19,990	\$2.74 billion \$2.46 billion 11.51%	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610	www.pngaming.com 610-373-2400	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course
12	32	PATRICIA A. RICE President and COO Select Medical Holdings Corp.	\$3.07 million \$1.03 million 197.35%	\$800,000 \$1.99 million \$288,906	\$2.8 billion \$2.39 billion 17.33%	4716 Old Gettysburg Road Mechanicsburg, PA 17055	www.selectmedicalcorp.com 717-972-1100	Operates specialty hospitals and outpatient rehabilitation clinics
13	33	ROCCO A. ORTENZIO Executive chairman Select Medical Holdings Corp.	\$3.07 million \$950,386 223.19%	\$848,720 \$2.13 million \$96,859	\$2.8 billion \$2.39 billion 17.33%	4716 Old Gettysburg Road Mechanicsburg, PA 17055	www.selectmedicalcorp.com 717-972-1100	Operates specialty hospitals and outpatient rehabilitation clinics
14	14	JAY H. SHAH CEO Hersha Hospitality Trust	\$2.88 million \$2.67 million 7.66%	\$600,000 \$2.27 million \$4,365	\$286.44 million \$242.19 million 18.27%	44 Hersha Drive Harrisburg, PA 17102-2234	www.hersha.com 717-236-4400	Self-advised real estate investment trust that invests in limited- and full-service hotels
15	15	NEIL H. SHAH President and COO Hersha Hospitality Trust	\$2.83 million \$2.63 million 7.69%	\$575,000 \$2.24 million \$17,540	\$286.44 million \$242.19 million 18.27%	44 Hersha Drive Harrisburg, PA 17102-2234	www.hersha.com 717-236-4400	Self-advised real estate investment trust that invests in limited- and full-service hotels
16	9	JOHN T. STANDLEY President and CEO Rite Aid Corp.	\$2.83 million \$4.54 million -37.68%	\$966,539 \$1.59 million \$272,229	\$25.21 billion \$25.67 billion -1.77%	30 Hunter Lane Camp Hill, PA 17011	www.riteaid.com 717-761-2633	Chain of retail drugstores; third-largest in nation, largest on East Coast
17	18	DANTE C. PARRINI Chairman and CEO P.H. Glatfelter Co. dba Glatfelter	\$2.68 million \$2.45 million 9.4%	\$630,000 \$2 million \$50,367	\$1.61 billion \$1.46 billion 10.8%	96 S. George St., Suite 500 York, PA 17401-1434	www.glatfelter.com 717-225-4711	Specialty paper and engineered products
18	NR	FRANK J. READY Executive VP Armstrong World Industries Inc.	\$2.66 million \$2.95 million -9.96%	\$500,000 \$2.15 million \$9,810	\$2.86 billion \$2.77 billion 3.37%	2500 Columbia Ave. Lancaster, PA 17604-3001	www.armstrong.com 717-397-0611	Manufactures and sells residential and commercial flooring, residential and commercial ceilings and residential kitchen and bath cabinetry
19	26	CHRISTOPHER T. CLARK President and COO Dentsply International Inc.	\$2.62 million \$1.64 million 59.76%	\$541,000 \$1.98 million \$98,023	\$2.54 billion \$2.22 billion 14.26%	221 W. Philadelphia St. York, PA 17405-0872	www.dentsply.com 717-845-7511	Manufacturer of professional dental products
20	19	HUMBERTO P. ALFONSO Executive VP and CFO The Hershey Co.	\$2.58 million \$2.39 million 8.15%	\$544,021 \$1.82 million \$216,134	\$6.08 billion \$5.67 billion 7.23%	100 E. Chocolate Ave. Hershey, PA 17033	www.hersheys.com 717-534-4000	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
21	NR	MICHELE G. BUCK Senior VP and CMO The Hershey Co.	\$2.57 million \$0 NA	\$466,552 \$2.05 million \$55,752	\$6.08 billion \$5.67 billion 7.23%	100 E. Chocolate Ave. Hershey, PA 17033	www.hersheys.com 717-534-4000	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
22	17	ANTHONY J. BUCCINA Vice chairman Bon Ton Stores Inc.	\$2.55 million \$2.49 million 2.41%	\$842,500 \$1.69 million \$15,138	\$2.88 billion \$2.98 billion -3.21%	2801 E. Market St. York, PA 17402	www.bonton.com 717-757-7660	Department stores
23	NR	GALDINO J. CLARO Executive VP and group CEO Harsco Corp.	\$2.52 million \$2.65 million -4.73%	\$662,596 \$1.84 million \$19,797	\$3.3 billion \$3.04 billion 8.69%	350 Poplar Church Road Camp Hill, PA 17011	www.harsco.com 717-763-7064	Diversified multinational provider of industrial services for major global markets
24	8	BYRON L. BERGREN Former president and CEO Bon Ton Stores Inc.	\$2.5 million \$4.69 million -46.72%	\$1 million \$1.41 million \$89,185	\$2.88 billion \$2.98 billion -3.21%	2801 E. Market St. York, PA 17402	www.bonton.com 717-757-7660	Department stores
25	23	JORDAN B. SAVITCH Senior VP and general counsel Penn National Gaming Inc.	\$2.42 million \$1.88 million 28.68%	\$497,955 \$1.88 million \$46,555	\$2.74 billion \$2.46 billion 11.51%	825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610	www.pngaming.com 610-373-2400	Owns and operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course

NA-not applicable NR-not ranked

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Researched by Alaine Keisling



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CENTRAL PENN BUSINESS JOURNAL'S

HIGHER EDUCATION GUIDE

2013
EDITION

A SUPPLEMENT TO
THE CENTRAL PENN
BUSINESS JOURNAL

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INDUSTRY REPORT



With this four color glossy publication, Central Penn Business Journal takes a look at the current employment and workforce development landscape and reports on how higher education continues to enhance workers' skills to remain competitive in today's economy. Higher Education Guide also will include a directory of Central Pennsylvania's higher education institutions and their respective degrees and programs.

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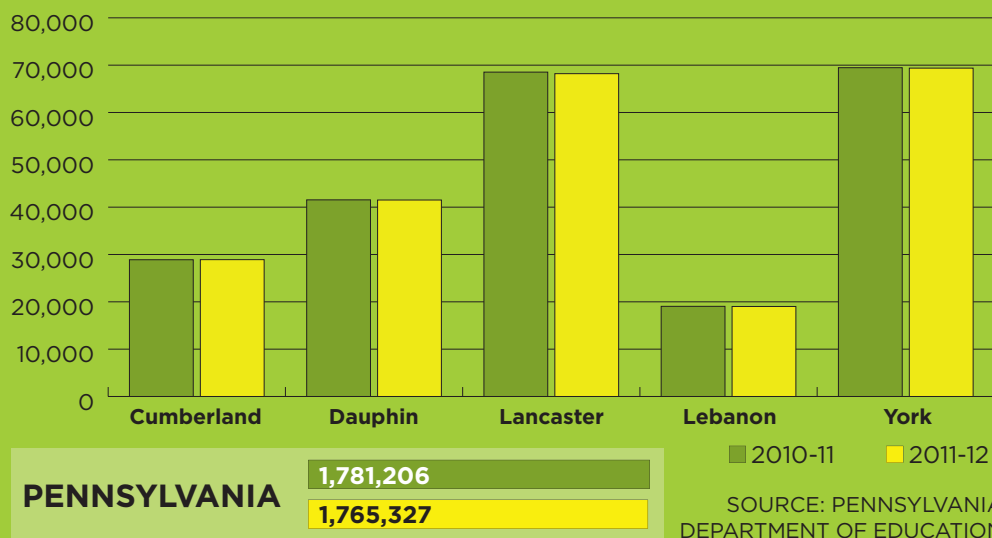
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Education MARKET FACTS

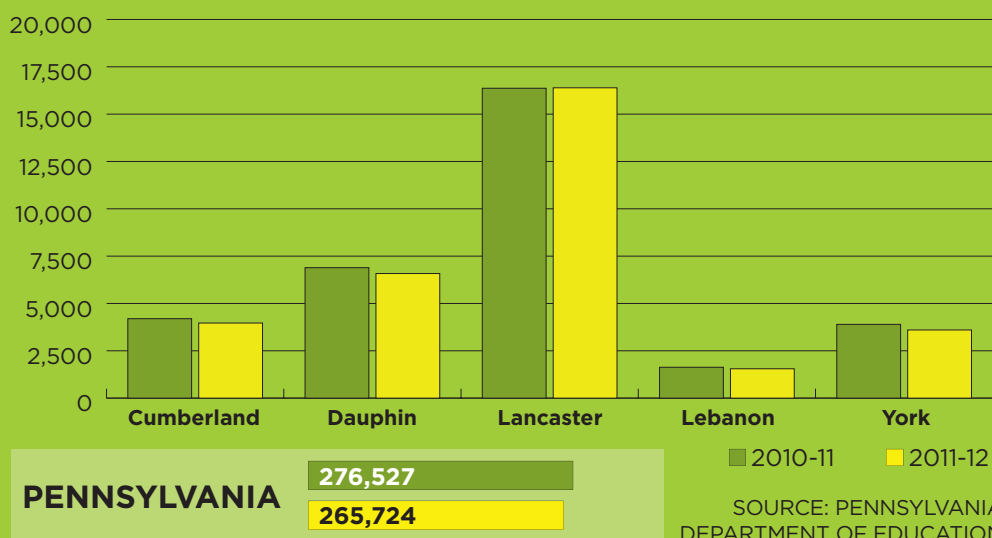
PUBLIC-SCHOOL ENROLLMENT

Public-school enrollment decreased 0.9 percent statewide from 2010-11 to 2011-12. Four of the five Central Pennsylvania counties also reported decreases in public-school enrollment, with only Cumberland County reporting an increase, at 0.06 percent.



PRIVATE-SCHOOL ENROLLMENT

Private-school enrollment was down 3.9 percent statewide from 2010-11 to 2011-12. Four of the five Central Pennsylvania counties also reported decreases in private-school enrollment, with only Lancaster County logging an increase, at 0.1 percent.



EDUCATION LEVEL OF POPULATION 25 AND OLDER

These figures are for 2011. Cumberland County posted the highest figures in the midstate for population with at least a high school diploma and for population with a bachelor's degree or higher. Lancaster County had the smallest percentage of high school graduates, but Lebanon County had the smallest percentage of residents earning at least a bachelor's degree.

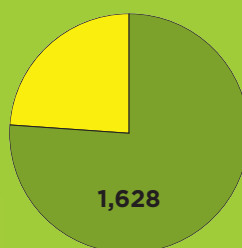
Area	Percent with high school diploma or higher	Percent with bachelor's degree or higher
Cumberland County	91.9	31.5
Dauphin County	89.3	27.1
Lancaster County	84.5	22.2
Lebanon County	86.2	19.1
York County	88.7	22
Pennsylvania	88.6	27
United States	85.9	28.5

SOURCE: U.S. CENSUS BUREAU

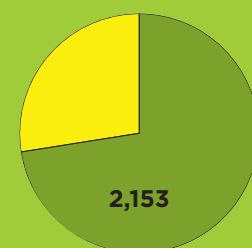
COLLEGE-BOUND SENIORS

Statewide, 73.9 percent of high school graduates in Pennsylvania seek further education. In Central Pennsylvania, only Cumberland County posted a percentage higher than that in the 2010-11 school year, with 76.4 percent of graduates college-bound. Dauphin was next at 72.8 percent, then Lebanon at 71.6 percent, York at 70 percent and Lancaster at 68.4 percent.

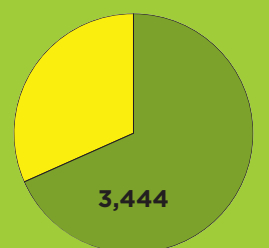
CUMBERLAND COUNTY



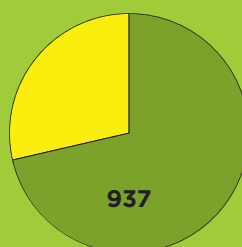
DAUPHIN COUNTY



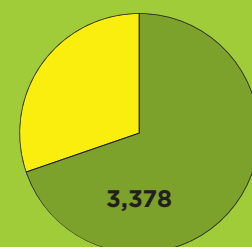
LANCASTER COUNTY



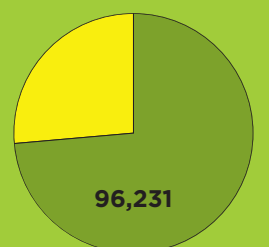
LEBANON COUNTY



YORK COUNTY



PENNSYLVANIA



Graduate type: 2010-11

■ Not college-bound ■ College-bound

SOURCE: PENNSYLVANIA DEPARTMENT OF EDUCATION

Pennsylvania law schools

Ranked by degrees granted

Rank	Prev. rank	School Address	2011 law degrees granted in Pennsylvania	Dean	Website Phone	Application deadline Approximate tuition	Median GPA/LSAT Student:faculty ratio	Headquarters Year established	Specialties
1	1	JAMES E. BEASLEY SCHOOL OF LAW 1719 N. Broad St. Philadelphia, PA 19122	319	JoAnne A. Epps Dean	www.temple.edu 215-204-7861	March 1 \$15,958-\$32,718	3.39 160 12.2:1	Philadelphia 1884	Programs include JD, LLM and dual MBA
2	2	UNIVERSITY OF PENNSYLVANIA LAW SCHOOL 3501 Samson St. Philadelphia, PA 19104-6204	273	Michael A. Fitts Dean	www.law.upenn.edu 215-898-7483	March 1 \$50,718	3.86 170 10.4:1	Philadelphia DNR	Cross-disciplinary education
3	3	VILLANOVA UNIVERSITY SCHOOL OF LAW 299 N. Spring Mill Road Villanova, PA 19085	254	John Y. Gotanda Dean	www.law.villanova.edu 610-519-7000	April 12 \$37,780	3.57 160 19.3:1	Villanova, Delaware Co. 1953	JD, JD/MBA, JD/PhD, JD/LLM and LLM
4	4	UNIVERSITY OF PITTSBURGH SCHOOL OF LAW 3900 Forbes Ave. Pittsburgh, PA 15260	254	William M. Carter Jr. Dean	www.law.pitt.edu 412-648-1413	March 1 \$28,734-\$35,508	3.45 159 14:1	Pittsburgh 1895	Dual degrees include MPA, MBA and MSW
5	5	DUQUESNE UNIVERSITY SCHOOL OF LAW 900 Locust St. Pittsburgh, PA 15282-0700	209	Kenneth Gormley Dean	www.law.duq.edu 412-396-6296	April 1, May 1 and June 1 \$26,098-\$33,752	3.35 153 20.4:1	Pittsburgh 1911	Cyril H. Wecht Institute of Forensic Science and Law
6	6	PENN STATE DICKINSON SCHOOL OF LAW 333 W. South St. Carlisle, PA 17013	175	Philip J. McConaughay Dean	www.law.psu.edu 717-240-5000 800-840-1122	March 15 \$39,600	3.55 159 9.2:1	State College 1834	Joint programs include MBA, MPA, MEd and PhD
7	8	EARLE MACK SCHOOL OF LAW 3320 Market St. Philadelphia, PA 19104	131	Roger J. Dennis Dean	earlemacklaw.drexel.edu 215-895-1529	Aug. 1 \$36,051	3.38 159 15:1	Philadelphia 2006	JD-PhD program in law and clinical psychology
8	7	WIDENER UNIVERSITY SCHOOL OF LAW 3800 Vartan Way, P.O. Box 69381 Harrisburg, PA 17106-9381	124	Linda L. Ammons Dean and associate provost	law.widener.edu 717-541-3903 888-943-3637	May 12 \$26,754-\$36,450	3.15 149 17.3:1	Chester 1989	Law & Government Institute, Environmental Law Center

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked LSAT-Law School Admission Test GPA-grade point average as an undergraduate student

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Researched by Alaine Keisling

Career and trade schools

Ranked by local employees and students

Rank	Prev. rank	School Address	Employees Fall 2011 enrollment	Top local official Title	Website Phone	Tuition Financial aid? Student:faculty	F-T/P-T students 2011 revenue Degrees	Local F-T/P-T employees Campuses Year established locally	Programs offered
1	2	YTI CAREER INSTITUTE 1400 Williams Road York, PA 17402	299 2,552	Timothy Foster Chairman and CEO	www.yti.edu 717-757-1100 800-227-9675	\$12,840-\$35,000 Yes 18:1	2,552/0 \$39.1 million Specialized associates, diplomas	209/90 5 1967	Business, computer, technical, culinary, allied health
2	4	THADDEUS STEVENS COLLEGE OF TECHNOLOGY 750 E. King St. Lancaster, PA 17602	119 915	William Griscom President	www.stevenscollege.edu 717-299-7701 800-842-3832	\$7,000 per year Yes 23:1	911/4 DNR Associate, certificate	86/33 1 1905	Only state-owned, two-year college of technology
3	6	KEYSTONE TECHNICAL INSTITUTE 2301 Academy Drive Harrisburg, PA 17112	58 356	David W. Snyder President	www.kti.edu 717-545-4747 800-380-1363	Varies based on program Yes 15:1	356/0 DNR Specialized associate degrees and diploma	42/16 1 1980	Career post-secondary school that provides training in a variety of specialized employer-needed careers
4	8	THE SAGE CORP. 4242 Carlisle Pike, Suite 177 Camp Hill, PA 17011	28 0	Gregg Aversa President and CEO	www.sageschools.com 717-761-3931 800-761-3931	\$2,500-\$4,495 Yes 1:1 (driving); 15:1 (class)	DNR/DNR DNR Certificate	20/8 25 1989	Operates a nationwide chain of truck-driving schools that provide CDL training and testing, fleet-driver training and driver recruiting
5	NR	CONSOLIDATED SCHOOL OF BUSINESS OF YORK 1605 Clugston Road York, PA 17404	26 168	Robert L. Safran President and CEO	www.csb.edu 717-764-9550	\$5,550 per term with fees Yes DNR	156/12 DNR Associates in specialized business or diploma	24/2 2 1982	Business school with individualized training and ASB degrees in medical, office, accounting, business and legal fields
6	7	NEW HORIZONS COMPUTER LEARNING CENTER 5095 Ritter Road, Suite 114 Mechanicsburg, PA 17055-6905	18 48	Justin Foster General manager	www.nhharrisburg.com 717-791-0200	\$5,000 to \$20,000 Yes 3:1	48/0 \$2.8 million Microsoft, CompTIA, VMware and Cisco Certifications	16/2 3 1998	Microsoft, Cisco, VMware and CompTIA-authorized training center
7	9	NAWCC SCHOOL OF HOROLOGY 514 Poplar St. Columbia, PA 17512-2130	2 11	Katie Knaub Volunteer director	www.bit.ly/LL7HVU 717-684-8261 877-255-1849	Varies No 10:1	9/2 DNR Diploma classes suspended June 2012; only short-term classes offered	1/1 1 1995	Short-term classes offered in clock repair and watch repair

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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www.stevenscollege.edu 1-800-842-3832

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two-year

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Private schools

Ranked by total elementary and secondary enrollment

Rank	Prev. rank	School Address	2010-2011 total enrollment Elementary Secondary	Top local executive Title	Website Phone	F-T equivalent teachers Elementary/secondary	F-T/P-T employees Headquarters Year established	Type of school
1	1	MILTON HERSHEY SCHOOL 1201 Homestead Lane, P.O. Box 830 Hershey, PA 17033-0830	1,751 876 875	Anthony Colistra President	www.mhs-pa.org 717-520-2001 800-322-3248	188.5 101/87.5	Derry Twp. 1909	Residential home and school for approximately 1,500 children in grades preK-12, many from low-income and socially disadvantaged families
2	3	LANCASTER MENNONITE SCHOOL 2176 Lincoln Highway E. Lancaster, PA 17602	1,459 811 648	J. Richard Thomas Superintendent	www.lancastermennonite.org 717-299-0436	164 107/57	E. Lampeter Twp. 1942	Provides a holistic Christ-centered preK-12 education on four campuses in Lancaster County
3	2	LANCASTER CATHOLIC HIGH SCHOOL 650 Juliette Ave. Lancaster, PA 17601-4387	760 0 760	Thomas S. Fertal Principal	www.lchsyes.org 717-509-0315	49.5 0/49.5	Lancaster 1928	Catholic high school
4	5	TRINITY HIGH SCHOOL 3601 Simpson Ferry Road Camp Hill, PA 17011-6407	665 0 665	David A. Bouton Principal	www.trinityhs.k12.pa.us 717-761-1116	0 DNR/DNR	Lower Allen Twp. 1963	Catholic school for grades 9-12
5	6	YORK CATHOLIC HIGH SCHOOL 601 E. Springettsbury Ave. York, PA 17403	655 0 655	George Andrews Jr. Principal	www.yorkcatholic.org 717-846-8871	46 0/46	Spring Grove Twp. DNR	Catholic high school
6	4	BISHOP MCDEVITT HIGH SCHOOL 2200 Market St. Harrisburg, PA 17103-2407	652 0 652	Sister Mary Anne Bednar IHM Principal	www.bishopmcdevitt.org 717-236-7973	53.5 0/53.5	Harrisburg DNR	Catholic high school
7	7	DELONE CATHOLIC HIGH SCHOOL 140 S. Oxford Ave. McSherrystown, PA 17344	509 0 509	Maureen Thiec Principal	www.delonecatholic.org 717-637-5969	41 0/41	McSherrystown DNR	Catholic high school
8	8	LANCASTER COUNTRY DAY SCHOOL 725 Hamilton Road Lancaster, PA 17603	503 236 267	Steve Lisk Head of school	www.lancastercountryday.org 717-392-2916	56.9 27.5/29.4	Manheim Twp. 1908	Small, coed classes, grades preK-12; college prep program
9	15	HARRISBURG ACADEMY 10 Erford Road Wormleysburg, PA 17043-1109	360 245 115	James Newman Head of school	www.harrisburgacademy.org 717-763-7811	40 28/12	E. Pennsboro Twp. 1784	Preschool through 12th grade NAIS independent school, with International Baccalaureate Diploma program
10	9	ST. THERESA SCHOOL 1200 Bridge St. New Cumberland, PA 17070-1636	351 351 0	Matthew E. Shore Principal	www.sainttheresaschool.org 717-774-7464	26 26/0	New Cumberland 1948	Catholic elementary school
11	13	BIBLE BAPTIST SCHOOL 201 W. Main St. Shiremanstown, PA 17011-6331	351 156 195	Roy Oakes III Interim administrator	www.bbsk12.org 717-737-3550	23 9/14	Shiremanstown 1973	Church-sponsored, coeducational, Christian day school
12	19	CHRISTIAN SCHOOL OF YORK 907 Greenbriar Road York, PA 17404-1341	310 135 175	Kevin Hofer Headmaster	www.csyonline.com 717-767-6842	32.5 11.5/21	Manchester Twp. 1956	Provides high-standard educational program that is biblically sound and Christ-honoring
13	NR	ST. JOSEPH SCHOOL 236 Baltimore St. Hanover, PA 17331	224 224 0	Susan M. Mummert Principal	www.sjshanover.org 717-632-1335	10 10/0	Penn Twp. 1865	Elementary school (grades K-5), middle school (grades 6-8)
14	30	YORK COUNTRY DAY SCHOOL 1071 Regents' Glen Blvd. York, PA 17403	217 156 61	Nathaniel W. Coffman Head of school	www.ycnds.org 717-843-9805	46 28.5/17.5	Spring Garden Twp. 1953	Independent college-prep school, grades preK-12, training future global leaders to be scholars, artists, athletes and citizens
15	29	LINDEN HALL SCHOOL FOR GIRLS 212 E. Main St. Lititz, PA 17543	209 54 155	Vincent M. Stumpo PhD Headmaster	www.lindenhall.org 717-626-8512 800-258-5778	25 3/22	Warwick Twp. 1746	Oldest, independent boarding and day school for girls in the U.S.
16	NR	SACRED HEART SCHOOL 235 Nevin St. Lancaster, PA 17603-3429	164 164 0	Sister Mary Carmel IHM Principal	www.sacredheartschoollancaster.com 717-393-8433	13 13/0	Lancaster 1902	K-8 Catholic elementary school, served by the Sisters of the Immaculate Heart of Mary teaching order
17	NR	SUSQUEHANNA WALDORF SCHOOL INC. 15 W. Walnut St. Marietta, PA 17547-0165	110 110 0	Deborah Duke Business manager	www.susquehannawaldorf.org 717-426-4506	11.5 11.5/0	Marietta 1987	Independent nonprofit elementary school offering parent/child, preschool/kindergarten programs
18	NR	ST. ROSE OF LIMA SCHOOL 115 N. Biesecker Road Thomasville, PA 17364-9598	98 98 0	Peggy Rizzuto Principal	www.stroseschoolpa.org DNR	0 DNR/DNR	Jackson Twp. 1919	Catholic-based education for students from 12 school districts in York and Adams counties
19	NR	THE JANUS SCHOOL 205 Lefever Road Mount Joy, PA 17552	70 21 49	Janet Gillespie Head of school	www.thejanusschool.org 717-653-0025	15 4/11	Mount Joy 1991	Helps individuals with specific learning disabilities access their potential
20	NR	THE CIRCLE SCHOOL 210 Oakleigh Ave. Harrisburg, PA 17111	65 50 15	Jim Rietmulder Administrator	www.CircleSchool.org 717-564-6700	3.2 2/1.2	Swatara Twp. 1984	Independent day school with a population demographically representative of the surrounding area; program balances student freedom and responsibility
21	NR	SILVER ACADEMY 3301 N. Front St. Harrisburg, PA 17110	57 57 0	Nachum Chasan Head of school	www.silveracademypa.org 717-238-8775	10.2 10.2/0	Harrisburg 1944	Jewish day school

DBA-doing business as DNR-did not respond NA-not applicable

The Central Penn Business Journal's private school list is limited to elementary and secondary private schools in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual schools, the Pa. Department of Education and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter.

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Researched by Alaine Keisling



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Colleges and universities

Ranked by 2011 enrollment

Rank	Prev. rank	School Address	Fall 2011 enrollment Total F-T/P-T	Top local official Title	Website Phone	% res./commuters Student:faculty Degrees conferred	F-T/P-T employees Campuses Year estab. locally	Special programs offered
1	1	HARRISBURG AREA COMMUNITY COLLEGE 1 HACC Drive Harrisburg, PA 17110-2999	22,595 7,412 15,183	John J. "Ski" Sygielski EdD President	www.hacc.edu 717-780-2300 800-222-4222	0%/100% DNR Associate, certificate and diploma	986/895 5 1964	Online study, transfer agreements, dual admission, college in the high school, study abroad, technology/trades programs, honors program, NJCAA sports
2	NR	KUTZTOWN UNIVERSITY Kutztown Road, P.O. Box 730 Kutztown, PA 19530	10,283 9,117 1,166	F. Javier Cevallos PhD President	www.kutztown.edu 610-683-4000 877-628-1915	44%/56% 20:1 Bachelor's and master's	931/84 1 1866	Art education; communications; criminal justice; elementary, secondary and special ed.; sports mgt.; marine science; professional writing, pre-med
3	2	MILLERSVILLE UNIVERSITY 1 S. George St., P.O. Box 1002 Millersville, PA 17551-0302	8,725 7,104 1,621	John M. Anderson Incoming president	www.millersville.edu 717-872-3011 800-682-3648	29%/71% 22.16:1 Associate, bachelor's, master's	897/281 1 1855	Honors program, independent study, distance learning, double major, study abroad, internships, co-ops, off-campus study, Internet courses
4	3	SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299	8,183 7,101 1,082	William N. Ruud PhD President	www.ship.edu 717-477-7447	37%/63% 21:1 Bachelor's, master's, certificate, post-degree certificate	772/184 1 1871	Study abroad, internships, co-op work-study, visiting-student program, academic success program, accelerated program, double major, dual admission
5	4	YORK COLLEGE 441 Country Club Road York, PA 17403-3651	5,605 4,745 860	George W. Waldner President	www.ycp.edu 717-846-7788 800-455-8018	44%/56% 17:1 Associate, bachelor's, master's, doctorate	465/496 1 1787	Study abroad, internships, engineering co-ops; PhD of nursing practice
6	5	PENN STATE HARRISBURG 777 W. Harrisburg Pike Middletown, PA 17057-4898	4,269 2,880 1,389	Mukund S. Kulkarni PhD Chancellor	www.hbg.psu.edu 717-948-6029	DNR/DNR 12:1 Associate, bachelor's, master's, doctorate	471/117 1 1966	Research opportunities, internships, study abroad, honors program, community service, certificates, intercollegiate athletics
7	6	MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055	2,976 2,842 134	Kim S. Phipps PhD President	www.messiah.edu 717-766-2511 800-233-4220	88%/12% 13:1 Bachelor's, Master's	575/199 3 1909	Study abroad, internships, honors program, exchange-student program
8	9	DICKINSON COLLEGE P.O. Box 1773 Carlisle, PA 17013-2896	2,397 2,364 33	William G. Durden PhD President	www.dickinson.edu 717-245-5121	94%/6% 10:1 Bachelor's	795/122 1 1773	Study abroad, internships
9	8	ELIZABETHTOWN COLLEGE 1 Alpha Drive Elizabethtown, PA 17022	2,389 1,879 510	Carl J. Strikwerda President	www.etown.edu 717-361-1000	82%/18% 12:1 Associate, bachelor's, master's	456/193 4 1899	Study abroad, internships and student research, 80+ clubs and organizations, 20+ varsity sports, adult learner degree programs
10	10	FRANKLIN & MARSHALL COLLEGE College Avenue, P.O. Box 3003 Lancaster, PA 17604-3003	2,363 2,324 39	Daniel Porterfield PhD President	www.fandm.edu 717-291-3911	99%/1% 10:1 Bachelor of arts	602/211 1 1787	DNR
11	11	SUSQUEHANNA UNIVERSITY 514 University Ave. Selinsgrove, PA 17870	2,261 2,194 67	L. Jay Lemons President	www.susquehanna.edu 570-374-0101 800-326-9672	75%/25% 13:1 Bachelor's	0/0 1 1858	More than 50 majors, 45 minors and 850 courses; honors program; internships; study abroad; community-service programs
12	12	LEBANON VALLEY COLLEGE 101 N. College Ave. Annville, PA 17003	2,102 1,689 413	Lewis E. Thayne PhD President	www.lvc.edu 717-867-6100 866-582-4236	80%/20% 13:1 Associate, bachelor's, master's, doctor of physical therapy	318/161 1 1866	MBA, MME, MSE, study abroad, internships
13	14	CENTRAL PENN INC. DBA CENTRAL PENN COLLEGE 600 Valley Road, P.O. Box 309 Summerdale, PA 17093-0309	1,400 826 574	Melissa Vayda Interim president	www.centralpenn.edu 717-732-0702 800-759-2727	17%/83% 16:1 Bachelor's, associate	109/23 3 1881	Fully online, on-site and hybrid programs; study-abroad, internship, community-service and leadership programs; bachelor's in three years plus intern.
14	13	PENN STATE YORK 1031 Edgecomb Ave. York, PA 17403	1,329 865 464	John J. Romano PhD Interim chancellor	www.yk.psu.edu 717-771-4000 800-778-6277	0%/100% 15.9:1 Associate, bachelor's, master's	129/167 1 1926	Professional development and personal-enrichment certificate programs, world campus, internships, nanofabrication manufacturing technology program
15	16	LANCASTER BIBLE COLLEGE 901 Eden Road Lancaster, PA 17601-5306	1,186 802 384	Peter W. Teague President	www.lbc.edu 717-569-7071 800-544-7335	40%/60% 13:1 UG; 9:1 G Associate, certificate, bachelor's, master's, doctorate	140/80 1 1933	TravelLearn, study abroad, internships, online programs, High School Jumpstart program
16	15	LANCASTER GENERAL COLLEGE OF NURSING AND HEALTH SCIENCES 410 N. Lime St. Lancaster, PA 17602	1,185 492 693	Mary Grace Simcox EdD President	www.lancastergeneralcollege.edu 717-544-4912 800-622-5443	0%/100% 8:1 Associate, bachelor's, certificate and technical certificate	202/72 1 1903	Electrophysiology, nursing, health science, health care admin., nuclear medicine, clinical lab science, respiratory care, radiography, sonography
17	17	THADDEUS STEVENS COLLEGE OF TECHNOLOGY 750 E. King St. Lancaster, PA 17602	915 911 4	William Griscom President	www.stevenscollege.edu 717-299-7701 800-842-3832	43%/57% 23:1 Associate, certificate	86/33 1 1905	Internships, community-service credits, evening majors
18	18	PENN STATE COLLEGE OF MEDICINE 500 University Drive Hershey, PA 17033	769 731 38	Harold L. Paz MD CEO, senior VP and dean	med.psu.edu 717-531-8521	98%/2% DNR Master's, doctorate and medical doctorate degrees	1,151/204 2 1967	Summer undergraduate research internship program; various programs for undergraduates interested in biomedical sciences; master's in homeland security
19	NR	PENN STATE DICKINSON SCHOOL OF LAW 333 W. South St. Carlisle, PA 17013	578 578 0	Carla Pratt Associate dean of academic affairs	www.law.psu.edu 717-240-5000 800-840-1122	5%/95% 9.4:1 Juris doctorate, master of laws	0/0 2 1834	Joint programs for law degrees and MBA, MPA, MPEC and other master's or doctoral degrees
20	NR	DIXON UNIVERSITY CENTER 2986 N. Second St. Harrisburg, PA 17110	550 0 550	John C. Cavanaugh Chancellor	www.DixonUniversityCenter.org 717-720-4080	0%/100% DNR Degrees conferred by partner colleges and universities	7/1 1 1991	Corporate University professional training and continuing education
21	20	WIDENER UNIVERSITY SCHOOL OF LAW 3800 Vartan Way, P.O. Box 69381 Harrisburg, PA 17106-9381	419 336 83	James T. Harris President	law.widener.edu 717-541-3903 888-943-3637	0%/100% 16:1 JD, MSLS	0/0 4 1989	Certificate program in law and government; joint legal and MS degree in library science
22	21	HARRISBURG UNIVERSITY OF SCIENCE AND TECHNOLOGY 326 Market St. Harrisburg, PA 17101-2208	322 212 110	Eric D. Darr Interim president	www.harrisburgu.edu 717-901-5111 866-424-8648	10%/90% 11:1 Bachelor and master of science	48/36 1 2001	DNR
23	22	TEMPLE UNIVERSITY HARRISBURG 234 Strawberry Square Harrisburg, PA 17101	307 42 265	Link Martin Director	www.temple.edu/harrisburg 717-232-6400 866-769-1860	0%/100% 12:1 MSW, MEd and MS in community and regional planning, MPH	28/15 DNR 1987	Post-master's certificate in play therapy, special education certification, family development credential, teaching in higher ed
24	23	PENNSYLVANIA COLLEGE OF ART & DESIGN 204 N. Prince St., P.O. Box 59 Lancaster, PA 17608-0059	266 247 19	Mary Colleen Heil President	www.pcad.edu 717-396-7833 800-689-0379	0%/100% 10:1 BFA	43/33 1 1982	Four certificate programs; internships, design center, real-world projects in class; gallery, continuing education, youth art classes
25	26	LANCASTER THEOLOGICAL SEMINARY 555 W. James St. Lancaster, PA 17603	136 92 44	Rev. Dr. Carol E. Lytch President	www.lancasterseminary.edu 717-393-0654 800-393-0654	25%/75% 15:1 Master of divinity, master of arts in religion, doctor of ministry	28/9 1 1825	Youth and young adult ministries; chaplaincy; spiritual direction; cert. of lay leadership; Leadership Now-Youth; lectures and workshops

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked *Schools can have different rates for graduate versus undergraduate, part-time versus full-time, resident versus nonresident and other determinant factors. The Central Penn Business Journal's list of colleges and universities is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual schools, the Pennsylvania Department of Education and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 17, 2012; updated Jan. 11, 2013; next published Aug. 16, 2013.**

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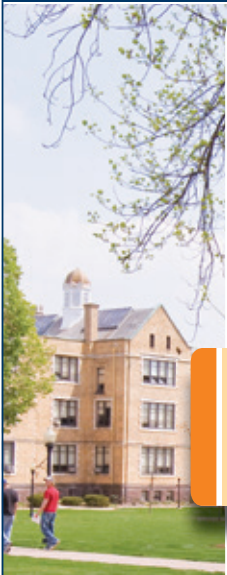
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1	1	ST. JOSEPH'S UNIVERSITY'S ERIVAN K. HAUB SCHOOL OF BUSINESS 5600 City Ave., MV 284 Philadelphia, PA 19131	875	Adele Foley Associate dean	www.sju.edu/mba 610-660-1690 888-758-6221	33-53 \$866 Evenings, weekends, online	2.5/450 15:1 July 15, Nov. 15, April 15	356 Philadelphia 1927	General, accounting, business intelligence, mgt., marketing, finance, intl. business, intl. marketing, human resources, health and medical services
2	2	UNIVERSITY OF PITTSBURGH'S JOSEPH M. KATZ GRADUATE SCHOOL OF BUSINESS 372 Mervis Hall Pittsburgh, PA 15260	758	William T. Valenta Jr. Assistant dean	www.business.pitt.edu/katz 412-648-1700	Varies \$1,075 Day, evening	NA/NA 10:1 Varies	301 Pittsburgh 1960	Finance, marketing, MIS, org behavior, operations, strategy, accounting; joint degrees: law, engineering, international business or affairs, MIS
3	NR	DESALES UNIVERSITY 2755 Station Ave. Center Valley, PA 18034-9568	648	David M. Gilfoil PhD Director	www.desales.edu/mba 610-282-1100, ext. 1450	36 \$715 Evening	DNR/ 500 15:1 Rolling admissions	104 Center Valley 1965	Accounting, computer information systems, finance, health care systems mgt., human-resource mgt., management, marketing, project mgt., self-designed
4	4	CARNEGIE MELLON UNIVERSITY'S TEPPER SCHOOL OF BUSINESS 5000 Forbes Ave. Pittsburgh, PA 15213-3890	623	John Mather PhD Executive director	www.tepper.cmu.edu 412-268-2272 800-850-4742	192 \$595 Day and evening	NA/NA 5:1 Nov., Jan. and March	304 Pittsburgh 1949	Finance, strategy, marketing, accounting, economics, entrepreneurship, info systems, org behavior, operations research, production/ops mgt.
5	6	UNIVERSITY OF SCRANTON'S ARTHUR J. KANIA SCHOOL OF MGT. 800 Linden St. Scranton, PA 18510	560	Muri Rajan PhD CFA and Kingsley Gnanendran MBA managers	www.scranton.edu 570-941-7600 800-366-4723	36 \$887 Evening	3.0 in major; 2.75 overall/NA DNR NA	160 Scranton 1888	Accounting, finance, marketing, international business, operations management, management information systems, enterprise management technology, general
6	5	VILLANOVA UNIVERSITY'S SCHOOL OF BUSINESS 800 Lancaster Ave. Villanova, PA 19085-1678	553	Kristy Irwin Associate director	www.business.villanova.edu 610-519-6288	48 \$800 Evening	NA/560-710 3.94-1 Nov. 15, March 31, June 30	188 Villanova, Delaware Co. 1922	Finance, health care, marketing, international business, management information systems, real estate, strategic management
7	NR	LA SALLE UNIVERSITY 1900 W. Olney Ave. Philadelphia, PA 19141	450	Elizabeth Schofield and Denise Saurennan Directors	www.lasalle.edu/mba 215-951-1057	33-51 \$800 Evening, Saturday, day	NA/NA NA April 15; Aug. 15; Jan. 15	182 Philadelphia 1863	Accounting, finance, management, marketing, international business, human-resource management, management info systems, general business admin.
8	8	DEVRY UNIVERSITY'S KELLER GRADUATE SCHOOL OF MANAGEMENT 1140 Virginia Drive Fort Washington, PA 19034-3204	312	Andrew Hildebrand Associate dean	www.keller.edu 215-591-5700 866-303-3879	48 \$752 Day, evening	2.7/NA DNR Rolling	63 Fort Washington, Montgomery Co. 1931	Accounting, e-commerce, general, information systems, network and communications, project and security mgt., finance, health services, intl. business
9	NR	PENN STATE UNIVERSITY'S GREAT VALLEY GRADUATE PROFESSIONAL STUDIES 30 E. Swedesford Road Malvern, PA 19355-1443	285	Barrie Litzky PhD and Janice L. Dreachslin PhD Co-professor-in-charges	www.sgps.psu.edu 610-648-3248	30-45 \$868 Late afternoons, evenings and Saturdays	3.5/540 18:1 Rolling	101 Malvern, Chester Co. 1963	New ventures and entrepreneurship, biotech and health industry mgt., technology mgt., sustainable mgt. practices, leadership development, HR
10	12	LEBANON VALLEY COLLEGE 101 N. College Ave. Annville, PA 17003	189	Jennifer K. Easter Director	www.lvc.edu 717-867-6335 866-582-4236	36 \$465 Evenings, weekends	DNR/Optional 14:1 Rolling	42 Annville Twp. 1866	Traditional MBA; concentration in health care management available
11	NR	INDIANA UNIVERSITY OF PA'S EBERLY COLLEGE OF BUSINESS 664 Pratt Drive Indiana, PA 15705-1071	188	Krish S. Krishnan Director	www.iup.edu/mba 724-357-2522	36 \$429 Day, evening, Saturdays	2.6/450 4:1 July 30	156 Indiana 1875	Accounting, finance, HR, marketing, supply-chain management, international business
12	11	PENN STATE UNIVERSITY'S SMEAL COLLEGE OF BUSINESS 220 Business Building University Park, PA 16802	186	Carrie Marcinkevage MBA managing director	www.smeal.psu.edu/mba 814-863-0474 800-379-6445	60 \$878 Day	NA/NA 2:1 Nov. 9, Jan. 11, April 12	DNR University Park, Centre Co. 1953	Supply-chain management, business-to-business marketing, corporate finance
13	9	WILKES UNIVERSITY'S JAY S. SIDHU SCHOOL OF BUSINESS AND LEADERSHIP 84 W. South St. Wilkes-Barre, PA 18766	184	Anthony Luzzo JD PhD Program director	www.wilkes.edu 570-408-4235 800-945-5378	39 \$740 Evening, weekend	NA/NA 16:1 Rolling	67 Wilkes-Barre 1933	Accounting, entrepreneurship, finance, health care, human resources, international business, marketing, operations management and leadership.
14	NR	ROBERT MORRIS UNIVERSITY 6001 University Blvd. Moon Twp., PA 15108-1189	177	John S. Clark PhD Director	www.rmu.edu 412-397-5200 800-762-0097	36 \$810 Evenings, weekend	2.9/460 13:1 Rolling	60 Moon Twp. 1921	General management; MS degrees also available in human resources management, nonprofit management, taxation
15	10	PENN STATE HARRISBURG 777 W. Harrisburg Pike Middletown, PA 17057-4898	176	Richard R. Young PhD Director	www.hbg.psu.edu 717-948-6140	30-48 \$759 Evenings	3.0/450 DNR April 18, July 18, Nov. 18	71 Lower Swatara Twp. 1966	Accounting, e-business, human-resource management, financial analysis, general business, supply-chain management
16	15	SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299	130	Robert D. Stephens Director	www.ship.edu 717-477-1483	30 \$416 Evenings and online	DNR/450 DNR Rolling	56 Shippensburg Twp. 1871	Managerial issues: strategy, leadership, entrepreneurship and globalization
17	16	ST. FRANCIS UNIVERSITY 117 Evergreen Drive, P.O. Box 600 Loretto, PA 15940-0600	116	Randy L. Frye EdD Dean	www.francis.edu 814-472-3026 866-342-5738	36-48 \$836 Primarily evenings	2.5/NA 14:1 Revolving	50 Loretto, Cambria Co. 1847	Master's in HR mgt. available in Harrisburg; MBA specialties in acct., finance, health care mgt., HR and marketing
18	17	CARLOW UNIVERSITY'S GRADUATE SCHOOL 3333 Fifth Ave. Pittsburgh, PA 15213	108	Mary Anne Basilone Associate professor	www.carlow.edu 412-578-6671 800-333-2275	36 \$686 Evening and online	NA (3.0 preferred)/NA DNR Rolling	42 Pittsburgh 1929	Innovation management, technology management, business administration
19	NR	EASTERN UNIVERSITY 750 East Park Drive Harrisburg, PA 17111-2758	102	Patricia Bleil Director	www.eastern.edu/harrisburg 717-565-1950, ext. 15 800-732-7669	36-39 \$620 Day, evening, weekend	2.5/NA 10:1 Mid-September	97 St. Davids, Delaware Co. 1925	Fast track MBA, MBA in health administration
20	NR	YORK COLLEGE'S DONALD GRAHAM SCHOOL OF BUSINESS 441 Country Club Road York, PA 17403-3651	100	David S. Greisler MBA program director	www.ycp.edu/mba 717-815-1491 800-455-8018	39 \$670 Evenings	NA/NA 8:1 Rolling	33 Spring Garden Twp. 1787	Accounting, continuous improvement, finance, general business management and marketing
21	19	SETON HILL UNIVERSITY 1 Seton Hill Drive Greensburg, PA 15601-1599	85	Douglas K Nelson MBA program director	www.setonhill.edu 724-830-4738 800-826-6234	36 \$747 Evening, Sat.	3.0 preferred/NA NA Rolling	87 Greensburg, Westmoreland Co. 1918	Entrepreneurship, management
22	NR	KUTZTOWN UNIVERSITY'S COLLEGE OF BUSINESS P.O. Box 730 Kutztown, PA 19530	85	Joe L. Lewis Associate dean	www.kutztown.edu 610-683-4575	30 \$493 Evenings and Saturdays	Part of admissions formula/Part of admissions formula 6:1 Rolling	26 Kutztown 1866	General MBA program
23	18	WIDENER UNIVERSITY 1 University Place Chester, PA 19013-5791	75	Savas Ozatalay Dean	www.widener.edu 610-499-4305 888-943-3637	30 \$874 Evening	2.8/510 9:1 May 1, Dec. 1, April 1	45 Chester, Delaware Co. 1821	Business process, enterprise resource planning, financial planning, health care administration, human resources, marketing
24	21	MORAVIAN COLLEGE'S COMENIUS CENTER FOR CONTINUING, PROFESSIONAL AND GRADUATE STUDIES 1200 Main St. Bethlehem, PA 18018-6650	50	William A. Kleintop PhD Associate dean	comenius.moravian.edu 610-861-1400	30 \$688 Evenings, Sat.	Part of formula/Part of formula 5:1 Rolling	13 Bethlehem, Northampton Co. 1742	General, health care, analytics, information technology service, supply-chain management, accounting and human-resource management

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked GMAT-Graduate Management Admission Test *-minimum grade point average as an undergraduate student
The Central Penn Business Journal's list of MBA programs is limited to those at schools in Pennsylvania. Information came from the individual schools and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 17, 2012; updated Jan. 11, 2013; next published Aug. 16, 2013. ① In-state tuition

Researched by Alaine Keisinger

MBA

YORK COLLEGE
OF PENNSYLVANIA

Academic substance. Real-world relevance. As central Pennsylvania's most established Master of Business Administration Program (est. 1977), York College continues to support the career advancement goals and professional development needs of regional organizations and their employees.

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David Greisler, D.P.A., Director: 717.815.6410 (o); 717.781.5667 (c)
Brenda Adams, M.S.H.E., Assistant Director: 717.815.1749 (o); 717.887.7071 (c)

School districts

Ranked by 2010-2011 enrollment

Rank	School district Address	2010-2011 enrollment	Website Phone	Population	Square miles Schools in SD	District office municipality Year district established	Municipalities within school district
1	LANCASTER SD 1020 Lehigh Ave. Lancaster, PA 17602	11,124	www.lancaster.k12.pa.us 717-291-6148	70,292	13.4 19	Lancaster 1836	Lancaster Twp. and Lancaster
2	CENTRAL DAUPHIN SD 600 Rutherford Road Harrisburg, PA 17109	10,900	www.cdschools.org 717-545-4703	83,750	127.8 17	Lower Paxton Twp. 1952	Lower Paxton, Middle Paxton, Swatara and W. Hanover twps., Dauphin, Paxtang and Penbrook
3	HARRISBURG CITY SD 2101 N. Front St., P.O. Box 2645 Harrisburg, PA 17110	8,112	www.hbgisd.k12.pa.us 717-703-4000	48,950	11.4 17	Harrisburg DNR	Harrisburg
4	WEST SHORE SD 507 Fishing Creek Road, P.O. Box 803 New Cumberland, PA 17070-0803	7,892	www.wssd.k12.pa.us 717-938-9577	DNR	75.0 16	Fairview Twp. 1965	Lower Allen Twp., Lemoyne, New Cumberland and Wormleysburg, Cumberland Co.; Fairview and part of Newberry twps., Goldsboro and Lewisberry, York Co.
5	CUMBERLAND VALLEY SD 6746 Carlisle Pike Mechanicsburg, PA 17050	7,717	www.cvschools.org 717-697-8261	46,926	103.0 10	Silver Spring Twp. 1952	Hampden, Middlesex, Monroe and Silver Spring twps.
6	HEMPFIELD SD 200 Church St. Landisville, PA 17538	7,087	www.hempfielddsd.org 717-898-5560	43,421	44.2 10	Hempfield Twp. 1952	E. Hempfield and W. Hempfield twps., East Petersburg and Mountville
7	DALLASTOWN AREA SD 700 New School Lane Dallastown, PA 17313	5,950	www.dallastown.net 717-244-4021	34,746	52.5 7	York Twp. 1962	Springfield and York twps., Dallastown, Jacobus, Loganville and Yoe
8	YORK CITY SD 329 S. Lindburgh Ave., P.O. Box 1927 York, PA 17405	5,802	www.ycs.k12.pa.us 717-845-3571	40,862	5.3 9	York 1927	York
9	MANHEIM TOWNSHIP SD 2933 Lititz Pike, P.O. Box 5134 Lititz, PA 17606-5134	5,788	www.mtwp.net 717-569-8231	DNR	23.4 8	Manheim Twp. 1955	Manheim Twp.
10	RED LION AREA SD 696 Delta Road Red Lion, PA 17356	5,665	www.rlasd.k12.pa.us 717-244-4518	32,661	141.6 10	Windsor Twp. 1957	Chanceford, L. Chanceford, N. Hopewell, and Windsor twps., Felton, Red Lion, Windsor and Winterstown
11	CENTRAL YORK SD 775 Marion Road York, PA 17402	5,587	www.cysd.k12.pa.us 717-846-6789	DNR	24.4 7	North York 1952	Manchester and part of Springettsbury twps.
12	PENN MANOR SD 2950 Charlestown Road, P.O. Box 1001 Millersville, PA 17551	5,169	www.pennmanor.net 717-872-9500	37,369	113.4 10	Manor Twp. DNR	Conestoga, Manor, Martic and Pequea twps., Millersville
13	CARLISLE AREA SD 623 W. Penn St. Carlisle, PA 17013	4,782	www.carliseschools.org 717-240-6800	34,794	76.2 10	Carlisle 1952	Dickinson and N. Middleton twps., Carlisle and Mount Holly Springs
14	CORNWALL-LEBANON SD 105 E. Evergreen Road Lebanon, PA 17042	4,674	www.clsd.k12.pa.us 717-272-2031	DNR	64.3 6	S. Lebanon Twp. 1963	N. Cornwall, N. Lebanon, S. Lebanon and W. Cornwall twps.; Cornwall and Mount Gretna
15	WARWICK SD 301 W. Orange St. Lititz, PA 17543	4,529	www.warwick.k12.pa.us 717-626-3734	DNR	40.3 6	Warwick Twp. 1958	Elizabeth and Warwick twps., Lititz
16	LEBANON SD 1000 S. Eighth St. Lebanon, PA 17042	4,450	www.lebanon.k12.pa.us 717-273-9391	25,297	4.6 7	Lebanon 1852	W. Lebanon Twp. and Lebanon
17	CONESTOGA VALLEY SD 2110 Horseshoe Road Lancaster, PA 17601	4,074	www.cvsd.k12.pa.us 717-397-2421	32,597	57.4 7	E. Lampeter Twp. 1955	E. Lampeter, U. Leacock and W. Earl twps., Akron
18	EPHRATA AREA SD 803 Oak Blvd. Ephrata, PA 17522	4,062	www.easd.k12.pa.us 717-733-1513	DNR	43.7 6	Ephrata 1957	Clay and Ephrata twps., Ephrata
19	SOUTH WESTERN SD 225 Bowman Road Hanover, PA 17331	4,046	www.swsd.k12.pa.us 717-632-2500	22,576	56.8 6	Penn Twp. 1955	Manheim, Penn and W. Manheim twps.
20	CONEWAGO VALLEY SD 130 Berlin Road New Oxford, PA 17350	4,034	www.conewago.k12.pa.us 717-624-2157	DNR	DNR 5	Oxford Twp. 1971	Berwick, Conewago, Oxford and parts of Hamilton, Mount Pleasant, Straban and Tyrone twps.; Abbottstown, McSherrystown, New Oxford and part of Bonneauville
21	ELIZABETHTOWN AREA SD 600 E. High St. Elizabethtown, PA 17022	4,021	www.etownschools.org 717-367-1521	26,789	55.4 7	Elizabethtown 1955	Conoy and W. Donegal twps., part of Mount Joy Twp. and Elizabethtown
22	SPRING GROVE AREA SD 100 E. College Ave. Spring Grove, PA 17362	3,863	www.sgasd.org 717-225-4731	DNR	91.6 6	Spring Grove DNR	Heidelberg, Jackson, N. Codorus and Paradise twps., Jefferson, New Salem, Seven Valleys and Spring Grove
23	LOWER DAUPHIN SD 291 E. Main St. Hummelstown, PA 17036	3,861	www.ldsd.org 717-566-5300	22,546	96.3 8	Hummelstown 1952	Conewago, E. Hanover, Londonderry and S. Hanover twps., Hummelstown
24	NORTHEASTERN SD 41 Harding St. Manchester, PA 17345	3,735	www.nesd.k12.pa.us 717-266-3667	18,671	48.3 7	Manchester 1952	Conewago, E. Manchester and part of Newberry twps., Manchester, Mount Wolf and York Haven
25	SOLANCO SD 121 S. Hess St. Quarryville, PA 17566	3,729	www.solanco.k12.pa.us 717-786-8401	DNR	180.7 7	Quarryville 1966	Bart, Colerain, Drumore, E. Drumore, Eden, Fulton, Little Britain and Providence twps. and Quarryville

DNR-did not respond NA-not applicable NR-not ranked SD-school district

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Researched by Alaine Keisling

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Energy MARKET FACTS

ELECTRIC UTILITIES: TOTAL MONTHLY BILL

The Pennsylvania Public Utility Commission is required by law to file a rate comparison report April 15 each year to help utility customers compare rates across different service areas. The rates shown are for “nonshoppers” — consumers who do not buy from suppliers in the state’s competitive energy market. Four Pennsylvania electricity distributors are subsidiaries of FirstEnergy Corp., an Akron, Ohio-based energy conglomerate.

as of Jan. 31, 2012	SMALL commercial usage: 5 kilowatt demand using 1,000 kilowatt-hours	MEDIUM commercial usage: 25 kilowatt demand using 10,000 kilowatt-hours	LARGE commercial usage: 500 kilowatt demand using 200,000 kilowatt-hours	INDUSTRIAL usage: 1,000 kilowatt demand using 400,000 kilowatt-hours
Citizens Electric Co.	\$114.12	\$938.57	\$18,052.20	\$36,054.19
Duquesne Light Co.	\$113.90	\$917.86	\$16,448.34	\$33,305.31
Metropolitan-Edison Co. (FirstEnergy)	\$119.32	\$1,070.14	\$23,461.04	\$44,259.35
PECO Energy Co.	\$150.80	\$1,099.06	\$21,951	\$39,204.71
Pennsylvania Electric Co. (FirstEnergy)	\$101.40	\$915.76	\$21,097.60	\$41,105.22
Pennsylvania Power Co. (FirstEnergy)	\$96.66	\$831.66	\$15,769.38	\$24,031.65
Pike County Light & Power Co.	\$126.27	\$1,157.87	\$22,960.12	\$45,817.58
PPL Electric Utilities Corp.	\$107.63	\$853.41	\$19,600.19	\$39,040.51
UGI Utilities Inc.	\$136.78	\$1,228.68	\$21,169.51	\$36,505.36
Wellsboro Electric Co.	\$147.52	\$1,129.92	\$22,066.46	\$39,990.82
West Penn Power dba Allegheny Power (FirstEnergy)	\$90.25	\$847.89	\$15,375.53	\$30,702.90

SOURCE: PENNSYLVANIA PUBLIC UTILITY COMMISSION RATE COMPARISON REPORT, APRIL 15, 2012

GAS UTILITIES: TOTAL MONTHLY BILL

The Pennsylvania Public Utility Commission is required by law to file a rate comparison report on April 15 each year to help utility customers compare rates across different service areas. The UGI-affiliated companies are not required to provide default service to large-scale users and accordingly do not provide rate information. The rates shown are for “nonshoppers” — consumers who do not buy from suppliers in the state’s competitive energy market.

as of Jan. 31, 2012 For utilities with annual revenue greater than \$40 million	SMALL commercial usage of 150,000 cubic feet per year	MEDIUM commercial usage of 500,000 cubic feet per year	LARGE commercial usage of 9 million cubic feet per year	INDUSTRIAL usage of more than 9 million cubic feet per year
Columbia Gas of PA Inc.	\$114.14	\$295.27	\$5,200.86	\$6,108.66
Equitable Gas Co.	\$129.26	\$401.57	\$6,952.50	\$6,952.50
National Fuel Gas Distribution Co.	\$128.11	\$362.35	\$5,820.15	\$5,671.53
PECO Energy Co.	\$154.27	\$447.67	\$6,947.01	\$7,626.86
People’s Natural Gas Co.	\$108.61	\$340.45	\$5,861.87	\$5,351.82
Peoples TWP	\$156.16	\$487.20	\$7,385.78	\$16,123.60
Philadelphia Gas Works	\$184.32	\$572.38	\$9,996.90	\$10,019.83
UGI Utilities Inc. - Gas	\$144.53	\$453.66	—	—
UGI Central Penn Gas Inc.	\$139.92	\$394.10	\$6,567.04	—
UGI Penn Natural Gas Co. Inc.	\$129.44	\$355.85	\$5,854.38	—

SOURCE: PENNSYLVANIA PUBLIC UTILITY COMMISSION RATE COMPARISON REPORT, APRIL 15, 2012

Alternative energy companies

Ranked by number of local employees

Rank	Prev. rank	Company Address	Local employees F-T/P-T	Top local executive Title	Website Phone	% of bus. that is alt. energy 2011 local revenue Counties in which you work	Local/total locations Headquarters Year established locally	Alternative energy specialties
1	7	SHIPLEY ENERGY CO. 415 Norway St., P.O. Box 946 York, PA 17403	300 300/0	William S. Shipley CEO	www.shipleyenergy.com 717-848-4100 800-839-1849	DNR DNR DNR	2/6 York 1929	DNR
2	1	HALLER ENTERPRISES INC. 212 Bucky Drive, P.O. Box 375 Littitz, PA 17543-0375	259 256/3	J. Richard Haller CEO	www.hallerenterprises.com 717-625-1500	15% \$45.88 million Lancaster, Lebanon, York, Dauphin, Cumberland, Berks, Chester, Adams	4/4 Manheim Twp. 1981	Geothermal, solar photovoltaic, solar thermal water heating
3	NR	MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610	225 224/1	Thomas F. "Chip" Brown President	www.mcclureco.com 717-232-9743	35% DNR Central Pa. and surrounding area	1/5 Susquehanna Twp. 1953	Geothermal, solar photovoltaic, biomass, wind turbines
4	2	H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745	173 173/0	Robert Whalen President	www.hbmcclure.com 717-232-4328	18% \$25.7 million Cumberland, Dauphin, Franklin, Lancaster, Perry, York	1/1 Harrisburg 1914	More than 1 million square feet of commercial space and thousands of residences conditioned with geothermal equipment
5	3	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	157 133/24	Jeffrey B. Lyons President and CEO	www.worleyobetz.com 717-665-6891 800-697-6891	20% \$478.72 million Residential: Chester, Dauphin, Lancaster and Lebanon counties; Commercial: five-state area	3/3 Penn Twp. 1946	Biodeisel, solar, 100% American fuel, geothermal, 100% green electricity generation
6	5	JEROME H. RHOADS INC. DBA RHOADS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17608-1198	73 70/3	Michael F. DeBerdine President and CEO	www.rhoadsenergy.com 717-397-5277	DNR \$48.14 million Lancaster, Chester, Berks counties	5/5 Lancaster 1917	Geothermal
7	6	JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514	73 73/0	Kenneth G. Leaman President	www.jkmechanical.com 717-464-0111 800-556-0028	40% \$13.88 million Berks, Chester, Dauphin, Lancaster, Lebanon, York	1/1 Pequea Twp. 1983	Residential and business solar systems as well as geothermal
8	4	SECCO INC. 1111 Primrose Ave. Camp Hill, PA 17011-6922	32 32/0	Barry Kindt President	www.SECCOinc.com 717-737-2142 800-730-2142	20% \$9.97 million Adams, Cumberland, Dauphin, Perry, York, Franklin, Lebanon, Lancaster, Juniata, Schuylkill, Fayette, Washington, Westmoreland	1/1 Lower Allen Twp. 1969	Energy-efficient lighting retrofits and controls
9	13	PARADISE ENERGY SOLUTIONS LLC 875 Brackbill Road Gap, PA 17527	24 21/3	Timothy L. Beiler CEO	www.paradisesolarenergy.com 717-407-5152 877-851-9269	100% \$8.54 million All PA Counties	2/7 Salisbury Twp. 2009	Solar photovoltaics and solar thermal
10	12	RICHARDS ENERGY GROUP INC. 781 S. Chiques Road Manheim, PA 17545	16 14/2	Frank J. Richards President	www.richardsenergy.com 717-898-6330	5% \$2 million All	1/1 Rapho Twp. 1995	Evaluate alternative energy project payback compared to demand response and backup generation
11	10	TIGER BUSINESS GROUP LLC DBA I NEED SOLAR 4915 Gettysburg Road Mechanicsburg, PA 17055	13 10/3	Danielle Barnes CEO	www.ineedsolar.com 717-975-9107 800-932-5007	100% DNR All	1/3 Lower Allen Twp. 1985	Solar PV and thermal installation
12	NR	DEER CREEK ELECTRIC 22 W. Water St. Yoe, PA 17313	10 6/4	Brian Samples President	www.deer-creek-electric.com 717-246-2778 800-897-8847	DNR DNR York, Adams, Lancaster, Dauphin and other surrounding counties	1/1 DNR DNR	Sells, installs and services solar
13	NR	EARTH NET LLC DBA EARTHNET ENERGY 95 Brim Blvd. Chambersburg, PA 17201	9 5/4	Brian C. McNew President and CEO	www.earthnetenergy.net 717-414-7652	100% \$10 million Nationwide	3/3 Greene Twp. 2008	Solar thermal evacuated tube collectors; customized racking and accessories; complete solar packages, controllers, tanks
14	NR	SOLAR RENEWABLE ENERGY LLC 4550 Lena Drive Mechanicsburg, PA 17055	7 7/0	Douglas R. Berry CEO	www.SREnergyLLC.com 717-571-1151	100% \$12.5 million Pa., N.J., Mass., Conn., Md. and Del.	1/1 Lower Allen Twp. 2009	Solar energy system development, finance and investment through PPA and PSA. SREC aggregator and broker. Monitor and asset management oversight
15	14	EICHELBERGERS ENERGY CO. LLC 6427 Carlisle Pike Mechanicsburg, PA 17050	7 7/0	Mark R. Taylor Vice president	www.eecopower.com 717-458-0927 800-989-8868	80% DNR Adams, Cumberland, Dauphin, Perry, York, Franklin, Juniata, Center, Mifflin, Bedford, Lancaster, Snyder	1/1 Silver Springs Twp. 1946	Solar photovoltaic, solar thermal
16		EAST COAST SOLAR INC. 501 S. Hanover St. Carlisle, PA 17013	4 2/2	Steve Gensel President	www.eastcoastsolarsystems.com 252-301-6792	DNR DNR Sales - Nation wide	1/3 Carlisle 1985	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisting

Energy consultants

Ranked by local energy consultants

Rank	Prev. rank	Company Address	Local energy consultants	Top local executive Title	Website Phone	F-T/P-T employees Local clients	Local/total locations Headquarters Year established locally	Consulting expertise
1	1	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	209	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	614/116 DNR	3/60 E. Pennsboro Twp. 1915	DNR
2	NR	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	86	William S. Tafuto President	www.armgroup.net 717-533-8600	86/5 DNR	4/5 Derry Twp. 1998	DNR
3	4	SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302	38	Sandi Loy Bell CEO	www.skellyloy.com 717-232-0593 800-892-6532	76/21 DNR	1/6 Swatara Twp. 1969	Fuel supply studies, GIC claims, facility design, environmental siting and permitting, archaeology, wetlands, NEPA reviews, mitigation
4	2	BUCHART HORN INC./BASCO ASSOCIATES 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	27	Brian S. Funkhouser President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	134/9 DNR	3/16 York 1945	DNR
5	3	HALLER ENTERPRISES INC. 212 Bucky Drive, P.O. Box 375 Lititz, PA 17543-0375	17	J. Richard Haller CEO	www.hallerenterprises.com 717-625-1500	256/3 DNR	4/4 Manheim Twp. 1981	Energy benchmarking, thermographic imaging, energy assessments and comprehensive building performance reviews; building automation systems, lighting evaluation and predictive/preventive maintenance plans; geothermal, solar photovoltaic and solar thermal systems
6	5	BARTON ASSOCIATES INC. 221 W. Philadelphia St. York, PA 17401-2991	12	N. Daniel Waltersdorff President	www.ba-inc.com 717-845-7654	39/4 DNR	2/3 York 1968	Mechanical, electrical and plumbing design, commissioning, integrated energy services
7	6	RICHARDS ENERGY GROUP INC. 781 S. Chiques Road Manheim, PA 17545	10	Frank J. Richards President	www.richardsenergy.com 717-898-6330	14/2 Wenger Feeds lighting, PJM program, electric purchasing, billing analysis; Lancaster Library lighting retrofit, electric purchasing, billing analysis	1/1 Rapho Twp. 1995	Energy engineering, utility issues, electric power purchasing, power pools, lighting retrofits, PJM Demand Side Response Programs, submetering
8	7	BARTON & LOGUIDICE PC 1104 Fernwood Ave., Suite 501 Camp Hill, PA 17011	8	Kevin E. Voorhees Principal associate	www.bartonandloguidice.com 717-737-8326 1-800-724-1070	6/4 DNR	1/6 Syracuse, N.Y. DNR	DNR
9	NR	A1 RESTORATION INC. DBA A1 ENERGY 2730 Shenck Road Manheim, PA 17545	5	Lori Porreca President	www.a1energy.net 717-898-8021	4/1 DNR	1/1 E. Hempfield Twp. 2005	Electricity and gas procurement; lighting retrofits; air compressor efficiency improvements; energy audits
10	NR	EARTH NET LLC DBA EARTHNET ENERGY 95 Brim Blvd. Chambersburg, PA 17201	4	Brian C. McNew President and CEO	www.earthnetenergy.net 717-414-7652	5/4 Scottees Coin Wash, The Butcher Shoppe, Fulton County Medical Center.	3/3 Greene Twp. 2008	Complete commercial, industrial design and engineering consulting in solar thermal applications
11	15	UTILITY RATES ANALYSTS 220 S. 17th St. Camp Hill, PA 17011	3	Stephen Cantore President	www.utilityratesanalysts.com 717-761-5150	4/0 Armstrong World Industries, Hershey Entertainment, Utz Quality Foods	1/2 Camp Hill 1991	Utility cost reductions, electric and gas supply procurement, capacity obligation management, demand response program implementation
12	NR	GENX DEVELOPMENT LLC 2730 Shenck Road Manheim, PA 17545	3	Lori Porreca Partner	717-898-8021	3/0 DNR	1/1 E. Hempfield Twp. 2011	Onsite generation; NG Cogen, biomass, solar PV
13	17	HIGH CONSTRUCTION CO. 1853 William Penn Way Lancaster, PA 17601	2	Matthew Twomey President and COO	www.highconstruction.com 717-291-2276	55/0 DNR	1/1 E. Lampeter Twp. 1978	Energy benchmarking, thermal graphic imaging, energy audits/studies, retro-commissioning, Energy Star building certification
14	18	TIGER BUSINESS GROUP LLC DBA I NEED SOLAR 4915 Gettysburg Road Mechanicsburg, PA 17055	2	Danielle Barnes CEO	www.ineedsolar.com 717-975-9107 800-932-5007	10/3 Masonic Homes 1 MG solar PV installation; Willowbrook Farms solar PV installation; Dale Egan solar installations	1/3 Lower Allen Twp. 1985	Energy consumption, BPI-certified building analyst
15	21	SHIPLEY ENERGY CO. 415 Norway St., P.O. Box 946 York, PA 17403	2	William S. Shipley CEO	www.shipleyenergy.com 717-848-4100 800-839-1849	300/0 DNR	2/6 York 1929	Home energy audits and green screens

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisinger

Recycling companies

Ranked by tons recycled

Rank	Prev. rank	Company Address	Tons recycled in 2011	Top local executive Title	Website Phone	Products recycled Pick up/drop off	F-T/P-T local employees 2011 local/total revenue Recycling end products	Counties covered % res./non-res.	Local/total locations Headquarters Year established locally	Services provided
1	1	CHAMBERSBURG WASTE PAPER CO. INC. DBA CWP WASTE SERVICES 2047 Loop Road, P.O. Box 975 Chambersburg, PA 17201-0975	100,000	Kelly Adams President	www.cwprecycle.com 717-264-4890	All types of paper, plastic, metal and construction materials, inc. wood, drywall Pick up and drop off	75/0 \$10 million/\$10 million DNR	Pa., Md., W.Va., Va. 0%/100%	4/4 Chambersburg 1974	Hauling/processing of recyclables and waste disposal for commercial, industrial and construction customers
2	2	PENN WASTE INC. 3955 N. George St. Ext. (Manchester), P.O. Box 3066 York, PA 17402-3066	81,900	Scott R. Wagner President	www.pennwaste.com 717-767-4456 866-575-8720	Newspaper, plastic, steel, corrugated aluminum Pick up only	322/0 DNR/DNR Sell to end users	Adams, Cumberland, Dauphin, Lancaster, York 75%/25%	1/1 E. Manchester Twp. 2000	Hauling, disposal, recycling collection, processing
3	3	AGRI MARKETING INC. DBA USA-GYPSUM 1802 Texter Mountain Road Reinholds, PA 17569-9408	30,000	Terry Weaver President	www.usagypsum.com 717-335-0379	Drywall Pick up and drop off	9/3 \$2.4 million/\$2.4 million Marketed as agricultural gypsum	All of Pennsylvania 0%/100%	2/2 W. Cocalico Twp. 1998	Gypsum animal bedding manufacturer, agronomic gypsum, delivery, hauling and recycling
4	5	NCB COMMODITIES INC. 3340 Concord Road, P.O. Box 3338 York, PA 17402-0338	19,200	Jerry Breneman President	www.ncbcommodities.com 717-840-1844	Paper and plastic Pick up and drop off	10/2 DNR/DNR Sell to consumers	York, Lancaster, Dauphin, Cumberland, Adams 1%/99%	1/1 Springettsbury Twp. 1986	Paper and plastic recycling, document destruction
5	6	EDIE WASTE INC. ① P.O. Box 448 Marietta, PA 17547	17,853	Chris Edie President	www.ediewaste.com 717-426-6060 866-684-6060	Shingles, wood, cardboard, scrap metal, drywall, and cleanfill Pick up and drop off	38/0 \$9.6 million/\$9.6 million In-house construction and demolition recycling	Chester, Cumberland, Dauphin, Lancaster, Lebanon and York 3%/97%	2/2 Marietta 1998	Commercial, residential, industrial and construction waste hauling and recycling; portable restroom service
6	7	TIER ENVIRONMENTAL SERVICES INC. 5745 Lincoln Highway Gap, PA 17527	10,000	Joseph J. Madrak President and CEO	www.tierde.com 717-442-4400 800-652-4400	Fluorescent bulbs, scrap steel, batteries, electronic equipment, paper, cardboard, aluminum Pick up only	42/1 \$9 million/\$9 million Materials sent to precious-metal, computer and light-bulb recycling	Del., Md., N.J., N.Y., Pa. 2%/98%	1/2 Salisbury Twp. 2003	Transportation, recycling and disposal of hazardous and non-hazardous industrial waste; site remediation; industrial maintenance services
7	NR	LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380	8,000	Joseph G. Barry President	www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356	Newspaper, glass, cans, plastics, cardboard, woody waste, leaves, office paper, metal Pick up and drop off	75/21 \$16.1 million/\$16.1 million Transport to processors to be recycled	Berks, Dauphin, Lancaster, Lebanon, York 50%/50%	1/1 Heidelberg Twp. 1964	Solid waste collection, recycling and disposal services
8	8	TIGER WASTE DISPOSAL SERVICES INC. DBA TIGER TRASH 110 W. Crone Road, P.O. Box 2444 York, PA 17405-2444	5,000	Terry S. Stewart President	www.tigertrash.com 717-699-1111 877-743-1382	Cardboard, metals, drywall, wood, paper, co-mingle, construction and demolition Pick up and drop off	27/0 \$6.3 million/\$6.3 million DNR	Adams, Cumberland, Dauphin, Lancaster, Lebanon, York 0%/100%	1/1 Manchester Twp. 1999	Hauling, disposal, recycling roll-off service, dump truck, portable toilet and event services, residential, commercial, industrial services

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of recycling companies is limited to companies in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 13, 2012; updated Jan. 8, 2012; next published Jan. 11, 2013.** ① Purchased in 2012 by Republic Services Inc.

Researched by Alaine Keisling

Commercial waste-hauling services

Ranked by number of tons hauled

Rank	Prev. rank	Company Address	Tons hauled in 2011	Top local executive Title	Website Phone	F-T/P-T local employees 2011 local/total revenue	% of business: comm./ind./res. Counties covered	Local/total locations Headquarters Year established locally	Services provided
1	1	PENN WASTE INC. 3955 N. George St. Ext. (Manchester) P.O. Box 3066 York, PA 17402-3066	615,000	Scott R. Wagner President	www.pennwaste.com 717-767-4456 866-575-8720	322/0 DNR/DNR	15%/15%/70% Adams, Cumberland, Dauphin, Lancaster, York	1/1 E. Manchester Twp. 2000	Hauling, disposal, recycling collection, processing
2	3	TIGER WASTE DISPOSAL SERVICES INC. DBA TIGER TRASH 110 W. Crone Road, P.O. Box 2444 York, PA 17405-2444	343,000	Terry S. Stewart President	www.tigertrash.com 717-699-1111 877-743-1382	27/0 \$6.3 million/\$6.3 million	25%/47%/28% Adams, Cumberland, Dauphin, Lancaster, Lebanon, York	1/1 Manchester Twp. 1999	Hauling, disposal, recycling roll-off service, dump truck, portable toilet and event services, residential, commercial, industrial services
3	4	EDIE WASTE INC. ① P.O. Box 448 Marietta, PA 17547	137,000	Chris Edie President	www.ediewaste.com 717-426-6060 866-684-6060	38/0 \$9.6 million/\$9.6 million	45%/45%/10% Chester, Cumberland, Dauphin, Lancaster, Lebanon and York	2/2 Marietta 1998	Commercial, residential, industrial and construction waste hauling and recycling; portable restroom service
4	NR	LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380	130,600	Joseph G. Barry President	www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356	75/21 \$16.1 million/\$16.1 million	33%/33%/33% Berks, Dauphin, Lancaster, Lebanon, York	1/1 Heidelberg Twp. 1964	Solid waste collection, recycling and disposal services
5	5	TIER ENVIRONMENTAL SERVICES INC. 5745 Lincoln Highway Gap, PA 17527	100,000	Joseph J. Madrak President and CEO	www.tierde.com 717-442-4400 800-652-4400	42/1 \$9 million/\$9 million	30%/68%/2% Del., Md., N.J., N.Y., Pa.	1/2 Salisbury Twp. 2003	Transportation, recycling and disposal of hazardous and non-hazardous industrial waste; site remediation; industrial maintenance services
6	6	CHAMBERSBURG WASTE PAPER CO. INC. DBA CWP WASTE SERVICES 2047 Loop Road, P.O. Box 975 Chambersburg, PA 17201-0975	30,000	Kelly Adams President	www.cwprecycle.com 717-264-4890	75/0 \$10 million/\$10 million	50%/50%/0% Pa., Md., W.Va., Va.	4/4 Chambersburg 1974	Hauling/processing of recyclables and waste disposal for commercial, industrial and construction customers
7	NR	AGRI MARKETING INC. DBA USA-GYPSUM 1802 Texter Mountain Road Reinholds, PA 17569-9408	30,000	Terry Weaver President	www.usagypsum.com 717-335-0379	9/3 \$2.4 million/\$2.4 million	100%/0%/0% All of Pennsylvania	2/2 W. Cocalico Twp. 1998	Gypsum animal bedding manufacturer, agronomic gypsum, delivery, hauling and recycling

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of commercial waste-hauling services is limited to companies in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 9, 2012; updated Jan. 7, 2013; next published Jan. 11, 2013.** ① Purchased in 2012 by Republic Services Inc.

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supplyinfo@allegHENYenergy.com
www.allegHENYenergysupply.com

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P.O. Box 660462, Plano, TX 75266-0462
877-282-6248
www.ambitenergy.com

AMERICAN POWERNET MANAGEMENT LP

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610-372-8500, 877-977-2636,
610-372-9100(fax)
www.americanpowernet.com

AMERIGREEN ENERGY INC.

1862 Charter Lane, Suite 101,
Lancaster, PA 17601
717-665-1402, 888-423-8357,
717-665-1403(fax)
www.amerigreen.com

ANTHRACITE POWER & LIGHT CO.

10 Gilberton Road, Gilberton, PA 17934
570-874-2000, 570-874-2550(fax)
www.anthracitepower.com

AP GAS & ELECTRIC LLC

6161 Savoy Drive, Suite 500,
Houston, TX 77036
713-337-2828, 855-274-3552
www.apgellc.com

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2274 Washington St., Newton, MA 02462
267-338-3434, 800-454-0027
www.bettercostcontrol.com

BLUESTAR ENERGY SERVICES INC.

198 Hostetter Lane, Lancaster, PA 17602
312-327-0090, 866-258-3782,
312-628-8679(fax)
www.bluestarenergy.com

BMARK ENERGY INC.

791 Price St., No. 177,
Pismo Beach, CA 93449
805-773-3762, 888-987-8777

CENTERPOINT ENERGY INC. DBA CENTERPOINT ENERGY SERVICES

325 Laudermilch Road, Suite 202,
Hershey, PA 17033
717-520-3670, 800-495-9880,
717-520-3674(fax);
CES_Communication@centerpointenergy.com
www.CenterPointEnergy.com/ces

CHAMPION ENERGY SERVICES LLC

13831 NW Freeway, Suite 250, P.O. Box
4190, Houston, TX 77210-4190
281-653-5090, 877-653-5090,
281-653-5080(fax); info@
championenergyservices.com
www.championenergyservices.com

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877-226-5392, 877-332-1067(fax)
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713-664-8600, 713-664-8614(fax);
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www.dacott.com

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888-925-9114, 412-394-3388(fax)
www.directenergy.com

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888-734-0741
www.directenergy.com

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412-393-1130, 412-393-4119(fax);
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www.duquesnelightenergy.com

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814-833-3200, 800-815-2660,
814-833-4844(fax)
www.eeapa.com

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50 Methodist Hill Drive, Suite 1500,
Rochester, NY 14623
585-487-3600, 800-544-0182
www.energetix.net

ENERGY COOPERATIVE ASSOCIATION OF PENNSYLVANIA

1528 Walnut St., Suite 2100,
Philadelphia, PA 19102
215-413-2122; ecapstaff@theenergy.coop
www.theenergy.coop

ENERGY COOPERATIVE OF AMERICA

1408 Sweet Home Road, Suite 8,
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716-580-3506, 800-422-1475
www.ecamerica.org

ENERGY PLUS HOLDINGS LLC

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Philadelphia, PA 19104-9728
267-295-5536, 877-232-7052
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410-837-1120, 410-837-1149(fax)
www.energytrustllc.com

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303-444-2366, 877-444-0087,
303-443-4409(fax)
www.energywindow.com

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617-692-2043, 617-224-9910(fax)
www.enernoc.com

EXELON ENERGY CO.

300 Exelon Way, Kennett Square, PA 19348
610-765-6625, 877-610-3637,
610-765-7843(fax)
www.exelonenergy.com

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341 White Pond Drive, B3, Akron, OH 44320
800-977-0500, 330-315-6913(fax)
www.firstenergysolutions.com

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190 Welles St., Suite 110,
Forty Fort, PA 18704
888-601-3141, 845-503-3968(fax);
sales@gesc.com
www.gesc.com

GDF SUEZ ENERGY RESOURCES NA INC.

225 City Line, Bala Cynwyd, PA 19004
713-636-1400, 888-724-7937,
713-636-1799(fax); sales@gdfsuezna.com
www.rediscoverenergypa.com

GEXA ENERGY PENNSYLVANIA LLC

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866-961-9399, 866-352-4392(fax)
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888-333-7911(fax)
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800-437-7872, 732-750-6670(fax)
www.hess.com

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Philadelphia, PA 18103
267-386-4995, 877-483-7669
www.hudsonenergy.net

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www.idtenergy.com

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800-377-7079, 703-908-2338(fax);
MASales@integrysenergy.com
www.integrysenergy.com

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www.keytexenergy.com

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954-598-7060, 866-769-3799,
954- 208-0207(fax)
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LINDE ENERGY SERVICES INC.

1011 E. Market St., Bethlehem, PA 18017
610-807-4034, 610-807-4000(fax)

MITCHELL ENERGY MANAGEMENT

610 Berwick Road, P.O. Box 7676,
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302-478-5785, 302- 478-5786(fax)

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972- 383-8200(fax)
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240-456-0505, 800-785-4373,
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questions@mxenergy.com
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832-374-8007(fax)
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888-682-8082
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www.ugienergyservices.com

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www.unifiedenergy.com

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800-388-3862; sales@lowcostpower.com
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866-663-2508; customer@viridian.com
www.viridian.com

WASHINGTON GAS ENERGY SERVICES INC.

13865 Sunrise Valley Drive, Suite 200,
Herndon, VA 20171-4661
703-793-7500, 888-884-9437;
wges_info@wges.com
www.wges.com

WINDSTREET ENERGY INC.

157 New Brunswick Ave.,
Perth Amboy, NJ 08861
888-853-2784, 732-442-4176(fax)
www.windstreet.com

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www.conedsolutions.com

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877-547-6706
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www.eeapa.com

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Rochester, NY 14623
585-487-3600, 800-544-0182
www.energetix.net

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300 Exelon Way, Kennett Square, PA 19348
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FIRSTENERGY SOLUTIONS CORP.

341 White Pond Drive, B3, Akron, OH 44320
800-977-0500
www.firstenergysolutions.com

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190 Welles St., Suite 110,
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www.gesc.com

HESS CORP.

1 Hess Plaza, Woodbridge, NJ 07095
800-437-7872
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415 Norway St., P.O. Box 946,
York, PA 17403
717-848-4100, 800-839-1849
www.shipleyenergy.com

UGI ENERGY SERVICES INC.

1 Meridian Blvd., Suite 2001,
Wyomissing, PA 19610
610-373-7999, 800-427-8545
www.ugienergyservices.com

WORLEY & OBETZ INC.

85 White Oak Road, P.O. Box 429,
Manheim, PA 17545-0429
717-665-6891, 800-697-6891
www.worleyobetz.com

The Central Penn Business Journal's directory of natural gas suppliers is limited to those approved by the Pennsylvania Public Utility Commission. Information came from the PUC, individual companies and other Business Journal research. Published Feb. 3, 2012; Updated Jan. 16, 2013; Next published Feb. 1, 2013.

Electricity-distribution companies

Ranked by Pennsylvania electric distribution revenue

Rank	Prev. rank	Company Address	2011/2010 electric distribution/ operating revenue	Top local executive Title	Website Phone	2011 total kilowatt hours Avg. customers in Pa.	Headquarters Year established	PA coverage area
1	2	PPL ELECTRIC UTILITIES CORP. 2 N. Ninth St. Allentown, PA 18101	\$847.77 million \$718.37 million	David G. DeCampi President	www.ppelectric.com 610-774-5151 800-342-5775	36.94 billion 1.40 million	Allentown 1920	29 counties, including Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties
2	3	DUQUESNE LIGHT CO. 411 Seventh Ave. Pittsburgh, PA 15219	\$453.80 million \$428.93 million	Richard Riazzi President and CEO	www.duquesnelight.com 412-393-6000 888-393-7100	14.03 billion 587,610	Pittsburgh 1903	Allegheny and Beaver counties
3	1	METROPOLITAN EDISON CO. 2800 Pottsville Pike, P.O. Box 16001 Reading, PA 19640	\$446.98 million \$783.15 million	David A. Karafa Regional president	www.firstenergycorp.com NA 800-545-7741	13.97 billion 552,631	Akron, Ohio 1917	13 Pennsylvania counties
4	NR	WEST PENN POWER CO. 800 Cabin Hill Drive Greensburg, PA 15601-1650	\$306.99 million \$301.19 million	Rodney L. Dickens President	724-837-3000	20.10 million 717,269	Greensburg, Westmoreland Co. 1916	NA
5	4	PENNSYLVANIA POWER CO. 2800 Pottsville Pike, P.O. Box 16001 Reading, PA 19612	\$96.40 million \$99.75 million	Douglas S. Elliott Vice president	www.firstenergycorp.com NA 800-720-3600	4.59 billion 160,250	Muhlenberg Twp. NA	Allegheny, Beaver, Butler, Crawford, Lawrence, Mercer and Venango counties
6	NR	PIKE COUNTY LIGHT & POWER One Blue Hill Plaza Pearl River, NY 10965	\$6.04 million \$6.29 million	William Longhi President	www.oru.com NA 877-434-4100	75.24 million NA	Pearl River, N.Y. 1910	NA
7	NR	WELLSBORO ELECTRIC CO. 33 Austin St., P.O. Box 138 Wellsboro, PA 16901	\$4.50 million \$3.60 million	Craig Eccher President and CEO	www.wellsborelectric.com 570-724-3516	119.73 million 6,177	Lewisburg 1894	NA
8	5	CITIZENS' ELECTRIC CO. OF LEWISBURG 1775 Industrial Blvd., P.O. Box 551 Lewisburg, PA 17837	\$4.38 million \$3.82 million	Eric W. Winslow President and CEO	www.citizenselectric.com 570-524-2231	0 6,828	Lewisburg 1911	Northumberland and Union counties

DBA-doing business as NA-not available NR-not ranked

The Central Penn Business Journal's list of electricity-distribution companies was limited to those in Pennsylvania. Information came from the individual companies, the Pennsylvania Public Utility Commission and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published July 6, 2012; updated Dec. 16, 2012.**

Researched by Alaine Keisling

Gas-distribution companies

Ranked by Pennsylvania gas operating revenue

Rank	Prev. rank	Company Address	2011 Pa. gas operating revenue % change	Top local executive Title	Website Phone	Pa. customers 2011 thousand cubic feet sold in PA	Headquarters Year established locally	Services provided
1	NR	PHILADELPHIA GAS WORKS 800 W. Montgomery Ave. Philadelphia, PA 19122	\$705.08 million	Craig E. White President and CEO	www.pgworks.com 215-235-1000	513,943 70.68 million	Philadelphia 1836	Provides gas service within the city of Philadelphia; largest municipally owned gas utility in the country
2	5	PECO ENERGY CO. 2301 Market St. Philadelphia, PA 19103-1338	\$686.77 million ^①	Denis P. O'Brien President and CEO	www.exeloncorp.com 215-841-4000 800-494-4000	490,484 ^① 82.69 million ^①	Philadelphia 1929	Electric and natural-gas distribution in southeastern Pennsylvania
3	NR	UGI UTILITIES INC. 2525 N. 12th St., Suite 360 Reading, PA 19605	\$573.29 million ^①	John L. Walsh President and CEO	www.ugi.com 610-796-3400 800-276-2722	341,315 ^① 95.66 million ^①	Reading 1925	Provides natural gas to residential and commercial customers, as well as electricity in northeastern Pennsylvania
4	1	COLUMBIA GAS OF PENNSYLVANIA INC. 501 Technology Drive Canonsburg, PA 15317-9585	\$504.75 million	M. Carol Fox President	www.columbiagasparmd.com 724-416-6300	414,679 33.24 million	Cecil Twp., Washington County 1885	Natural-gas distribution and customer service
5	NR	EQUITABLE GAS CO. LLC 225 North Shore Drive Pittsburgh, PA 15212-5861	\$333.87 million	William R. Lucas President	www.eqt.com 412-553-5700	260,009 48.24 million	Pittsburgh 1888	Provides natural gas to customers in Pittsburgh, southwestern Pennsylvania and northern West Virginia
6	3	NATIONAL FUEL GAS DISTRIBUTION CORP. 1100 State St. Erie, PA 16501-1912	\$248.05 million	Carl M. Carlotti Senior VP	www.nationalfuelgas.com 814-871-8000 800-365-3234	213,184 43.07 million	Williamsville, N.Y. 1902	Provides natural gas to customers in 14 counties in northwestern Pennsylvania
7	NR	VALLEY ENERGY CORP. 523 S. Keystone Ave. Sayre, PA 18840	\$8.62 million	Robert J. Crocker President and CEO	www.ctenterprises.org 570-888-6199	6,045 31.65 million	Lewisburg 1984	NA
8	4	NORTH EAST HEAT & LIGHT CO. 10700 W. Main Road North East, PA 16428-2228	\$3.56 million	Samuel S. Miller President	814-725-4302	2,948 512,197	North East, Erie County 1886	NA
9	NR	PIKE COUNTY LIGHT & POWER GAS 1 Blue Hill Plaza Pearl River, NY 10965	\$1.34 million	William Longhi President	www.oru.com NA 877-434-4100	1,192 122,464	Pearl River, N.Y. 1910	Provides electricity to five municipalities in Pike County

DBA-doing business as NA-not available NR-not ranked

The Central Penn Business Journal's list of gas-distribution companies was limited to those with customers in Pennsylvania. Information came from the individual companies, the Pennsylvania Public Utility Commission and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published July 6, 2012; updated Dec. 16, 2012.** ^① Most recently available information is from 2010.

Researched by Alaine Keisling

Fuel companies

Ranked by number of local employees

Rank	Prev. rank	Company Address	Total local employees F-T/P-T	Top local executive Title	Website Phone	2011 local/total revenue	% of business: comm./res. Types of fuel	Gallons delivered in 2011 Delivery area	Local/total locations Headquarters Year established locally	Services offered
1	5	SHIPLEY ENERGY CO. 415 Norway St., P.O. Box 946 York, PA 17403	300 300/0	William S. Shipley III CEO	www.shipleyenergy.com 717-848-4100 800-839-1849	DNR DNR	DNR/DNR Bioheat; ultra-low-sulphur diesel; high-sulphur diesel, propane	DNR DNR	2/6 York 1929	Provides natural gas, electricity, propane, heating oil, HVAC, diesel and gasoline, bulk fuel and asphalt deliveries, preventative maintenance
2	1	H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745	173 173/0	Robert Whalen President	www.hbmcclure.com 717-232-4328	\$25.7 million \$25.7 million	DNR/DNR No. 2 heating oil; LP Gas	DNR Cumberland, Dauphin, Franklin, Lancaster, Perry, York	1/1 Harrisburg 1914	Full-service design-build mechanical contractor; commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal
3	2	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	157 133/24	Jeffrey B. Lyons President and CEO	www.worleyobetz.com 717-665-6891 800-697-6891	\$478.72 million \$478.72 million	90%/10% Bioheating fuels, gasoline, biodiesel fuels, propane, ethanol	157.67 million Residential: Chester, Dauphin, Lancaster and Lebanon counties; Commercial: five-state area	3/3 Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
4	3	JEROME H. RHOADS INC. DBA RHOADS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17608-1198	73 70/3	Michael F. DeBerdine III President and CEO	www.rhoadsenergy.com 717-397-5277	\$48.14 million \$48.14 million	DNR/DNR Fuel oil, kerosene, gasoline, diesel, natural gas	DNR Lancaster, Chester, Berks counties	5/5 Lancaster 1917	Sales and service of fuel oil, natural gas, propane and fleet fueling
5	4	W.C. ESHENAUER & SON INC. 200 S. 41st St. Harrisburg, PA 17111	60 55/5	W. Craig Eshenaur President	www.eshenaurs.com 717-236-5031	\$11 million \$11 million	30%/70% Heating oil, propane, ULSD off-road diesel and gasoline.	1.95 million 50-mile radius of Harrisburg	1/1 Swatara Twp. 1929	Plumbing, heating, air conditioning, sheet metal, wells, water treatment, machine shop, welding, fuel and propane
6	6	SUPERIOR PLUS ENERGY SERVICES 80 S. 40th St. Harrisburg, PA 17111-2266	21 19/2	Ken Lundy CSC manager	www.superiorplusenergy.com 717-564-1440 888-666-8687	DNR DNR	5%/95% Propane, heating oil, on/off road diesel, gasoline, electricity, and gasolene.	2.75 million Cumberland, Dauphin, Perry, Lebanon, and portions of Adams, Lancaster and York counties	1/8 Montoursville, Lycoming Co. 1965	Propane, heating oil, on/off road diesel, installation and service for heating and central air conditioning systems, 24-hour emergency service
7	7	ABC FUEL OIL CO. INC. 25 N. Lockwillow Ave. Harrisburg, PA 17112	14 13/1	B. Scott Wolford President	www.abcfueloil.com 717-545-4758	DNR DNR	DNR/DNR Fuel oil, kerosene	DNR Cumberland, Dauphin and York counties	1/1 Lower Paxton Twp. 1964	Service and installation of heating and cooling equipment; duct cleaning; fuel oil and kerosene delivery
8	8	TALLEY PETROLEUM ENTERPRISES INC. 10046 Allentown Blvd. Grantville, PA 17028	12 12/0	Judith A. Talley President	www.talleypetro.com 717-469-0338 800-942-9711	\$24 million \$24 million	DNR/DNR Heating oil, on-road diesel, off-road diesel, kerosene, gasoline	DNR All of Central PA	1/1 E. Hanover Twp. 1997	Petroleum products
9	9	LISI OIL CO. 137 E. Broad St. Elizabethville, PA 17023	6 6/0	Randall Lisi Owner	www.lisioil.com 717-362-3373	DNR DNR	DNR/DNR Heating oil, off-road diesel	DNR Upper Dauphin, lower Northumberland and western Schuylkill counties	1/1 Washington Twp. 1965	Oil-heat installation and repair, 24-hour emergency service

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of fuel companies is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys are available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 3, 2012; updated Dec. 16, 2012; next published Feb. 1, 2013.**

Researched by Alaine Keising

Marcellus Shale service providers

Ranked by Marcellus Shale-related revenue

Rank	Company Address	Marcellus Shale revenue	Top local executive Title	Website Phone	Marcellus Shale employees F-T/P-T local employees	Local/total locations Headquarters Year established locally	Marcellus services
1	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	\$35.99 million	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	300 279/1	2/10 Manor Twp. 1969	Environmental, engineering and surveying; program, water-resource, construction and transportation mgt.; construction inspection; corridor routing and planning
2	URS CORP. 4507 N. Front St., Suite 200 Harrisburg, PA 17110	\$23.7 million	Mark D. Pennell VP and office manager	www.urscorp.com 717-635-7901	DNR 38/1	1/250 San Francisco 1993	Full-service engineering, environmental and cultural services, including siting, permitting, design, procurement, construction and construction mgt.
3	STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126	\$10 million	Dennis J. Heller President and CEO	www.stephensonequipment.com 717-564-3434	35 120/2	2/7 Swatara Twp. 1957	Crane and construction rentals and sales; crane operator NCCCO training and testing, crane service
4	AECOM TECHNICAL SERVICES INC. 100 Sterling Parkway, Suite 205 Mechanicsburg, PA 17050	\$9.09 million	David Wolfe Vice president	www.aecom.com 717-795-8001	DNR 50/5	1/5,000 Los Angeles 1972	Due diligence, permitting, water sourcing and management, pad and impoundment design and E&S Plans
5	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	\$7.52 million	William S. Tafuto PE President	www.armgroup.net 717-533-8600	50 86/5	4/5 Derry Twp. 1998	Engineering, water supply, natural resources, geophysical, permitting, surveying, GIS, pipeline
6	HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730	\$4 million	Robert C. Grubic PE President	www.hrg-inc.com 717-564-1121	40 126/5	2/7 Swatara Twp. 1962	Surveying, site design, environmental permitting, construction observation, water/wastewater and HOPs
7	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	\$2.6 million	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	30 614/116	3/60 E. Pennsboro Twp. 1915	Engineering and environmental services for upstream, midstream and downstream sectors
8	PENNONI ASSOCIATES INC. 1215 Manor Drive, Suite 100 Mechanicsburg, PA 17055	\$1.68 million	Andrew Bennett Regional VP	www.pennoni.com 717-975-6481	DNR 38/3	1/29 Philadelphia 1966	Permits, survey, inspections
9	PARENTEBEARD LLC 221 W. Philadelphia St., Suite 200 York, PA 17401-2993	\$1 million	Gregory A. Crumling Regional managing partner	www.parentebeard.com 717-846-7000 800-267-9405	4 167/16	4/20 Philadelphia 1946	Full-service accounting
10	SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302	\$650,000	Sandi Loy Bell CEO	www.skellyloy.com 717-232-0593 800-892-6532	26 76/21	1/6 Swatara Twp. 1969	Wetlands, water quality, noise, air quality, threatened and endangered species, regulatory coordination

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of Marcellus Shale providers was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 3, 2012; updated Jan. 4, 2013; next published Feb. 1, 2013.**

Researched by Alaine Keising



The last decade has been extremely challenging for investors. Many people have characterized recent history as the most difficult for investors to navigate since the 1930's. For many, retirement plans have been altered and anxiety about the future is widespread. With household incomes falling, inflation in things we need like food rising, and central banks anchoring rates near zero while printing vast sums of money, investors continue to face challenging times.

Traditional asset allocation strategies have produced disappointing results for many over the past decade. Keeping pace with real world inflation is a hurdle few have been able to achieve. TEAM Financial believes that challenging times require a flexible approach to investing. Our focus is on generating a level of consistent returns our clients both want and need to meet their long term goals.

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You should carefully consider the investment objectives, potential risks, management fees, and charges and expenses of the Fund before investing. The Fund's prospectus contains this and other information about the Fund, and should be read carefully before investing. You may obtain a current copy of the Fund's prospectus by calling 877- 832-6952 . Past performance is no guarantee of future results. The investment return and principal value of an investment in the Fund will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost.

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Financial MARKET FACTS

TOP BANKS IN CENTRAL PA.

Below are the top 10 banks in Central Pennsylvania, ranked by market share in Cumberland, Dauphin, Lancaster, Lebanon and York counties. Half are based in the midstate: Fulton, Susquehanna, Metro, PeoplesBank and Orrstown. The top 10 banks represent 82 percent of total midstate market share, with 21 other institutions comprising the remaining 18 percent.

Institution	No. of offices	Deposits	Market share (%)
Fulton Bank	66	\$4.5 billion	15.31
Susquehanna Bank	78	\$4 billion	13.85
Manufacturers and Traders Trust Co.	63	\$3.4 billion	11.67
PNC Bank	69	\$3.3 billion	11.2
Wells Fargo Bank	39	\$2.8 billion	9.6
Metro Bank	28	\$1.9 billion	6.56
Sovereign Bank	47	\$1.5 billion	5.25
Citizens Bank of Pa.	24	\$1 billion	3.51
PeoplesBank, a Codorus Valley Co.	21	\$843.9 million	2.9
Orrstown Bank	9	\$721.9 million	2.48

Figures represent totals in Cumberland, Dauphin, Lancaster, Lebanon and York counties only. As of June 30, 2012.

SOURCE: FEDERAL DEPOSIT INSURANCE CORP.

TOP BANKS IN PENNSYLVANIA

Here are the top 10 banks in Pennsylvania, ranked by market share in the state. Lititz-based Susquehanna Bank is the sole midstate-based bank to make the list, reaching No. 7 thanks to its acquisitions of Tower Bancorp Inc. in February 2012 and Abington Bancorp Inc. in late 2011. Collectively, the 10 banks have \$194 billion in assets and 2,179 branches in Pennsylvania and command 62 percent of the state's market. Nationwide, these 10 banks boast more than 16,500 branches and nearly \$2.3 trillion in assets.

Institution	Branches	Deposits	Market share (%)
PNC Bank	501	\$65.6 billion	20.99
Wells Fargo Bank	290	\$32.6 billion	10.41
Citizens Bank of Pa.	379	\$25.8 billion	8.26
Bank of New York Mellon	3	\$16.2 billion	5.17
TD Bank	95	\$11.1 billion	3.56
Manufacturers and Traders Trust Co.	194	\$8.9 billion	2.85
Susquehanna Bank	187	\$8.8 billion	2.80
First National Bank of Pennsylvania	267	\$8.5 billion	2.73
Sovereign Bank	170	\$8.5 billion	2.72
Bank of America	93	\$8.0 billion	2.56

Figures are for Pennsylvania only. As of June 30, 2012.

SOURCE: FEDERAL DEPOSIT INSURANCE CORP.

SMALL BUSINESS ADMINISTRATION LOANS

Oct. 1, 2011, through Sept. 30, 2012

CUMBERLAND COUNTY

40 loans

Total lent: **\$9.27 million**

Average loan: **\$231,715**

DAUPHIN COUNTY

39 loans

Total lent: **\$12.23 million**

Average loan: **\$313,577**

LANCASTER COUNTY

72 loans

Total lent: **\$47.41 million**

Average loan: **\$658,501**

LEBANON COUNTY

13 loans

Total lent: **\$4.68 million**

Average loan: **\$360,200**

YORK COUNTY

53 loans

Total lent: **\$12.65 million**

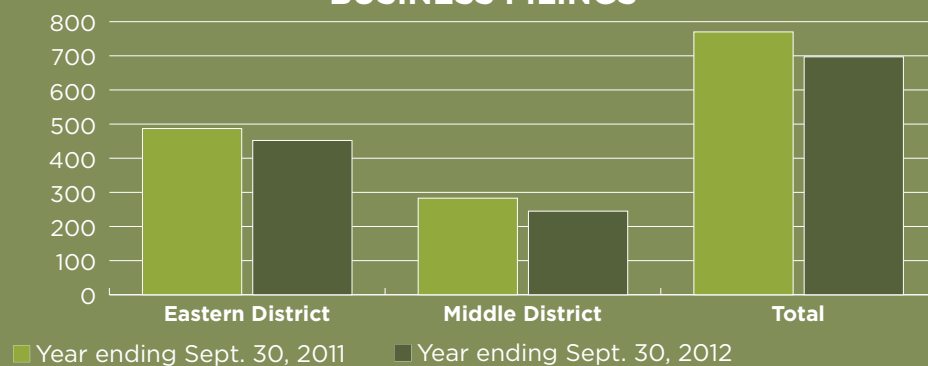
Average loan: **\$229,530**

SOURCE: U.S. SMALL BUSINESS ADMINISTRATION, PHILADELPHIA OFFICE

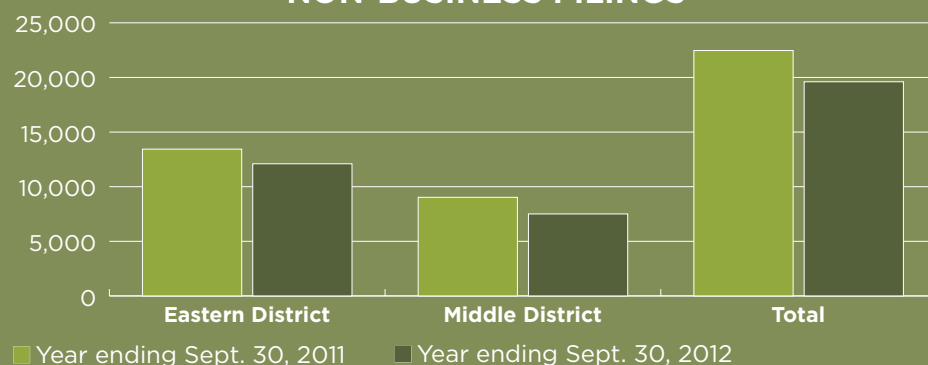
BANKRUPTCY FILINGS

Bankruptcy in the United States is handled at the federal court level as stipulated by the U.S. Constitution. The U.S. Bankruptcy Court for the Middle District of Pennsylvania includes filings from Cumberland, Dauphin, Lebanon and York counties. The Eastern District includes filings from Lancaster County.

BUSINESS FILINGS



NON-BUSINESS FILINGS



SOURCE: ADMINISTRATIVE OFFICE OF THE U.S. COURTS

Credit unions

Ranked by assets

Rank	Prev. rank	Company Address	Assets as of Dec. 2011/2010 % change	Top local executive Title	Website Phone	Members as of Dec. 2011/2010 % change	Business loans \$ volume	Local/total locations Headquarters Year established locally	Services
1	1	PA STATE EMPLOYEES CREDIT UNION DBA PSECU 1 Credit Union Place, P.O. Box 67013 Harrisburg, PA 17106-7013	\$3.83 billion \$3.65 billion 4.98%	Gregory A. Smith President	www.psecu.com 717-234-8484 800-237-7328	384,500 374,396 2.7%	DNR DNR	2/3 Harrisburg 1933	ATM/debit card program, low-cost wire transfers, no-surcharge ATMs, business share accounts, no-cost share drafts, share certificates with low minimum balance requirements, insurance/investment sales, no-cost bill payer
2	2	MID-ATLANTIC CORPORATE FEDERAL CREDIT UNION 1201 Fulling Mill Road Middletown, PA 17057-3111	\$3.08 billion \$3.03 billion 1.72%	Jay R. Murray President and CEO	www.midatlanticcorp.org 717-985-3300 800-622-7494	800 888 -9.91%	DNR DNR	1/1 Lower Swatara Twp. 1976	Provides investment, lending and payment services, including automated clearing house, share draft and electronic bill payment processing, to more than 800 member credit unions around the country
3	3	MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-4899	\$2.08 billion \$1.9 billion 9.46%	Robert L. Marquette President and CEO	www.members1st.org 717-697-1161 800-283-2328	205,291 183,944 11.61%	1,043 \$236.23 million	53/53 Lower Allen Twp. 1950	ATM/debit card program, check cashing, international remittances, money orders, no-surcharge ATMs, business share accounts, health savings accounts, individual development accounts, no-cost share drafts
4	4	BELCO COMMUNITY CREDIT UNION 449 Eisenhower Blvd. Harrisburg, PA 17111-2302	\$392.22 million \$372.63 million 5.26%	Lonny J. Maurer President and CEO	www.belco.org 717-232-3526 800-642-4482	55,965 52,097 7.42%	238 \$25.64 million	13/13 Swatara Twp. 1939	Visa business card, merchant card services, business checking, business real estate mortgages, business lines and letters of credit, business term loans, members financial services
5	5	AMERICHoice FEDERAL CREDIT UNION 2175 Bumble Bee Hollow Road Mechanicsburg, PA 17055-5563	\$162.18 million \$166.36 million -2.51%	C. Kipp Stecher President and CEO	www.americhoice.org 717-697-3474 800-240-4364	15,269 15,706 -2.78%	DNR \$13.1 million	4/5 Upper Allen Twp. 1970	Online home banking, telephone banking, ATM access, eStatements, electronic bill payment, business loans
6	6	LEBANON FEDERAL CREDIT UNION 300 Schneider Drive Lebanon, PA 17046-4811	\$159.28 million \$152.76 million 4.27%	Patricia A. Hain President and CEO	www.lebanonfcu.org 717-272-2210	21,522 21,286 1.11%	DNR DNR	1/3 Lebanon 1969	Online home banking, phone banking, ATM access
7	9	FIRST CAPITAL FEDERAL CREDIT UNION 1601 Kenneth Road, P.O. Box 7746 York, PA 17404-7746	\$128.93 million \$118.41 million 8.88%	Dennis Flickinger President and CEO	www.firstcapitalfcu.com 717-767-5551 800-893-2328	19,583 20,141 -2.77%	96 \$6.09 million	3/3 York 1954	Mobile banking, online banking, bill payer service, phone banking, ATM access, business services
8	7	EVERENCE FEDERAL CREDIT UNION 2160 Lincoln Highway E. Lancaster, PA 17602-1150	\$128.83 million \$125.28 million 2.84%	W. Kent Hartzler CEO	www.everence.com 717-735-8330 800-451-5719	16,784 16,065 4.48%	394 \$14.37 million	4/12 E. Lampeter Twp. 1955	Branch outlets, online home banking, phone banking, ATM access, shared branching, mobile banking, business, mortgage and consumer loans, wires, ACH, checking
9	8	NEW CUMBERLAND FEDERAL CREDIT UNION 345 Lewisberry Road, P.O. Box 658 New Cumberland, PA 17070-0658	\$126.81 million \$119.31 million 6.29%	Donald M. Varner Jr. CEO	www.ncfcuonline.org 717-774-7706 800-716-2328	16,021 15,420 3.9%	DNR DNR	6/6 Fairview Twp. 1952	Online home banking, phone banking, ATM access
10	10	CORNERSTONE FEDERAL CREDIT UNION 5 Eastgate Drive, P.O. Box 1181 Cariisle, PA 17013-0927	\$87.67 million \$84.16 million 4.17%	David G. Keffer CEO	www.cornerstonefcu.coop 717-249-1661 888-718-6786	9,614 9,686 -0.74%	104 \$7.64 million	3/3 S. Middleton Twp. 1974	Internet banking; automated phone access; debit, ATM and credit card access; electronic bill payer; IRA, financial planning and investments
11	11	SUSQUEHANNA VALLEY FEDERAL CREDIT UNION 3850 Hartzdale Drive Camp Hill, PA 17011-7809	\$80.86 million \$80.92 million -0.07%	Stephen J. Brindamour President and CEO	www.svfcu.org 717-737-4152 800-948-1454	7,389 7,474 -1.14%	DNR DNR	2/2 Lower Allen Twp. 1967	Online home banking, phone banking, ATM access
12	12	PA CENTRAL FEDERAL CREDIT UNION 959 East Park Drive Harrisburg, PA 17111-2810	\$72.68 million \$74.61 million -2.58%	Gregory E. Wagner CEO	www.pacentralfcu.com 717-564-4661 800-356-3875	12,370 13,358 -7.4%	DNR DNR	4/4 Lower Paxton Twp. 1938	Online home banking, phone banking, ATM access
13	13	LANCO FEDERAL CREDIT UNION 349 W. Roseville Road Lancaster, PA 17601-3145	\$62.09 million \$58.29 million 6.52%	Barry A. Ashenfender President and CEO	www.lancofcu.com 717-569-7180 888-318-4222	10,690 10,462 2.18%	DNR DNR	3/4 Manheim Twp. 1965	Online home banking, phone banking, ATM access
14	15	LANCASTER RED ROSE CREDIT UNION 1010 New Holland Ave. Lancaster, PA 17601-5606	\$59.88 million \$57.98 million 3.27%	Abby R. Achey CEO	www.lrrcu.org 717-295-6685 800-995-6685	6,556 6,606 -0.76%	DNR DNR	3/3 Lancaster 1948	Online home banking, phone banking, free bill payer, ATM access
15	16	WHITE ROSE CREDIT UNION 3498 Industrial Drive York, PA 17402-9050	\$56.41 million \$56.14 million 0.48%	Debra A. Kauffman CEO	www.whiterosecu.com 717-755-9773 888-755-9773	10,277 10,132 1.43%	DNR DNR	4/4 Springettsbury Twp. 1950	Online home banking, ATM access to debit and credit cards, electronic bill payer, e-statements
16	18	WHEATLAND FEDERAL CREDIT UNION 611 Centerville Road Lancaster, PA 17601-1307	\$53.21 million \$48.04 million 10.77%	Kathleen L. Rye CEO	www.wheatlandcu.com 717-898-7673 800-527-5140	9,501 10,027 -5.25%	DNR DNR	3/3 E. Hempfield Twp. 1936	Online home banking, phone banking, ATM access
17	17	HERSHEY FEDERAL CREDIT UNION 232 Hershey Road Hummelstown, PA 17036-9218	\$49.49 million \$48.71 million 1.6%	Diana L. Roberts President and CEO	www.hersheyfcu.org 717-533-9174 800-832-4328	6,882 6,745 2.03%	1 \$128,807	3/3 S. Hanover Twp. 1949	Full-service checking, savings, money market accounts, certificates of deposits, investment services, financial planning; insurance services for auto, home, life, long term care; vehicle, recreational vehicle, home equity, mortgage, personal and VISA loans
18	19	GLATCO CREDIT UNION 53 S. Main St., P.O. Box 197 Spring Grove, PA 17362-0197	\$35.32 million \$34.21 million 3.25%	William J. Bowker CEO	www.glatcocu.com 717-225-4548	3,787 3,814 -0.71%	DNR DNR	2/2 Spring Grove 1977	Audio response, ATM, online service, bill-payer service
19	20	POSTMARK CREDIT UNION 2630 Linglestown Road Harrisburg, PA 17110-3666	\$29.68 million \$29.94 million -0.89%	DNR DNR	www.postmarkcu.com 717-671-5119 888-671-7678	2,843 2,989 -4.88%	DNR DNR	1/1 Susquehanna Twp. 1934	DNR
20	21	BLUE CHIP FEDERAL CREDIT UNION 5050 Derry St. Harrisburg, PA 17111-5606	\$26.58 million \$26.26 million 1.22%	Cathi Martin President	www.bluechipfcu.org 717-564-3081 800-782-2328	2,941 3,078 -4.45%	0 \$0	1/1 Swatara Twp. 1948	Savings, checking, consumer loans, online and phone banking, ATM access
21	22	YORK EDUCATIONAL FEDERAL CREDIT UNION 1601 S. Queen St. York, PA 17403-4630	\$26.58 million \$25.63 million 3.72%	David P. Baker President and CEO	www.yefcu.org 717-843-1153	3,929 3,986 -1.43%	0 \$0	3/3 Spring Garden Twp. 1969	DNR
22	23	PENLANCO FEDERAL CREDIT UNION 651 Delp Road Lancaster, PA 17601-3034	\$22.78 million \$22.26 million 2.32%	Kelley Crawford CEO and treasurer	www.penlancofcu.com 717-569-9621	1,626 1,621 0.31%	DNR DNR	1/1 Manheim Twp. 1938	DNR
23	24	OUR FAMILY FEDERAL CREDIT UNION 1589 Commerce Drive, P.O. Box 4044 Lancaster, PA 17604-4044	\$13.52 million \$12.97 million 4.29%	John H. Marsh CEO	www.ourfamilyfcu.com 717-560-7576 800-248-7576	1,756 1,766 -0.57%	DNR DNR	1/1 Manheim Twp. 1958	Online home banking, phone banking, ATM access
24	25	LOCAL 520 U.A. FEDERAL CREDIT UNION 7187 Jonestown Road, P.O. Box 6187 Harrisburg, PA 17112-0187	\$11.22 million \$11.46 million -2.13%	Beth Smith CEO	www.local520fcu.org 717-545-9329 888-520-8228	1,842 1,850 -0.43%	DNR DNR	1/1 W. Hanover Twp. 1961	DNR
25	26	TEAM FIRST 65 Holland St. Salunga, PA 17538-1118	\$9.88 million \$10.2 million -3.09%	Caren M. Morris CEO	www.teamsters771fcu.org 717-898-8024	1,175 1,243 -5.47%	DNR DNR	1/1 W. Hempfield Twp. 1962	ATM/debit card program, low-cost wire transfers, no-cost share drafts, share certificates with low minimum balance requirements, real estate loans, share secured credit cards

DBA-doing business as NA-not applicable NR-not ranked

The Central Penn Business Journal's list of credit unions is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual credit unions, the National Credit Union Administration and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published April 20, 2012; updated Jan. 4, 2013; next published April 19, 2013.

Researched by Alaine Keisinger

Asset managers

Ranked by assets under local management

Rank	Prev. rank	Company Address	2011 local/total assets under management	Top local executive Title	Website Phone	2011 local revenue % assets in stocks and bonds/annuities/insur. money mkts./ other	Asset mgt. function: % fiduciary/broker/agent F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	1	MORGANSTANLEY SMITH BARNEY 214 Senate Ave. Camp Hill, PA 17011	\$7.4 billion DNR	Richard Maratea Executive director	www.MorganStanleySmithBarney.com 717-730-1800 800-237-1700	DNR 53%/8%/2% 35%/2%	0%/100% 0% 200/5	9/500 New York 1935	Financial services
2	NR	FULTON FINANCIAL ADVISORS 1 Penn Square Lancaster, PA 17602	\$6.5 billion \$6.5 billion	David B. Hanson CEO	www.fultonfinancialadvisors.com 717-291-2411 866-332-8393	\$29.83 million 39%/6%/0% 53%/2%	41%/27% 32% 146/5	92/270 Lancaster 2001	Financial services, investment management and planning
3	2	EMERALD ADVISERS INC. 3175 Oregon Pike Leola, PA 17540	\$1.7 billion DNR	Kenneth G. Mertz II President and CEO	www.TeamEmerald.com 717-396-1116	DNR 83%/0%/0% 9%/0%	100%/0% 0% 34/1	1/3 Manheim Twp. 1991	Money management
4	4	SELECT ASSET MANAGEMENT & TRUST CO. 4718 Gettysburg Road, Suite 405 Mechanicsburg, PA 17055-4378	\$845 million \$845 million	Joseph V. Guerrisi CFA President	717-972-1300	DNR 80%/0%/0% 15%/5%	95%/0% 5% 9/0	1/1 Lower Allen Twp. 1997	Asset management, investment consulting, trust
5	NR	JANNEY MONTGOMERY SCOTT 20 Erford Road, Suite 315, P.O. Box 518 Camp Hill, PA 17001-9862	\$650 million \$50 billion	Eugene J. Anastasio Jr. Branch manager and VP of investments	www.janney.com 717-731-4400 800-622-7200	\$3.5 million 60%/5%/5% 25%/5%	5%/90% 5% 9/2	3/100 Philadelphia 1976	Full-service regional brokerage
6	5	CONRAD SIEGEL INVESTMENT ADVISORS INC. 501 Corporate Circle Harrisburg, PA 17110	\$629.62 million \$629.62 million	Tara L. Mashack-Behney Director of investment consulting	www.ConradSiegelInvestmentAdvisors.com 717-652-5633	DNR 0%/0%/0% 100%/0%	100%/0% 0% 17/17	1/1 Susquehanna Twp. 2002	Full array of independent investment services to retirement plans and individual clients
7	6	ECA INVESTMENT GROUP INC. 224 St. Charles Way, Suite 100 York, PA 17402-4643	\$431.23 million \$431.23 million	Edward S. Crooks President	www.ecai.com 717-718-1600	DNR 50%/0%/0% 50%/0%	100%/0% 0% 9/2	3/3 York Twp. 1986	Wealth management and trust services
8	NR	MMA DISTRIBUTION INC. DBA EVERENCE FINANCIAL ADVISORS 960 E. Main St. Mount Joy, PA 17522-9320	\$415.16 million DNR	David T. Warren Vice president	www.everence.com/Lancaster 717-653-6662 800-653-9723	\$4.61 million 1%/10%/1% 81%/7%	53%/47% 0% 45/6	4/DNR Goshen, Ind. 2009	Investments; charitable giving; financial, trust and estate planning; individual insurance; group health insurance; employee benefits; banking
9	7	RODGERS & ASSOCIATES 2025 Lititz Pike Lancaster, PA 17601-4235	\$346.41 million \$346.41 million	Rick L. Rodgers President	www.Rodgers-Associates.com 717-560-3800 888-876-3437	\$3.65 million 38%/2%/0% 60%/0%	100%/DNR DNR 13/1	1/1 Manheim Twp. 1996	Fee-only wealth-management firm specializing in clients who are retired or planning on retirement in the next few years
10	NR	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887	\$280 million \$280 million	Larry J. Miller Vice chairman, president and CEO	www.peoplesbanknet.com 717-846-1970 888-846-1970	\$40.41 million DNR/DNR/DNR DNR/DNR	49%/51% 0% 194/29	21/23 York Twp. 1864	Full-service financial institution offering consumer and business banking and wealth-management services
11	12	ROOF ADVISORY GROUP INC. 507 N. Front St. Harrisburg, PA 17101-1063	\$221.3 million \$221.3 million	E. Jeffrey Roof President	www.roofadvisory.com 717-260-9281 866-846-9281	DNR 53%/0%/0% 47%/0%	100%/0% 0% 6/0	1/1 Harrisburg 1998	Fee-only investment management firm providing portfolio mgt., investment advisory, wealth mgt. and financial planning
12	9	TEAM FINANCIAL MANAGERS 800 Corporate Circle, Suite 106 Harrisburg, PA 17110-9346	\$208.99 million \$208.99 million	Samuel S. Lindenber President	www.teamfinancialmanagers.com 717-540-7807 800-418-8326	\$1.65 million 50%/0%/0% 40%/10%	100%/DNR DNR 7/0	1/1 Susquehanna Twp. 1994	Discretionary investment management and financial planning
13	10	KUNTZ LESHAR CAPITAL LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408	\$203 million \$203 million	Sarah Young Fisher CFP, ChFC, MSFS President	www.KLInvest.com 717-399-1700	DNR 60%/0%/0% 40%/0%	100%/0% 0% 9/0	1/1 Manheim Twp. 1999	Investment management, wealth management, pension consulting
14	20	21ST CENTURY WEALTH MANAGEMENT LLC 1493 S. Queen St. York, PA 17403	\$199.5 million \$199.5 million	Todd Spahr CPA PFS CFP Managing member	www.21stcenturywealthmgmt.com 717-812-9952	DNR 40%/0%/0% 60%/0%	100%/0% 0% 2/0	1/1 Spring Garden Twp. 2000	Investment management and financial planning
15	15	JMG WEALTH MANAGEMENT GROUP INC. 2250 Millennium Way, Suite 100 Enola, PA 17025	\$195 million \$8.5 billion	Jeffrey M. Goyette Sr. President	www.JMGwealth.com 717-214-1925	DNR 35%/5%/5% 25%/30%	90%/10% 0% 4/0	1/1 Hampden Twp. 1999	Wealth management, retirement and estate planning
16	11	ISI FINANCIAL GROUP INC. 26A E. Roseville Road Lancaster, PA 17601	\$193.95 million \$193.95 million	Timothy J. Decker President	www.isifinancialgroup.com 717-393-3353	DNR 8%/2%/0% 90%/0%	100%/0% 0% 5/0	1/1 Manheim Twp. 1985	Fee-only financial planning and wealth management, retirement planning, 401(k) plans, tax-managed portfolios
17	NR	RANKER HANSHAW WEALTH MANAGEMENT 801 East Park Drive, Suite 103 Harrisburg, PA 17111-2816	\$192.28 million \$192.28 million	Matthew Hanshaw CFP, ChFC President	www.ranker-hanshaw.com 717-657-8878 888-503-7186	\$2 million 19%/29%/0% 52%/0%	69%/31% 0% 9/0	1/1 Lower Paxton Twp. 1996	Full-service wealth management, investment consulting and advanced planning
18	13	EHD ADVISORY SERVICES INC. 115 E. King St. Lancaster, PA 17602-2826	\$183.3 million \$183.3 million	Kenneth L. Eshleman Principal and president	www.ehdadvisory.com 717-390-4336 800-544-7292	\$1.27 million 50%/3%/2% 45%/0%	95%/5% 0% 7/0	1/1 Lancaster 2003	Investment management, financial planning, 401(k)/profit sharing, risk management, executive bonus plans
19	16	HAZLETT BURT & WATSON INC. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267	\$176 million \$758 million	George S. Weaver III Senior executive VP	www.HazlettBurt.com 717-397-5988 800-657-9944	\$1.6 million 80%/4%/1% 15%/0%	82%/18% 0% 5/0	1/3 Wheeling, W.Va. 1994	Security brokerage, money management and trust service
20	18	FISCHER FINANCIAL SERVICES INC. 4431 N. Front St. Harrisburg, PA 17110	\$159.65 million \$159.65 million	Frederick D. Fischer President	www.fischerfinancialservices.com 717-233-8901 888-886-1902	DNR 46%/0%/0% 54%/0%	100%/0% 0% 0/0	1/1 Susquehanna Twp. 1988	Investment management
21	19	ANCHOR FINANCIAL GROUP LLC 415 Fallowfield Road, Suite 300 Camp Hill, PA 17011-4908	\$150.2 million \$150.2 million	Don Yost and Mike Howard Principals	www.AnchorFinancialGroup.com 717-975-0509 800-377-3097	DNR 10%/0%/0% 90%/0%	100%/0% 0% 4/1	2/2 Hampden Twp. 1990	Retirement and financial planning, investment management, wealth management
22	14	HANOVER CAPITAL MANAGEMENT INC. 141 Broadway Hanover, PA 17331-2547	\$120 million DNR	Douglas A. Becker and Mark J. Riggs Chairman and President	www.hancapman.com 717-637-1333 800-636-3653	\$350,000 25%/0%/0% 70%/5%	0%/100% 0% 5/1	2/2 Hanover 1992	Full-service stockbrokers and financial planning
23	21	AUG INC. DBA GROSS INVESTMENTS 26 W. Orange St. Lancaster, PA 17603	\$119.6 million \$119.6 million	Donald R. Gross Jr. President	www.Gross-Investments.com 717-299-4423	DNR 81%/0%/0% 19%/0%	100%/0% 0% 2/1	1/1 Lancaster 1984	Provides investment advice to individuals, companies and other investment advisers
24	NR	KEYSTONE FINANCIAL ASSOCIATES LLC 176 Cumberland Parkway, Suite 202 Mechanicsburg, PA 17055	\$83.07 million \$83.07 million	Timothy Gary Long Chairman and CEO	www.advisors4life.com 717-796-1700 800-423-2838	\$1.06 million 1%/6%/1% 20%/72%	72%/0% 28% 10/2	4/DNR Upper Allen Twp. 1995	Insurances, investments, retirement and legacy planning
25	NR	RIGGLE & ASSOCIATES LLC DBA RIGGLE & ASSOCIATES WEALTH MANAGEMENT 546 Broadway Hanover, PA 17325	\$68.5 million \$68.5 million	Andrew D. Riggle CFP Financial adviser	www.rigglewealth.com 717-630-1001 877-799-1001	\$570,000 15%/10%/10% 65%/0%	65%/35% DNR 2/0	1/1 Hanover 2007	Investment management, retirement income planning and estate planning

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

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Estate planners

Ranked by number of estate planners and percentage of workload that involves estate planning

Rank	Prev. rank	Company Address	Estate planners % of work that is estate planning	Top local executive Title	Website Phone	Act as fiduciary? F-T/P-T employees	Local/total locations Headquarters Year established locally	Estate-planning services
1	1	CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132	18 67%	Sharon E. Myers Managing partner	www.cgalaw.com 717-848-4900	DNR 59/3	2/2 York 1989	Wills, living wills, powers of attorney, trusts, special needs trusts, estate-tax planning, wealth preservation, gifting, business succession
2	2	BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602-2832	8 80%	Timothy G. Dietrich Managing partner	www.barley.com 717-299-5201	No 104/10	3/5 Lancaster 1946	Wills, trusts, powers of attorney, living wills, tax planning, charitable-gift and death-benefit planning, concerns of the elderly
3	7	SALZMANN HUGHES PC 354 Alexander Spring Road, Suite 1 Carlisle, PA 17015	9 70%	G. Bryan Salzmann Managing partner	www.salzmannahughes.com 717-249-6333	DNR 36/4	4/4 S. Middleton Twp. 1995	Wills; trusts; POAs; living wills; tax, charitable-gift and death-benefit planning; concerns of the elderly
4	NR	MCNEES WALLACE & NURICK LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166	7 90%	David M. Kleppinger Chairman	www.mwn.com 717-232-8000	DNR 220/3	2/6 Harrisburg 1935	Wills; trusts; POAs; living wills; tax, death-benefit, business-transaction and charitable-gift planning; foundations; concerns of the elderly
5	3	STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994	8 67%	Ronald L. Hershner Managing partner	www.stockandleader.com 717-846-9800	Yes 46/25	3/3 York 1953	Wills, trusts, powers of attorney, living wills, tax planning, charitable-gift and death-benefit planning, concerns of the elderly, IRAs
6	NR	SKARLATOS ZONARICH LLC 17 S. Second St., Sixth Floor Harrisburg, PA 17101-2039	6 70%	John R. Zonarich Managing partner	www.skarlatoszonarich.com 717-233-1000	Yes 16/5	1/1 Harrisburg 1966	Wills, trusts, powers of attorney, living wills, tax planning, gift planning, elder law, care management
7	NR	MARTSON DEARDORFF WILLIAMS OTTO GILROY & FALLER 10 E. High St. Carlisle, PA 17013	8 50%	Ivo V. Otto III Managing shareholder	www.martsonlaw.com 717-243-3341	Yes 25/1	1/1 Carlisle 1949	Estate planning, and estate and trust administration
8	5	JAMES SMITH DIETTERICK & CONNELLY 134 Sipe Ave. Hummelstown, PA 17036	5 75%	Scott A. Dietterick Managing partner	www.jsdc.com 717-533-3280	Yes 43/6	2/2 Derry Twp. 1988	Full-service estate planning and administration
9	8	METTE EVANS & WOODSIDE 3401 N. Front St., P.O. Box 5950 Harrisburg, PA 17110-0950	5 75%	Jeremy E. Redding Director of administration	www.mette.com 717-232-5000 800-962-5097	Yes 42/1	1/2 Susquehanna Twp. 1969	Planning, estate administration, orphans' court litigation
10	11	JAN L. BROWN & ASSOCIATES 845 Sir Thomas Court Harrisburg, PA 17109	3 100%	Jan L. Brown Attorney	www.janbrownlaw.com 717-541-5550	Yes 7/0	1/1 Lower Paxton Twp. 1993	Wills; trusts; powers of attorney; living wills; tax, Medicaid and nursing-home planning; concerns of the elderly, special-needs trusts
11	NR	RHOADS & SINON LLP 213 Market St., 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146	5 50%	Charles J. Ferry Managing partner	www.rhoads-sinon.com 717-233-5721	DNR 45/1	1/1 Harrisburg 1935	Wills; trusts; powers of attorney; living wills; tax, death-benefit and charitable-gift planning; concerns of the elderly
12	10	APPEL & YOST LLP 33 N. Duke St. Lancaster, PA 17602	4 60%	James W. Appel Partner	www.appelyost.com 717-394-0521	No 22/1	5/5 Lancaster 1863	Wills; trusts; powers of attorney; living wills; tax, death-benefit and charitable-gift planning; concerns of the elderly
13	4	SAIDIS, SULLIVAN & ROGERS 26 W. High St. Carlisle, PA 17013	4 60%	Robert C. Saidis CEO	www.ssr-attorneys.com 717-243-6222	Yes 19/4	2/2 Carlisle 1948	Wills; trust agreements; powers of attorney and advance directives; buy/sell agreements; installment-sale documents and other transition documents
14	13	TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601	5 40%	Donald F. Johnson Jr. Managing partner	www.troutcpa.com 717-569-2900 800-448-1384	Yes 92/17	3/3 Manheim Twp. 1929	Estate and postmortem planning, estate administration, tax-return filings
15	6	NIKOLAUS & HOHENADEL LLP 212 N. Queen St. Lancaster, PA 17603	4 50%	Donald H. Nikolaus and John P. Hohenadel Managing partners	www.n-hlaw.com 717-299-3726	Yes 48/3	3/3 Lancaster 1972	All
16	9	ELDER LAW FIRM OF ROBERT CLOFINE 120 Pine Grove Commons York, PA 17403	2 100%	Robert Clofine Owner	www.estateattorney.com 717-747-5995	DNR 5/1	1/1 York Twp. 1985	All aspects of estate planning, estate settlement and probate and elder law
17	NR	BLAKINGER BYLER & THOMAS PC 28 Penn Square Lancaster, PA 17603	3 65%	James H. Thomas President	www.bbt-law.com 717-299-1100	Yes 45/4	1/1 Lancaster 1977	Wills; trusts; powers of attorney; living wills; tax, charitable-gift, death-benefit and Medicaid planning; concerns of the elderly
18	NR	CALDWELL & KEARNS PC 3631 N. Front St. Harrisburg, PA 17110	3 65%	James L. Goldsmith President	www.caldwellkearns.com 717-232-7661	No 23/3	4/4 Susquehanna Twp. 1928	All
19	NR	CIPRIANI & WERNER PC 1011 Mumma Road, Suite 201 Lemoyne, PA 17043	2 75%	Dennis P. Cullen Managing partner	www.c-wlaw.com 717-975-9600	DNR 22/2	1/7 Pittsburgh 1996	All
20	14	KERN AND COMPANY PC 2331 Market St. Camp Hill, PA 17011-4642	6 20%	Charles L. Kern MBA, CPA, CVA, ABV, CFA, CFF, AEP Chairman and CEO	www.kernandcompany.com 717-763-0888	No 7/6	1/1 Camp Hill 1980	Estate-tax and estate-income-tax planning, estate- and inheritance-tax return preparation, estate asset preservation, business valuations
21	15	SELIGMAN, FRIEDMAN & CO. DBA SF&COMPANY 235 St. Charles Way, Suite 250 York, PA 17402	4 30%	John J. Cardello CPA Managing shareholder	www.sfc-cpa.com 717-741-0004	Yes 79/8	3/4 York 1950	Estate and trust administration and taxes; inheritance and gift taxes; family giving; planning for charitable contributions, retirement and succession
22	NR	HARTMAN UNDERHILL & BRUBAKER LLP 221 E. Chestnut St. Lancaster, PA 17602	2 60%	Mark Stanley Managing Partner	www.hublaw.com 717-299-7254	No 21/1	2/2 Lancaster 1978	All estate and tax planning, estate administration and elder law
23	NR	BATURIN & BATURIN 2604 N. Second St. Harrisburg, PA 17110	3 35%	Floyd M. Baturin Senior partner	717-234-2427	Yes 4/3	1/1 Harrisburg 1917	Wills, trusts, estate-tax planning, probate and complete estate administration
24	NR	DALEY ZUCKER MEILTON MINER & GINGRICH LLC 635 N. 12th St., Suite 101 Lemoyne, PA 17043	2 50%	Patricia Carey Zucker Managing member	www.dzmmglaw.com 717-724-9821	No 14/1	2/2 Lemoyne 2004	Wills, trusts, powers of attorney, health care POAs
25	12	KEYSTONE ELDER LAW PC 555 Gettysburg Pike Mechanicsburg, PA 17055	2 50%	David D. Nesbit Owner	www.KeystoneElderLaw.com 717-697-3223	No 5/2	2/2 DNR 2010	Wills, trusts, powers of attorney, living wills, charitable-gift and death-benefit planning, concerns of the elderly

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisinger



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Ranked by local deposits

Rank	Prev. rank	Company Address	Local deposits as of June 30, 2011/2010 % of deposit change	Top local executive Title	Website Phone	2011 local business/SBA loans Bank class	F-T local/total P-T local/total employee	Local/total locations Headquarters Year established locally	Holding company
1	1	FULTON BANK 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604	\$4.25 billion \$4.06 billion 4.52%	Craig Roda Chairman and CEO	www.fultonbank.com 717-291-2411 800-385-8664	DNR/\$2.98 million State-chartered commercial bank supervised by the FDIC	1,318/2,097 219/405	66/122 Lancaster 1882	Fulton Financial Corp.
2	2	PNC BANK 4242 Carlisle Pike Camp Hill, PA 17011	\$3.55 billion \$3.63 billion -2.39%	Jim Hoehn Regional president	www.pncbank.com DNR 888-762-2265	DNR/DNR Federally chartered commercial bank	DNR/DNR DNR/DNR	80/3,044 Pittsburgh 1904	PNC Financial Services Group Inc.
3	5	SUSQUEHANNA BANK 1570 Manheim Pike, P.O. Box 3300 Lancaster, PA 17604-3300	\$3.39 billion \$3.05 billion 11.17%	William J. Reuter DNR	www.susquehanna.net DNR 800-311-3182	DNR/DNR Commercial bank	1,170/2,800 110/240	75/260 Manheim Twp. 1901	Susquehanna Bancshares Inc.
4	4	MANUFACTURERS & TRADERS TRUST CO. DBA M&T BANK 213 Market St. Harrisburg, PA 17101	\$3.3 billion \$3.21 billion 2.7%	R. Joe Crosswhite and Michael S. Murchie Senior VPs	www.mtb.com 717-225-2070 800-724-2440	\$39 million/\$11.97 million State-chartered commercial bank supervised by the Federal Reserve	771/DNR 82/DNR	68/720 Buffalo, N.Y. 1856	M&T Bank Corp.
5	3	WELLS FARGO BANK 600 Penn St., Fourth Floor Reading, PA 19602	\$3.18 billion \$3.34 billion -4.58%	Kelly A. Smith Regional president	www.wellsfargo.com 610-655-2900 800-834-3280	DNR/DNR Federally chartered commercial bank	DNR/DNR DNR/DNR	39/6,312 Charlotte, N.C. 2001	Wells Fargo & Co.
6	6	METRO BANK 3801 Paxton St. Harrisburg, PA 17111-1418	\$1.71 billion \$1.66 billion 2.96%	Gary L. Nalbandian Chairman, president and CEO	www.mymetrobank.com DNR 888-937-0004	DNR/DNR State-chartered commercial bank	651/718 196/212	28/33 Swatara Twp. 1985	Metro Bancorp Inc.
7	7	SOVEREIGN BANK 1130 Berkshire Blvd. Wyomissing, PA 19610	\$1.55 billion \$1.5 billion 3.25%	DNR DNR	www.sovereignbank.com 610-320-8400 877-768-2265	DNR/DNR Savings association	267/DNR 33/DNR	47/721 Wyomissing, Berks Co. 1987	Banco Santander
8	8	CITIZENS BANK OF PA 2 N. Second St. Harrisburg, PA 17101	\$1.03 billion \$1.08 billion -4.22%	Ralph J. Papa Chairman	www.citizensbank.com 717-780-3173 800-922-9999	DNR/DNR State-chartered commercial bank	DNR/DNR DNR/DNR	24/391 Providence, R.I. 2001	Royal Bank of Scotland Group
9	10	ORRSTOWN BANK 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307	\$953.62 million \$794.19 million 20.07%	Thomas R Quinn Jr. President and CEO	www.orrstown.com 717-530-3530 888-677-7869	DNR/\$0 State-chartered commercial bank supervised by the Federal Reserve	257/257 37/37	14/22 Shippensburg 1919	Orrstown Financial Services Inc.
10	9	GRAYSTONE TOWER BANK Ⓢ 1828 Good Hope Road (Enola), P.O. Box 61770 Harrisburg, PA 17106-1770	\$897.68 million \$810.53 million 10.75%	Janak Amin Division president	www.graystonebank.com 717-231-2700 866-472-9786	DNR/DNR State-chartered commercial bank	DNR/591 DNR/DNR	14/47 Hampden Twp. 2005	Tower Bancorp Inc.
11	12	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887	\$807.81 million \$737.57 million 9.52%	Larry J. Miller Vice chairman, president and CEO	www.peoplesbanknet.com 717-846-1970 888-846-1970	DNR/DNR State-chartered commercial bank supervised by the FDIC	150/180 60/DNR	21/23 York Twp. 1864	Codorus Valley Bancorp Inc.
12	11	ACNB BANK 16 Lincoln Square, P.O. Box 3129 Gettysburg, PA 17325-3129	\$771.16 million \$754.64 million 2.19%	Thomas A. Ritter President and CEO	www.acnb.com 717-334-3161 888-334-2262	DNR/DNR State-chartered commercial bank	DNR/DNR DNR/DNR	19/19 Gettysburg 1857	ACNB Corp.
13	13	EPHRATA NATIONAL BANK 31 E. Main St., P.O. Box 457 Ephrata, PA 17522-0457	\$594.37 million \$593.29 million 0.18%	Aaron L. Groff Jr. Chairman, president and CEO	www.ephraatnationalbank.com 717-733-4181 877-773-6605	DNR/DNR Federally chartered commercial bank	DNR/DNR DNR/DNR	11/11 Ephrata 1881	ENB Financial Corp.
14	14	NORTHWEST SAVINGS BANK 547 S. 10th St. Lebanon, PA 17042-6607	\$546.2 million \$551.49 million -0.96%	Lynn S. Baker Region president	www.northwestsavingsbank.com 717-272-7639 877-672-5678	DNR/DNR State-chartered savings bank	110/1,728 12/318	20/168 Warren, Warren Co. 1989	Northwest Bancshares Inc.
15	15	MID PENN BANK 349 Union St. Millersburg, PA 17061-1611	\$540.25 million \$475.75 million 13.56%	Rory G. Ritievi President and CEO	www.midpennbank.com 717-692-2133 866-642-7736	\$423.76 million/\$6.39 million State-chartered commercial bank supervised by the FDIC	162/162 23/23	14/16 Millersburg 1868	Mid Penn Bancorp Inc.
16	16	INTEGRITY BANK 3345 Market St. Camp Hill, PA 17011-4424	\$518.64 million \$475.38 million 9.1%	James T. Gibson President and CEO	www.integritybankonline.com 717-920-4900 877-442-8348	DNR/DNR State-chartered commercial bank supervised by the FDIC	7/108 0/DNR	7/7 Camp Hill 2003	DNR
17	29	UNION COMMUNITY BANK 570 Lausch Lane Lancaster, PA 17601	\$475.02 million \$85.05 million 458.5%	Mark D. Gainer President	www.unioncommunitybank.com 717-492-2222 877-653-1441	DNR/DNR Savings association	DNR/DNR DNR/DNR	15/15 Manheim Twp. 2000	Donegal Group Inc.

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ROA-return on assets ROE-return on equity

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Rank	Prev. rank	Company Address	Local deposits as of June 30, 2011/2010 % of deposit change	Top local executive Title	Website Phone	2011 local business/SBA loans Bank class	F-T local/total P-T local/total employee	Local/total locations Headquarters Year established locally	Holding company
18	21	ATLANTIC CENTRAL BANKERS BANK 1400 Market St. Camp Hill, PA 17011	\$327.9 million \$205.49 million 59.57%	Jon Evans President and CEO	www.atlanticcentral.com 717-737-9335	DNR/DNR State-chartered commercial bank supervised by the Federal Reserve	DNR/DNR DNR/DNR	1/2 Camp Hill 1983	DNR
19	19	JONESTOWN BANK AND TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717	\$318.71 million \$302.59 million 5.32%	Troy A. Peters CEO	www.bankjbt.com 717-865-4246	\$20.6 million/\$0 State-chartered commercial bank supervised by the FDIC	91/DNR 20/DNR	11/11 Jonestown 1873	DNR
20	18	NATIONAL PENN BANK Philadelphia and Reading avenues, P.O. Box 547 Boyetown, PA 19512-0547	\$305.35 million \$348.16 million -12.29%	Scott V. Fainor CEO	www.natpennbank.com 610-369-6196 800-822-3321	DNR/DNR DNR	DNR/DNR DNR/DNR	6/127 Boyetown, Berks Co. 1874	National Penn Bancshares Inc.
21	20	RIVERVIEW BANK Third and Market streets, P.O. Box A Halifax, PA 17032-0900	\$230.98 million \$221.42 million 4.32%	Robert M. Garst CEO	www.halifaxnational.com 717-896-3433 877-876-9462	DNR/DNR State-chartered	DNR/DNR DNR/DNR	7/11 Marysville 1904	Riverview Financial Corp.
22	23	YORK TRADITIONS BANK 235 St. Charles Way, Suite 150 York, PA 17402-4636	\$205.58 million \$192.83 million 6.61%	Michael E. Kochenour Chairman, president and CEO	www.yorktraditionsbank.com 717-741-1770 877-741-1770	\$165.23 million/\$353,683 State-chartered commercial bank supervised by the FDIC	61/61 10/10	4/4 York Twp. 2002	DNR
23	22	BANK OF LANDISBURG Routes 850 and 233 Landisburg, PA 17040	\$202.04 million \$201.09 million 0.47%	Thomas W. Cook CEO	www.bankoflandisburg.com 717-789-3213	DNR/DNR State-chartered commercial bank supervised by the Federal Reserve	DNR/DNR DNR/DNR	3/3 Landisburg 1903	DNR
24	24	CENTRIC BANK 4320 Linglestown Road Harrisburg, PA 17112	\$191.89 million \$159.48 million 20.32%	Patricia A. Husic President and CEO	www.centricbank.com 717-657-7727 888-274-9973	DNR/DNR DNR	DNR/38 DNR/DNR	3/3 Lower Paxton Twp. 2007	Centric Financial Corp.
25	25	FARMERS & MERCHANTS TRUST CO. DBA F&M TRUST CO. 20 S. Main St., P.O. Box 6010 Chambersburg, PA 17201-6010	\$164.96 million \$142.66 million 15.63%	William E. Snell Jr. President and CEO	www.fmtrustonline.com 717-264-6116 888-264-6116	DNR/DNR State-chartered commercial bank supervised by the FDIC	DNR/DNR DNR/DNR	8/28 Chambersburg 1906	Franklin Financial Services Corp.
26	26	FIRST NATIONAL BANK OF FREDERICKSBURG 3016 S. Pine Grove St. Fredericksburg, PA 17026	\$119.57 million \$113.11 million 5.71%	Rodney P. Seidel President and CEO	www.fnbankonline.com DNR 800-809-7949	DNR/DNR Federally chartered commercial bank	DNR/DNR DNR/DNR	4/7 Bethel Twp. 1907	DNR
27	27	FIRST NATIONAL BANK OF MIFFLINTOWN 216 S. Carlisle St. New Bloomfield, PA 17068	\$114.59 million \$104.72 million 9.42%	Jody D. Graybill President and CEO	www.fnbmiffintown.com 717-582-3977 866-950-2144	DNR/DNR Federally chartered commercial bank	DNR/DNR DNR/DNR	7/12 Miffintown 1864	First Community Financial Corp.
28	30	THE GRATZ BANK 32 W. Market St., P.O. Box 159 Gratz, PA 17030-0159	\$86.4 million \$81.4 million 6.15%	Theodore R. Bonwit Jr. President	www.gratzbank.com 717-365-3181	\$14.79 million/\$0 State-chartered	DNR/DNR DNR/DNR	1/3 Gratz 1934	GNB Financial Services Inc.
29	33	FIRST NATIONAL BANK OF PENNSYLVANIA 2600 Commerce Drive Harrisburg, PA 17110	\$78.27 million \$46.12 million 69.73%	Lloyd Lamm Regional banking executive	www.fnb-online.com 717-441-3400 800-555-5455	\$42.97 million/\$306,400 State-chartered commercial bank supervised by the FDIC	28/DNR 7/DNR	3/284 Hermitage, Mercer Co. 1864	F.N.B. Corporation
30	31	BANK OF AMERICA 2 N. Queen St. Lancaster, PA 17603	\$60.75 million \$52.47 million 15.78%	Thomas Woodward Pennsylvania state president	www.bankofamerica.com 717-295-7711	DNR/DNR DNR	DNR/DNR DNR/DNR	2/5,656 Charlotte, N.C. DNR	Bank of America Corp.
31	32	COATESVILLE SAVINGS BANK 695 W. Main St. New Holland, PA 17557	\$56.6 million \$52.29 million 8.23%	DNR DNR	www.coatesvillesavings.com 717-354-4696	DNR/DNR State-chartered savings bank	DNR/DNR DNR/DNR	2/4 Coatesville, Chester Co. DNR	DNR
32	34	JUNIATA VALLEY BANK 4 N. Market St. Millerstown, PA 17062	\$38.26 million \$37.76 million 1.31%	Marcie A. Barber President and CEO	www.jvbonline.com 717-589-3141	DNR/DNR State-chartered commercial bank supervised by the FDIC	DNR/DNR DNR/DNR	1/12 Miffintown, Juniata Co. 1867	Juniata Valley Financial Corp.
33	35	LIVERPOOL COMMUNITY BANK 104 Front St. Liverpool, PA 17045	\$37.11 million \$37.56 million -1.21%	Jan Gibboney CEO	www.fnbliverpool.com 717-444-3714	DNR/DNR State-chartered commercial bank	DNR/DNR DNR/DNR	1/1 Liverpool 1906	DNR
34	36	NBRS FINANCIAL 2006 Lancaster Pike, P.O. Box 73 Peach Bottom, PA 21911	\$12.73 million \$13.21 million -3.62%	Keith Mackey Assistant VP	717-548-2124	DNR/DNR DNR	DNR/DNR DNR/DNR	1/8 Rising Sun, Md. 2005	DNR
35	37	BNY MELLON 214 Senate Ave., Suite 100 Camp Hill, PA 17011	\$9.04 million \$9.19 million -1.67%	DNR DNR	www.mellon.com DNR	DNR/DNR DNR	DNR/DNR DNR/DNR	1/19 DNR DNR	Mellon Financial Corp.

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Camp Hill, PA 17011-4424
717-920-4900, 877-442-8348
www.integritybankonline.com

JONESTOWN BANK

AND TRUST CO.
2 W. Market St.
P.O. Box 717
Jonestown, PA 17038-0717
717-865-4246
www.bankjbt.com

JUNIATA VALLEY BANK

4 N. Market St.
Millerstown, PA 17062
717-589-3141
www.jvbonline.com

DAUPHIN, LANCASTER, LEBANON, PERRY AND YORK CORBETT MONICA

Main and Bridge streets
P.O. Box 66
Mifflintown, PA 17059
corbett.monica@

jvbonline.com
717-436-1225

ADAMS, CUMBERLAND, LANCASTER, LEBANON, PERRY AND YORK SCOTT NACE

Main and Bridge streets
P.O. Box 66
Mifflintown, PA 17059
scott.nace@jvbonline.com
717-436-3212

CUMBERLAND, DAUPHIN, LANCASTER, LEBANON, PERRY AND YORK

H. FRED WALLACE
Main and Bridge streets
P.O. Box 66
Mifflintown, PA 17059

fred.wallace@jvbonline.com
717-436-1224

THOMAS P. O'CONNELL
thomas.oconnell@jvbonline.com
717-589-3141

ADAMS AND CUMBERLAND COUNTIES

WAYNE S. MCCOY
wayne.mccoy@jvbonline.com
717-349-2638

LIVERPOOL COMMUNITY BANK

104 Front St.
Liverpool, PA 17045
717-444-3714
www.fnbiliverpool.com

M&T BANK

213 Market St.
Harrisburg, PA 17101
717-255-2070, 800-724-2440
www.mtb.com

MEMBERS 1ST FEDERAL CREDIT UNION

5000 Louise Drive
P.O. Box 40
Mechanicsburg, PA 17055-4899
717-697-1161, 800-283-2328
www.members1st.org

STEVE ROBERTSON

robertsons@members1st.org
717-508-1021

JUSTIN CONNER

connerj@members1st.org
717-703-2577

KRISTI RAYKOS

raykosk@members1st.org
717-638-1025

STACY STEINKAMP

steinkamps@members1st.org
717-458-6817

GARY MASTRANGELO

mastrangelog@members1st.org
717-422-2314

ROBB KEITH

keithr@members1st.org
717-979-5803

JEFF OWEN

owenj@members1st.org
717-439-6507

GLENN RAMBLER

ramblerg@members1st.org
717-829-3058

RALPH FETROW

fetrowr@members1st.org
717-571-6398

JUDI MCGEE

mcgee@members1st.org
717-422-2712

METRO BANK

3801 Paxton St.
Harrisburg, PA 17111-1418
717-412-6630, 888-937-0004
www.mymetrobank.com
ANDREW D. JOHNSON,
SVP and director
of commercial real estate
Andrew.Johnson@mymetro
bank.com
717-412-6210

CUMBERLAND AND DAUPHIN COUNTIES

MIKE BUNN,

VP and regional manager
Michael.Bunn@mymetrobank.com
717-412-6213

Commercial Lenders (directory)

In alphabetical order by financial institution

METRO BANK (CONT'D)

ZACK KHURI,
VP and regional manager
Zachary.Khuri@mymetrobank.com
717-412-6430

COLLEEN ENSINGER,
VP and commercial loan officer
Colleen.Ensinger@mymetrobank.com
717-412-6212

TROY ERDMAN,
VP and commercial loan officer
Troy.Erdman@mymetrobank.com
717-412-6160

CHRIS HEALY,
commercial lending officer
Christopher.Healy@mymetrobank.com
717-412-6584

SAL FAZZOLARI,
AVP and commercial loan officer
Salvatore.Fazzolari@mymetrobank.com
717-412-6466

CASEY ZELLERS,
commercial loan officer
Casey.Zellers@mymetrobank.com
717-412-6478

LANCASTER AND YORK COUNTIES
1803 Mount Rose Ave.
York, PA 17403

LANCASTER COUNTY
ERIC WARFEL, VP AND AREA MANAGER
Eric.Warfel@mymetrobank.com
717-718-2328

STEPHEN STAMAN,
VP and regional manager
Stephen.Staman@mymetrobank.com
717-718-2322

STEVE CUNNINGHAM,
VP and commercial loan officer
Steven.Cunningham@mymetrobank.com
717-718-2324

JOHN 'MIKE' WOLF,
VP and commercial loan officer
John.Wolf@mymetrobank.com
717-718-2324

YORK COUNTY
AMY DOLL,
VP and regional manager
Amy.Doll@mymetrobank.com
717-718-2312

DON MCVAY,
VP and commercial loan officer
Don.Mcvay@mymetrobank.com
717-718-2311

METRO BANK (CONT'D)

ADAM BRYNER,
AVP and commercial loan officer
Adam.Bryner@mymetrobank.com
717-718-2318

DARREN BLAKEMORE,
commercial loan officer
Darren.Blakemore@mymetrobank.com
717-718-2310

LEBANON COUNTY
JOSHUA HOCKER
Joshua.Hocker@mymetrobank.com
610-603-2501

PETER JOHNSON,
commercial loan officer
2209 Quarry Drive, Suite A-10, Reading, PA 19609
Peter.Johnson@mymetrobank.com
610-603-2519

CHRIS DEASCENTI
1803 Mount Rose Ave.
York, PA 17403
Christopher.Deascenti@mymetrobank.com
717-718-2302

MID PENN BANK
349 Union St.
Millersburg, PA 17061-1611
717-692-2133

866-642-7736
www.midpennbank.com
NATALIE FALATEK,
Millersburg branch manager and commercial loan officer
natalie.falatek@midpennbank.com
717-692-7118

5500 Allentown Blvd.
Harrisburg, PA 17112
SCOTT MICKLEWRIGHT,
SVP and chief lending officer
scott.micklewright@midpennbank.com
717-920-3578

ERIC D. MUMMAU,
VP and commercial loan officer
eric.mummau@midpennbank.com
717-920-3569

DENNIS W. SWEIGART,
VP and commercial loan officer
dennis.sweigart@midpennbank.com
717-920-3568

DRAGAN DODIK,
VP and commercial loan officer
dragan.dodik@midpennbank.com
717-920-3571

2101 Market St.
Camp Hill, PA 17011
DONALD J. BONAFEDE,
VP and regional commercial loan officer and leasing manager
donald.bonafede@midpennbank.com
717-920-8343

MID PENN BANK (CONT'D)

MATTHEW HARSHBARGER,
AVP and commercial loan officer
matt.harshbarger@midpennbank.com
717-920-8344

NATIONAL PENN BANK
Philadelphia and Reading avenues P.O. Box 547
Boyertown, PA 19512-0547
610-369-6196, 800-822-3321
www.natpennbank.com

NORTHWEST SAVINGS BANK
547 S. 10th St.
Lebanon, PA 17042-6607
717-272-7639
www.northwestsavingsbank.com

ORRSTOWN BANK
77 E. King St.
P.O. Box 250
Shippensburg, PA 17257-1307
717-530-3530, 888-677-7869
www.orrstown.com

PA STATE EMPLOYEES CREDIT UNION
DBA PSECU
1 Credit Union Place
P.O. Box 67013
Harrisburg, PA 17106-7013
717-234-8484, 800-237-7328
www.psecu.com

PEOPLESBANK
105 Leader Heights Road
P.O. Box 2887
York, PA 17405-2887
717-846-1970, 888-846-1970
www.peoplesbanknet.com
JEFFREY A. SNYDER
jsnyder@peoplesbanknet.com
717-747-1515

JEFFREY E. GROVE
jgrove@peoplesbanknet.com
717-747-1504

BRADY J. BARNES
bbarnes@peoplesbanknet.com
717-747-1580

STEPHEN T. SHERMAN
ssherman@peoplesbanknet.com
717-747-1542

SHAWN A. STINE
sstine@peoplesbanknet.com
717-747-1588

KENT A. KETTERMAN
kketterman@peoplesbanknet.com
717-747-1506

JOHN S. EATON JR.
jeaton@peoplesbanknet.com
717-747-1546

PEOPLESBANK (CONT'D)

HANOVER
BRIAN CALER
1400 Baltimore St.
Hanover, PA 17331
bcaler@peoplesbanknet.com
717-747-1568

PNC BANK
4242 Carlisle Pike
Camp Hill, PA 17011
888-762-2265
www.pncbank.com

RIVERVIEW BANK
Third and Market streets, P.O. Box A
Halifax, PA 17032-0900
717-896-3433, 877-876-9462
www.halifaxnational.com

SOVEREIGN BANK
1130 Berkshire Blvd.
Wyomissing, PA 19610
610-320-8400, 877-768-2265
www.sovereignbank.com

SUSQUEHANNA BANK
1570 Manheim Pike
P.O. Box 3300
Lancaster, PA 17604-3300
800-311-3182
www.susquehanna.net

LANCASTER REGION
PETER C. RIEKER,
EVP and commercial executive
Peter.Rieker@susquehanna.net
717-735-8830
FRANK T. DANO III,
vice president
Frank.Dano@susquehanna.net
717-735-8832

ALAN R. OVER,
vice president
Alan.Over@susquehanna.net
717-735-8835

1800 Fruitville Pike,
Lancaster, PA 17601
DAVE HORNBERGER,
commercial executive
Dave.Hornberger@susquehanna.net
717-724-4625

SPENCER T. BECK,
vice president
Spencer.Beck@susquehanna.net
717-715-8820

KALI KAROMFILY,
assistant vice president
Kali.Karomfily@susquehanna.net
717-724-3964

JUSTIN T. LEHMAN,
assistant vice president
Justin.Lehman@susquehanna.net
717-724-4661
1060 Main St., P.O. Box 580
Blue Ball, PA 17506

SUSQUEHANNA BANK (CONT'D)

THOMAS E. CISLO,
vice president
Tom.Cislo@susquehanna.net
717-354-3693

BRANDON M. LEAMAN,
commercial relationship manager
Brandon.Leaman@susquehanna.net
717-354-3625

SAMUEL J. SMITH,
vice president
Samuel.Smith@susquehanna.net
717-354-3686

HARRISBURG AND YORK REGIONS
CRAWFORD C. MCFERRAN
2951 Whiteford Road, York PA 17402
Crawford.Mcferran@susquehanna.net
717-755-3464

HARRISBURG REGION
1826 Good Hope Road,
Enola, PA 17025

STEVE D. BUTZ
Steve.Butz@susquehanna.net
717-724-2818

HEATHER R. HALL
Heather.Hall@susquehanna.net
717-724-2810

LEBANON
ED O. NAAB
830 Norman Drive
Lebanon, PA 17042
Ed.Naab@susquehanna.net
717-798-0990

WELLS FARGO BANK
600 Penn St., Fourth Floor
Reading, PA 19602
610-655-2900, 800-834-3280
www.wellsfargo.com

YORK TRADITIONS BANK
235 St. Charles Way
York, PA 17402
717-741-1770, 877-741-1770
www.yorktraditionsbank.com

The Central Penn Business Journal's commercial lender directory is limited to those based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Nov. 22, 2012.

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CPA firms

Ranked by number of full-time local CPAs

Rank	Prev. rank	Company Address	Local/total CPAs	Top local executive Title	Website Phone	Local/total partners professionals F-T/P-T local employees	% of business: auditing/ tax consulting/other Local/total clients	Local/total locations Headquarters Year established locally	Services offered
1	1	PARENTEBEARD LLC 221 W. Philadelphia St., Suite 200 York, PA 17401-2993	67 398	Gregory A. Crumling Regional managing partner	www.parenthebeard.com 717-846-7000 800-267-9405	27/140 121/652 167/116	56%/26% 18%/0% 12,006/43,045	4/20 Philadelphia 1946	Audit, tax and financial planning, litigation support, business valuation, small business services, SEC reporting, consulting, wealth mgt., XBRL imp.
2	3	REINSEL KUNTZ LESHNER LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408	61 119	Edward W. Monborne CEO	www.rklcpa.com 717-394-5666	20/35 102/181 141/116	34%/33% 6%/6% DNR/DNR	3/4 Manheim Twp. 1951	Auditing, tax compliance and planning, information technology, management and advisory services
3	5	TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601	54 54	Donald F. Johnson Jr. Managing partner	www.troutcpa.com 717-569-2900 800-448-1384	15/15 67/67 92/17	40%/35% 20%/5% DNR/DNR	3/3 Manheim Twp. 1929	Accounting and auditing, tax, valuations and litigation support, employee-benefit plans; schools and municipal accounting, estate planning, forensics
4	2	BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715	54 54	Kenneth B. Wolfe CPA President and principal	www.bssf.com 717-761-7210 800-294-7360	23/23 69/69 77/17	49%/39% 6%/6% DNR/DNR	2/2 E. Pennsboro Twp. 1990	Accounting, auditing, tax services, litigation support, business valuations, small-business accounting services, technology services
5	4	PRICEWATERHOUSECOOPERS LLP 1 S. Market Square Harrisburg, PA 17101-2141	50 9,000	Pamela Schlosser Managing partner	www.pwc.com 717-231-5900	3/2,500 60/37,000 60/0	70%/25% 0%/5% DNR/DNR	1/78 New York City 1984	Assurance, tax, human resource advisory, financial advisory services, health care consulting
6	7	BOYER & RITTER CPAS AND CONSULTANTS 211 House Ave., P.O. Box 8300 Camp Hill, PA 17001-8300	41 48	Robert J. Murphy CPA, CVA Managing partner	www.cpabr.com 717-761-7910 800-842-1120	11/13 54/64 57/9	37%/30% 6%/27% DNR/DNR	3/4 E. Pennsboro Twp. 1926	Accounting, auditing, business and tax consulting, litigation support, business valuations, cost segregation studies, forensic investigations
7	13	SMITH ELLIOTT KEARNS & COMPANY LLC 19 Brookwood Ave., Suite 101 Carlisle, PA 17013	36 62	John R. Schnitzer CPA Managing member	www.sek.com 717-243-9104	13/20 DNR/DNR 81/18	31%/53% 3%/13% DNR/DNR	3/4 Hagerstown, Md. 1963	Traditional tax, accounting and auditing, retirement-plan administration, business valuation, estate and succession planning
8	6	MCKONLY & ASBURY LLP 415 Fallowfield Road Camp Hill, PA 17011-4908	34 35	Terry L. Harris Managing partner	www.macpas.com 717-761-7910 800-569-5199	9/9 91/93 83/8	36%/28% 32%/4% DNR/DNR	2/3 Hampden Twp. 1973	Audit, tax, accounting and management consulting; accounting outsourcing; business valuations; information-technology and benefit-plan audits
9	8	SELIGMAN, FRIEDMAN & CO. DBA SF&COMPANY 235 St. Charles Way, Suite 250 York, PA 17402	33 50	John J. Cardello CPA Managing shareholder	www.sfc-cpa.com 717-741-0004	8/12 65/79 79/8	35%/30% 25%/10% DNR/DNR	3/4 York 1950	Accounting, business consulting, bookkeeping, payroll, business valuation, estate planning, wealth mgt., succession and strategic planning, taxes
10	9	KPMG LLP 30 N. Third St., P.O. Box 1190 Harrisburg, PA 17108-1190	32 6,700	Michael P. McDonald Managing partner	www.kpmg.com/us 717-260-4600	3/1,800 68/18,300 81/0	50%/25% 25%/0% DNR/DNR	1/83 New York City 1972	Audit, tax, advisory
11	10	STAMBAUGH NESS PC 2600 Eastern Blvd., Suite 101 York, PA 17402-2916	27 27	Steven L. Hake President and COO	www.stambaugh-ness.com 717-757-6999 800-745-8233	9/9 37/37 64/6	35%/40% 20%/5% DNR/DNR	2/2 Springettsbury Twp. 1918	Serving architects, engineers, contractors, manufacturing and distribution, medical practices, professional services, government and nonprofits.
12	NR	WALZ DEIHM GEISENBERGER BUCKLEN & TENNIS PC 2929 Litz Pike, P.O. Box 5555 Lancaster, PA 17606-5555	24 DNR	Brett H. Tennis Managing partner	www.wdgbt.com 717-392-8200	9/DNR 33/DNR 40/7	26%/38% 5%/31% 2,500/DNR	1/1 Manheim Twp. 1978	Corporate and individual tax prep, financial statement and payroll prep, tax planning, QuickBooks support and computer consulting, business valuation
13	11	SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601	23 23	Marlin E. Benedict Managing partner	www.simonlever.com 717-569-7081	6/6 41/41 41/5	41%/46% 13%/0% DNR/DNR	1/1 Manheim Twp. 1951	With our payroll service, we see an opportunity to demonstrate our creativity, integrity and expertise in providing value to your bottom line
14	31	ACUITY ADVISORS AND CPAS 454 New Holland Ave., Suite 200 Lancaster, PA 17602-2289	18 DNR	S.C. Hibshman Managing Partner	www.AcuityCPAs.com 717-239-5180 800-854-5355	3/DNR 31/DNR 25/6	28%/36% 23%/13% DNR/DNR	1/1 Lancaster 2006	Accounting, auditing, tax compliance and planning, business consulting, valuation, advisory services, mergers and acquisitions, payroll, QuickBooks
15	12	WEINHOLD NICKEL & CO. LLP 1360 Ridge Ave., P.O. Box 610 Reamstown, PA 17567-0610	15 15	Dean A. Hoover Managing partner	www.wncpa.com 717-336-3801	3/3 30/30 20/10	9%/26% 48%/17% 695/695	1/1 E. Cocalico Twp. 1974	Accounting, auditing, tax compliance and planning, business consulting, succession and estate planning, mergers and acquisitions, QuickBooks services
16	NR	ROTZ & STONESIFER PC 1134 Kennebec Drive Chambersburg, PA 17201	14 14	Lynn C. Rotz Chairman	www.rotzandstonesifer.com 717-264-5961	4/4 28/28 32/9	23%/26% 37%/14% 2,900/2,900	4/4 Chambersburg 1986	Full-service CPA firm, including business auditing and accounting services, tax preparation and consulting for businesses and individuals
17	19	MAHER DUESSEL 3003 N. Front St., Suite 101 Harrisburg, PA 17110	12 45	Tracey L. Rash CPA and Lisa A. Ritter CPA Partners	www.md-cpas.com 717-232-1230	2/6 16/63 16/1	95%/3% 2%/0% DNR/DNR	1/3 Pittsburgh 2006	Comprehensive accounting and consulting services for the government and nonprofit sectors
18	14	ROSS BUEHLER FALK & COMPANY, LLP 1500 Litz Pike Lancaster, PA 17601	11 11	Jeffrey S. Bleacher Managing partner	www.rfco.com 717-393-2700	4/4 15/15 15/5	41%/44% 15%/0% DNR/DNR	1/1 Manheim Twp. 1985	Assurance, tax preparation/planning and business advisory services
19	24	DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166	10 10	Diana M. Reed President	www.dianamreed.com 717-533-5513	1/1 13/13 9/8	0%/45% 10%/45% 1,400/1,400	1/1 Derry Twp. 1988	Accounting; bookkeeping/payroll; financial stmts; tax planning/returns; reviews, compilations, agreed-upon procedures; nonprofits and small businesses
20	17	PADDEN GUERRINI & ASSOCIATES PC 3425 Simpson Ferry Road Camp Hill, PA 17011	9 9	H. David Padden President	www.pgacpas.com 717-763-1644	4/4 18/18 20/2	40%/15% 15%/30% 400/400	1/1 Lower Allen Twp. 1984	Accounting, auditing, tax preparation and consulting
21	15	RAGER LEHMAN & HOUCK PC 195 Stock St., Suite 311 Hanover, PA 17331	9 14	Karl A. Lehman CPA Principal	www.rlhcpa.com 717-637-7300 800-637-7331	3/6 15/24 16/2	25%/45% 15%/15% DNR/DNR	1/3 Hanover 1984	Accounting, auditing, bookkeeping, compilations/reviews, business valuation, consulting, forensics, payroll, computer services, estate planning
22	16	HAMILTON & MUSSER PC 176 Cumberland Parkway Mechanicsburg, PA 17055	9 9	David A. Hamilton President	www.hnmcpas.com 717-697-3888	4/4 11/11 15/4	30%/30% 20%/20% DNR/DNR	1/1 Upper Allen Twp. 1986	Audit and financial statement services, tax preparation, accounting services, management consulting, retirement and financial planning
23	23	WAGGONER FRUTIGER & DAUB LLP 5006 E. Trindle Road, Suite 200 Mechanicsburg, PA 17050	6 6	Timothy C. Waggoner Managing partner	www.wfdcpa.com 717-506-1222	5/5 4/4 15/2	29%/25% 4%/42% DNR/DNR	1/1 Hampden Twp. 1964	Accounting, auditing, income-tax preparation and planning, business consulting, estate planning, tax preparation
24	20	BOLES METZGER BROSIUS & EMRICK PC 3601 N. Front St. Harrisburg, PA 17110	6 6	Brian J. Metzger President	www.bmbecpa.com 717-238-0446	5/5 12/12 11/5	20%/40% 20%/20% 1,200/1,200	1/1 Susquehanna Twp. 1978	Business valuations, QuickBooks support, mergers and acquisitions, audit and tax, litigation support
25	21	KERN AND CO. PC 2331 Market St. Camp Hill, PA 17011-4642	6 6	Charles L. Kern MBA, CPA, CVA, ABV, CFA, CFF, AEP Chairman and CEO	www.kernandcompany.com 717-763-0888	2/2 11/11 7/6	11%/30% 32%/27% 500/500	1/1 Camp Hill 1980	Business valuations, forensic accounting, litigation support, business-succession planning, taxes and financial statements

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of CPA firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published June 22, 2012; updated Jan. 4, 2013; next published June 21, 2013.

Researched by Alaine Keisinger

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BROWN SCHULTZ SHERIDAN & FRITZ, CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS ADVISORS



www.bssf.com · 717.761.7171
Camp Hill · Lancaster

Private-equity and venture-capital firms (directory)

Listed alphabetically

BEN FRANKLIN TECHNOLOGY PARTNERS OF CENTRAL AND NORTHERN PA

1010 N. Seventh St., Suite 307,
Harrisburg, PA 17102

Person in charge:

Pam Martin, Director

www.cnp.benfranklin.org

717-948-6449

Invests in technology startups and technology product introduction; buys down risk associated with bringing new tech products to market

THE BLACKSTONE GROUP

345 Park Ave., New York, NY 10154

Person in charge:

Stephen A. Schwarzman, Chairman and CEO

www.blackstone.com

212-583-5000

Global investment and advisory firm with portfolio that includes Graham Packaging Holding Co.

EASTMAN FAMILY PARTNERSHIP

1853 William Penn Way, P.O. Box 10368,
Lancaster, PA 17606-0368

Person in charge:

G. Yale Eastman, General partner

717-394-1981

Helps entrepreneurs start technology-based companies through mentoring and other means

HAWKE CAPITAL LLC DBA HAWKE AEROSPACE GROUP

189A Twin County Road, Morgantown, PA 19543

Person in charge:

Joseph A. Hawke, Chairman and CEO

www.hawkeaerospace.com

610-648-3880

Lancaster County-based Keystone Med-Flight

Services now is a wholly owned subsidiary

INNOVATION VENTURES LP

313 W. Liberty St., Suite 344, Lancaster, PA 17603

Person in charge:

David J. Freschman, Principal

www.innovationventures.com

717-397-2279

Small-business venture-capital fund focused on

investments in emerging technology businesses,

including Probiy Medical Transcription

LIFE SCIENCES GREENHOUSE OF CENTRAL PENNSYLVANIA

225 Market St., Suite 500, Harrisburg, PA
17101

Person in charge:

Mel Billingsley, President and CEO

www.lsgpa.com

717-635-2100

Direct investment and selective delivery of business-development services to PA companies, including Apeliotus Vision Science Inc., Immunomic Therapeutics Inc. and ProSanos Corp. locally

PENN VENTURE PARTNERS

132 State St., Suite 200, Harrisburg, PA 17101

Person in charge:

Dean M. Kline, Managing director

www.pennventures.com

717-236-2300

Venture-capital firm investing in mid-stage

companies across a variety of sectors in

Pennsylvania

SUSQUEHANNA CAPITAL II

325 Hellam St., Wrightsville, PA 17368

Person in charge:

Paul M. Stombaugh, First vice chairman

www.susquehannacapital.com

717-764-0032

Mergers and acquisitions, financing, legal, strategic planning

The Central Penn Business Journal's list of private-equity and venture-capital firms is limited to firms that have offices or holdings in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Nov. 16, 2012; next published Sept. 13, 2013.

Merger and acquisition specialists

Ranked by number of local employees specializing in mergers and acquisitions

Rank	Prev. rank	Company Address Website	Local employees specializing in mergers and acquisitions	Top local executive Title Phone	Merger and acquisition services	Local/total employees	Local/total locations Headquarters Year established locally	Services provided
1	1	MURPHY MCCORMACK CAPITAL ADVISORS 324 Yorkshire Drive Harrisburg, PA 17111 www.murphymccormack.com	12	Bob McCormack Partner 570-524-7253	Buy and sell side advisory services for closely held middle market companies; business valuations, strategic and capital planning; corporate turnaround advisory services and advisory services for financial institutions.	5 10	1/3 Lewisburg, Union Co. 2005	Mergers and acquisitions, business valuations, divestitures, sale of businesses, purchase of businesses, management buyouts, corporate turnarounds
2	3	BYBEL RUTLEDGE LLP 1017 Mumma Road, Suite 302 Lemoyne, PA 17043-1145 www.bybelrutledge.com	8	G. Philip Rutledge Partner 717-731-1700	Legal, deal structuring	10 10	1/1 Wormleysburg 2006	Boutique firm focusing on corporate, mergers and acquisitions, securities, executive compensation and banking law
3	4	CENTRAL PENN BUSINESS BROKERS LLC DBA MCA BUSINESS BROKERS 110 Sunset Ave. Harrisburg, PA 17112-3055 www.mcabizbrokers.com	5	Tony Darcangelo President and managing partner 717-657-7000	Main street business brokerage, lower-middle market M&A, business valuations and advisory	7 0	1/1 Lower Paxton Twp. 1985	Main street business brokerage, lower-middle market mergers and acquisitions, business valuations and advisory
4	5	SUMMIT ADVISORY INC. 108 W. Main St. Strasburg, PA 17579 www.summitadvisory.com	5	Dave Neslund Senior intermediary 717-687-8271	Lower mid-market (\$2 million-\$50 million) broker/investment banker that works with buyers and sellers; valuing/pricing, structuring, due diligence, negotiating, closing and business culture integration	5 5	1/1 Strasburg 1989	Mid-market merger/acquisition firm; develops business owner exit plans; identifies value drivers; finds buyers and sellers for business transitions
5	6	STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994 www.stockandleader.com	3	Ronald L. Hershner Managing partner 717-846-9800	Structuring, negotiating, documenting and closing mergers and acquisitions of all sizes as legal counsel to both sellers and buyers.	71 71	3/3 York 1953	Business/finance, mergers/acquisitions, litigation/dispute resolution, labor-employment, environmental, estate planning/administration, education, real estate
6	NR	STRATEGIC ENDEAVORS LLC 805 Estelle Drive, Suite 110, P.O. Box 8605 Lancaster, PA 17604-8605 www.strategicendeavors.com	1	James A. Eshleman Principal 717-898-7662	Exit planning, business valuation, sell side representation, and buy side representation	3 3	1/1 E. Hempfield Twp. 1999	Exit planning, business valuation, sell side representation, and buy side representation

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisling

Financial consultants

Ranked by number of local consultants

Rank	Prev. rank	Company Address	Local consultants	Top local executive Title	Website Phone	Type of billing Avg. fee range F-T/P-T local employees	Local/total location Headquarters Year established locally	Consulting focus
1	2	PARENTEBEARD LLC 221 W. Philadelphia St., Suite 200 York, PA 17401-2993	25	Gregory A. Crumling Regional managing partner	www.parentebeard.com 717-846-7000 800-267-9405	By project and hourly DNR 167/16	4/20 Philadelphia 1946	Tax, A&A, corporate gov., risk mgt., forensic litigation support, emp. benefit plans, XBRL implementation, transaction advisory, emerging growth
2	3	SELIGMAN, FRIEDMAN & CO. DBA SF&COMPANY 235 St. Charles Way, Suite 250 York, PA 17402	17	John J. Cardello CPA Managing shareholder	www.sfc-cpa.com 717-741-0004	Hourly rates, by project DNR 79/8	3/4 York 1950	Estate planning, business valuation, financial planning, tax, internal audits, mergers and acquisitions and succession planning
3	NR	CENTRAL PENN BUSINESS BROKERS LLC DBA MCA BUSINESS BROKERS 110 Sunset Ave. Harrisburg, PA 17112-3055	7	Tony Darcangelo President and managing partner	www.mcabizbrokers.com 717-657-7000	Contingent fee, by project and by hour 10% to 6% of business acquisition price 4/3	1/1 Lower Paxton Twp. 1985	Main-street business brokerage, mergers and acquisitions, business and commercial investment real estate, business valuation, exit strategy advisers
4	5	KERN AND CO. PC 2331 Market St. Camp Hill, PA 17011-4642	6	Charles L. Kern MBA, CPA, CVA, ABV, CFA, CFF, AEP Chairman and CEO	www.kemandcompany.com 717-763-0888	Hourly and project fees \$95-\$300 per hour 7/6	1/1 Camp Hill 1980	Forensic accounting, litigation support, business valuations and succession planning
5	NR	MURPHY MCCORMACK CAPITAL ADVISORS 324 Yorkshire Drive Harrisburg, PA 17111	5	Bob McCormack Partner	www.murphymccormack.com 570-524-7253	Success fees or by project DNR 5/0	1/3 Lewisburg, Union Co. 2005	Mergers and acquisitions, business valuations, divestitures, sale of businesses, purchase of businesses, management buyouts
6	NR	SUMMIT ADVISORY INC. 108 W. Main St. Strasburg, PA 17579	5	Dave Neslund Senior intermediary	www.summitadvisory.com 717-687-8271	By project DNR 3/2	1/1 Strasburg 1989	Define and implement exit plans for business owners; identify value drivers
7	6	BUSINESS VALUATIONS & STRATEGIES PC 3402 N. Fourth St. Harrisburg, PA 17110	4	David E. Coffman President and CEO	www.business-valuation-expert.com 717-234-7060 800-423-0252	Flat fee \$500-\$3,000 1/3	1/2 Susquehanna Twp 2000	Business valuations, SBA loan valuations, liquor license valuations, exit planning, buying or selling a business, buy-sell agreements
8	NR	BARDOL & CO. 1290 Garrison Drive York, PA 17404	2	Jack Bardol Principal	www.bardol.com 717-580-6440	Hourly, daily Varies 1/1	1/DNR York 1999	Manufacturing focus: business advisory services, early-stage turnaround, consulting for companies in financial distress, business process consulting
9	NR	QUASAR ASSOCIATES INC. 2320 Aspen Way Harrisburg, PA 17110	1	Bob Burkett President	www.quasarassociates.com 717-386-3600 877-600-7510	Fixed and hourly \$20,000-\$100,000 3/0	1/2 Susquehanna Twp. 2006	Internal audit, ERM, IT audit

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Mortgage lenders and brokers

Ranked by dollar volume of local residential loans

Rank	Prev. rank	Company Address	Dollar volume of 2011 residential mortgage loans	Top local executive Title	Website Phone	Minimum/maximum loans F-T local/total employees	# of local/total locations Headquarters Year established locally	Types of loans offered
1	1	FULTON MORTGAGE CO. 1 Penn Square, Suite 304 Lancaster, PA 17602	\$572.51 million Lender	Jill M. Carson President and COO	www.fultonmortgagecompany.com 717-295-9034 800-220-9034	None None 92/3	68/123 Lancaster 2001	Conventional, FHA, VA, jumbo, construction and permanent, PHFA, rural housing, reverse mortgages, home equity and home equity line of credit
2	NR	PA STATE EMPLOYEES CREDIT UNION DBA PSECU 1 Credit Union Place, P.O. Box 67013 Harrisburg, PA 17106-7013	\$373.32 million Lender	Gregory A. Smith President	www.psecu.com 717-234-8484 800-237-7328	None \$1 million 532/79	2/3 Harrisburg 1933	Fixed-rate mortgages, 10-30-year terms; one-year adjustable-rate mortgages, 10-30-year terms, caps 1/5; 5/1 adjustable-rate mortgage, 30-year term; PHFA
3	2	MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-4899	\$323.75 million Lender	Robert L. Marquette President and CEO	www.members1st.org 717-697-1161 800-283-2328	None None 589/145	53/53 Lower Allen Twp. 1950	Conventional, conforming, nonconforming, construction
4	3	SUSQUEHANNA BANK 1570 Manheim Pike, P.O. Box 3300 Lancaster, PA 17604-3300	\$205.23 million Lender	William J. Reuter	www.susquehanna.net DNR 800-311-3182	\$10,000 \$10 million 1,000/300	75/260 Manheim Twp. 1901	Fixed and adjustable, construction/permanent, renovation loans, FHA/VA, PHFA, jumbo loans, no PMI programs, lot loans, blanket mortgages
5	4	METRO BANK 3801 Paxton St. Harrisburg, PA 17111-1418	\$81.07 million Lender	Gary L. Nalbandian Chairman, president and CEO	www.mymetrobank.com DNR 888-937-0004	\$30,000 Unlimited 659/210	28/33 Swatara Twp. 1985	Fixed rate, ARMs, FHA, VA, PHFA, construction and jumbo
6	NR	ACNB BANK 16 Lincoln Square, P.O. Box 3129 Gettysburg, PA 17325-3129	\$65.01 million Lender	Thomas A. Ritter President and CEO	www.acnb.com 717-334-3161 888-334-2262	DNR DNR 235/53	19/19 Gettysburg 1857	Fixed, adjustable, blanket mortgage, construction, FHA, VA, home equity and home equity lines of credit
7	7	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887	\$57 million Lender	Larry J. Miller Vice chairman, president and CEO	www.peoplesbanknet.com 717-846-1970 888-846-1970	0 \$2.5 million 194/29	21/23 York Twp. 1864	Fixed, ARM, construction, lot, FHA, VA, USDA, nonconforming
8	8	MID PENN BANK 349 Union St. Millersburg, PA 17061-1611	\$36.50 million Lender	Rory G. Ritrievi President and CEO	www.midpennbank.com 717-692-2133 866-642-7736	None \$9 million 167/23	14/16 Millersburg 1868	Conventional, FHA, PHFA, RHS, in-house, construction
9	9	JONESTOWN BANK AND TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717	\$22 million Lender	Troy A. Peters CEO	www.bankjbt.com 717-865-4246	None None 95/20	11/11 Jonestown 1873	Fixed-rate, adjustable, construction
10	11	CORNERSTONE FEDERAL CREDIT UNION 5 Eastgate Drive, P.O. Box 1181 Carlisle, PA 17013-0927	\$15.07 million Lender	David G. Keffer CEO	www.cornerstonefcu.coop 717-249-1661 888-718-6786	\$10,000 None 24/4	3/3 S. Middleton Twp. 1974	Full-service first mortgage, construction, home equity and line-of-credit loans

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked FHA-Federal Housing Administration VA-Veterans Administration The Central Penn Business Journal's list of mortgage lenders and brokers is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published April 20, 2012; updated Jan. 7, 2013; next published April 19, 2013.**

Researched by Alaine Keisling

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Mergers and acquisitions

Ranked by cost

Rank	Buyer	Cost	Seller	Announced Closed	Unit sold
1	THE HERSHEY CO. 100 E. Chocolate Ave., Hershey, PA 17033 717-534-4000 www.hersheys.com	\$15.90 million	GODREJ HERSHEY LTD. Mumbai, India	Sept. 7, 2012 Sept. 7, 2012	NA
2	HERSHA HOSPITALITY TRUST 44 Hersha Drive, Harrisburg, PA 17102-2234 717-236-4400 www.hersha.com	\$10 million	HOLIDAY INN EXPRESS New York, NY	June 21, 2012 June 21, 2012	NA
3	HEMISPHERE GPS INC. 4110 Ninth St. S.E., Calgary, AB Canada T2G 3C4 www.hemispheregps.com	\$9.03 million	GVM INC. 224 E. King St., Suite 102 East Berlin, PA 17316	Jan. 18, 2012 Jan. 31, 2012	AgJunction
4	PENNSYLVANIA-AMERICAN WATER CO. 800 W. Hersheypark Drive, Hershey, PA 17033-0888 717-533-5000 www.amwater.com	\$215,000	AQUA AMERICA INC. Bryn Mawr, PA	May 3, 2012 May 3, 2012	Wildcat Park Corp. in Schuylkill County and Lake Spangenberg Water Co. and Applewood Water Co. Inc. in Lackawanna County
5	THE HERSHEY CO. 100 E. Chocolate Ave., Hershey, PA 17033 717-534-4000 www.hersheys.com	\$170,000	BROOKSIDE FOODS LTD. Abbotsford, British Columbia	Dec. 8, 2011 Jan. 15, 2012	NA

NA-not applicable NDA-no date available

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Researched by Alaine Keisling

Investment brokerage firms

Ranked by number of local licensed brokers

Rank	Prev. rank	Company Address	Local series 7- licensed brokers/ certified-financial planners	Top local executive Title	Website Phone	2011 local/total revenue	Employees F-T local/total P-T local/total	Local/total locations Headquarters Year established locally	Investment products
1	1	FULTON FINANCIAL ADVISORS 1 Penn Square Lancaster, PA 17602	31 2	David B. Hanson CEO	www.fultonfinancialadvisors.com 717-291-2411 866-332-8393	\$29.83 million \$37.2 million	146/197 5/9	92/270 Lancaster 2001	Stocks/bonds, options, mutual funds, govt. securities, commodities, CDs, unit trusts, annuities, pensions/retire plans, OTC market-maker, financial planning
2	3	SUSQUEHANNA BANCSHARES INC. DBA SUSQUEHANNA WEALTH MANAGEMENT 26 N. Cedar St., Lititz, PA 17543	26 6	William J. Reuter Chairman and CEO	www.susquehanna.net 717-626-4721 800-311-3182	DNR DNR	1,200/3,000 125/260	75/260 Lititz 1982	Stocks/bonds, mutual funds, govt. securities, annuities, pensions/retire plans, financial planning
3	6	MILLER & GAY INVESTMENT MANAGEMENT 1605 E. Market St. York, PA 17404-1258	7 2	Jeffrey A. Gay Branch manager	www.RJFSYork.com 717-848-1248 800-673-2584	DNR DNR	11/11 0/0	2/2 Spring Garden Twp. 1993	Stocks/bonds, mutual funds, CDs, annuities, pensions/retire plans, financial planning
4	NR	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17404-1258	4 2	Larry J. Miller Vice chairman, president and CEO	www.peoplesbanknet.com 717-846-1970 888-846-1970	\$40.41 million \$40.41 million	194/192 29/24	21/23 York Twp. 1864	Stocks/bonds, mutual funds, govt. securities, CDs, unit trusts, annuities, pensions/retire plans, financial planning
5	NR	RANKER HANSHAW WEALTH MANAGEMENT 801 East Park Drive, Suite 103 Harrisburg, PA 17111-2816	4 2	Matthew Hanshaw CFP, ChFC President	www.ranker-hanshaw.com 717-657-8878 888-503-7186	\$2 million \$2 million	9/9 0/0	1/1 Lower Paxton Twp. 1996	Stocks/bonds, mutual funds, govt. securities, unit trusts, annuities, pensions/retire plans, financial planning
6	NR	RBC CAPITAL MARKETS LLC DBA RBC WEALTH MANAGEMENT 635 N. 12th St., Second Floor, Lemoyne, PA 17043	3 2	Brian Fields Branch director	www.rbcwealthmanagement.com/usa 717-724-4200	\$2.7 million DNR	8/DNR 1/DNR	1/DNR Minneapolis 2002	Stocks/bonds, options, mutual funds, govt. securities, CDs, annuities, pensions/retire plans, financial planning
7	NR	HAZLETT BURT & WATSON INC. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267	3 0	George S. Weaver III Senior executive VP	www.HazlettBurt.com 717-397-5988 800-657-9944	\$1.6 million \$5.6 million	5/34 0/0	1/3 Wheeling, W.Va. 1994	Stocks/bonds, options, mutual funds, govt. securities, CDs, unit trusts, annuities, pensions/retire plans, financial planning
8	8	HANOVER CAPITAL MANAGEMENT INC. 141 Broadway Hanover, PA 17331-2547	3 0	Douglas A. Becker Chairman	717-637-1333 800-636-3653	\$350,000 DNR	5/DNR 1/DNR	2/2 Hanover 1992	Stocks/bonds, mutual funds, govt. securities, CDs, annuities, pensions/retire plans
9	NR	YORK INDEPENDENTS INC. 92 River Farms Road Wrightsville, PA 17368	1 0	Sean K. Clark CEO	www.yorkindependentfinancial.com 717-324-6147	\$185,000 \$185,000	2/2 6/6	1/1 Lower Windsor Twp. 2001	Annuities, pensions/retire plans, financial planning
10	11	THE HEALEY GROUP 344 N. Front St. Wormleysburg, PA 17043	1 0	Donald M. Healey Sr. President	www.thehealeygroup.net 717-730-0800	DNR DNR	3/DNR 2/DNR	1/1 Wormleysburg 1980	Stocks/bonds, mutual funds, govt. securities, CDs, annuities, pensions/retire plans, financial planning

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Registered investment advisers

Ranked by assets under management

Rank	Prev. rank	Company Address	Assets under mgt. 2011 2010 % change	Top local executive Title	Website Phone	Types of clients Also broker/dealer?	Registration/notice* F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	1	PFM ASSET MANAGEMENT LLC 1 Keystone Plaza, Suite 300 Harrisburg, PA 17101-2044	\$43.93 billion ^① \$42.69 billion ^① 2.92%	Martin P. Margolis President and manager	www.pfm.com 717-231-6200	Government, financial and other business entities Yes	SEC, Pa. and 44 other states NA/NA	1/14 Harrisburg 1980	Portfolio management and pension consulting
2	2	GARDNER RUSSO & GARDNER 223 E. Chestnut St. Lancaster, PA 17602	\$5.49 billion ^① \$4.7 billion ^① 16.68%	Eugene H. Gardner; Thomas A. Russo and Eugene H. Gardner Jr. Partners	717-299-1385	Individuals, high-net-worth, pension and profit-sharing plans, foundations, trusts No	SEC, Pa. and 34 other states NA/NA	1/1 Lancaster 1968	Discretionary portfolio management
3	3	EMERALD ADVISERS INC. 3175 Oregon Pike Leola, PA 17540	\$1.49 billion \$1.62 billion -7.92%	Kenneth G. Mertz II President and CEO	www.TeamEmerald.com 717-396-1116	Government entities, individuals, pension and profit-sharing plans Yes	SEC, Calif., Del., Ga., Md., N.J., Pa., Texas 34/1	1/3 Manheim Twp. 1991	Money management
4	5	CONRAD SIEGEL INVESTMENT ADVISORS INC. 501 Corporate Circle Harrisburg, PA 17110	\$628.37 million \$495.48 million 26.82%	Tara L. Mashack- Behney Director of investment consulting	www.ConradSiegelInvestmentAdvisors.com 717-652-5633	39% retirement plans, 27% individuals, 16% high net worth individuals, 12% charitable organizations, 4% municipal entities, 1% corporations and 1% insurance companies No	SEC, Pa. and Texas 17/17	1/1 Susquehanna Twp. 2002	Full array of independent investment services to retirement plans and individual clients
5	4	PARENTEBEARD WEALTH MANAGEMENT LLC 221 W. Philadelphia St., Suite 200 York, PA 17401-2993	\$593.71 million \$574.66 million 3.32%	Thomas K. Williams CEO	www.parentebeardwealthmanagement.com 717-846-6214 855-855-5455	60% individuals, 35% high net worth, 4% retirement plans, 1% charitable organizations No	SEC, Conn., Fla., Md., Pa., Texas, N.J., N.Y. 15/4	4/5 York 1995	Financial planning, investment management and business retirement planning
6	6	FMA ADVISORY INC. 1631 N. Front St. Harrisburg, PA 17102	\$576.75 million ^① \$460.82 million ^① 25.16%	Peter J. LaBella President	www.fma-advisory.com 717-232-8850 800-451-4628	42% retail, 21% high-net worth, 37% institutional No	SEC, Pa. and 14 other states 8/0	1/1 Harrisburg 1987	Financial planning, portfolio management, pension consulting
7	7	ECA INVESTMENT GROUP INC. 224 St. Charles Way, Suite 100 York, PA 17402-4643	\$460.65 million \$432.1 million 6.61%	Edward S. Crooks President	www.ecaig.com 717-718-1600	45% high net worth, 30% pension plans, 15% corporate, 10% individuals and charitable organizations Yes	SEC, Pa. 9/2	3/3 York Twp. 1986	Wealth management and trust services
8	8	RODGERS & ASSOCIATES 2025 Litz Pike Lancaster, PA 17601-4235	\$354.08 million \$340.31 million 4.05%	Rick L. Rodgers President	www.Rodgers-Associates.com 717-560-3800 888-876-3437	100% individuals No	SEC, N.J., Pa., Texas 13/1	1/1 Manheim Twp. 1996	Fee-only wealth management firm specializing in clients who are retired or planning on retirement in the next few years
9	10	ROOF ADVISORY GROUP INC. 507 N. Front St. Harrisburg, PA 17101-1063	\$225.63 million \$185 million 21.96%	E. Jeffrey Roof President	www.roofadvisory.com 717-260-9281 866-846-9281	56% high net worth, 41% individuals, 3% other No	SEC, Pa. 6/0	1/1 Harrisburg 1998	Fee-only investment management firm providing portfolio mgt., investment advisory, wealth mgt. and financial planning
10	16	21ST CENTURY WEALTH MANAGEMENT LLC 1493 S. Queen St. York, PA 17403	\$199.5 million \$126.09 million 58.23%	Todd Spahr CPA PFS CFP Managing member	www.21stcenturywealthmgt.com 717-812-9952	70% high-net-worth, 26% individuals and trusts, 2% foundations, 2% retirement plans No	SEC, Pa. 2/0	1/1 Spring Garden Twp. 2000	Investment management and financial planning
11	9	ISI FINANCIAL GROUP INC. 26A E. Roseville Road Lancaster, PA 17601	\$192.22 million \$190.78 million 0.75%	Timothy J. Decker President	www.isifinancialgroup.com 717-393-3353	Individuals, high-net-worth, pension and profit-sharing plans, nonprofit organizations No	SEC, Pa. 5/0	1/1 Manheim Twp. 1985	Fee-only financial planning and wealth management, retirement planning, 401(k) plans, tax-managed portfolios
12	14	KUNTZ LESHAR CAPITAL LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408	\$189.66 million \$170.33 million 11.35%	Sarah Young Fisher CFP, ChFC, MSFS President	www.KLCinvest.com 717-399-1700	Individuals, high-net-worth, pension and profit-sharing plans, corporations, charitable organizations No	SEC, Fla. and Pa. 9/0	1/1 Manheim Twp. 1999	Investment management, wealth management, pension consulting
13	13	TEAM FINANCIAL MANAGERS 800 Corporate Circle, Suite 106 Harrisburg, PA 17110-9346	\$179 million \$175.27 million 2.13%	Samuel S. Lindenberg President	www.teamfinancialmanagers.com 717-540-7807 800-418-8326	80% individual, 20% high net worth No	SEC, Pa. 7/0	1/1 Susquehanna Twp. 1994	Discretionary investment management and financial planning
14	NR	HAZLETT BURT & WATSON INC. DBA SECURITY CAPITAL MGT. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267	\$178 million \$168 million 5.95%	George S. Weaver III Senior executive VP	www.HazlettBurt.com 717-397-5988 800-657-9944	35% individuals, 30% retirement plans, 30% high-net-worth, 5% charitable organizations Yes	SEC, Ohio, Pa. and W.Va. 5/0	1/3 Wheeling, W.Va. 1994	Security brokerage, money management and trust service
15	11	EHD ADVISORY SERVICES INC. 115 E. King St. Lancaster, PA 17602-2826	\$174.47 million \$182.17 million -4.23%	Kenneth L. Eshleman Principal and president	www.ehdadvisory.com 717-390-4336 800-544-7292	70% high-net-worth, 20% pension and profit-sharing plans, 8% charitable organizations, 3% Individuals Yes	SEC, Pa. 7/0	1/1 Lancaster 2003	Investment management, financial planning, 401(k)/profit sharing, risk management, executive bonus plans
16	12	AMBASSADOR ADVISORS LLC 1755 Oregon Pike Lancaster, PA 17601-4272	\$172.52 million ^① \$180 million ^① -4.16%	Robert E. Kauffman President	www.ambassadoradvisors.com 717-560-8300 800-395-7660	Individuals, charitable organizations, pension and profit-sharing plans, businesses Yes	SEC, Pa. and 11 other states NA/NA	1/1 Manheim Twp. 1990	Financial planning, portfolio management, planned-giving program, charitable planning
17	15	FISCHER FINANCIAL SERVICES INC. 4431 N. Front St. Harrisburg, PA 17110	\$152.78 million \$154.17 million -0.9%	Frederick D. Fischer President	www.fischerfinancialservices.com 717-233-8901 888-886-1902	70% individuals; 30% institutions No	SEC, Pa. 0/0	1/1 Susquehanna Twp. 1988	Investment management
18	18	WHEATLAND ADVISORS INC. 144 E. Chestnut St. Lancaster, PA 17602	\$107.56 million ^① \$103.44 million ^① 3.99%	Richard P. Heilig President	www.wheatlandadvisors.com 717-299-6090	85% individuals, 10% charitable organizations, 5% ERISA No	SEC, Pa. 1/1	1/1 Lancaster 1987	Portfolio management, investment counsel
19	20	HAUCK WEALTH MANAGEMENT 1712 Glenbrook Ave. Lancaster, PA 17603-4567	\$76.68 million ^① \$79.39 million ^① -3.41%	Edward A. Hauck Owner	717-293-7172	76% high net worth, 24% individuals No	Pennsylvania NA/NA	1/1 E. Hempfield Twp. 1994	Portfolio management
20	21	BENEFITWORKS INC. 336 Cumberland St., P.O. Box 1209 Lebanon, PA 17042-0209	\$71.16 million ^① \$65 million ^① 9.48%	Brooks N. Trefsgar President	www.trefsgar.com 717-273-8441 800-931-3144	Individuals and pension and profit-sharing plans No	Pennsylvania NA/NA	1/2 Lebanon 1984	Portfolio management, pension consulting and insurance
21	22	PROFESSIONAL FINANCIAL ADVISORS INC. 704 Lisburn Road, Suite 102 Camp Hill, PA 17011	\$70.4 million ^① \$63.47 million ^① 10.91%	Matthew P. Amos President	www.profinadvinc.com 717-761-4646	Individuals Yes	Pennsylvania NA/NA	1/1 Lower Allen Twp. 1984	Financial planning, portfolio management
22	24	ATWATER MALICK LLC 3002 Hempland Road, Suite C Lancaster, PA 17601	\$51.24 million ^① \$34.99 million ^① 46.46%	Matthew C. Malick and Benjamin H. Atwater Partners	www.atwatermalick.com 717-439-9410	High-net-worth individuals No	Pennsylvania 2/0	1/1 E. Hempfield Twp. 2008	Portfolio management, retirement and financial planning
23	23	KEVIN HART KORNFIELD & COMPANY INC. DBA KORNFIELD INVESTMENT MANAGEMENT 2137 Embassy Drive, Suite 105, P.O. Box 6423 Lancaster, PA 17607-6423	\$40.25 million ^① \$36.81 million ^① 9.34%	Kevin H. Kornfield President	www.kornco.com 717-392-0002	Individuals; high-net-worth; charitable organizations and pension/profit-sharing plans Yes	Pennsylvania NA/NA	1/1 E. Hempfield Twp. 1986	Portfolio management, publication of periodicals, investment broker-dealer
24	25	EAGLE ROCK FINANCIAL ADVISERS LTD. 205 Granite Run Drive, Suite 240 Lancaster, PA 17601	\$30.11 million ^① \$30.98 million ^① -2.82%	Thomas F. Rauba President	www.eaglerockfinadv.com 717-569-4577	Individuals and high-net-worth individuals Yes	Pennsylvania NA/NA	1/1 Manheim Twp. 2003	Financial planning, portfolio management, pension consulting
25	NR	KEY WEALTH PARTNERS LLC 351 Rumford Road Lititz, PA 17543	\$2.3 million \$1.65 million 39.31%	David G. Niggel President and CEO	www.keywealthpartners.com 717-283-4186	50% high net worth, 50% retirement plans No	Pennsylvania 1/0	1/1 Manheim Twp. 2010	Fee-only wealth management and comprehensive financial planning; 401(k) retirement planning; IRA rollovers

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked SEC-U.S. Securities and Exchange Commission
The Central Penn Business Journal's list of registered investment advisers is limited to firms in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies, the U.S. Securities and Exchange Commission, the Pennsylvania Securities Commission and other Business Journal research. *Companies registered with the SEC may also be required to provide notice filings with individual states in which they do business. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 21, 2012; updated Jan. 7, 2013; next published Sept. 20, 2013. ① as reported in annual ADV on file with the SEC

Researched by Elaine Keisinger

SBA lenders

Ranked by local loans

Rank	Prev. rank	Company Address	Dollar amount/number of local SBA loans	Top local executive Title	Website Phone	Local/total locations Headquarters Year established locally	2011 SBA borrowers
1	1	METRO BANK 3801 Paxton St. Harrisburg, PA 17111-1418	\$11.29 million 45	Gary L. Nalbandian Chairman, president and CEO	www.mymetrobank.com DNR 888-937-0004	28/33 Swatara Twp. 1985	Mountis Holding Co. LP, Mid Atlantic Industrial Equipment, Joshi Enterprises & Harakh Inc.
2	3	MANUFACTURERS & TRADERS TRUST CO. DBA M&T BANK 213 Market St. Harrisburg, PA 17101	\$10.74 million 67	R. Joe Crosswhite and Michael S. Murchie Senior VPs	www.mtb.com 717-225-2070 800-724-2440	68/720 Buffalo, N.Y. 1856	ColorStream Digital Inc., Alcoil Inc., Packaging Control Corp.
3	2	EDC FINANCE CORP. 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558	\$5.98 million 11	David K. Nikoloff President	www.edcfinancecorp.com 717-397-4046	1/1 Lancaster 1986	Garber Metrology, Pine Hill Manufacturing LLC, Trans Equipment Co. Inc.
4	4	SEDA-COG LOCAL DEVELOPMENT CORP. 201 Furnace Road Lewisburg, PA 17837	\$5.35 million 8	John K. Reichard Director	finance.seda-cog.org 570-524-4491 800-326-4086	DNR/DNR E. Buffalo Twp., Union Co. 1981	La Quinta Inn & Suites, Hillside Pain Management PC, Legacy
5	5	SOUTH EASTERN ECONOMIC DEVELOPMENT CO. OF PA 737 Constitution Drive Exton, PA 19341	\$5.15 million 9	Chuck Evans Managing director	www.seedcopa.com 610-458-5700	2/2 Uwchlan Twp., Chester Co. 1983	Certified Carpet Service Inc., Laxmi Vishnu LLC, Schaums Restco LP
6	NR	REPUBLIC BANK 1601 Market St. Philadelphia, PA 19103	\$4.8 million 3	DNR DNR	www.myrepublicbank.com DNR 888-875-2265	0/13 Philadelphia 1988	Shree Sai Siddhi Carlisle LLC, 1450 Hospitality PA LLC, Bhailal N. Patel
7	NR	PARKE BANK 601 Delsea Drive Seewell, NJ 08080	\$4.68 million 5	DNR DNR	www.parkebank.com DNR 866-727-5325	0/5 Sewell, N.J. DNR	Umberger's of Fontana Inc., TRG Inc. and Woosa Inc., Lynn's Market Inc.
8	NR	BENEFICIAL MUTUAL SAVINGS BANK 530 Walnut St. Philadelphia, PA 19106	\$2.72 million 2	Gerard P. Cuddy CEO	www.thebeneficial.com 215-864-6181	0/60 Philadelphia 1853	Dryden Advisory Group LLC
9	NR	MID-ATLANTIC FEDERAL CREDIT UNION 12820 Wisteria Lane, P.O. Box 2270 Germantown, MD 20875	\$2.4 million 1	DNR DNR	www.mafcu.org DNR	0/4 Germantown, Md. 1968	Penn Greenies LLC
10	15	WELLS FARGO BANK 600 Penn St., Fourth Floor Reading, PA 19602	\$2.05 million 7	Kelly A. Smith Regional president	www.wellsfargo.com 610-655-2900 800-834-3280	39/6,312 Charlotte, N.C. 2001	Markant Corp., B&Me Eyeguys Inc., GE Innovations Inc.

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of SBA lenders is limited to lenders with SBA-guaranteed loan approvals to clients in Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information for the list was obtained from the U.S. Small Business Administration, the Pennsylvania Department of State, the individual lenders and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 3, 2012; updated Jan. 7, 2013; next published Aug. 2, 2013.

Researched by Alaine Keisling

SBA loans

Ranked by SBA loan approvals

Rank	Company Address	2011 SBA-approved loan amounts # SBA loans	Phone Website	Headquarters Year established	Services provided
1	COLORSTREAM DIGITAL INC 630 Loucks Mill Road York, PA 17403	\$3.74 million 1	717-846-6002	Spring Garden Twp. 2010	Printing
2	DRYDEN ADVISORY GROUP LLC 5913 Linglestown Road Harrisburg, PA 17112	\$2.74 million 2	717-730-4030 888-379-3362 www.drydenllc.com	Lower Paxton Township 1997	Sales tax consulting
3	MICRO FACTURE LLC 200 N. Donnersville Road Mountville, PA 17554	\$2.49 million 2	717-285-9700 www.microfacture.com	W. Hempfield Twp. 2001	Contract manufacturer, including precision machining, fabrication and assembly
4	PENN GREENIES LLC 1187 Carlisle St. Hanover, PA 17331	\$2.4 million 1	717-632-1177	Penn Twp. 2010	Car wash
5	SHREE SAI SIDDHI CARLISLE LLC 1825 Harrisburg Pike Carlisle, PA 17013	\$2 million 1	717-245-2242	Middlesex Twp. 2011	Hospitality
6	MOUNTIS HOLDING CO. LP 1506 E. King St. Lancaster, PA 17602	\$1.77 million 1	717-569-6197	Lancaster Twp. 1998	NA
7	ALCOIL INC 250 N. Main St. Jacobus, PA 17407	\$1.75 million 2	717-347-7500 www.alcoil.net	Jacobus 2007	Manufactures, develops and supports braze aluminum heat exchangers
8	GARBER SCALE CO. DBA GARBER METROLOGY 520 E. Oregon Road Lititz, PA 17543	\$1.61 million 1	717-393-1708 www.garberscale.com	Manheim Twp. 2009	Weighing equipment and calibration companies
9	MID ATLANTIC INDUSTRIAL EQUIPMENT LTD. 1231 E. Wallace St. York, PA 17403	\$1.6 million 2	717-848-2245 www.midatlanticindustrial.com	York 2010	New and used equipment, rentals, parts and service
10	UMBERGER'S OF FONTANA INC. 1067 Horseshoe Pike Lebanon, PA 17042	\$1.6 million 1	717-867-5161 www.umbergers.com	W. Cornwall Twp. 1932	Home and farm equipment; animal supplies; tools and hardware

DBA-doing business as NA-not available

The Central Penn Business Journal's list of SBA loans is limited to loans approved for borrowers in Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information for the list was obtained from the U.S. Small Business Administration, the Pennsylvania Department of State, the individual borrowers and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Nov. 30, 2012; updated Jan. 7, 2013; next published Nov. 29, 2013.

Researched by Alaine Keisling

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Tax-preparation firms

Ranked by number of local full-time-equivalent tax preparers

Rank	Prev. rank	Company Address	Local FTE tax preparers	Top local executive Title	Website Phone	F-T/P-T local employees % of business: tax prep/ Local accounting professionals	Local/total locations Headquarters Year established locally	Services provided
1	NR	SCOTT E. ENTERPRISE INC. DBA JACKSON HEWITT TAX SERVICE P.O. Box 7443 Steelton, PA 17113	48	Ron Sniogocki President	www.jacksonhewitt.com 717-554-1169	10/115 100%/48.3	27/27 Lebanon 1995	Preparation of tax returns and bank-related products
2	1	REINSEL KUNTZ LESHAR LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408	34	Edward W. Monborne CEO	www.rklcpa.com 717-394-5666	141/16 33%/102	3/4 Manheim Twp. 1951	Auditing, tax compliance and planning, information technology, management and advisory services
3	2	BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715	27	Kenneth B. Wolfe CPA President and principal	www.bssf.com 717-761-7171 800-294-7360	77/17 39%/69	2/2 E. Pennsboro Twp. 1990	Accounting, auditing, tax services, litigation support, business valuations, small-business accounting services, technology services
4	3	MCKONLY & ASBURY LLP 415 Fallowfield Road Camp Hill, PA 17011-4908	26	Terry L. Harris Managing partner	www.macpas.com 717-761-7910 800-569-5199	83/8 28%/91	2/3 Hampden Twp. 1973	Audit, tax, accounting and management consulting; accounting outsourcing; business valuations; information-technology and benefit-plan audits
5	NR	TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601	24	Donald F. Johnson Jr. Managing partner	www.troutcpa.com 717-569-2900 800-448-1384	92/17 35%/67	3/3 Manheim Twp. 1929	Accounting and auditing, tax, valuations and litigation support, employee-benefit plans; schools and municipal accounting, estate planning, forensics
6	9	SELIGMAN, FRIEDMAN & CO. DBA SF&COMPANY 235 St. Charles Way, Suite 250 York, PA 17402	20	John J. Cardello CPA Managing shareholder	www.sfc-cpa.com 717-741-0004	79/8 30%/65	3/4 York 1950	Accounting, business consulting, bookkeeping, payroll, business valuation, estate planning, wealth mgt., succession and strategic planning, taxes
7	4	SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601	19	Marlin E. Benedict Managing partner	www.simonlever.com 717-569-7081	41/5 46%/41	1/1 Manheim Twp. 1951	With our payroll service, we see an opportunity to demonstrate our creativity, integrity and expertise in providing value to your bottom line
8	19	KPMG LLP 30 N. Third St., P.O. Box 1190 Harrisburg, PA 17108-1190	17	Michael P. McDonald Managing partner	www.kpmg.com/us 717-260-4600	81/0 25%/68	1/83 New York City 1972	Audit, tax, advisory
9	5	BOYER & RITTER CPAS AND CONSULTANTS 211 House Ave., P.O. Box 8300 Camp Hill, PA 17001-8300	16	Robert J. Murphy CPA, CVA Managing partner	www.cpabr.com 717-761-7210 800-842-1120	57/9 30%/54	3/4 E. Pennsboro Twp 1926	Accounting, auditing, business and tax consulting, litigation support, business valuations, cost segregation studies, forensic investigations
10	8	PRICEWATERHOUSECOOPERS LLP 1 S. Market Square Harrisburg, PA 17101-2141	15	Pamela Schlosser Managing partner	www.pwc.com 717-231-5900	60/0 25%/60	1/78 New York City 1984	Assurance, tax, human resource advisory, financial advisory services, health care consulting
11	6	STAMBAUGH NESS PC 2600 Eastern Blvd., Suite 101 York, PA 17402-2916	15	Steven L. Hake President and COO	www.stambaugh-ness.com 717-757-6999 800-745-8233	64/6 40%/37	2/2 Springettsbury Twp. 1918	Serving architects, engineers, contractors, manufacturing and distribution, medical practices, professional services, government and nonprofits.
12	7	WALZ DEIHM GEISENBERGER BUCKLEN & TENNIS PC 2929 Litz Pike, P.O. Box 5555 Lancaster, PA 17606-5555	13	Brett H. Tennis Managing partner	www.wdgbt.com 717-392-8200	40/7 38%/33	1/1 Manheim Twp. 1978	Corporate and individual tax prep, financial statement and payroll prep, tax planning, QuickBooks support and computer consulting, business valuation
13	NR	ACUITY ADVISORS AND CPAS 454 New Holland Ave., Suite 200 Lancaster, PA 17602-2289	11	S.C. Hibshman Managing Partner	www.AcuityCPAs.com 717-239-5180 800-854-5355	25/6 36%/31	1/1 Lancaster 2006	Accounting, auditing, tax compliance and planning, business consulting, valuation, advisory services, mergers and acquisitions, payroll, QuickBooks
14	11	WEINHOLD NICKEL & CO. LLP 1360 Ridge Ave., P.O. Box 610 Reamstown, PA 17567-0610	8	Dean A. Hoover Managing partner	www.wncpa.com 717-336-3801	20/10 26%/30	1/1 E. Cocalico Twp. 1974	Accounting, auditing, tax compliance/planning, business consulting, succession/estate planning, mergers and acquisitions, QuickBooks services
15	12	RAGER LEHMAN & HOUCK PC 195 Stock St., Suite 311 Hanover, PA 17331	7	Karl A. Lehman CPA Principal	www.rlhcpa.com 717-637-7300 800-637-7331	16/2 45%/15	1/3 Hanover 1984	Accounting, auditing, bookkeeping, compilations/reviews, business valuation, consulting, forensics, payroll, computer services, estate planning
16	NR	ROBERT C. BOEHNER PC CPA 369 York St. Gettysburg, PA 17325	6	Robert C. Boehner Principal	www.boehnercpa.com 717-334-7227	5/7 75%/8	1/1 Gettysburg 1980	Accounting, tax, payroll, power of attorney services
17	15	DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166	6	Diana M. Reed President	www.dianareed.com 717-533-5513	9/8 45%/13	1/1 Derry Twp. 1988	Accounting; bookkeeping/payroll; financial stmts; tax planning/returns; reviews, compilations, agreed-upon procedures; nonprofits and small businesses
18	14	PARKS & COMPANY 815 E. Arch St. Palmyra, PA 17078	5	Robert K. Parks Partner	www.parksandco.com 717-838-2387	7/9 80%/6	1/1 Palmyra 1996	Full-service public accounting firm
19	NR	BOLES METZGER BROSIOUS & EMRICK PC 3601 N. Front St. Harrisburg, PA 17110	5	Brian J. Metzger President	www.bmbecpa.com 717-238-0446	11/5 40%/12	1/1 Susquehanna Twp. 1978	Business valuations, QuickBooks support, mergers and acquisitions, audit and tax, litigation support
20	25	MILLER BROWN OHM & ASSOCIATES PC 335 Main St. McSherrystown, PA 17344	5	Timothy M. Ohm President	www.mbcpcpas.com 717-637-1500	6/2 60%/8	2/2 McSherrystown 1985	Accounting, tax, payroll, business consulting, QuickBooks
21	NR	ACCOUNTING SERVICES OF YORK LLC 2453 Kingston Court York, PA 17402	4	David L. Riggs Owner	www.accountingservicesofyork.com 717-757-5482	4/2 80%/5	1/1 Springettsbury Twp. 1987	Payroll services; personal, business and nonprofit tax preparation, IRS issue resolution, general accounting and bookkeeping, website design/hosting
22	21	GROVES & YOH LTD. 152 W. Main Ave. Myerstown, PA 17067-1019	4	Richard W. Groves CPA President	www.grovesyoh.com 717-866-7529 800-866-7520	8/6 70%/5	1/1 Myerstown 1955	Accounting, payroll, tax preparation
23	24	KERN AND CO. PC 2331 Market St. Camp Hill, PA 17011-4642	3	Charles L. Kern MBA, CPA, CVA, ABV, CFA, CFF, AEP Chairman and CEO	www.kernandcompany.com 717-763-0888	7/6 30%/11	1/1 Camp Hill 1980	Business valuations, forensic accounting, litigation support, business-succession planning, taxes and financial statements
24	16	HAMILTON & MUSSER PC 176 Cumberland Parkway Mechanicsburg, PA 17055	3	David A. Hamilton President	www.hnmcpcas.com 717-697-3888	15/4 30%/11	1/1 Upper Allen Twp. 1986	Audit and financial statement services, tax preparation, accounting services, management consulting, retirement and financial planning
25	13	KLINGLER & ASSOCIATES PC 1156 Walnut Bottom Road, Suite 2 Carlisle, PA 17015	3	John H. Klingler President	www.klinglerassociates.com 717-243-7743	4/4 85%/3.5	2/2 Carlisle 2005	Financial-statement preparation, tax planning and preparation, and information-technology services

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked FTE-full-time equivalent FTE tax preparers is determined by the number of locally employed accounting professionals and the percent of the firm's made up of tax work. The Central Penn Business Journal's list of tax-preparation firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 21, 2012; updated Jan. 7, 2013; next published Dec. 27, 2013.**

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ABOVE: Robert E. Wolf, MD, FACS (left); and Stephanie L. Harshbarger, MSN, CRNP

All your cosmetic needs under one roof

In today's busy environment, time is a precious commodity, and we are always trying to get more done with less. The Harrisburg area has come to rely on Cosmetic Surgery by Wolf, PC at watersEDGE as the premier practice in the area for comprehensive cosmetic surgery. However, watersEDGE has raised the bar with the addition of Advanced Skin MedAesthetics at watersEDGE, where patients can have all of their body and skin care procedures taken care of under one roof, under the supervision of Robert E. Wolf, MD, FACS.

When Dr. Wolf opened watersEDGE in 2007, it was his vision to provide state-of-the-art cosmetic procedures and techniques, focusing on the care of the whole patient while offering a wide range of services. "I wanted to provide a one-stop location where patients can have surgical procedures and continue to maintain and enhance their appearance in a tranquil, relaxing med spa environment," he said.

At watersEDGE, he achieved this goal with the recent opening of Advanced Skin MedAesthetics, led by Stephanie Harshbarger, MSN, CRNP.



Advanced Skin MedAesthetics at watersEDGE offers services such as botox, fillers, laser treatments, microdermabrasion, skin cancer screening and biopsies. "Dr. Wolf and I work together to offer truly medical-grade skincare procedures, and our patients can really see a difference," Harshbarger said.

The practice is staffed by 14 highly trained and personable staff members, including registered nurses and aestheticians. They work together to help patients create a complete plan for achieving individual treatment goals and a lifetime continuum for maintaining their desired outcomes.

We employ the latest and most advanced techniques that are safe and predictable for optimal cosmetic enhancement. Because patient satisfaction is a number-one priority, the staff ensures that patients are well informed and understand the procedures before any services begin. These treatments include cosmetic plastic surgery, such as face lifts, breast augmentation, liposuction and tummy tucks.

Wolf has always envisioned a facility where his patients can achieve individualized body

enhancement and/or reverse the signs of aging through a continuum of care. This is what he created in Cosmetic Surgery by Wolf, PC and Advanced Skin MedAesthetics at watersEDGE. "My hope is that our patients feel comfortable, are treated exceptionally well and are delighted to keep coming back," Wolf added.

And because patients can have all their needs met under one roof, that makes it very easy to do just that. ■



Health Care MARKET FACTS

HMO ENROLLMENT

More than 275,000 Central Pennsylvania residents were enrolled in an HMO plan in 2011, down from the previous year and continuing a longstanding statewide decline. In an HMO, a member's primary-care doctor coordinates health care services — such as diagnostic tests, hospital care and preventive services — within the HMO's network of providers. The plans often require co-pays for certain services and sometimes have annual deductibles.

County	Total HMO enrollment (2011)	Population enrolled in HMO (2011)	Change in total enrollment 2010-2011
Cumberland	34,594	14.6 percent	-1,046
Dauphin	58,733	21.8 percent	-1,671
Lancaster	86,491	16.5 percent	-607
Lebanon	23,955	17.8 percent	-751
York	71,395	16.4 percent	-1,044
Pennsylvania	3,440,479	26.6 percent	-113,139

SOURCE: PENNSYLVANIA DEPARTMENT OF HEALTH

ABOUT THE HOSPITALS

The region has 12 general and acute-care hospitals and health systems. The Pennsylvania Department of Health tracks all of the state's hospitals and profiles them through questionnaires it sends to each hospital annually. The data below are from July 1, 2010, through June 30, 2011.

CUMBERLAND COUNTY

Hospital	Licensed beds	Set up and staffed beds*	Admissions	Discharges	Average length of stay in days	Occupancy rate
Carlisle Regional Medical Center	165	155	6,102	5,952	4.53	46.7
Holy Spirit Hospital	319	290	15,015	14,939	4.51	67.5

DAUPHIN COUNTY

Hospital	Licensed beds	Set up and staffed beds*	Admissions	Discharges	Average length of stay in days	Occupancy rate
Milton S. Hershey Medical Center	484	469	25,381	25,472	5.53	82.0
PinnacleHealth Hospitals	572	571	29,474	29,578	4.72	67.2

LANCASTER COUNTY

Hospital	Licensed beds	Set up and staffed beds*	Admissions	Discharges	Average length of stay in days	Occupancy rate
Ephrata Community Hospital	130	130	6,918	6,945	4.02	57.7
Heart of Lancaster Regional Medical Center	148	148	3,001	2,997	3.10	20.3
Lancaster General Hospital	640	623	33,676	33,689	4.80	69.3
Lancaster Regional Medical Center	214	214	4,925	4,873	5.65	35.7

LEBANON COUNTY

Hospital	Licensed beds	Set up and staffed beds*	Admissions	Discharges	Average length of stay in days	Occupancy rate
Good Samaritan Hospital	172	164	8,617	8,646	4.42	64

YORK COUNTY

Hospital	Licensed beds	Set up and staffed beds*	Admissions	Discharges	Average length of stay in days	Occupancy rate
Hanover Hospital	106	106	5,512	5,525	4.59	65.5
Memorial Hospital	100	100	4,872	4,863	3.93	52.4
York Hospital	572	549	28,428	28,323	5	70.7

* Beds regularly maintained in the hospital for patient use.

SOURCE: PENNSYLVANIA DEPARTMENT OF HEALTH

Personal-care and assisted-living facilities

Ranked by licensed capacity

Rank	Facility Address	Personal care/ assisted living units Population	Top local executive Title Phone	Website Profit or nonprofit? Monthly fee	Local/total locations Headquarters Year established locally	Amenities
1	WILLOW VALLEY RETIREMENT COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602	244/0 DNR	John G. Swanson President 717-464-6800 800-770-5445	www.WillowValleyRetirement.com Nonprofit \$3,300-\$5,250	1/1 W. Lampeter Twp. 1984	Cultural center, day spa, fitness center, indoor pools, 500-seat performing arts theater, walking paths on 210 acres, local transportation
2	ECUMENICAL RETIREMENT COMMUNITY 3525 Canby St. Harrisburg, PA 17109-4758	190/0 DNR	Judi Baker Executive director 717-561-9982	www.ecumenicalretirement.org Nonprofit DNR	1/10 Derry Twp. 1989	Affordable retirement living; transportation; all meals included; community life program; parklike setting convenient to shops, banks and more
3	COUNTRY MEADOWS OF WEST SHORE 4905 E. Trindle Road Mechanicsburg, PA 17050-3662	184/0 DNR	Elaine Bussoletti Executive director 717-975-3434 800-322-3441	www.countrymeadows.com Profit \$3,383-\$7,111	5/10 Derry Twp. 1986	Apartment-style living, all rental retirement living with vibrant Community Life Program. Convenient to shopping and restaurants.
4	MESSIAH HOME DBA MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055	158/0 154	Emerson L. Leshner President 717-697-4666	www.MessiahLifeways.org Nonprofit \$2,070-\$6,450	4/4 Upper Allen Twp. 1896	Medical clinic, activities, chapel, beauty salons, transportation, bank, therapies, pool and fitness centers, pharmacy, coffee shops, gift shops
5	MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601	150/0 120	J. Nelson Kling President 717-393-1301	www.mennonitehome.org Nonprofit DNR	1/1 Manheim Twp. 1903	Fitness center, bank, transportation, beauty shop, activities, volunteer program
6	BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Litz Pike, P.O. Box 5093 Lancaster, PA 17606-5093	143/0 102	Gary N. Clouser President 717-569-2657 800-367-9899	www.bv.org Nonprofit \$3,600-\$6,630	DNR/DNR Manheim Twp. 1897	Pharmacy, bank, indoor heated pool, thrift shop, gift shop, village grocery stores, chapel, on and off campus transportation, Wolfe Auditorium
7	MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022	125/0 115	Joseph E. Murphy CEO 717-367-1121	www.MasonicVillagesPA.org Nonprofit \$3,210-\$4,140	1/5 W. Donegal Twp. 1910	Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, restaurants, home care
8	COUNTRY MEADOWS OF LEADER HEIGHTS 2760 Pine Grove Road York, PA 17403	124/0 DNR	Kevin Cysyk Executive director 717-741-5118 800-322-3441	www.countrymeadows.com Profit \$4,900-\$6,800	5/10 Derry Twp. 1993	Transportation, vibrant community life programs, aquatics and fitness center, private setting with beautiful walking paths and pond, housekeeping.
9	COUNTRY MEADOWS OF HERSHEY 451 Sand Hill Road Hershey, PA 17033	122/0 2	Debra Russell Executive director 717-533-1880 800-322-3441	www.countrymeadows.com Profit \$2,700-\$4,000	5/10 Derry Twp. 1985	Transportation, vibrant community life program, wellness and fitness center, private setting yet convenient to shopping, restaurants and more.
10	COUNTRY MEADOWS OF YORK 1910 Trolley Road York, PA 17408	104/0 DNR	Richard Barley Executive director 717-764-1190 717-322-3441	www.countrymeadows.com Profit \$2,625-\$7,464	5/10 Derry Twp. 1991	Close to shopping and dining, beautiful parklike setting, one level, vibrant community life program, fitness programs, transportation, housekeeping
11	BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055	0/100 DNR	Melissa Hadley Executive director 717-766-0279	www.BethanyVillage.org Nonprofit DNR	1/5 Germantown, Md. 1964	Indoor pool, fitness center, restaurants, clinic, pharmacy, gift shop, library, bank, beauty/barber shop, disc golf course, and miniature golf course
12	VILLAGE OF LAUREL RUN 6375 Chambersburg Rd Fayetteville, PA 17222	98/0 98	Larry Cottle CEO and administrator 717-352-2721	www.laurelliving.com Profit \$4,200	1/1 DNR 2000	83-acre campus with rental or life lease independent-living apartments and cottages, personal care, secure dementia unit and skilled care
13	LANDIS HOMES 1001 E. Oregon Road Litz, PA 17543	97/0 102	Larry J. Zook President and CEO 717-569-3271	www.LandisHomes.org Nonprofit \$4,955-\$7,022	1/1 Manheim Twp. 1964	Indoor pool, fitness center, garden plots, walking paths, chapel, library, wood shop, bank, pharmacy, general store, hair salon, WiFi, dining venues
14	CROSS KEYS VILLAGE-BRETHREN HOME COMMUNITY 2990 Carlisle Pike New Oxford, PA 17350-9582	95/0 100	Vernon L. King and Jeffrey M. Evans President and CEOs 717-624-2161 888-624-8242	www.CrossKeysVillage.org Nonprofit \$3,000-\$6,600	1/1 Oxford Twp. 1908	Community center, full-service restaurant and cafe, wellness/fitness center, pool, golf putting green, walking/biking, gardening, woodworking, chapel
15	GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557	86/0 80	Stephen Lindsey CEO 717-355-6000	www.GardenSpotVillage.org Nonprofit \$3,060-\$5,370	2/2 Earl Twp. 1996	Indoor pool and fitness area, social programming, computer lab, horticulture room, wood shop, art studio, outdoor pavilion/amphitheater, WiFi
16	THE VILLAGE AT KELLY DRIVE 750 Kelly Drive York, PA 17404	85/0 82	Julianne Devaney Executive director 717-848-2585 877-741-0248	www.lutheranscp.org Nonprofit \$2,970-\$4,920	6/6 York 1951	Private rooms, activities program, transportation
17	QUARRYVILLE PRESBYTERIAN RETIREMENT COMMUNITY 625 Robert Fulton Highway Quarryville, PA 17566-1400	82/0 DNR	Robert B. Hayward Jr. President and CEO 717-786-7321 888-786-7331	www.quarryville.com Nonprofit Varies	1/DNR E. Drumore Twp. 1949	Wellness and fitness center, medical suites, cultural programming, computer lab, garden plots, walking trails, woodworking shop, beauty/barber shop
18	FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522	76/0 73	Jerry D. Lile President and CEO 717-354-1800	www.FairmountHomes.org Nonprofit DNR	1/1 W. Earl Twp. 1968	Skilled care, personal care, dementia, independent, wellness room, pet therapy
19	LUTHER ACRES 600 E. Main St. Litz, PA 17543-2224	70/0 67	Matthew Oathout Executive director 717-626-1171 800-732-0999	www.luthercare.org Nonprofit \$4,623-\$6,631	DNR/DNR DNR 1949	Woodworking shop; wellness center w/pool, outpatient physical, occupational and speech therapy; massage therapy; hospitality suite, movie theater, pub
20	SHREWSBURY LUTHERAN RETIREMENT VILLAGE 200 Luther Road Shrewsbury, PA 17361	68/0 64	Ken Beiler Executive director 717-227-3000 877-743-4677	www.LutheranSCP.org Nonprofit \$3,390-\$3,930	6/6 York 1979	Community center, activities, social services
21	JEWISH HOME OF GREATER HARRISBURG 4000 Linglestown Road Harrisburg, PA 17112	64/0 32	Seth D. Levy Administrator and CEO 717-657-0700	www.JewishHomeHarrisburg.org Nonprofit \$2,630-\$4,637	1/1 Lower Paxton Twp. 1977	The Residence opened in 2001
22	COUNTRY MEADOWS OF LANCASTER 1380 Elm Ave. Lancaster, PA 17603-4642	59/0 DNR	Jared Zimmerman Executive Director 717-392-4100	www.countrymeadows.com Profit \$3,663 to \$4,818	5/10 Derry Twp. 1987	All-rental, apartment-style living, transportation, housekeeping, restaurant-style served meals, community life programs, fitness and wellness program
23	ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512	53/0 53	Mary F. Turnbaugh President 717-285-5443	www.StAnnesRetirementCommunity.com Nonprofit DNR	1/1 W. Hempfield Twp. 1926	Top quality ratings, beautiful gardens, walking paths, dining services, trips, activities, cafe, library, gym membership incl. variety of floor plans.
24	HOMELAND CENTER 1901 N. Fifth St. Harrisburg, PA 17102-1598	50/0 48	Barry S. Ramper II NHA President and CEO 717-221-7902	www.homelandcenter.org Nonprofit \$3,771-\$4,684	1/1 Harrisburg 1867	Exemplary care, homelike environment, lovely courtyards, conservatory
25	LUTHERAN RETIREMENT VILLAGE AT UTZ TERRACE 2100 Utz Terrace Hanover, PA 17331	46/0 DNR	Beth McMaster Executive director 717-637-0633 877-838-4666	www.LutheranSCP.org Nonprofit \$3,630-\$7,170	6/6 York 2006	Transportation, emergency call system, community cafe, store, library

Note: In the past, facilities on the Business Journal's assisted-living list were all licensed as personal-care homes, and the terms personal-care and assisted-living often were used interchangeably. In January 2011, the commonwealth began to license assisted-living facilities as a separate category of senior care with construction and care requirements that will help residents "age in place." DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of personal-care and assisted-living facilities is limited to those in or near Cumberland, Dauphin, Lancaster, Lebanon or York counties. Information came from individual organizations, the Pennsylvania Department of Public Welfare and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published April 13, 2012; updated Jan. 11, 2013; next published April 12, 2013.

Researched by Alaine Keisinger

Hospital and health-system executives

Ranked by total compensation

Rank	Prev. rank	Name Company	FYE 2011 total compensation	FYE 2011 salary bonus deferred comp.	FYE 2011 other comp. nontaxable benefits	Address	Website Phone
1	5	ROGER LONGENDERFER MD Pinnacle Health System	\$3.59 million	\$588,568 \$0 \$12,340	\$2.96 million \$32,735	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
2	1	BRUCE M. BARTELS WellSpan Health	\$1.53 million	\$683,242 \$227,181 \$551,693	\$22,608 \$40,944	25 Monument Road, Suite 200 York, PA 17403	www.wellspan.org 717-851-2705
3	2	THOMAS E. BEEMAN PHD, FACHE Lancaster General Health	\$1.35 million	\$606,728 \$345,000 \$279,511	\$23,669 \$97,093	555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	www.LancasterGeneralHealth.org 717-544-5511
4	10	JAN L. BERGEN Lancaster General Health	\$1.11 million	\$425,967 \$177,752 \$111,383	\$320,208 \$75,547	555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	www.LancasterGeneralHealth.org 717-544-5511
5	4	NORMAN B. EPSTEIN Summit Health	\$1.05 million	\$714,694 \$196,000 \$72,489	\$42,914 \$21,966	112 N. Seventh St. Chambersburg, PA 17201	www.summithealth.org 717-267-7136
6	6	MICHAEL F. O'CONNOR MBA WellSpan Health	\$861,990	\$372,511 \$129,850 \$315,293	\$7,923 \$36,413	25 Monument Road, Suite 200 York, PA 17403	www.wellspan.org 717-851-2705
7	8	DR. CHARLES CHODROFF WellSpan Health	\$812,490	\$354,870 \$120,400 \$294,363	\$7,162 \$35,695	25 Monument Road, Suite 200 York, PA 17403	www.wellspan.org 717-851-2705
8	9	MARION A. MCGOWAN RN Lancaster General Health	\$772,977	\$456,789 \$192,225 \$9,800	\$25,461 \$88,702	555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	www.LancasterGeneralHealth.org 717-544-5511
9	11	F. JOSEPH BYORICK III Lancaster General Health	\$652,667	\$397,160 \$140,500 \$9,800	\$26,911 \$78,296	555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	www.LancasterGeneralHealth.org 717-544-5511
10	16	PHILIP GUARNESCHELLI Pinnacle Health System	\$613,176	\$361,067 \$137,406 \$13,813	\$55,047 \$45,843	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
11	3	ROBERT P. MACINA Lancaster General Health	\$582,303	\$304,759 \$111,562 \$87,107	\$19,014 \$59,861	555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	www.LancasterGeneralHealth.org 717-544-5511
12	13	ROBERT BATORY WellSpan Health	\$576,021	\$244,421 \$80,850 \$214,453	\$5,154 \$31,143	25 Monument Road, Suite 200 York, PA 17403	www.wellspan.org 717-851-2705
13	17	PATRICK O'DONNELL Summit Health	\$538,098	\$322,252 \$92,316 \$72,165	\$36,325 \$15,040	112 N. Seventh St. Chambersburg, PA 17201	www.summithealth.org 717-267-7136
14	14	PETER COTE MD Ephrata Community Hospital	\$537,561	\$452,196 \$38,435 \$14,700	\$7,230 \$25,000	169 Martin Ave., P.O. Box 1002 Ephrata, PA 17522-1002	www.ephratahospital.org 717-733-0311
15	12	JOHN M. PORTER JR. Ephrata Community Hospital	\$536,184	\$382,894 \$70,500 \$14,700	\$43,090 \$25,000	169 Martin Ave., P.O. Box 1002 Ephrata, PA 17522-1002	www.ephratahospital.org 717-733-0311
16	NR	KIM KELLY Pinnacle Health System	\$523,016	\$484,249 \$0 \$14,531	\$6,356 \$17,880	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
17	7	ROBERT J. LONGO Good Samaritan Health System	\$512,919	\$425,026 \$63,000 \$0	\$22,009 \$2,884	Fourth and Walnut streets, P.O. Box 1281 Lebanon, PA 17042-1281	www.gshleb.org 717-270-7500
18	15	SALLY J. DIXON Memorial Health Systems Corp.	\$478,041	\$356,758 \$48,052 \$62,721	\$0 \$10,510	325 S. Belmont St. York, PA 17403	www.mhnyork.org 717-843-8623, 800-436-4326
19	20	WILLIAM H. PUGH Pinnacle Health System	\$414,670	\$308,294 \$37,289 \$13,675	\$25,253 \$30,159	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
20	NR	WENDY BIEDRZYCKI Pinnacle Health System	\$392,724	\$368,855 \$0 \$11,226	\$258 \$12,385	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
21	24	MANUEL J. EVANS CPA, FHFMA Holy Spirit Health System	\$391,055	\$291,599 \$72,247 \$0	\$0 \$27,209	503 N. 21st St. Camp Hill, PA 17011-2204	www.hsh.org 717-763-2100
22	23	JOSEPH A. TORCHIA MD Holy Spirit Health System	\$381,743	\$285,280 \$72,320 \$0	\$0 \$24,143	503 N. 21st St. Camp Hill, PA 17011-2204	www.hsh.org 717-763-2100
23	21	CHRISTOPHER MARKLEY Pinnacle Health System	\$367,712	\$272,739 \$24,755 \$14,162	\$21,957 \$34,099	409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	www.pinnaclehealth.org 717-231-8900
24	22	JOHN J. MCELWEE JR. Summit Health	\$367,171	\$241,582 \$42,960 \$36,905	\$30,816 \$14,908	112 N. Seventh St. Chambersburg, PA 17201	www.summithealth.org 717-267-7136
25	NR	PATRICIA A. BARBAROWICZ Summit Health	\$333,957	\$189,979 \$37,579 \$40,017	\$16,140 \$50,242	112 N. Seventh St. Chambersburg, PA 17201	www.summithealth.org 717-267-7136

DNR=did not respond NA=not applicable NR=not ranked FYE=fiscal year ending The Central Penn Business Journal's list of hospital and health-system executives is limited to those with hospitals in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Financial information came from the 990s filed with the Internal Revenue Service. Additional information came from the individuals, their health systems and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Oct. 26, 2012; updated Jan. 7, 2013; next published Oct. 25, 2013.

Researched by Alaine Keisling

Funeral homes

Ranked by number of local employees

Rank	Prev. rank	Funeral home Address	Employees	Top local executive Title	Website Phone	Local/total locations Headquarters Year established	Available services
1	1	CHARLES F. SNYDER FUNERAL HOMES & CREMATORY INC. 414 E. King St. Lancaster, PA 17602-3005	39	Charles F. Snyder III General manager and funeral director	www.snyderfuneralhome.com 717-393-9661	3/3 Lancaster 1947	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, monuments and markers, pre-arrangements, theme funerals
2	2	PARTHMORE FUNERAL HOME & CREMATION SERVICES INC. 1303 Bridge St., P.O. Box 431 New Cumberland, PA 17070-0431	24	Stephen K. Parthemore CFSP President	www.Parthemore.com 717-774-7721	1/1 New Cumberland 1969	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, pre-arrangements, theme funerals
3	NR	THE SHEETZ FUNERAL HOME INC. 16 E. Main St., P.O. Box 185 Mount Joy, PA 17552-0185	13	Jonathan R. Sheetz Manager	www.sheetzfuneralhome.com 717-653-5441	1/DNR Mount Joy 1899	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, pre-arrangements
4	5	WIEDEMAN FUNERAL HOME INC. 357 S. Second St. Steelton, PA 17113-2524	10	Dennis L. Wiedeman, F.D. President	www.wiedemanfuneralhome.com 717-939-2344	2/2 Steelton 1937	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, pre-arrangements, theme funerals
5	NR	GROFF-HIGH-ECKENROTH FUNERAL HOME INC. 145 W. Main St. New Holland, PA 17557-1203	9	Robert F. Groff III President	www.groffeckenroth.com 717-354-0444	2/2 New Holland 1977	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, monuments and markers, pre-arrangements, theme funerals
6	7	HETRICK-BITNER FUNERAL HOME 3125 Walnut St. Harrisburg, PA 17109-3558	7	Nathan A. Bitner EdD Owner	www.hetrickfuneralhome.com 717-545-3774	3/3 Susquehanna Twp. 1936	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, monuments and markers, pre-arrangements, theme funerals
7	11	YOUNG FUNERAL HOME INC. 317 E. Orange St. Lancaster, PA 17602	4	Charles S McWilliams III President and supervisor	www.youngfuneralhome.com 717-299-7371	1/1 Lancaster 1946	Benefits assistance, caskets, urns and vaults, cremation arrangements, floral coordination, long-distance arrangements, pre-arrangements, theme funerals
8	12	COMPANION ANIMAL CREMATION SERVICE OF PA LLC 210 Andersontown Road Mechanicsburg, PA 17055-6023	3	Robin L. Lauer Owner	www.peacefulpetpassage.info 717-691-3004 888-738-2736	1/1 Fairview Twp. 2002	Caskets, urns and vaults, cremation arrangements, monuments and markers, pre-arrangements

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of funeral homes was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Dec. 21, 2012; updated Jan. 7, 2013.**

Researched by Alaine Keisling

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Health insurers

Listed alphabetically

Company Address	2011 direct premiums written in Pa./companywide	Website Phone	2011 assets/liabilities	States in which you offer products	Services offered
AETNA HEALTH INSURANCE CO. 980 Jolly Road, P.O. Box 1109 Blue Bell, PA 19422-0109	\$18.83 million \$78.03 million	www.aetna.com 215-542-5900 860-273-0123	\$46.23 million \$18.03 million	PA and 19 others	NA
CAPITAL BLUE CROSS 2500 Elmerton Ave. Harrisburg, PA 17177-9799	\$265.29 million \$265.29 million	www.capbluecross.com 717-541-7000 800-962-2242	\$1.04 billion \$225.45 million	PA	Products for groups and individuals, including medical, dental, vision, prescription drug, life, disability, TPA
COMMUNITY CARE BEHAVIORAL HEALTH ORGANIZATION P.O. Box 1266 Camp Hill, PA 17011	\$698.95 million \$698.95 million	www.ccbh.com NA 866-542-0299	\$215.06 million \$85.21 million	PA	NA
GEISINGER HEALTH PLAN 100 N. Academy Ave., MC 30-40 Danville, PA 17822-0001	\$911.83 million \$911.83 million	www.thehealthplan.com 570-271-8760 800-447-4000	\$211.45 million \$114.52 million	PA	HMO with POS option, Medicare Advantage, third-party administration services, PPO, indemnity plan
HEALTHAMERICA PA INC. 3721 TecPort Drive, P.O. Box 67103 Harrisburg, PA 17106-7103	\$477.31 million \$477.36 million	www.healthamerica.cvty.com 717-540-4260 800-788-7895	\$194.89 million \$116.91 million	Pennsylvania and Ohio	Offers traditional and consumer-directed health insurance, including managed care, consumer-directed, self-funded, Medicare, indemnity, nongroup, Rx
HEALTHASSURANCE PA INC. 3721 TecPort Drive, P.O. Box 67103 Harrisburg, PA 17106-7103	\$1.08 billion \$1.08 billion	www.healthamerica.cvty.com 717-540-4260 800-788-7895	\$316.07 million \$150.44 million	PA	NA
HIGHMARK BLUE SHIELD 1800 Center St. Camp Hill, PA 17089-0001	\$5.76 billion \$5.76 billion	www.highmarkblueshield.com NA 800-345-3806	\$7.17 billion \$3.07 billion	PA	NA
HOSPITAL SERVICE ASSOCIATION OF NORTHEASTERN PENNSYLVANIA DBA BLUE CROSS OF NORTHEASTERN PA 19 N. Main St. Wilkes-Barre, PA 18711	\$142.11 million \$142.11 million	www.bcnepa.com NA 800-829-8599	\$485.83 million \$276.37 million	PA	NA
INDEPENDENCE BLUE CROSS 1901 Market St. Philadelphia, PA 19103-1480	\$376.84 million \$376.84 million	www.ibx.com 215-636-9559 800-555-1514	\$2.51 billion \$592.40 million	PA	NA
INTER-COUNTY HOSPITALIZATION PLAN INC. 720 Blair Mill Road Horsham, PA 19044	\$40.29 million \$40.29 million	www.ichphealth.com NA 800-492-2385	\$18.26 million \$13.73 million	PA	NA
MAGELLAN BEHAVIORAL HEALTH OF PA INC. 55 Nod Road Avon, CT 06001-3819	\$349.68 million \$349.68 million	www.magellanhealth.com NA	\$84.51 million \$41.34 million	PA	NA
QCC INSURANCE CO. 1901 Market St. Philadelphia, PA 19103-1480	\$2.12 billion \$2.14 billion	www.ibx.com 215-636-9559 800-555-1514	\$1.37 billion \$630.79 million	DE, PA and WV	NA
RAYANT INSURANCE CO. OF PA 3 Penn Plaza East, PP03C Newark, NJ 07105-2200	\$1.63 million \$1.63 million	www.rayant.com NA 888-667-4547	\$3.55 million \$260,847	PA	NA
UNITEDHEALTHCARE OF PENNSYLVANIA 100 East Penn Square, Suite 410 Philadelphia, PA 19107	NA NA	www.uhc.com 215-568-3300 800-791-2067	NA NA	NA	Health and well-being company
UPMC FOR YOU INC. 1 Chatham Center Pittsburgh, PA 15219	\$753.08 million \$753.08 million	www.upmchealthplan.com NA 800-644-1046	\$250.55 million \$107.99 million	PA	NA
UPMC HEALTH NETWORK INC. 1 Chatham Center Pittsburgh, PA 15219	\$765.46 million \$765.46 million	www.upmchealthplan.com NA 800-644-1046	\$239.95 million \$136.16 million	PA	NA
VALUE BEHAVIORAL HEALTH OF PA INC. 520 Pleasant Valley Road Trafford, PA 15085	\$308.95 million \$308.95 million	www.vbh-pa.com 724-744-6300	\$75.64 million \$44.52 million	PA	NA
VISTA HEALTH PLAN INC. 1901 Market St. Philadelphia, PA 19103-1480	\$2.41 billion \$2.41 billion	www.ibx.com 215-636-9559 800-555-1514	\$439.24 million \$294.67 million	PA	NA

DBA-doing business as DNR-did not respond NA-not available NR-not ranked HMO-health maintenance organization The Central Penn Business Journal's list of health insurers is limited to risk-assuming insurers that are licensed and based in Pennsylvania as determined by the Pennsylvania Insurance Department and the National Association of Insurance Commissioners. Information came from the individual companies, the Pennsylvania departments of Health and Insurance, the National Association of Insurance Commissioners and other Business Journal research. To access the Business Journal's online database, visit www.CPB.Jnow.com/ListCentral. Surveys available at www.CPB.Jsurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 31, 2012; updated Jan. 7, 2013; next published Aug. 30, 2013.

Researched by Elaine Keisling



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Dental and vision insurers

Listed alphabetically

Company Address	2011 direct premiums written in Pa./ companywide	Website Phone	2011 assets/ liabilities	States in which you offer products	Services offered
CIGNA DENTAL HEALTH OF PA 1601 Chestnut St. Philadelphia, PA 19102	\$5.79 million \$5.79 million	www.cigna.com 215-761-1000 800-244-6224	\$2.87 million \$229,718	PA	Dental HMO, PPO and indemnity plans
DELTA DENTAL OF PENNSYLVANIA 1 Delta Drive Mechanicsburg, PA 17055-6999	\$135.43 million \$162.73 million	www.deltadentalins.com 717-766-8500 800-932-0783	\$91.88 million \$35.51 million	MD and PA	Dental-benefits programs
DOMINION DENTAL SERVICES INC. 115 S. Union St. Alexandria, VA 22314	\$1.84 million \$16.38 million	www.dominiondental.com 703-518-5000 888-681-5100	\$5.66 million \$1.88 million	PA, MD, DE, DC, VA	A leading provider and administrator of dental benefits in the mid-Atlantic region
HIGHMARK VISION HOLDING CO. 100 Senate Ave. Camp Hill, PA 17011	NA NA	www.davisvision.com NA 877-663-2847	NA NA	NA	Vision-care insurance and administrative services
NATIONAL VISION ADMINISTRATORS LLC 5040 Ritter Road Mechanicsburg, PA 17055	NA NA	www.e-nva.com 717-458-9190 800-672-7723	NA NA	NA	Management of vision plans
UNITED CONCORDIA DENTAL PLAN PA INC. 4401 Deer Path Road Harrisburg, PA 17110	\$27.91 million \$27.91 million	www.unitedconcordia.com 717-260-6800 888-884-8224	\$5.33 million \$2.83 million	PA	Dental insurance and administration
VISION BENEFITS OF AMERICA INC. 300 Weyman Plaza Pittsburgh, PA 15236	\$33.86 million \$42.25 million	www.visionbenefits.com 717-612-0384 800-432-4955	\$42.72 million \$6.36 million	PA and 20 other states	Managed vision-care benefits for employer groups

DBA-doing business as DNR-did not respond NA-not available NR-not ranked HMO-health maintenance organization The Central Penn Business Journal's list of health insurers is limited to risk-assuming insurers that are licensed and based in Pennsylvania as determined by the Pennsylvania Insurance Department and the National Association of Insurance Commissioners. Information came from the individual companies, the Pennsylvania departments of Health and Insurance, the National Association of Insurance Commissioners and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 31, 2012; updated Jan. 7, 2013; next published Aug. 30, 2013.

Researched by Alaine Keisling

Dental practices

Ranked by number of dentists

Rank	Prev. rank	Company Address	Dentists	Top local executive Title	Website Phone	Insurance plans accepted	Local/total locations Headquarters Year established locally	Services provided
1	1	SMILEBUILDERZ LLC 1685 Crown Ave. Lancaster, PA 17601	16	Anthony Skiadas DMD Owner and CEO	www.smilebuilderz.com 717-481-7645	DNR	1/1 Manheim Twp. 2005	General and specialty dental practice
2	2	YORKTOWNE DENTAL FAMILY PRACTICE 2851 Eastern Blvd. York, PA 17402	7	Leonard C. Bentivegna DMD Dentist	www.yorktowedental.com 717-757-9614	Most plans	1/1 Springettsbury Twp. 1974	Family dentistry, including oral hygiene, implants, cosmetic dentistry, oral surgery and orthodontics
3	NR	CONESTOGA ORAL AND MAXILLOFACIAL SURGERY LTD 190 Good Drive Lancaster, PA 17603	7	Thomas Yingling President	www.conestogaoms.com 717-394-3033	Most	3/3 East Hempfield Twp. 1974	Oral and maxillofacial surgery
4	3	ENDODONTICS ASSOCIATES 1199 Colonial Road Harrisburg, PA 17112	6	Timothy D. Futato DMD DNR	www.endodonticassociates.net 717-545-7400	United Concordia and Delta Dental	3/3 Lower Paxton Twp. 1962	Comprehensive endodontic treatment
5	NR	WELSH MOUNTAIN MEDICAL & DENTAL CENTER 584 Springville Road New Holland, PA 17557	5	Terri L. Trimble Executive director	www.welshmountain.com 717-354-4711	Free and reduced-price care depending on income	2/2 Salisbury Twp. 1973	Family-centered medical and dental services to all members of the community, especially those of limited income
6	4	GREATER YORK FAMILY DENTISTRY PLLC 1475 Bannister St. York, PA 17404-4910	3	Steven Agapis DDS Founder	www.yorkfamilydentistry.com 717-846-5653	Most	1/1 W. Manchester Twp. 2011	General and sedation dentistry, including pediatric dentistry, oral surgery, restorations, root canal
7	5	LEBANON FAMILY DENTAL LLC 207 Hathaway Park Lebanon, PA 17042	2	Michael D. Barton DMD DNR	www.lebanonfamilydental.com 717-273-0411	Most major dental insurance	1/1 Lebanon 2009	General family dentistry, including oral hygiene, endodontics, dentures, extractions and cosmetic dentistry
8	6	HAROLD J. COHEN DMD PC 135 E. Elm Ave. Hanover, PA 17331	1	Harold Cohen Principal	www.drhalcohen.com 717-637-4131	DNR	1/1 Hanover 1978	Orthodontics
9	7	WILLIAM E. BLACK DMD FAMILY DENTISTRY 1612 N. Second St. Harrisburg, PA 17102	1	William E. Black Owner	www.blackdmd.com 717-236-7722	Delta Dental, United Concordia, Guardian Aetna, Capital BlueCross, School Claim Services	1/1 Harrisburg 1987	Preventive care, restoration work, sleep apnea, cosmetic dentistry and emergency care

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Hospitals and health systems

Ranked by total revenue

Rank	Prev. rank	Health system Address	2011/2010 revenue % change	Top local executive Title	Website Phone	Assets Liabilities	Licensed beds 2011 avg. length of stay in days Occupancy rate	2011 total/outpatient admissions F-T/P-T employees	Local/total facilities Headquarters Year established locally	Inpatient hospitals within health system
1	1	WELLSPAN HEALTH 25 Monument Road, Suite 200 York, PA 17403	\$1.21 billion \$1.16 billion 4.8%	Bruce M. Bartels President and CEO	www.wellspan.org 717-851-2705	\$1.42 billion \$985,814	DNR 4.70 DNR	35,870 DNR 7,537/1,167	65/65 York Twp. 1880	Wellspring Gettysburg, York and Surgery and Rehabilitation hospitals
2	2	PENN STATE MILTON S. HERSHEY MEDICAL CENTER 500 University Drive, P.O. Box 850 Hershey, PA 17033	\$1.17 billion \$1.02 billion 14.5%	Harold L. Paz MD CEO and senior VP	www.pennstatehershey.org 717-531-8521 800-243-1455	DNR DNR	491 5.36 DNR	30,167 883,000 7,704/1,537	52/57 Derry Twp. 1970	Penn State Milton S. Hershey Medical Center, Children's Hospital, rehabilitation hospital, and cancer and psychiatric institutes
3	3	LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	\$944.59 million \$938.56 million 0.6%	Thomas E. Beeman PhD, FACHE President and CEO	www.LancasterGeneralHealth.org 717-544-5511	\$1.38 billion \$566.92 million	631 4.50 62.5%	37,620 853,390 3,939/3,070	47/DNR Lancaster 1893	Lancaster General and Women & Babies hospitals
4	4	PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	\$680.77 million \$619.19 million 9.9%	Michael A. Young FACHE President and CEO	www.pinnaclehealth.org 717-231-8900	\$907.67 million \$464.01 million	588 4.48 67.7%	33,714 545,398 3,165/2	100/100 Harrisburg 1995	Community General Osteopathic Hospital, Harrisburg Hospital and West Shore Hospital (2014)
5	5	SUMMIT HEALTH 112 N. Seventh St. Chambersburg, PA 17201	\$409.20 million \$369.88 million 10.6%	Norman B. Epstein President and CEO	www.summithealth.org 717-267-7136	DNR DNR	302 DNR DNR	15,466 DNR 2,126/592	18/18 Chambersburg 1985	Chambersburg and Waynesboro hospitals
6	6	HOLY SPIRIT HEALTH SYSTEM 503 N. 21st St. Camp Hill, PA 17011-2204	\$330.78 million \$297.94 million 11.0%	Sister Romaine Niemeyer SCC President and CEO	www.hsh.org 717-763-2100	\$300 million \$142.31 million	315 DNR DNR	16,170 249,411 1,789/1,109	31/31 E. Pennsboro Twp. 1963	Holy Spirit Hospital
7	8	GOOD SAMARITAN HEALTH SYSTEM Fourth and Walnut streets, P.O. Box 1281 Lebanon, PA 17042-1281	\$173.28 million ^① \$161.97 million ^① 7.0%	Robert J. Longo President and CEO	www.gshleb.org 717-270-7500	DNR DNR	196 DNR DNR	DNR DNR DNR/DNR	16/16 Lebanon 1889	Good Samaritan Hospital
8	7	EPHRATA COMMUNITY HOSPITAL 169 Martin Ave., P.O. Box 1002 Ephrata, PA 17522-1002	\$172.17 million ^① \$172.04 million ^① 0.1%	John M. Porter Jr. President and CEO	www.ephratahospital.org 717-733-0311	DNR DNR	133 DNR DNR	DNR DNR DNR/DNR	36/36 Ephrata 1937	Ephrata Community Hospital
9	9	HANOVER HEALTHCARE PLUS INC. 300 Highland Ave. Hanover, PA 17331	\$140.29 million \$127.73 million 9.8%	James Wissler President and CEO	www.HanoverHospital.org 717-637-3711 800-673-2426	\$151.07 million \$70.59 million	106 DNR DNR	DNR DNR 912/320	13/13 Hanover 1926	Hanover Hospital
10	11	CARLISLE REGIONAL MEDICAL CENTER 361 Alexander Spring Road Carlisle, PA 17015	\$115.66 million ^① \$109.57 million ^① 5.6%	John Kristel CEO	www.carlislermc.com 717-249-1212	DNR DNR	165 ^② DNR DNR	DNR DNR DNR/DNR	DNR/DNR Naples, Fla. DNR	Part of Health Management Associates
11	10	MEMORIAL HEALTH SYSTEMS CORP. 325 S. Belmont St. York, PA 17403	\$105.79 million ^① \$116.40 million -9.1%	Sally J. Dixon President and CEO	www.mhyork.org 717-843-8623 800-436-4326	DNR DNR	100 DNR DNR	DNR DNR 723/224	17/17 Spring Garden Twp. 1945	Memorial Hospital
12	12	LANCASTER REGIONAL MEDICAL CENTER 250 College Ave. Lancaster, PA 17603-3363	\$94.11 million ^① \$83 million ^① 13.4%	Bob Moore CEO	www.lancasterregional.com 717-291-8211	DNR DNR	262 ^② DNR DNR	DNR DNR DNR/DNR	DNR/DNR Naples, Fla. 1883	Part of Health Management Associates
13	13	PHILHAVEN 283 S. Butler Road, P.O. Box 550 Mount Gretna, PA 17064	\$58.58 million \$52.58 million 11.4%	Philip D. Hess CEO	www.philhaven.org 717-273-8871 800-932-0359	DNR DNR	91 DNR DNR	DNR DNR 699/332	25/25 W. Cornwall Twp. 1952	Philhaven
14	14	SELECT MEDICAL CORP. 4714 Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055-2034	\$57.91 million \$45 million 28.7%	Robert A. Ortenzio CEO	www.selectmedical.com 717-972-1100 888-735-6332	DNR DNR	146 DNR DNR	DNR DNR 1,150/167	4/119 Lower Allen Twp. 1996	Select specialty hospitals in Camp Hill, Harrisburg and York; and Penn State Hershey Rehabilitation Hospital
15	15	HEART OF LANCASTER REG. MEDICAL CENTER 1500 Highlands Drive Lititz, PA 17543	\$54.23 million ^① \$44.60 million ^① 21.6%	James Machado Administrator	www.heartoflancaster.com 717-625-5000	DNR DNR	144 ^② DNR DNR	DNR DNR DNR/DNR	DNR/DNR Naples, Fla. 1999	Part of Health Management Associates

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Researched by Alaine Keisling



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Nursing care and skilled-living facilities

Ranked by number of licensed beds

Rank	Prev. rank	Company Address	Beds % occupancy	Top local executive Title	Website Phone	Payment accepted	Profit/nonprofit Daily rates starting at skilled priv./semi priv. F-T/P-T emp.	Local/total locations Headquarters Year established locally	Amenities
1	1	MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022	439 94%	Joseph E. Murphy CEO	www.MasonicVillagesPA.org 717-367-1121	Medicaid, Medicare, private	Nonprofit \$292/\$252 822/257	1/5 W. Donegal Twp. 1910	Daily entertainment, neighborhood setting, memory support area, music and pet therapy, spiritual services, outings, 24/7 nursing care, hair salons
2	2	PLEASANT ACRES NURSING & REHAB CENTER 118 Pleasant Acres Road York, PA 17402	375 97%	Marlin L. Peck Administrator	www.York-County.org 717-840-7100	Medicaid, Medicare, private	Nonprofit \$245/\$245 498/37	1/1 Springettsbury Twp. 1805	Ventilator services, skilled nursing, rehabilitative therapies, CATV
3	3	WILLOW VALLEY RETIREMENT COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602	272 DNR	John G. Swanson President	www.WillowValleyRetirement.com 717-464-6800 800-770-5445	Medicare, private	Nonprofit \$327/\$284 DNR/DNR	1/1 W. Lampeter Twp. 1984	In-house therapy, activities, social services
4	4	CROSS KEYS VILLAGE-BRETHREN HOME COMMUNITY 2990 Carlisle Pike New Oxford, PA 17350-9582	270 96%	Vernon L. King and Jeffrey M. Evans President and CEOs	www.CrossKeysVillage.org 717-624-2161 888-624-8242	Medicaid, Medicare, private	Nonprofit \$299/\$273 509/197	1/1 Oxford Twp. 1908	Decentralized dining and activities, therapy, long/short rehab care, chaplains, worship/meeting facility, greenhouse, concerts, salon, bingo, fishing
5	5	GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557	192 99%	Stephen Lindsey CEO	www.GardenSpotVillage.org 717-355-6000	Medicare, private	Nonprofit \$291/\$259 243/235	2/2 Earl Twp. 1996	Four households of 16-20 residents with kitchen, dining room living room and spa; therapies, activities, pool
6	6	MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601	190 DNR	J. Nelson Kling President	www.mennonitehome.org 717-393-1301	Medicaid, Medicare, private	Nonprofit \$313-\$350/\$293-\$329 314/228	1/1 Manheim Twp. 1903	Households, cafe, skilled therapy, beauty shop, transportation, fitness center, pool, chapel, laundry, activities
7	7	MESSIAH HOME DBA MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055	184 94%	Emerson L. Leshner President	www.MessiahLifeways.org 717-697-4666	Medicaid, Medicare, private	Nonprofit \$297/\$269 DNR/DNR	4/4 Upper Allen Twp. 1896	Therapies, beauty salons, laundry, pharmacy, gift shops, chapel, activities, transportation, coffee shops
8	8	SUSQUEHANNA VALLEY NURSING & REHAB CENTER 745 Old Chiques Hill Road Columbia, PA 17512	173 90%	Darell "Rick" Cammack Jr. President	717-684-7555	Medicaid, Medicare, private	Profit \$260/\$250 130/90	2/4 Maryland 2005	Lovely parklike setting, rehab dept., views of the Susquehanna River, family-like atmosphere, memory support unit
9	9	JEWISH HOME OF GREATER HARRISBURG 4000 Lingelstown Road Harrisburg, PA 17112	138 97%	Seth D. Levy Administrator and CEO	www.JewishHomeHarrisburg.org 717-657-0700	Medicaid, Medicare, private	Nonprofit \$293/\$262 DNR/DNR	1/1 Lower Paxton Twp. 1977	Renovated in 2003
10	10	FREY VILLAGE 1020 N. Union St. Middletown, PA 17057	136 98%	Amy M. Young Executive director	www.Diakon.org/frey 717-930-1200	Medicaid, Medicare, private	Nonprofit \$335-\$342/\$278-\$288 DNR/DNR	DNR/DNR Allentown 1976	Social, cultural, recreational programs; Bible studies, multi-denominational worship; physical, occupational, speech therapies
11	11	QUARRYVILLE PRESBYTERIAN RETIREMENT COMMUNITY 625 Robert Fulton Highway Quarryville, PA 17566-1400	130 DNR	Robert B. Hayward Jr. President and CEO	www.quarryville.com 717-786-7321 888-786-7331	Medicaid, Medicare, private	Nonprofit DNR/DNR DNR/DNR	1/DNR E. Drumore Twp. 1949	Therapy services, on-site dental, eye, hearing and podiatry services, social services, housekeeping, laundry, cable TV, local telephone service
12	12	ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512	121 DNR	Mary F. Turnbaugh President	www.StAnnesRetirementCommunity.com 717-285-5443	Medicaid, Medicare, private	Nonprofit DNR/DNR 161/95	1/1 W. Hempfield Twp. 1926	In-house rehab, OT/PT/speech therapy; events and activities; Mass and rosary; Bible studies; cafe, library game room, pets
13	13	BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Litzitz Pike, P.O. Box 5093 Lancaster, PA 17606-5093	120 100%	Gary N. Clouser President	www.bv.org 717-569-2657 800-367-9899	Medicaid, Medicare, private	Nonprofit \$281/\$269 DNR/DNR	DNR/DNR Manheim Twp. 1897	Beauty shop, medical van service, therapy, chapel, recreational programs, lounges, activity rooms, medical suite, 225-seat auditorium
14	15	FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522	114 90%	Jerry D. Lile President and CEO	www.FairmountHomes.org 717-354-1800	Medicaid, Medicare, private	Nonprofit \$290/\$285 125/175	1/1 W. Earl Twp. 1968	Skilled rehabilitation, pet therapy, dementia, hair care, chapel and chaplaincy.
15	16	CORNWALL MANOR 1 Boyd St., P.O. Box 125 Cornwall, PA 17016-0125	108 DNR	Steven D. Hassinger President	www.CornwallManor.org 717-273-2647 800-222-2476	Medicaid, Medicare, private	Nonprofit \$293/\$263 177/67	1/1 Cornwall 1949	Dementia care, therapies, chaplain, dental clinic, beauty shop, activity programs, transportation
16	17	LUTHER ACRES 600 E. Main St. Lititz, PA 17543-2224	106 97%	Matthew Oathout Executive director	www.luthercare.org 717-626-1171 800-732-0999	Medicaid, Medicare, private	Nonprofit \$306-\$313/\$274-\$296 130/183	DNR/DNR DNR 1949	Chaplaincy services, social services, routine beauty/barber services, cultural, educational and social activities
17	18	SPANG CREST 945 Duke St. Lebanon, PA 17042-7216	105 95%	Michele Metzler Interim executive directory	www.luthercare.org 717-274-1495 800-732-0999	Medicaid, Medicare, private	Nonprofit \$306-\$313/\$296-\$302 80/108	3/3 DNR 1953	Beauty/barber shop services; physical, occupational and speech therapy; pet therapy; intergenerational programs
18	19	THE VILLAGE AT SPRENKLE DRIVE 1802 Folkemer Circle York, PA 17404	104 98%	Katherine E. Saidis MHA NHA Executive director	www.LutheranSCP.org 717-764-9994 877-391-9920	Medicaid, Medicare, private	Nonprofit 300/278 DNR/DNR	6/6 York 1993	Nursing care; private or semi-private accommodations; two visits/month for hair care services; community social services; activity programs
19	20	LANDIS HOMES 1001 E. Oregon Road Lititz, PA 17543	103 97%	Larry J. Zook President and CEO	www.LandisHomes.org 717-569-3271	Medicaid, Medicare, private	Nonprofit \$366/\$351 235/280	1/1 Manheim Twp. 1964	Rehabilitation, memory support, households, person-centered care, cafe, gift shoppe, library, chapel, hair salon, WiFi
20	21	GETTYSBURG LUTHERAN RETIREMENT VILLAGE 1075 Old Harrisburg Road Gettysburg, PA 17325	100 94%	Marcia Hoffman Executive director	www.LutheranSCP.org 717-334-6204 877-708-7036	Medicaid, Medicare, private	Nonprofit \$286/\$264 DNR/DNR	6/6 York 1970	Nursing and rehab care, activities, social services
21	22	SHREWSBURY LUTHERAN RETIREMENT VILLAGE 200 Luther Road Shrewsbury, PA 17361	100 92%	Ken Beiler Executive director	www.LutheranSCP.org 717-227-3000 877-743-4677	Medicaid, Medicare, private	Nonprofit \$301/\$278 DNR/DNR	6/6 York 1979	Nursing and rehab care, activities, social services
22	23	HOMELAND CENTER 1901 N. Fifth St. Harrisburg, PA 17102-1598	92 99%	Barry S. Ramper II NHA President and CEO	www.homelandcenter.org 717-221-7902	Medicaid, Medicare, private	Nonprofit \$289/\$274 DNR/DNR	1/1 Harrisburg 1867	Recently renovated all units; conservatory, aviaries charming areas for families and friends
23	24	VILLAGE OF LAUREL RUN 6375 Chambersburg Rd Fayetteville, PA 17222	92 95%	Larry Cottle CEO and administrator	www.laurelliving.com 717-352-2721	Medicaid, Medicare, private	Profit 290/275 130/30	1/1 DNR 2000	Beauty Shop, therapy, chapel, structured activities, social services, dining, 24/7 nursing care, private or semi-private accommodations
24	25	BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055	69 97%	Melissa Hadley Executive director	www.BethanyVillage.org 717-766-0279	Medicaid, Medicare, private	Nonprofit \$333/\$295 159/205	1/5 Germantown, Md. 1964	DNR
25	25	CALVARY FELLOWSHIP HOMES INC. 502 Elizabeth Drive Lancaster, PA 17601	45 93%	Clifford K. Hurter President and CEO	www.calvaryhomes.org 717-393-0711	Medicaid, Medicare, private	Nonprofit NA/\$313 94/55	1/1 Manheim Twp. 1963	Exercise room and classes, trips, transportation, daily devotions and Bible studies, chapel, hair care center, crafts, coffee shop

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Outpatient surgical centers

Ranked by 2011 total operating revenue

Rank	Company Address	2011 total operating revenue	Website Phone	2011 % care uncompensated Medicare/Medical assistance	Operating rooms Local F-T/P-T employees Profit/Nonprofit	2011 net income Patient visits	Types of surgeries/procedures
1	PHYSICIANS' SURGERY CENTER LANCASTER GENERAL 2150 Harrisburg Pike Lancaster, PA 17603	\$23.09 million	www.pscgl.com 717-735-3993	1.02% 17.41% 1.13%	6 51/26 Profit	\$12.03 million 11,865	Multi-specialty
2	WEST SHORE ENDOSCOPY CENTER LLC 423 N. 21st St. Camp Hill, PA 17011	\$14.13 million	www.westshoreendoscopy.com 717-975-2430	0% 9.95% 0.09%	0 38/11 Profit	\$5.07 million 8,882	Gastroenterology
3	APPLE HILL SURGICAL CENTER 25 Monument Road, Suite 270 York, PA 17403	\$13.82 million	www.wellspan.org 717-741-8250	2.2% 22.56% 3.62%	10 43/20 Profit	\$2.99 million 11,270	Multi-specialty
4	OSS AMBULATORY SURGERY CENTER 1855 Powder Mill Road, Suite 210 York, PA 17402	\$11.51 million	www.ossortho.com 717-747-8306	1.42% 14.39% 4.32%	4 82/20 Profit	\$3.11 million 11,765	Orthopedic surgery
5	GRANDVIEW SURGERY & LASER CENTER 205 Grandview Ave. Camp Hill, PA 17011	\$9.02 million	www.grandviewsurgery.com 717-731-5444	0.58% 17.69% 0.61%	1 24/21 Profit	\$3.37 million 5,535	Multi-specialty
6	SUSQUEHANNA VALLEY SURGICAL CENTER 4310 Londonderry Road, Suite 1 Harrisburg, PA 17109	\$8.69 million	www.svsconline.com 717-657-7556	0% 19.03% 0.37%	6 22/28 Profit	\$938,000 7,630	Multi-specialty
7	NORTH POINTE SURGERY CENTER 170 North Pointe Blvd. Lancaster, PA 17601	\$8.68 million	www.npsc.fixbones.com 717-735-6650	1.23% 7.58% 3.71%	3 37/7 Profit	\$3.14 million 3,111	Orthopedic surgery
8	WEST SHORE SURGERY CENTER 2015 Technology Parkway Mechanicsburg, PA 17055	\$8.11 million	www.westshoresurgery.com 717-791-2500	0.03% 20.12% 2.84%	6 23/27 Profit	\$2.01 million 7,740	Multi-specialty
9	SURGERY CENTER OF LANCASTER 810 Plaza Blvd. Lancaster, PA 17601	\$7.88 million	www.scoflancaster.com 717-431-2368	0.03% 27.42% 11.05%	4 30/19 Profit	\$999,000 6,044	Multi-specialty
10	HERSHEY OUTPATIENT SURGERY CENTER 15 Hope Drive Hershey, PA 17033	\$7.29 million	www.pennstatehershey.org 717-520-8200	1.23% 16.79% 12.44%	6 33/25 Profit	\$170,000 6,647	Multi-specialty
11	CARLISLE OUTPATIENT SURGERY CENTER 31 Sprint Drive Carlisle, PA 17015	\$7.12 million	www.carlislermc.com 717-960-3700	0% 20.87% 2.23%	3 12/16 Profit	\$5.21 million 2,030	Multi-specialty
12	MID-ATLANTIC GASTROINTESTINAL CENTER ^① 2104 Harrisburg Pike, Suite 300 Lancaster, PA 17604	\$5.27 million	www.rgal.com 717-544-3400	NA NA NA	6 18/5 Profit	\$1.97 million 9,484	Gastroenterology
13	LANCASTER GASTROENTEROLOGY PROCEDURE CENTER 2112 Harrisburg Pike, Suite 323 Lancaster, PA 17601	\$4.96 million	www.lancastergicenter.com 717-544-3569	0.55% 16.69% 1.03%	3 23/3 Profit	\$2.86 million 7,386	Gastroenterology
14	WELLSPAN SURGICAL CENTER 236 West St. Gettysburg, PA 17325	\$4.59 million	www.wellspan.org 717-338-4500	2.73% 32.07% 1.69%	2 11/6 Nonprofit	\$1.83 million 3,537	Multi-specialty
15	GSH OUTPATIENT SURGERY CENTER 830 Tuck St. Lebanon, PA 17042	\$4.13 million	www.gshleb.org 717-228-1620	0% 28.71% 3.52%	4 11/83 Nonprofit	\$2.12 million 3,482	Multi-specialty
16	OPHTHALMOLOGY AND SURGICAL INSTITUTE OF CENTRAL PENNSYLVANIA 5 Tyler Court Carlisle, PA 17013	\$3.85 million	717-249-0745	0.06% 51.83% 2.65%	1 15/14 Profit	\$1.07 million 4,143	Ophthalmology and orthopedic surgery
17	HARRISBURG ENDOSCOPY & SURGERY CENTER 4760 Union Deposit Road Harrisburg, PA 17111	\$3.8 million	www.hbgesc.com 717-545-8525	0% 24.72% 0.76%	1 23/8 Profit	\$4,000 8,503	Gastroenterology
18	NEUROSPINE CENTER LP 730 Eden Road Lancaster, PA 17601	\$3.6 million	www.lancspine.com 717-581-4813	0% 0.49% 0.75%	1 9/15 Profit	\$950,000 535	Neurosurgery
19	HANOVER SURGICENTER LLC 250 Fame Ave., Suite 130 Hanover, PA 17331	\$3.56 million	717-633-1600	0.08% 31.32% 0.18%	3 17/2 Profit	\$207,000 2,766	Multi-specialty
20	HERSHEY ENDOSCOPY CENTER LLC 905 W. Governor Road, Suite 100 Hershey, PA 17033	\$3.08 million	www.hersheyendo.com 717-531-1318	0% 1.73% 0%	2 12/17 Profit	\$1.14 million 3,615	Gastroenterology
21	HARRISBURG INTERVENTIONAL PAIN MANAGEMENT CENTER 825 Sir Thomas Court Harrisburg, PA 17109	\$3.02 million	www.susquehannapaincenter.com 717-901-5008	0.01% 24.7% 2.87%	2 7/2 Profit	\$114,000 6,577	Pain management
22	DIGESTIVE DISEASE INSTITUTE 899 Poplar Church Road Camp Hill, PA 17011	\$2.46 million	www.pagiconsultants.com 717-763-1239	0.66% 15.26% 0%	0 18/6 Profit	(\$13,000) 4,829	Gastroenterology
23	FOOT AND ANKLE SURGICAL CENTER LLC 1224 S. Queen St. York, PA 17403	\$2.41 million	www.martinfootandankle.com 717-718-1711	0.48% 8.03% 1.92%	1 12/11 Profit	\$1.06 million 819	Podiatry
24	CHILDREN'S SURGERY CENTER 2160 Noll Drive, Suite 300 Lancaster, PA 17603	\$2.4 million	www.childrensurgicalcenter.com 717-481-4828	0.02% 0% 71.17%	2 21/3 Profit	\$291,000 1,211	Pediatric restorative dentistry
25	PENNSYLVANIA EYE SURGERY CENTER 4100 Linglestown Road Harrisburg, PA 17112	\$2.31 million	www.memorialeye.com 717-657-2020	0% 44.4% 0.34%	2 6/16 Profit	\$71,000 8,579	Ophthalmology

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of outpatient surgical centers was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the Pennsylvania Department of Health, the Pennsylvania Health Care Cost Containment Council, the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CentralPennBusiness.com/ListCentral. Surveys available at www.CPBJSurveys.info. Published Oct. 26, 2012; updated Jan. 7, 2013; next published Oct. 25, 2013. ① Combined numbers for two locations

Researched by Elaine Keisling

Physical therapy and sports medicine clinics

Ranked by number of physical therapists and sports medicine practitioners

Rank	Prev. rank	Company Address	Local physical therapists and sports medicine practitioners	Top local executive Title	Website Phone	Local PT assts./ exer. phys. cert. ath. trainers F-T/P-T employees	Health insurance plans Avg. wait to schedule an appt. Avg. visit length	Local/total locations Headquarters Year established locally	Services offered
1	1	DRAYER PHYSICAL THERAPY INSTITUTE 8205 Presidents Drive, 2nd Floor Hummelstown, PA 17036	113 115	Luke A. Drayer CEO	www.drayerpt.com 717-220-2100	79/0 9 450/95	All Less than 24 hours 60-90 minutes	21/92 Swatara Twp. 2002	Sports medicine, orthopedics, spine therapy, incontinence, osteoporosis, hand therapy, aquatic therapy, occupational medicine, women's health
2	2	LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	61 61	Thomas E. Beeman PhD, FACHE President and CEO	www.LancasterGeneralHealth.org 717-544-5511	25/0 3 3,939/3,070	Most insurances accepted 24-48 hours 45 minutes	47/DNR Lancaster 1893	Full range PT, OT, speech. special services: wheelchair/driving evaluations, neuro, vestibular, lymphedema, wound, industrial rehab
3	3	PINNACLE HEALTH SYSTEM PHYSICAL THERAPY 2501 N. Third St. Harrisburg, PA 17110	59 59	Michael A. Young FACHE President and CEO	www.pinnaclehealth.org 717-782-2344	10/0 0 45/9	Most 24-48 hours 1 hour	11/11 Harrisburg 1996	McKenzie Certified Spine Center, Balance/Vestibular, lymphedema, incontinence, aquatics, hand center, amputees, stroke, orthopedics, arthritis
4	4	CENTRAL PA REHABILITATION SERVICES INC. DBA CPRS PHYSICAL THERAPY 75 Evelyn Drive Millersburg, PA 17061-1258	53 52	Thomas Marsilio MPT, EP President and CEO	www.cprweb.com 717-692-4708 866-279-6999	31/9 29 141/26	Most Within 24 Hours 60-90 Minutes	DNR/26 Millersburg 1983	Provides physical therapy, sports rehabilitation, occupational health and wellness
5	NR	HEALTHSOUTH REHAB. HOSP. OF YORK 1850 Normandie Drive York, PA 17408	45 0	Elaine Charest Director of therapy operations	www.healthsouth.com 717-767-6941	15/DNR DNR 170/115	Most major plans 24 to 48 hours 1 hour	4/103 W. Manchester Twp. 1983	Orthopedics, neurological, stroke program, sports, women's rehab, industrial rehab, home health, chronic pain management, lymphedema, aquatics, vestibular/balance, BTE-ER, speech and occupational therapy
6	6	SELECT MEDICAL DBA FIRST CHOICE, SELECT AND NOVACARE REHABILITATION 4714 Gettysburg Road Mechanicsburg, PA 17055	40 44	Robert A. Ortenzio CEO	www.selectmedical.com 717-972-1100 888-735-6332	25/DNR DNR 60/33	Most insurance accepted 24 hours 60 minutes	19/950 Lower Allen Twp. DNR	Provide treatment for orthopedic/sports injuries, chronic pain, neurological problems, vertigo; hand therapy; low back rehab; sports performance, etc.
7	7	WELLSPAN REHABILITATION 1001 S. George St. York, PA 17405	33 33	Kyle McGill Director of rehab services	www.wellspan.org/rehabilitation 717-851-2601 877-734-2213	16/2 9 96/11	All major 24-48 hours 35-40 minutes	9/9 York 1986	PT, OT and SLP rehab services; sportsmed, ATC services, pediatric rehab, neuro and ortho specialists, work injury mgt., injury prevention, lymphedema
8	5	SUMMIT HEALTH PHYSICAL MEDICINE AND REHABILITATION 112 N. Seventh St. Chambersburg, PA 17201	28 49	Norman B. Epstein President and CEO	www.summithealth.org 717-267-7136	20/DNR 2 60/11	Most major DNR DNR	4/62 Chambersburg	Hospitals, family practices, specialty practices, women's health center, fitness center, walk-in care centers, lab, imaging
9	9	HANOVER HOSPITAL REHAB CENTERS 300 Highland Ave. Hanover, PA 17331	23 23	Kevin C. Maloney PT Director of physical med. and rehab	www.hanoverhospital.org 717-646-6816 800-673-2426	14/3 6 71/11	Most major plans for PA and MD Within 24 hours 45 minutes	9/9 Hanover 1996	In- and outpatient orthopedic and neurological rehab (PT, OT, ST), sports medicine, work hardening, hand therapy, pediatric rehab, women's health
10	11	ADVANTAGE PHYSICAL THERAPY ASSOCIATES 2821 East Prospect Road York, PA 17402	18 13	Lisa Kemp President	www.GetTheAdvantage.org 717-840-1874	9/7 0 45/7	Most major plans accepted Within 24 hours 60 minutes	7/7 York Twp. 2005	Outpatient physical and occupational therapy, Advant-Edge sports programs, geriatrics and pediatrics, workplace risk assessments
11	12	CUMBERLAND ORTHOPEDIC & SPINE PHYSICAL THERAPY INC. 6375 Mercury Drive, Suite 100 Mechanicsburg, PA 17050	11 11	Jose A. Dominguez President	www.cumberlandphysicaltherapy.com 717-591-3000	5/0 1 12/11	Medicare, auto and workers' comp and all private insurance 24 hours 1 hour	4/4 Hampden Twp. 2002	Certified McKenzie spine specialist, sports/orthopedics, aquatherapy, women's health, vestibular rehab, post-surgical rehab, sports performance
12	NR	WHITE ROSE PHYSICAL THERAPY 1410 E. Market St. York, PA 17403	3 3	Perry Tallman DPT, SCS, OCS, ATC Owner	www.whiterosept.com 717-846-8455	1/DNR DNR 1/3	Most major plans 24-48 hours 45-60 minutes	2/2 Spring Garden Twp. 1991	Orthopedic and sports physical therapy
13	15	ADVANCED PHYSICAL THERAPY AND FITNESS 102 W. Allen St. Mechanicsburg, PA 17055-6203	3 1	Ann D. Dennison PT, DPT, OCS, ATC Owner and physical therapist	www.advancedptinpa.com 717-790-9994	0/0 0 3/2	Most commercial plans, Medicare, worker's comp, auto 24 hours 1 hour	1/1 Mechanicsburg 2007	One-on-one physical therapy, specializing in orthopedic physical therapy, exercise-program development for fitness and geriatrics
14	NR	NEXT HEALTH LLC DBA NEXT HEALTH PHYSICAL THERAPY 1560 Lititz Pike, Suite 1 Lancaster, PA 17601	1 1	Brian Peers Physical therapist	www.nexthealthcorp.com 717-490-6122	0/0 0 2/0	DNR DNR DNR	1/1 Manheim Twp. 2010	Physical therapy, injury prevention, functional wellness programs, sports medicine, geriatric rehab, orthopedic rehab, fitness assessment
15	16	THERAPIES UNLIMITED INC. 4386 Sturbridge Drive Harrisburg, PA 17110	1 1	Melanie Gagnon President	www.therapiesunlimited.com 717-540-3446	0/0 0 1/1	Most, except HMOs Less than 1 week 1 hour	1/1 Susquehanna Twp. 2010	Physical therapy specializing in pain mgt. techniques, including myofascial release, craniosacral therapy and neuro rehab

DBA-doing business as DNR-did not respond NA-not available NR-not ranked

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Researched by Alaine Keisting

Private physician groups

Ranked by number of physicians

Rank	Group Address	Local/board-certified physicians CRNPs/PAs RNs	Top local executive Title	Website Phone	Hosp. affiliation Insur. plans acc'd Patient visits annually	Average wait for appt. New patients?/Credit/ATM cards? Evening/weekend hours?	F-T/P-T employees Type of practice	Local/total locations Headquarters Year est. locally	Specialties
1	QUANTUM IMAGING & THERAPEUTIC ASSOCIATES, INC. 629 D Lowther Rd Lewisberry, PA 17339	42/42 0/0 1	Elizabeth Bergey and Dr. Elizabeth Bergey CEO and President	www.qita.com 717-932-5200	CR, HH, HSH, PH, Evangelical DNR DNR	DNR DNR/DNR DNR	93/2 Radiology, teleradiology, interventional radiology	13/13 Fairview Twp. 1926	Nuclear medicine; radiation oncology; vascular, interventional and musculoskeletal radiology; women's imaging; neuroradiology
2	ORTHOPAEDIC & SPINE SPECIALISTS 1855 Powder Mill Road York, PA 17402	23/23 0/8 15	Todd M. Lord CEO	www.ossortho.com 717-848-4800 800-848-3627	WS, MH, OSS Ortho Hospital Most major DNR	Same day urgent care Yes/Yes Yes	353/100 Orthopedics, pain mgt., podiatry	5/5 York Twp. 2002	Spine, hand, shoulder, sports medicine, total joint replacement and reconstruction, foot and ankle, pain mgt., pediatric orthopedics
3	UROLOGY OF CENTRAL PENNSYLVANIA INC. 1023 Mumma Road, Suite 102, P.O. Box 458 Lemoyne, PA 17043	15/14 0/0 1	Dr. Frank D'Amico President	www.urologycp.com 717-724-4672 877-650-7366	HSH, PH, HS Most DNR	1 week Yes/Yes No	81/18 Urology	6/6 E. Pennsboro Twp. 2005	Urodynamics, prostate diseases, kidney stones, cancer treatment, vasectomy, incontinence, ED and robotics
4	GASTROENTEROLOGY ASSOCIATES OF YORK 2690 Southfield Drive York, PA 17401	12/7 1/4 2	James Gill COO	www.gastroyork.com 717-741-1414	WS, MH See website 9,948	same day Yes/Yes No	41/31 Gastroenterology, endoscopy center	1/1 York 1979	Colonoscopy, lactose-intolerance, IBS, Colitis, EGD, diverticulosis, colorectal cancer, heartburn, gallbladder, hepatitis, bowel concerns, stomach
5	WOMEN'S HEALTH CENTER OF LEBANON 300 Willow St. Lebanon, PA 17046	10/8 1/0 3	Roger Hine MD Doctor	www.whclebanon.com 717-273-8835	GS Most 26,000	Same day emerg., 1-2 weeks routine Yes/Yes Wednesday evenings	38/8 Ob/gyn	2/2 Lebanon 1970	Ob/gyn
6	MARTIN FOOT AND ANKLE 1203 S. Queen St York, PA 17403	9/8 0/0 0	R. Craig Martin DPM President	www.martinfootandankle.com 717-757-3537 800-456-0076	LG, MH, WS Most DNR	1 week Yes/Yes Yes	57/18 Podiatric	6/6 York 1978	Comprehensive foot and ankle services
7	THE WOMEN'S HEALTHCARE GROUP 1693 S. Queen St. York, PA 17403	7/6 3/0 2	Deron Schriver Executive administrator	www.thewhcg.com 717-845-1621	WS Many 43,000	10 min. yes/Yes hours up to 6pm	45/7 Obstetrics and gynecology	DNR/DNR Spring Garden Twp. 1965	DNR
8	JACKSON SIEGELBAUM GASTROENTEROLOGY 423 N. 21st St., Suite 100 Camp Hill, PA 17011	6/6 3/1 10	F. Wilson Jackson MD Board president	www.gicare.com 717-761-0930	HSH, PH Most 18,799	2-3 days if new patient Yes/Yes No	46/8 Gastroenterology, hepatology	2/DNR E. Pennsboro Twp. 2006	Hepatitis C, Crohns and colitis disease, GERD, liver diseases
9	SUSQUEHANNA VALLEY PAIN MANAGEMENT CENTER PC 825 Sir Thomas Court Harrisburg, PA 17109	4/4 0/0 6	Malik Momin MD Medical Director	www.harrisburgpaincenter.com 717-652-8670	HS Mechanicsburg Most DNR	48-72 hours after insurance approval Yes/Yes No	14/6 Interventional pain management	3/3 Lower Paxton Twp. 1992	Pain management, anesthesiology, physical medicine and electrodiagnostic medicine.
10	PARTNERS IN FAMILY HEALTH PC 2159 White St., Suite 11 York, PA 17404	4/4 2/1 1	James H. Harberger President	717-846-8791	WS, MH Most DNR	Same day to one day Yes/Yes Yes, both	28/10 Family	1/1 W. Manchester Twp. 1993	Family medicine
11	HOUCKS ROAD FAMILY PRACTICE 100 S. Houcks Road Harrisburg, PA 17109	1/1 1/0 0	Dr. Paul Williams Principal	www.houcksroadfp.com 717-545-9625	PH Most DNR	1 day Yes/Yes By arrangement	3/2 General family practice	1/1 Lower Paxton Twp. 1990	Family practice

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked CH-Chambersburg Hospital GS-Good Samaritan CR-Carlisle Regional Medical Center EC-Ephrata Community Hospital HH-Hanover Hospital HMC-Penn State Milton S. Hershey Medical Center HOL-Heart of Lancaster Regional Medical Center HS-HealthSouth Corp. HSH-Holy Spirit Hospital LG-Lancaster General Hospital LR-Lancaster Regional Medical Center MH-Memorial Hospital PH-PinnacleHealth System hospitals WH-Waynesboro Hospital WS-WellSpan Health hospitals
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Researched by Elaine Keisling

Retirement communities

Ranked by total number of living units

Rank	Facility Address	Total living units Ind./PC AL/NC	Top executive Title Phone	Website F-T/P-T employees Affiliation	Entrance fee Services	Amenities
1	WILLOW VALLEY RETIREMENT COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602	1,962 1,446/244 0/272	John G. Swanson President 717-464-6800 800-770-5445	www.WillowValleyRetirement.com DNR/DNR None	\$73,500-\$714,700 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Cultural center, day spa, fitness center, indoor pools, 500-seat performing arts theater, walking paths on 210 acres, local transportation
2	MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022	1,487 923/125 0/439	Joseph E. Murphy CEO 717-367-1121	www.MasonicVillagesPA.org 822/257 Grand Lodge of Free & Accepted Masons of PA	\$111,800-\$485,920 CCRC, independent living, personal care, nursing care, adult daycare, Alzheimer's/dementia unit, hospice	Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, restaurants, home care
3	BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Litzitz Pike, P.O. Box 5093 Lancaster, PA 17606-5093	895 632/143 0/120	Gary N. Clouser President 717-569-2657 800-367-9899	www.bv.org DNR/DNR Church of the Brethren	\$17,500-\$343,000 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Pharmacy, bank, indoor heated pool, thrift shop, gift shop, village grocery stores, chapel, on and off campus transportation, Wolfe Auditorium
4	GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557	820 542/86 0/192	Stephen Lindsey CEO 717-355-6000	www.GardenSpotVillage.org 235/235 Mennonite Church	\$79,900-\$359,500 CCRC, independent living, personal care, nursing care, adult daycare, Alzheimer's/dementia unit	Indoor pool and fitness area, social programming, computer lab, horticulture room, wood shop, art studio, outdoor pavilion/amphitheater, WiFi
5	CROSS KEYS VILLAGE-BRETHREN HOME COMMUNITY 2990 Carlisle Pike New Oxford, PA 17350-9582	815 450/95 0/270	Vernon L. King and Jeffrey M. Evans President and CEOs 717-624-2161 888-624-8242	www.CrossKeysVillage.org 509/197 Church of the Brethren	\$50,000-\$350,000 CCRC, independent living, personal care, nursing care, adult daycare, Alzheimer's/dementia unit	Community center, full-service restaurant and cafe, wellness/fitness center, pool, golf putting green, walking/biking, gardening, woodworking, chapel
6	MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601	761 421/150 0/190	J. Nelson Kling President 717-393-1301	www.mennonitehome.org 314/228 Mennonite Church	\$45,000-\$262,000 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Fitness center, bank, transportation, beauty shop, activities, volunteer program
7	LANDIS HOMES 1001 E. Oregon Road Lititz, PA 17543	625 425/97 0/103	Larry J. Zook President and CEO 717-569-3271	www.LandisHomes.org 235/280 Mennonite Church USA	\$40,000-\$256,000 CCRC, independent living, personal care, nursing care, adult daycare, Alzheimer's/dementia unit	Indoor pool, fitness center, garden plots, walking paths, chapel, library, wood shop, bank, pharmacy, general store, hair salon, WiFi, dining venues
8	MESSIAH HOME DBA MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055	624 282/158 0/184	Emerson L. Leshner President 717-697-4666	www.MessiahLifeways.org DNR/DNR Brethren in Christ Church	\$56,000 and up Personal care, nursing care	Medical clinic, activities, chapel, beauty salons, transportation, bank, therapies, pool and fitness centers, pharmacy, coffee shops, gift shops
9	BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055	569 400/0 100/69	Melissa Hadley Executive director 717-766-0279	www.BethanyVillage.org 159/205 United Methodist	\$108,700 and up CCRC, independent living, assisted living, nursing care, Alzheimer's/dementia unit	Indoor pool, fitness center, restaurants, clinic, pharmacy, gift shop, library, bank, beauty/barber shop, disc golf course, and miniature golf course
10	LUTHER ACRES 600 E. Main St. Lititz, PA 17543-2224	524 348/70 0/106	Matthew Oathout Executive director 717-626-1171 800-732-0999	www.luthercare.org 130/183 Evangelical Lutheran Church of America	\$48,000-\$392,400 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Woodworking shop; wellness center w/pool, outpatient physical, occupational and speech therapy; massage therapy; hospitality suite, movie theater, pub
11	CORNWALL MANOR 1 Boyd St., P.O. Box 125 Cornwall, PA 17016-0125	447 309/30 0/108	Steven D. Hassinger President 717-273-2647 800-222-2476	www.CornwallManor.org 177/67 United Methodist	\$31,000-\$344,000 CCRC, independent living, personal care, nursing care	Fitness center, indoor pool, 190 acres with walking paths, physicians' office, bank, chapel, dining, beauty shop, cultural enrichment, transportation
12	PLEASANT ACRES NURSING & REHAB CENTER 118 Pleasant Acres Road York, PA 17402	403 28/0 0/375	Marlin L. Peck Administrator 717-840-7100	www.York-County.org 498/37 Governmental	None Independent living, nursing care, Alzheimer's/dementia unit, hospice	All-inclusive monthly fee, dental and eye clinics, recreational therapy, social services, chaplain services
13	QUARRYVILLE PRESBYTERIAN RETIREMENT COMMUNITY 625 Robert Fulton Highway Quarryville, PA 17566-1400	379 167/82 0/130	Robert B. Hayward Jr. President and CEO 717-786-7321 888-786-7331	www.quarryville.com DNR/DNR DNR	\$50,000-\$300,000 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Wellness and fitness center, medical suites, cultural programming, computer lab, garden plots, walking trails, woodworking shop, beauty/barber shop
14	CALVARY FELLOWSHIP HOMES INC. 502 Elizabeth Drive Lancaster, PA 17601	305 218/42 0/45	Clifford K. Hurter President and CEO 717-393-0711	www.calvaryhomes.org 94/55 Christian	Varies CCRC, independent living, personal care, nursing care	Exercise room and classes, trips, transportation, laundry, daily devotions, bible studies, chapel, hair care center, crafts, coffee shop
15	ECUMENICAL RETIREMENT COMMUNITY 3525 Canby St. Harrisburg, PA 17109-4758	303 113/190 0/0	Judi Baker Executive director 717-561-9982	www.ecumenicalretirement.org 96/38 George M. Leader Family Corp.	DNR Independent living, personal care, Alzheimer's/dementia unit	Affordable retirement living; transportation; all meals included; community life program; parklike setting convenient to shops, banks and more
16	FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522	288 98/76 0/114	Jerry D. Lile President and CEO 717-354-1800	www.FairmountHomes.org 125/175 Mennonite	DNR CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	Skilled care, personal care, dementia, independent, wellness room, pet therapy
17	JEWISH HOME OF GREATER HARRISBURG 4000 Lingelstown Road Harrisburg, PA 17112	260 58/64 0/138	Seth D. Levy Administrator and CEO 717-657-0700	www.JewishHomeHarrisburg.org DNR/DNR DNR	\$3,650 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	The Residence opened in 2001
18	SHREWSBURY LUTHERAN RETIREMENT VILLAGE 200 Luther Road Shrewsbury, PA 17361	249 81/68 0/100	Ken Beiler Executive director 717-227-3000 877-743-4677	www.LutheranSCP.org 94/55 Evangelical Lutheran Church in America	\$102,700-\$138,800 CCRC, independent living, personal care, nursing care	Community center, activities, social services
19	THE VILLAGE AT SPRENKLE DRIVE 1802 Folkemer Circle York, PA 17404	244 140/0 0/104	Katherine E. Saidis MHA NHA Executive director 717-764-9994 877-391-9920	www.LutheranSCP.org DNR/DNR Evangelical Lutheran Church in America	\$88,200-\$220,000 CCRC, independent living, personal care, nursing care	Community center, cafe, on-campus beauty shop, full-time activities program, billiards room, transportation
20	ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512	244 70/53 0/121	Mary F. Turnbaugh President 717-285-5443	www.StAnnesRetirementCommunity.com 161/95 Sisters, Adorers of the Blood of Christ	Varies CCRC, independent living, personal care, nursing care	Top quality ratings, beautiful gardens, walking paths, dining services, trips, activities, cafe, library, gym membership incl. variety of floor plans.
21	COUNTRY MEADOWS OF WEST SHORE 4905 E. Trindle Road Mechanicsburg, PA 17050-3662	242 58/184 0/0	Elaine Bussoletti Executive director 717-975-3434 800-322-3441	www.countrymeadows.com 148/32 George M. Leader Family Corp.	\$1,500 Independent living, personal care, Alzheimer's/dementia unit	Apartment-style living, all rental retirement living with vibrant Community Life Program. Convenient to shopping and restaurants.
22	VILLAGE OF LAUREL RUN 6375 Chambersburg Rd Fayetteville, PA 17222	228 38/98 0/92	Larry Cottle CEO and administrator 717-352-2721	www.laurelliving.com 130/30 DNR	\$1,500 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit	83-acre campus with rental or life lease independent-living apartments and cottages, personal care, secure dementia unit and skilled care
23	FREY VILLAGE 1020 N. Union St. Middletown, PA 17057	222 51/35 0/136	Amy M. Young Executive director 717-930-1200	www.Diakon.org/frey DNR/DNR Evangelical Lutheran Church in America	Varies CCRC, independent living, personal care, nursing care	Social, cultural, recreational and wellness programs; multi-denominational worship; physical, occupational, speech therapies
24	COUNTRY MEADOWS OF LEADER HEIGHTS 2760 Pine Grove Road York, PA 17403	207 83/124 0/0	Kevin Cysyk Executive director 717-741-5118 800-322-3441	www.countrymeadows.com 99/58 George M. Leader Family Corp.	\$1,500 Independent living, personal care, Alzheimer's/dementia unit	Transportation, vibrant community life programs, aquatics and fitness center, private setting with beautiful walking paths and pond, housekeeping.
25	COUNTRY MEADOWS OF HERSHEY 451 Sand Hill Road Hershey, PA 17033	202 80/122 0/0	Debra Russell Executive director 717-533-1880 800-322-3441	www.countrymeadows.com 105/39 George M. Leader Family Corp.	\$1,500 Independent living, personal care, Alzheimer's/dementia unit	Transportation, vibrant community life program, wellness and fitness center, private setting yet convenient to shopping, restaurants and more.

Note: In the past, assisted-living facilities on the Business Journal's senior-care lists were licensed as personal care homes, and the terms personal care and assisted living often were used interchangeably. In January 2011, the commonwealth began to license assisted-living facilities as a separate category of senior care with construction and care requirements that will help residents "age in place." DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked Ind.-independent-living units PC-personal-care units AL-assisted-living units NC-nursing-care units (nursing home beds) CCRC-continuing-care retirement community The Central Penn Business Journal's list of retirement communities is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual facilities and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. Published April 13, 2012; updated Jan. 11, 2013; next published April 12, 2013.

Researched by Alaine Keisinger

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Health system-based physician groups

Ranked by number of physicians

Rank	Group Address	Local/board-certified physicians CRNPs/PAs RNs	Top local executive Title	Website Phone	Hosp. affiliation Insur. plans acc'd Patient visits annually	Average wait for appt. New patients?/Credit/ATM cards? Evening/weekend hours?	F-T/P-T employees Type of practice	Local/total locations Headquarters Year est. locally	Specialties
1	PENN STATE HERSHEY MEDICAL GROUP 500 University Drive Hershey, PA 17033	700/665 85/55 58	Harold L. Paz MD CEO, senior VP and dean	www.pennstatehershey.org/ medicalgroup 717-531-8606 800-243-1455	HMC All major 822,000	Varies Yes/Yes Yes	1,185/612 Multispecialty	50/52 Derry Twp. 1970	Primary care, all medical specialties, all surgical specialties
2	WELLSPAN MEDICAL GROUP 45 Monument Road, Suite 200 York, PA 17403	365/341 46/31 93	Dr. Thomas McGann President	www.wellspan.org 717-851-6515	WS Most 1,360,036	Varies Yes/Yes Yes	1,282/138 Multispecialty	70/70 York Twp. 1994	Endocrinology, ob-gyn, rheumatology, neurology, hospitalist, behavioral health, palliative care; geriatrics, surgery, pulmonology neuroscience
3	LANCASTER GENERAL MEDICAL GROUP 555 N. Duke St. Lancaster, PA 17602	123/123 16/9 139	Kent E. Carr MD Senior VP of physician services	www.lghealth.org 717-544-4001	LG-Lancaster General Hospital Most DNR	Varies Yes/Yes Yes	360/240 Family practice, internal medicine, pediatrics,	26/26 Manheim Twp. 1995	Adult medicine, arthritis and rheumatology, behavioral health, diabetes and endocrinology, gyn-oncology, hematology and oncology
4	SUMMIT PHYSICIAN SERVICES 785 Fifth Ave. Chambersburg, PA 17201	112/DNR 18/20 10	Norman B. Epstein President and CEO	www.summithealth.org 717-267-7136	Chambersburg and Waynesboro hospitals DNR DNR	DNR DNR/DNR DNR	2,886/DNR DNR	18/18 Chambersburg 1985	DNR
5	PINNACLEHEALTH MEDICAL SERVICES 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104	100/90 18/6 22	Dr. Dana Kellis Senior VP	www.pinnaclehealth.org 717-782-5678	PH Most major DNR	Varies Yes/Yes Yes	DNR/DNR Multidiscipline	40/40 Harrisburg 1993	Family care; neurology; neurosurgery; endocrinology; ped., gen. and cardiovascular surg.; infectious disease; breast care; peds.; women's cancer
6	SPIRIT PHYSICIAN SERVICES INC. 205 Grandview Ave., Suite 210 Camp Hill, PA 17011	59/59 8/0 4	Richard E. LaVanture President	www.hsh.org 717-972-4480	HSH All major 175,000	Same or next day Yes/Yes Yes	189/68 Multispecialty	11/11 E. Pennsboro Twp. 1995	Family and internal medicine, pediatrics, ob-gyn, hospitalist, neurology; general, cardiac, vascular, and thoracic surgeries; and laser and aesthetic
7	MEMORIAL PRIMARY CARE 325 S. Belmont St. York, PA 17403	20/18 1/2 2	Sally J. Dixon President and CEO	www.mhyork.org 717-849-534	MH Many DNR	DNR Yes/DNR Yes	65/10 Primary care and specialty office	10/10 York DNR	Cardiology, urology and ob-gyn

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked CH-Chambersburg Hospital GS-Good Samaritan CR-Carlisle Regional Medical Center EC-Ephrata Community Hospital HH-Hanover Hospital HMC-Penn State Milton S. Hershey Medical Center HOL-Heart of Lancaster Regional Medical Center HS-HealthSouth Corp. HSH-Holy Spirit Hospital LG-Lancaster General Hospital LR-Lancaster Regional Medical Center MH-Memorial Hospital PH-PinnacleHealth System hospitals WH-Waynesboro Hospital WS-WellSpan Health hospitals The Central Penn Business Journal's physician groups is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual groups and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Feb. 24, 2012; updated Jan. 11, 2013; next published Feb. 22, 2013.

Researched by Alaine Keising

Urgent Care Centers (directory)

Listed alphabetically

ASPIRE URGENT CARE AND FAMILY MEDICINE

www.aspireucfm.com
49 Prince St.
Harrisburg, PA 17109
717-901-3440

CONCENTRA URGENT CARE

www.concentra.com
• 4400 Lewis Road
Harrisburg, PA 17111
717-558-6708
• 113 Butler Ave.
Lancaster, PA 17601
717-391-3087
• 4910 Ritter Road
Mechanicsburg, PA 17055
717-795-1819
• 2141 Pennsylvania Ave.
York, PA 17404
717-764-1008

JOHN R. DIETZ EMERGENCY CENTER

www.hsh.org/emergency-services
503 N. 21st St.
Camp Hill, PA 17011
717-972-4300

LANCASTER GENERAL URGENT CARE

www.lghealthurgentcare.org
2118 Spring Valley Road
Lancaster, PA NA
717-544-0150

MEDEXPRESS URGENT CARE

www.medexpress.com
• 1048 Lincoln Way E., Suite 101
Chambersburg, PA 17201
717-267-2273
• 1139 Baltimore St.
Hanover, PA 17331
717-633-3647
• 4 Rohrerstown Road
Lancaster, PA 17603
717-299-3627
• 1010 West Crestview Drive
Lebanon, PA 17042
717-272-7469
• 1842 Fruitville Pike
Lancaster, PA 17601
717-569-1709
• 400 Loucks Road
York, PA 17404
717-845-2273

PATIENT FIRST

www.patientfirst.com
• 5125 Jonestown Road
Harrisburg, PA 17112
717-943-1566
• 2960 E. Market St.
York, PA 17402
717-751-2483
• 107 S. Sporting Hill Road
Mechanicsburg, PA 17050
717-943-1781

SHIPPENSBURG FAMILY & WALK-IN CARE

www.summithealth.org
46 Walnut Bottom Road
Shippensburg, PA 17257
717-530-5117

WELLSPAN READYCARE

www.wellspan.org
• 2250 E. Market St.
York, PA 17402
717-851-1566
• 40 V-Twin Drive
Gettysburg, PA 17325
717-339-2875

The Central Penn Business Journal's list of urgent care centers was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CentralPennBusiness.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Feb. 24, 2012; updated Jan. 2, 2013; next published Feb. 22, 2013.


Health maintenance organizations

Listed alphabetically

Company Address	2011 direct premiums written in Pa./companywide	Website Phone	2011 assets/ liabilities	States in which you offer products	Services offered
AETNA HEALTH INC. PA CORP. 980 Jolly Road, P.O. Box 1109 Blue Bell, PA 19422-0109	\$1.90 billion \$3.81 billion	www.aetna.com 215-542-5900 860-273-0123	\$767.10 million \$397.53 million	PA and 18 other states	Health care, dental, pharmacy, group life, disability and long-term care products
AMERIHEALTH HMO INC. 2404 Park Drive Harrisburg, PA 17110-9303	\$30.33 million \$359 million	www.amerhealthmercyhp.com 717-651-3540 877-693-8271	\$1.07 billion \$69.78 million	DE, NJ and PA	Medical assistance (Medicaid), managed-care
BRAVO HEALTH PA INC. 1500 Spring Garden St., Suite 800 Philadelphia, PA 19130	\$986.09 million \$1.02 billion	www.bravohealth.com NA 800-291-0396	\$214.89 million \$110.58 million	PA and NJ	NA
CAPITAL ADVANTAGE INSURANCE CO. 2500 Elmerton Ave. Harrisburg, PA 17177-9799	\$1.37 billion \$1.37 billion	www.capbluecross.com 717-541-7000 800-962-2242	\$585.20 million \$214.29 million	PA	Full-service health insurer in Central Pennsylvania and the Lehigh Valley
GATEWAY HEALTH PLAN INC. 600 Grant St., Floor 41 Pittsburgh, PA 15219-2704	\$1.54 billion \$1.54 billion	www.gatewayhealthplan.com 412-255-4640 877-428-3929	\$386.49 million \$214.75 million	PA	NA
KEYSTONE HEALTH PLAN CENTRAL INC. 2500 Elmerton Ave. Harrisburg, PA 17110	\$326.32 million \$326.32 million	www.capbluecross.com 717-541-7000 800-547-2583	\$135.45 million \$40.57 million	PA	HMO, Medicare Advantage HMO
UNISON HEALTH PLAN OF PA 1001 Brinton Road Pittsburgh, PA 15221	\$1.23 billion \$1.23 billion	www.unisonhealthplan.com 412-858-4000 800-414-9025	\$343.59 million \$193.82 million	PA	NA

DBA-doing business as DNR-did not respond NA-not available NR-not ranked HMO-health maintenance organization The Central Penn Business Journal's list of health insurers is limited to risk-assuming insurers that are licensed and based in Pennsylvania as determined by the Pennsylvania Insurance Department and the National Association of Insurance Commissioners. Information came from the individual companies, the Pennsylvania departments of Health and Insurance, the National Association of Insurance Commissioners and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 31, 2012; updated Jan. 7, 2013; next published Aug. 30, 2013.

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Hospitality **CHAPTER**

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Hospitality MARKET FACTS

HOTEL RATE AND OCCUPANCY

The Central Pennsylvania region is behind New York, Philadelphia and Washington, D.C., when it comes to filling hotel rooms. The occupancy rate through October 2012 was 57.9 percent for the Harrisburg area, 58.3 percent for the Lancaster area and 57 percent for the York-Chambersburg area. The rates also are less than the national average of 63.2 percent. In addition, the average room rate in New York City approaches or exceeds two and a half times the comparable amounts in the local markets.



NEW YORK CITY

Occupancy rate: **83.1 percent**
Room rate: **\$242.89**



WASHINGTON, D.C.

Occupancy rate: **70 percent**
Room rate: **\$145.60**



PHILADELPHIA

Occupancy rate: **67.9 percent**
Room rate: **\$120.08**



UNITED STATES

Occupancy rate: **63.2 percent**
Room rate: **\$106.34**



GREATER HARRISBURG AREA

Occupancy rate: **57.9 percent**
Room rate: **\$101.84**



LANCASTER AREA

Occupancy rate: **58.3 percent**
Room rate: **\$94.77**



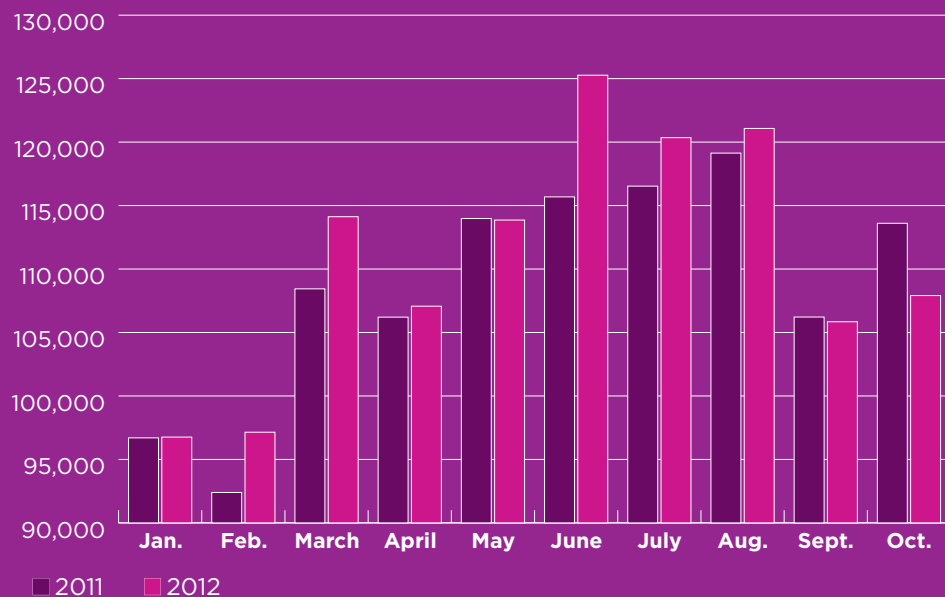
YORK-CHAMBERSBURG AREA

Occupancy rate: **57 percent**
Room rate: **\$84.33**

SOURCE: SMITH TRAVEL RESEARCH INC.

HARRISBURG INTERNATIONAL AIRPORT PASSENGER TRAFFIC

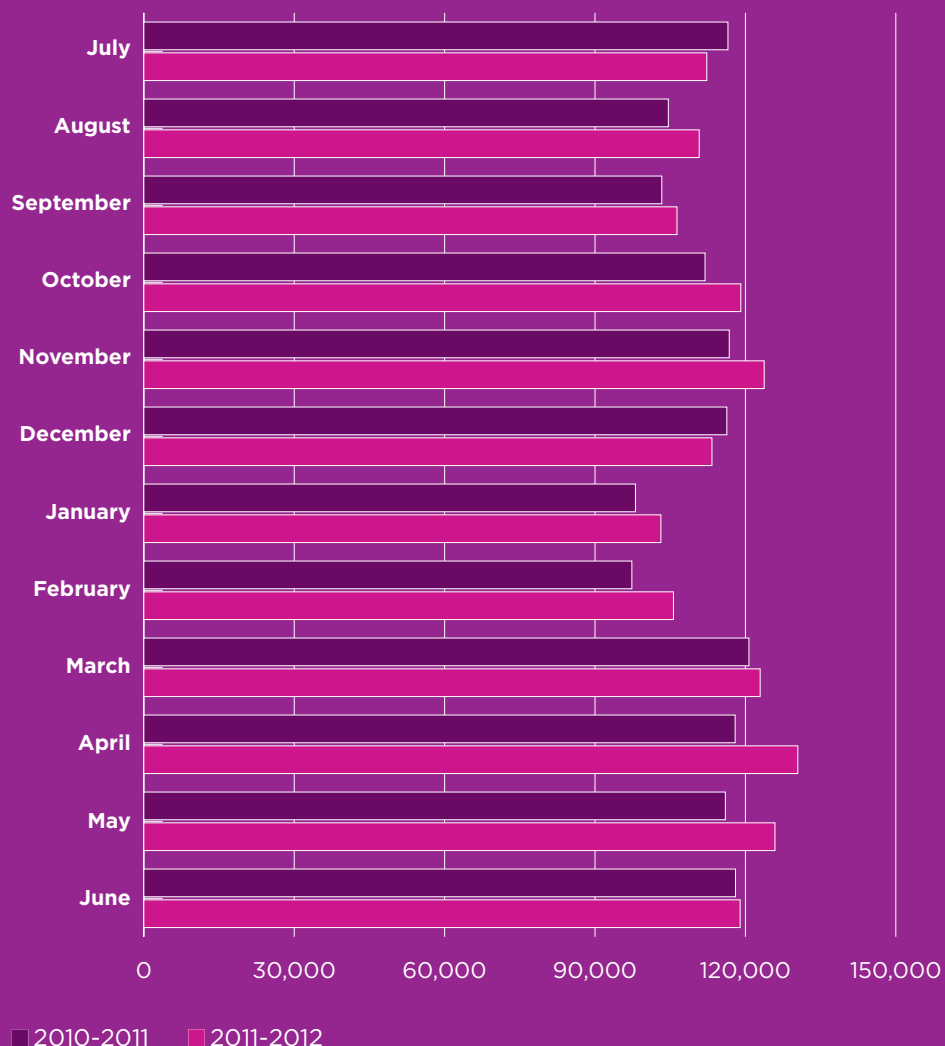
This chart shows the total number of passengers arriving and departing at Harrisburg International Airport for the first 10 months of 2012 compared with the same months during the previous year. Passenger totals increased in all but one month through August, but declined in September and October.



SOURCE: HARRISBURG INTERNATIONAL AIRPORT

AMTRAK RIDERSHIP

Passenger traffic aboard Keystone Corridor trains running between Harrisburg and Philadelphia increased in fiscal year 2011-12 compared with the year-ago period. Overall, the 1,392,564 riders on the route went up by 55,021 passengers compared with the 2010-11 fiscal year, when there were 1,337,543 riders.



SOURCE: PENNSYLVANIA DEPARTMENT OF TRANSPORTATION

Short-term corporate apartments

Ranked by approximate number of available short-term furnished units

Rank	Prev. rank	Community Address Website	Approximate number of available short-term corporate units	Management company Manager Phone	Number of units Studio/1 BR 2 BR/3 BR	School Municipality Year built	Amenities
1	1	COUNTRY WALK APARTMENTS 1400 Hillcrest Court Camp Hill, PA 17011 www.consolidatedproperties.com	11	Country Walk Apartments Vicki Brewer 717-761-8866	0/0 85/0	West Shore Lower Allen Twp. DNR	Outdoor pool
2	2	SPRINGETTS APARTMENTS 50 Eisenhower Drive York, PA 17402 www.springettsapartments.com	6	The Manor Group Cathy Kohler 717-757-1565	0/128 112/60	York Suburban/Central York Springettsbury Twp. 1969	Pool, fitness center, 24-hour maintenance, tennis courts, basketball courts, community building
3	5	GREENFIELD ESTATES 799 Patriot Drive Lancaster, PA 17601 www.greenfieldestatesapts.com	3	High Associates Ltd. Leah Connors 717-397-7778 877-296-0178	0/84 194/93	Conestoga Valley E. Lampeter Twp. 1985	Indoor/outdoor pool with jacuzzi, tennis courts, playground, pond, walking trails, large pets, access to off-site 24-hour fitness center
4	3	PENNSYLVANIA PLACE 301 Chestnut St. Harrisburg, PA 17101 www.paplace.com	3	AE- Pennsylvania Place Assoc. LP Cathy Hoffman 717-233-4870	0/204 75/7	Harrisburg City Harrisburg 1976	Pool, fitness center, community room, executive business center, 24-hour emerg. maint., cats allowed, dry-cleaning service, coffee and cookies provided daily in the lobby, monthly social functions, card-operated laundry facilities
5	6	WILLIAMSBURG ESTATES 500 Beacon Drive Harrisburg, PA 17112 www.beaconcommunitiesllc.com	2	Beacon Communities LLC Jason E. Tribue 717-652-8457 800-848-2787	0/128 184/0	Central Dauphin Lower Paxton Twp. 1975	Free form swimming pool, fitness center, tennis, golf, volleyball, softball, car wash area and more
6	8	MADISON AT LEBANON COURT 1100 Jackson Blvd. Lebanon, PA 17042 www.madisonlebanoncourt.com	2	Madison Apartment Group 717-272-6512	0/37 49/1	Lebanon Lebanon 1954	Landscaped courtyard, designated parking, secured entrances, laundry facilities, 24-hour maintenance and management
7	9	BRIARCREST GARDENS 999 Briarcrest Drive Hershey, PA 17033 www.briarcrestgardens.com	1	Horst Realty Co. LLC 717-533-9377	0/223 415/166	Derry Twp. Derry Twp. 1968	Pool, tennis courts, 24-hour maintenance, pets allowed, community room
8	10	WILLIAMSON SQUARE 208 N. President Ave. Lancaster, PA 17603 www.murrycos.com	DNR	Murry Management Co. 717-569-0491	0/4 56/24	Lancaster Lancaster 1970	Oversized apartments; abundant closets; prestigious, historic neighborhood; small pets allowed; washer/dryer; garages available

DBA-doing business as DNR-did not respond NA-Not applicable NR-not ranked BR-bedroom

The Central Penn Business Journal's list of short-term corporate apartments is limited to apartment and townhouse complexes in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties that offer short-term furnished apartments. Approximate availability was determined by number of units and percent of occupancy as reported by the complex. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published July 13, 2012; updated Dec. 16, 2012.**

Researched by Alaine Keising

Sports teams

Ranked by annual attendance

Rank	Prev. rank	Company Address Website	Annual attendance for season ending in 2011	Top local executive Title Phone	Home stadium/field Sports league Major league affiliation	Season	Owners Ticket prices Season passes	Local/total locations Headquarters Year established locally	Services provided
1	1	HERSHEY BEARS HOCKEY CLUB 550 W. Hersheypark Drive Hershey, PA 17033 www.hersheybears.com	392,000	Douglas Yingst President and general manager 717-534-3380	Giant Center American Hockey League Washington Capitals	38 home games between October and April	Hershey Entertainment & Resorts Co. \$18-\$26 \$520-\$893	1/1 Derry Twp. 1931	DNR
2	2	LANCASTER BARNSTORMERS 650 N. Prince St. Lancaster, PA 17603 www.lancasterbarnstormers.com	337,000	Butch Hobson Manager 717-509-4487	Clipper Stadium Atlantic League None	140 games between April and September, 70 at home	Keystone Baseball \$5-\$13 \$540-\$648	2/8 Lancaster 2004	DNR
3	4	YORK REVOLUTION 5 Brooks Robinson Way York, PA 17401 www.yorkrevolution.com	301,740	Eric Menzer General manager 717-801-4487	Sovereign Bank Stadium Atlantic League None	140 games from April through September, 70 at home	DNR \$7-\$13 \$525-\$630	1/DNR Lancaster 2007	Professional baseball, York's New Year's Eve, chili cook-off, Downtown KickBall tournament, Brews Brats & Bands, professional boxing, HS baseball, HS football, concerts, banquets, job fairs
4	3	HARRISBURG SENATORS BASEBALL CLUB P.O. Box 15757 Harrisburg, PA 17105-0757 www.senatorsbaseball.com	291,248	Kevin Kulp President 717-231-4444	Metro Bank Park Eastern League Washington Nationals	142 games from April to September; 71 at home	Senators Partners LLC \$8-\$32 \$500-\$750	1/DNR DNR 1987	DNR
5	5	HARRISBURG HORIZON 4751 Lindle Road Harrisburg, PA 17111-2432 www.harrisburghorizon.com	4,500	Richard A. Anzolut President 717-986-0499	Rowland School in Harrisburg Eastern Basketball Alliance None	12 games from December through March	Tournament Sports Inc. 8 DNR	1/DNR Harrisburg 1998	Minor league basketball

DBA-doing business as DNR-did not respond NA-Not applicable NR-not ranked

The Central Penn Business Journal's list of sports teams was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual organizations and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published March 30, 2012; updated Dec. 16, 2013.**

Researched by Alaine Keising

Caterers

Ranked by local catering revenue

Rank	Prev. rank	Company Address	2011 local catering revenue	Top local executive Title Phone	Website Phone	Min.-max. group sizes On or off premises?	% of business: corp./priv./ Staff:guest ratio Price range	F-T/P-T local employees revenue Event types	Local/total locations Headquarters Year established locally	Services provided
1	1	ALTLAND HOUSE HOSPITALITY INC. DBA ALTLAND HOUSE CATERING & EVENTS 142 N. George St. York, PA 17403	\$2.87 million	T. Michael Haugh Owner	www.altlandhouse.com 717-259-9535 877-848-8257	20-10,000 On and off premises	20%/80% 1:10 \$7-\$50	50/75 Weddings, corporate, meetings	1/1 York 1790	Full-service catering, including picnics, weddings and corporate, no event too large or small
2	4	C&J LLC DBA C&J CATERING 7441-R Allentown Blvd. Harrisburg, PA 17112	\$1.73 million	Jamie M. Berger President and CEO	www.candjcatering.com 717-576-1610	1-2000+ Off premises only	60%/40% 1:40 \$7-\$200+	42/20 Weddings, parties, meetings, corporate, private	2/2 W. Hanover Twp. 2004	Full-service catering for corporate and private events; social and meeting-planning services; executive dining restaurant at the state Capitol
3	3	COMMONWEALTH CATERERS INC. 901 Spring Garden Drive Middletown, PA 17057	\$1.6 million	Clarence Riley Owner and president	www.commonwealthcaterers.com 717-939-4003	15-8,000 On and off premises	40%/60% 1:20 \$9-\$95	15/20 Full-service catering and event planning	1/1 Lower Swatara Twp. 1975	Catering, ballroom facility, event planning
4	NR	ISAAC'S DELI INC. DBA ISAAC'S FAMOUS GRILLED SANDWICHES 354 N. Prince St., Suite 220 Lancaster, PA, PA 17603-3085	\$1.36 million	Philip R. Wenger President	www.isaacsdeli.com 717-394-0623	6-1,000 Off premises only	85%/15% DNR \$6-\$12	200/399 All types of corporate meetings, office parties	19/19 Lancaster 1983	Casual restaurant chain with catering menu featuring sandwich trays, cheese and veggie trays, salads, soups, desserts, kid's party trays
5	5	W.P.E. ENTERPRISES INC. DBA CARRYOUT COURIER 1301 N. George St. York, PA 17404	\$1.29 million	Chad Eisenhart President	www.carryoutcourier.com 717-846-8828	1-500 Off premises only	60%/40% DNR \$6-\$50	7/18 Corporate, meetings, parties, drop-off catering	2/2 North York 1994	Menus from more than 45 restaurants, delivered same day; includes plates, utensils, serving spoons
6	6	PREMIER CATERERS 17 S. 35th St. Camp Hill, PA 17011	\$1.25 million	Stephanie Stence Owner	www.premier-caterers.com 717-761-2700	4-5,000 Off premises only	60%/40% 1:20 \$4-\$60	8/30 Any types	1/1 Hampden Twp. 1989	Full-service caterer for private and corporate events, weddings, outings and banquets
7	7	HOTEL CARLISLE & EMBERS CONVENTION CENTER 1700 Harrisburg Pike Carlisle, PA 17015-7658	\$1 million	Farouk Hegazi Owner	www.HotelCarlisle.com 717-243-1717 800-692-7315	1-800 On premises only	89%/11% 1:18 \$69-\$145	12/35 Weddings, reunions, churches, meetings, fundraiser	1/1 Middlesex Twp. 2009	Full-service hotel and convention center with bar, lounge, cafe, restaurant, indoor swimming pool, game room, billiards, banquets and meeting rooms
8	8	ACCOMAC INN INC. DBA ACCOMAC EVENTS P.O. Box 127 Wrightsville, PA 17368-0127	\$950,000	Charlene Calvert-Campbell President	www.accomacevents.com 717-252-2288	2-2000 On and off premises	15%/85% 1:10 \$15-200	15/75 Corporate, weddings, social, holidays, nonprofits	1/1 Hellam Twp. 1971	Full-service event planning, production and catering company featuring customized menus with fresh local ingredients
9	9	SIR D'S CATERING INC. 149 Geary Ave. New Cumberland, PA 17070	\$950,000	Donald Noss President	www.sirdscatering.com 717-441-1494	20-5,000 Off premises only	55%/45% 1:16 \$10-\$100	5/40 Customized meetings, parties, weddings, picnics	1/1 New Cumberland 1998	Full-service catering; corporate and social, pre-designed or customized menus
10	12	C. TED LICK WILDWOOD CONFERENCE CENTER 1 HACC Drive Harrisburg, PA 17110	\$927,438	Michael Baker Director	www.wildwoodconference.com 717-780-2649 800-222-4222	2-240 On premises only	53%/47% 1:15 \$10-\$36	11/10 All types	1/1 Harrisburg 1992	Full-service college conference center celebrating 20 years of service; on-site food service with varied menu options; liquor license; free parking.
11	10	WYNDHAM GETTYSBURG 95 Presidential Circle Gettysburg, PA 17325	\$650,000	Brad Baer General manager	www.wyndhamgettysburg.com 717-339-0020 866-845-8885	8-850 On premises only	20%/80% Varies \$5-\$200	125/30 Meetings, holiday parties, weddings, proms	2/2 Straban Twp. 2006	Hotel accommodations, meeting services, full-service restaurant and lounge
12	11	COLONIAL GOLF & TENNIS CLUB 4901 Linglestown Road Harrisburg, PA 17112	\$650,000	John Brown General manager	www.clubsatcolonialridge.com 717-657-3212	2-400 On premises only	60%/40% 1:24 Varies	35/35 Receptions, meetings, outings, all types	1/1 Lower Paxton Twp. 2009	Country club, golf, tennis, swim, clubhouse, public dining, private meeting space
13	13	KAREN'S CATERING LLC 1400 Fulling Mill Road Middletown, PA 17057	\$582,309	Karen A. Taylor Owner	www.harmonyhall.info 717-985-9300 866-985-9300	25-1000 On premises only	10%/90% Varies \$12-\$125	3/33 Corporate and social events	2/2 Lower Swatara Twp. 1986	Full-service event venue and off-premise caterer
14	15	ON THE GO CAFE & CATERING CO. 11 York St. Hanover, PA 17331	\$165,000	Pamela L. Brown President and chef	www.onthegocafe.net 717-633-1911	8-125 On and off premises	70%/100% 1:20 \$15-\$65	1/1 Meetings, office parties, themed, private events	1/1 Hanover 1997	Variety of catering services and venues for corporate banquets, informal gatherings or festive events
15	NR	D.G.M. OF CEDAR CLIFF INC. DBA GULLIFTY'S RESTAURANT 1104 Carlisle Road Camp Hill, PA 17011	\$80,000	David "Ike" Eisenhower Owner	www.parocks.com/gulliftys 717-761-6692	DNR On and off premises	25%/75% DNR \$12-\$25	15/40 All types	1/1 Lower Allen Twp. 1971	Full-service casual upscale restaurant

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of caterers is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 28, 2012; updated Jan. 16, 2013; next published March 1, 2013.

Researched by Alaine Keisinger

Hotel-based meeting facilities

Ranked by square footage of largest meeting room

Rank	Prev. rank	Hotel Address Website	Sq. ft. of largest/all meeting room(s)	Top local executive Title Phone	Mtg. rooms/capacity Guest rooms/parking spaces	Events held in 2011 Audio-visual equipment? Airport transportation?	Restaurant?/Catering? Avg. lunch check 2011 local mtg. revenue	F-T/P-T employees Headquarters Year hotel built	Amenities
1	1	HERSHEY LODGE 325 University Drive Hershey, PA 17033 www.hersheypa.com	32,000 100,000	Frank Gilbert General manager 717-533-3311 800-437-7439	35/7,207 665/1,800	DNR Yes Yes	Yes/Yes DNR DNR	DNR/DNR Derry Twp. 1967	Four restaurants, Cocoa Beanery coffee shop, gift shop, miniature golf, Wi-Fi, meeting/catering services, kids programs and Kids Check-In, access to Hershey Country Club
2	2	HOTEL CARLISLE & EMBERS CONVENTION CENTER 1700 Harrisburg Pike Carlisle, PA 17015-7658 www.HotelCarlisle.com	24,000 25,000	Farouk Hegazi Owner 717-243-1717 800-692-7315	12/300 267/700	DNR Yes Yes	Yes/No \$15 DNR	12/35 Middlesex Twp. 1963	On-site bar, lounge, soccer field, billiards, game room
3	3	LANCASTER HOST RESORT & CONFERENCE CENTER 2300 Lincoln Highway E. Lancaster, PA 17602 www.lancasterhost.com	23,500 83,500	Harry Stevens General manager 717-299-5500 800-233-0121	29/2,500 319/1,000+	DNR Yes Yes	Yes/Yes \$13 DNR	133/68 E. Lampeter Twp. 1966	18-hole golf course; basketball, volleyball and tennis courts
4	4	RADISSON HOTEL HARRISBURG 1150 Camp Hill Bypass Camp Hill, PA 17011 www.radisson.com/camphillpa	15,000 30,000	Jess Strupp General manager 717-763-7117 800-333-3333	16/1,500 250/1,000	DNR Yes Yes	Yes/Yes DNR DNR	DNR/DNR E. Pennsboro Twp. 1964	Nearby spa services upon request, beds adjust for softness/hardness, nearby golf course, nearby health club
5	5	BEST WESTERN PREMIER EDEN RESORT & SUITES 222 Eden Road Lancaster, PA 17601 www.EdenResort.com	11,020 25,000	Mark Clossey General manager 717-569-6444 866-801-6430	12/500 284/748	DNR Yes Yes	Yes/Yes \$10 DNR	DNR/DNR Manheim Twp. 1972	Indoor and outdoor pool, whirlpool, fitness center, wireless Internet, in-room safes, hotel shuttle
6	NR	DOUBLETREE RESORT BY HILTON LANCASTER 2400 Willow Street Pike Lancaster, PA 17602-4898 www.DoubleTreeLancaster.com	10,080 16,000	Dory Hoffman-Kumar General manager 717-464-2711 800-369-9877	11/1,700 185/500	DNR Yes Yes	Yes/Yes \$10 DNR	200/150 DNR 1966	Train and bus shuttle; Jacuzzi and water playground; lounge; room service and catering; Hilton Honors rewards points
7	6	LANCASTER MARRIOTT AT PENN SQUARE 25 S. Queen St. Lancaster, PA 17603 www.marriottlancaster.com	9,696 14,528	Joshua Nowak Sales and mktg. director 717-239-1600 866-503-3786	12/1,400 299/300	DNR Yes No	Yes/Yes DNR DNR	DNR/DNR DNR 2009	DNR
8	7	HILTON HARRISBURG 1 N. Second St. Harrisburg, PA 17101 www.harrisburg.hilton.com	9,472 24,000	Joe Massaro General manager 717-233-6000	34/1,000 341/1,100	DNR Yes Yes	Yes/Yes \$12 DNR	248/150 Harrisburg 1990	Business center, concierge, fitness center, high-speed Internet, pool, restaurant, bar, valet service, gift shop
9	8	BEST WESTERN PREMIER CENTRAL HOTEL AND CONFERENCE CENTER 800 East Park Drive Harrisburg, PA 17111 www.thecentralhotelharrisburg.com	9,152 15,259	John Aldridge General manager 717-561-2800 800-644-3144	11/1,000 174/DNR	DNR Yes No	Yes/Yes \$8 DNR	DNR/DNR Swatara Twp. 1980	Full-service conference hotel, wireless high-speed Internet, on-site restaurant, indoor pool, guest laundry, iron, ironing board, coffee maker
10	10	WYNDHAM GETTYSBURG 95 Presidential Circle Gettysburg, PA 17325 www.wyndhamgettysburg.com	8,901 16,000	Brad Baer General manager 717-339-0020 866-845-8885	18/1,100 248/300+	500 Yes No	Yes/Yes \$24 DNR	125/30 Straban Twp. 2006	Gateway Movie Theater, complimentary Wi-Fi, 1863 restaurant, gift shop and lobby bar, more than 16,000 square-feet of meeting space
11	11	PARK INN BY RADISSON HARRISBURG WEST 5401 Carlisle Pike Mechanicsburg, PA 17050 www.parkinn.com/hotel-harrisburgwestpa	8,299 16,000	Dan Hatch General manager 717-697-0321 800-772-7829	12/1,000 218/At least 1,200	DNR Yes Yes	Yes/Yes \$8 DNR	DNR/DNR Philadelphia 1972	24-hour business center; shops and restaurants within walking distance, picnic facilities, outdoor courtyard with seasonal tent, high energy nightclub with live entertainment
12	12	FELICITA MOUNTAIN RESORT AND SPA 550 Lakewood Drive Harrisburg, PA 17112-9248 www.felicitaresort.com	8,134 12,000	Ryan Longenecker General manager 717-599-7600 888-321-3713	5/580 40/DNR	DNR Yes Yes	Yes/Yes DNR DNR	DNR/DNR Middle Paxton Twp. 1998	DNR
13	13	SHERATON HARRISBURG-HERSHEY 4650 Lindle Road Harrisburg, PA 17111 www.sheraton.com/harrisburg	7,623 15,000	Tom Dickert General manager 717-564-5511 800-325-3535	13/5,000 348/748	DNR Yes Yes	Yes/Yes \$19 DNR	80/150 Swatara Twp. 1980	Jacuzzi, 24-hour gift shop, pub, Sheraton Link Internet cafe
14	14	LIBERTY MOUNTAIN RESORT AND CONFERENCE CENTER 78 Country Club Trail Fairfield, PA 17320 www.libertymountainresort.com	5,725 21,850	Eric W. Flynn President and general manager 717-642-8252 800-548-8504	12/1,200 99/1000+	160 Yes No	Yes/Yes \$15 DNR	45/60 Carroll Valley 1968	Conference and meeting rooms, on-site dining, free wireless internet, billiards room, tavern, golf, pro shop, challenge course
15	15	CROWNE PLAZA HOTEL HARRISBURG-HERSHEY 23 S. Second St. Harrisburg, PA 17101 www.crowneplaza.com/cp-harrisburg	5,600 10,000	Stephanie Foose General manager 717-234-5021 800-227-6963	10/600 260/DNR	DNR Yes No	Yes/Yes \$13 DNR	DNR/DNR DNR 1964	Quiet-zone floors; Crowne Plaza Sleep Advantage System with gift package: lavender mist, eye pillow, sleep CD and ear plugs; high-speed wireless Internet; health/fitness center
16	17	THE HOTEL HERSHEY 100 Hotel Road Hershey, PA 17033 www.hersheypa.com	5,490 25,000	Brian O'Day General manager 717-533-2171 800-437-7439	20/1,444 276/Approx. 740	DNR Yes Yes	Yes/Yes DNR DNR	0/0 Derry Twp. 1933	European-style spa with fitness classes and indoor pool, hiking, jogging, nature trails, Cocoa Kids Club, year-round outdoor ice skating rink, new outdoor recreation complex
17	NR	THE FAIRFIELD INN 1757 15 W. Main St., P.O. Box 300 Fairfield, PA 17320-0300 www.thefairfieldinn.com	3,425 DNR	Sal Chandon President 717-642-5410	5/100 6/100+	DNR Yes No	Yes/Yes \$15 DNR	6/14 DNR 1757	Oldest inn and restaurant in Gettysburg area: former stagecoach stop, colonial meeting house, Civil War hospital and Underground Railroad spot; wood-burning fireplaces; private meeting rooms; deluxe guestrooms and suites
18	23	HILTON GARDEN INN HARRISBURG EAST 3943 TecPort Drive Harrisburg, PA 17111 www.harrisburgeast.stayhgi.com	2,220 2,871	Shannon Barr General manager 717-635-7299	5/170 126/Yes	250 Yes Yes	Yes/Yes \$15 \$53,554	14/28 DNR 2007	DNR
19	NR	PHEASANT RUN FARM B&B 200 Marticville Road Lancaster, PA 17603 www.pheasantrunfarmbb.com	2,070 2,070	Bob and Vivian Abel Innkeepers 717-872-0991	1/100 4/60	DNR No No	No/Yes DNR DNR	2/0 Pequea Twp. 1809 - restored 1999	1809 stone bank barn, restored for adaptive reuse as a B&B; meeting room on lower level with kitchen and 2 powder rooms; French doors open to a patio
20	NR	HOMWOOD SUITES BY HILTON - HARRISBURG EAST 3990 TecPort Drive Harrisburg, PA 17111 www.harrisburgeast.homewoodsuites.com	918 1,496	Brett Sechrist General manager 717-909-4663 800-225-5466	2/50 105/128	DNR Yes No	No/Yes DNR DNR	10/25 Swatara Twp. 2004	Manager's reception (Monday through Thursday)
21	NR	COUNTRY INN & SUITES BY CARLSON GETTYSBURG 1857 Gettysburg Village Drive Gettysburg, PA 17325 www.countryinns.com/gettysburgpa	888 888	Dennis Goodwin Partner 717-337-9518 888-201-1746	1/DNR 83/DNR	DNR Yes DNR	DNR/DNR DNR DNR	10/10 DNR 2001	DNR
22	NR	COMFORT INN WEST, HARRISBURG/MECHANICSBURG 6325 Carlisle Pike Mechanicsburg, PA 17050-2309 www.comfortinn.com/hotel/pa409	500 1,000	Hank Lin General manager 717-790-0924	3/50 125/160	10 No No	No/Yes DNR DNR	9/2 Hampden Twp. 1989	Free wire and wireless Internet, game room, refrigerator, hair dryer, iron, microwave, exercise room, hot continental breakfast, in-room coffee and coffee maker, coin laundry
23	NR	QUALITY INN GETTYSBURG MOTOR LODGE 380 Steinwehr Ave. Gettysburg, PA 17325 www.gettysburgqualityinn.com	278 278	Paul Witt General manager 717-334-1103 800-228-5151	1/20 109/145	DNR No No	No/No DNR DNR	20/20 DNR 1957	Cocktail lounge; putting green; two pools; breakfast

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Hotels

Ranked by total number of rooms

Rank	Prev. rank	Hotel Address	Number of guest rooms	Top local executive Title Phone	Meeting rooms/ capacity Banquet rooms/ capacity	F-T/P-T employees Year built Year last renovation	Website Price range	Amenities
1	1	HERSHEY LODGE 325 University Drive Hershey, PA 17033	665	Frank Gilbert General manager 717-533-3311 800-437-7439	35/7,207 35/6,090	DNR/DNR 1967 2011	www.hersheypa.com DNR	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, onsite restaurant, seasonal pool, spa services, voicemail
2	2	SHERATON HARRISBURG-HERSHEY 4650 Lindle Road Harrisburg, PA 17111	348	Tom Dickert General manager 717-564-5511 800-325-3535	13/5,000 13/5,000	80/150 1980 2009	www.sheraton.com/harrisburg \$99-209	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, pets allowed, seasonal pool, voicemail
3	3	HILTON HARRISBURG 1 N. Second St. Harrisburg, PA 17101	341	Joe Massaro General manager 717-233-6000	34/1,000 16/1,200	248/150 1990 Ongoing	www.harrisburg.hilton.com \$9-\$44	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, onsite restaurant, pets allowed, voicemail
4	4	LANCASTER HOST RESORT & CONFERENCE CENTER 2300 Lincoln Highway E. Lancaster, PA 17602	319	Harry Stevens General manager 717-299-5500 800-233-0121	29/2,500 29/2,500	133/68 1966 2006	www.lancasterhost.com DNR	Airport shuttle, audio-visual equipment, breakfast included, business center, fitness center, indoor pool, laundry facilities, newspapers, onsite restaurant, pets allowed, seasonal pool
5	5	LANCASTER MARRIOTT AT PENN SQUARE 25 S. Queen St. Lancaster, PA 17603	299	Joshua Nowak Sales and mktg. director 717-239-1600 866-503-3786	12/1,400 6/720	DNR/DNR 2009 DNR	www.marriottlancaster.com \$169-\$209	Audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, onsite restaurant, spa services, voicemail
6	6	BEST WESTERN PREMIER EDEN RESORT & SUITES 222 Eden Road Lancaster, PA 17601	284	Mark Clossey General manager 717-569-6444 866-801-6430	12/500 12/750	DNR/DNR 1972 Ongoing	www.EdenResort.com DNR	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, pets allowed, seasonal pool, spa services, voicemail
7	7	THE HOTEL HERSHEY 100 Hotel Road Hershey, PA 17033	276	Brian O'Day General manager 717-533-2171 800-437-7439	20/1,444 20/910	0/0 1933 2011	www.hersheypa.com DNR	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, onsite restaurant, seasonal pool, spa services, voicemail
8	8	HOTEL CARLISLE & EMBERS CONVENTION CENTER 1700 Harrisburg Pike Carlisle, PA 17015-7658	267	Farouk Hegazi Owner 717-243-1717 800-692-7315	12/300 3/800	12/35 1963 2007	www.HotelCarlisle.com \$69-\$145	Audio-visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, newspapers, onsite restaurant, pets allowed, voicemail
9	9	CROWNE PLAZA HOTEL HARRISBURG-HERSHEY 23 S. Second St. Harrisburg, PA 17101	260	Stephanie Foose General manager 717-234-5021 800-227-6963	10/600 10/1,000	DNR/DNR 1964 2008	www.crowneplaza.com/cp-harrisburg DNR	Audio-visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, voicemail
10	10	RADISSON HOTEL HARRISBURG 1150 Camp Hill Bypass Camp Hill, PA 17011	250	Jess Strupp General manager 717-763-7117 800-333-3333	16/1,500 16/1,200	DNR/DNR 1964 Ongoing	www.radisson.com/camphillpa \$8-\$50	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, onsite restaurant, pets allowed, seasonal pool, voicemail
11	11	WYNDHAM GETTYSBURG 95 Presidential Circle Gettysburg, PA 17325	248	Brad Baer General manager 717-339-0020 866-845-8885	18/1,100 DNR/DNR	125/30 2006 2006	www.wyndhamgettysburg.com \$5-\$200	Audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, pets allowed, voicemail
12	12	PARK INN BY RADISSON HARRISBURG WEST 5401 Carlisle Pike Mechanicsburg, PA 17050	218	Dan Hatch General manager 717-697-0321 800-772-7829	12/1,000 12/660	DNR/DNR 1972 2009	www.parkinn.com/hotel-harrisburgwestpa DNR	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, pets allowed, seasonal pool, voicemail
13	14	DOUBLETREE RESORT BY HILTON LANCASTER 2400 Willow Street Pike Lancaster, PA 17602-4898	185	Dory Hoffman-Kumar General manager 717-464-2711 800-369-9877	11/1,700 11/1,000	200/150 1966 Ongoing	www.DoubleTreeLancaster.com DNR	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, seasonal pool, voicemail
14	15	BEST WESTERN PREMIER CENTRAL HOTEL AND CONFERENCE CENTER 800 East Park Drive Harrisburg, PA 17111	174	John Aldridge General manager 717-561-2800 800-644-3144	11/1,000 11/1,000	DNR/DNR 1980 2006	www.thecentralhotelharrisburg.com DNR	Audio-visual equipment, breakfast included, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, onsite restaurant, voicemail
15	NR	DAYS INN CARLISLE-SOUTH 101 Alexander Spring Road Carlisle, PA 17015	136	Maureen Davis Vice president 717-258-4147 888-606-7447	1/40 0/0	3/28 1989 2004	www.daysinn Carlisle.com DNR	Audio-visual equipment, breakfast included, business center, dry cleaning, fitness center, laundry facilities, laundry service, newspapers, pets allowed, seasonal pool, voicemail
16	21	HILTON GARDEN INN INN HARRISBURG EAST 3943 TecPort Drive Harrisburg, PA 17111	126	Shannon Barr General manager 717-635-7299	5/170 3/150	14/28 2007 2007	www.harrisburgeast.stayhgi.com 109-259	Airport shuttle, audio-visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, newspapers, onsite restaurant, seasonal pool, voicemail
17	NR	COMFORT INN WEST, HARRISBURG/MECHANICSBURG 6325 Carlisle Pike Mechanicsburg, PA 17050-2309	125	Hank Lin General manager 717-790-0924	3/50 1/30	9/2 1989 2010	www.comfortinn.com/hotel/pa409 \$65-\$99	Audio-visual equipment, breakfast included, business center, fitness center, laundry facilities, newspapers, pets allowed
18	24	QUALITY INN GETTYSBURG MOTOR LODGE 380 Steinwehr Ave. Gettysburg, PA 17325	109	Paul Witt General manager 717-334-1103 800-228-5151	1/20 0/0	20/20 1957 2010	www.gettysburgqualityinn.com \$69-\$200	Breakfast included, business center, fitness center, indoor pool, laundry facilities, newspapers, seasonal pool, voicemail
19	27	HOMWOOD SUITES BY HILTON - HARRISBURG EAST 3990 TecPort Drive Harrisburg, PA 17111	105	Brett Sechrist General manager 717-909-4663 800-225-5466	2/50 DNR/DNR	10/25 2004 2011	www.harrisburgeast.homewoodsuites.com \$109-\$319	Audio-visual equipment, breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, voicemail
20	29	LIBERTY MOUNTAIN RESORT AND CONFERENCE CENTER 78 Country Club Trail Fairfield, PA 17320	99	Eric W. Flynn President and general manager 717-642-8252 800-548-8504	12/1,200 4/1,000	45/60 1968 2011	www.libertymountainresort.com \$15 - 72	Audio-visual equipment, breakfast included, business center, fitness center, onsite restaurant, seasonal pool, voicemail
21	30	HOMWOOD SUITES BY HILTON LANCASTER 200 Granite Run Drive Lancaster, PA 17601-6804	98	Jeff Lichliter General manager 717-381-4400	1/50 0/0	24/6 2008 DNR	HomewoodSuites.Hilton.com/Lancaster Varies	Airport shuttle, audio-visual equipment, breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, voicemail
22	32	COURTYARD BY MARRIOTT HARRISBURG WEST / MECHANICSBURG 1965 Waddle Road State College, PA 16803	91	Christine Sczypta General manager 8142344460	DNR/DNR DNR/DNR	22/8 2007 DNR	www.shanercorp.com DNR	Audio-visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, voicemail
23	NR	COUNTRY INN & SUITES BY CARLSON GETTYSBURG 1857 Gettysburg Village Drive Gettysburg, PA 17325	83	Dennis Goodwin Partner 717-337-9518 888-201-1746	1/DNR DNR/DNR	10/10 2001 2011	www.countryinns.com/gettysburgpa DNR	Audio-visual equipment, breakfast included, business center, fitness center, health club, indoor pool, laundry facilities, newspapers, pets allowed, voicemail
24	NR	FELICITA MOUNTAIN RESORT AND SPA 550 Lakewood Drive Harrisburg, PA 17112-9248	40	Ryan Longenecker General manager 717-599-7600 888-321-3713	5/580 5/580	DNR/DNR 1998 DNR	www.felicitaresort.com \$139-\$159	Airport shuttle, breakfast included, fitness center, health club, onsite restaurant, seasonal pool, spa services, voicemail

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of hotels was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from individual hotels and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 1, 2012; updated Jan. 4, 2013; next published May 31, 2013.

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Meeting facilities

Ranked by square footage of largest meeting room

Rank	Prev. rank	Facility Address	Square footage of largest/all meeting rooms	Top local executive Title	Website Phone	Mtg. rooms/capacity Parking spaces Business center?/ Audio-visual?	F-T/P-T local employees Airport transportation?	On-site restaurant?/ Catering? Avg. lunch check 2011 local mtg. revenue	Local/total locations Headquarters Year established locally	Amenities
1	1	PA FARM SHOW COMPLEX & EXPO CENTER 2300 N. Cameron St. Harrisburg, PA 17110	172,000 1 million	Sharon Altland DNR	www.farmshowcomplex.state.pa.us 717-231-2991	7/200,000 4,900 No/Yes	DNR DNR No	DNR/Yes \$12 DNR	1/1 Harrisburg 1931	Eight halls, three arenas, banquet hall that seats up to 1,000, locker rooms with showers, full concession and catering service, wireless Internet
2	2	YORK EXPO CENTER 334 Carlisle Ave. York, PA 17404	74,000 191,361	Michael Froehlich General manager	www.yorkexpo.com 717-848-2596	14/14,230 6,000+ No/Yes	14 16 No	Yes/Yes DNR DNR	1/1 W. Manchester Twp. 1765	Multiple modern, flexible, clear-span exhibit buildings with parking for more than 6,000 vehicles inside a fenced gated property in a very nice area
3	3	LANCASTER COUNTY CONVENTION CENTER 3 E. Vine St. Lancaster, PA 17602	46,508 68,195	Mark Moosic General manager	www.lancasterconventioncenter.com 717-239-1600	16/7,000 Adjacent Penn Square Garage Yes/Yes	DNR DNR No	Yes/Yes DNR DNR	1/1 Lancaster 2009	DNR
4	4	LEBANON VALLEY EXPO. CENTER 80 Rocherty Road Lebanon, PA 17042	27,500 72,225	Dennis Grumbine CEO	www.lebexpo.com 717-273-3670	5/2,500 2,500 in the grass and 600 on the paved lot No/No	DNR DNR No	No/Yes DNR DNR	1/1 S. Lebanon Twp. 1969	77 acres of land, four meeting halls, kitchen, wireless Internet access
5	5	CARLISLE EXPO CENTER 100 K St. Carlisle, PA 17013	22,328 30,000	Fran Kachnoskie Smith Director	www.carlisleexpo.com 717-243-7855	3/7,600 350, plus overflow nearby Yes/Yes	DNR DNR No	Yes/Yes DNR DNR	1/1 Carlisle 2005	82-acre fairgrounds nearby, phone and wireless Internet, catering, HVAC, sound system, easy loading, handicapped accessible
6	NR	MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022	11,000 26,707	Joseph E. Murphy CEO	www.MasonicVillagesPA.org 717-367-1121	15/1,880 413 No/Yes	822 257 No	Yes/Yes \$12 \$38,000	1/5 W. Donegal Twp. 1910	Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, restaurants, home care
7	NR	BARNY'S AT OVERLOOK 605 Granite Run Drive Lancaster, PA 17601	10,000 14,000	Peter Keares President	www.kearesrestaurants.com 717-560-2246	3/DNR 200+ No/Yes	100 100 DNR	Yes/Yes DNR DNR	5/6 Lancaster 1989	Full-service restaurant, bar, unlimited parking, 18-hole golf course, outdoor patio, AV, WiFi, central location
8	9	LIBERTY PLACE THEATER & CONFERENCE CENTER 313 W. Liberty St. Lancaster, PA 17603	5,500 12,500	Ed Drogaris Owner	www.libertyplace.net 717-295-0338	4/5,500 700 No/Yes	0 0 No	No/Yes DNR DNR	1/1 Lancaster 1999	650-seat conference room/theater auditorium, more than 700 free parking spaces adjacent
9	10	SKI ROUNDTOP OPERATING CORP. DBA ROUNDTOP MOUNTAIN RESORT 925 Roundtop Road Lewisberry, PA 17339	5,500 10,000	Ron Hawkes General manager	www.skiroundtop.com 717-432-9631	4/500 800 No/Yes	100 900 No	Yes/Yes \$10 DNR	1/DNR York 1964	Banquet, meeting and event space; on-site activities and team building; year-round activities from adventuresome to relaxing
10	12	COMMONWEALTH CATERERS INC. 901 Spring Garden Drive Middletown, PA 17057	5,200 8,900	Clarence Riley Owner and president	www.commonwealthcaterers.com 717-939-4003	5/390 166 Yes/Yes	15 20 No	No/Yes \$12 DNR	1/1 Lower Swatara Twp. 1975	Full line of AV equipment, free parking, food service
11	NR	OUT DOOR COUNTRY CLUB 1157 Detwiler Drive York, PA 17404-1105	5,154 7,000	Joseph McGuire General manager	www.odcc.com 717-764-1188	6/350 DNR No/Yes	30 50 No	Yes/Yes \$15 DNR	1/1 Manchester Twp. 1959	Wide menu selection for any budget, AV equipment, Wireless Internet, membership not required to host event
12	13	VALENCIA BALLROOM 142 N. George St. York, PA 17401	5,000 9,000	Ben Haugh General manager	www.altlandhouse.com 717-848-8257 877-848-8257	3/800 DNR No/Yes	DNR DNR No	Yes/Yes \$7 DNR	1/1 DNR DNR	Historic ballroom in downtown York; corporate events, meetings and banquets
13	NR	CAMP HEBRON INC. - CAMP HEBRON CAMPING AND RETREAT MINISTRIES 957 Camp Hebron Road Halifax, PA 17032-9520	4,800 12,712	Lanny Millette Executive director	www.camphebron.org 717-896-3441 800-864-7747	17/300,410 85 plus overflow options No/Yes	17 26 Yes	DNR/Yes \$9 \$730,000	1/1 Halifax Twp. 1957	Motel/bunk-style lodging; food service, buffet; gymnasium with climbing wall; high/low challenge course; horse trail rides; scenic environment; Wi-Fi
14	NR	THE NATIONAL CIVIL WAR MUSEUM 1 Lincoln Circle at Reservoir Park Harrisburg, PA 17103	4,500 8,100	Wayne E. Motts CEO	www.nationalcivilwarmuseum.org 717-260-1861 866-258-4729	5/500 225 No/Yes	9 6 No	No/Yes DNR DNR	1/1 Harrisburg 2001	Outdoor patio, rotunda, galleries, observatory, wireless Internet
15	14	CONFERENCE CENTER AT CENTRAL PENN COLLEGE 600 Valley Road, P.O. Box 309 Summerdale, PA 17093	4,300 10,000	Kevin Karczewski General manager	www.centralpenn.edu 717-728-2304 800-759-2727	12/500 Unlimited Yes/Yes	7 16 No	Yes/Yes \$16 DNR	1/1 E. Pennsboro Twp. 2002	Conveniently located full-service conference center on the picturesque campus of a four-year residential college
16	15	HARMONY HALL 1400 Fulling Mill Road Middletown, PA 17057	4,200 4,200	Karen A. Taylor Owner	www.harmonyhall.info 717-985-9300 866-985-9300	1/500 More than 100 No/Yes	DNR DNR Yes	No/Yes \$19 DNR	2/3 Lower Swatara Twp. 1987	All equipment needed for business events; 18 acres; indoor and outdoor space; one event per day
17	17	ST. MORITZ SUPPER CLUB/GFS CATERING CO. 714 N. Third St. Harrisburg, PA 17102-2080	4,000 4,000	Mack C. Granderson President	www.stmoritzclub.net 717-232-9949	1/130 None No/No	2 4 No	Yes/Yes \$7 DNR	1/1 Harrisburg 1988	Full-service kitchen and bar, sound equipment available
18	19	C. TED LICK WILDWOOD CONFERENCE CENTER 1 HACC Drive Harrisburg, PA 17110	2,840 10,500	Michael Baker Director	www.wildwoodconference.com 717-780-2649 800-222-4222	14/300 large parking lot Yes/Yes	11 10 No	No/Yes \$18 \$927,438	1/1 Harrisburg 1992	Free parking; full-service catering; easy access from highway; full line of audio, computer, multimedia equipment and video conference capabilities
19	20	CONFERENCE CENTER AT SHIPPENSBURG UNIVERSITY 500 Newburg Road, 1871 Old Main Drive Shippensburg, PA 17257	2,600 12,000	Pamela V. Line Conference center and marketing director	www.conferencecenteratshipu.com 717-477-1256	13/700 210 No/Yes	2 2 No	No/Yes \$14 DNR	1/1 Shippensburg Twp. 2007	Wireless Internet access, video and audio conferencing, fax and copier service, executive boardroom, on-site catering service, free parking adjacent
20	21	DIXON UNIVERSITY CENTER 2986 N. Second St. Harrisburg, PA 17110	2,316 14,658	John C. Cavanaugh Chancellor	www.DixonUniversityCenter.org 717-720-4080	22/120 155 Yes/Yes	7 1 No	No/Yes DNR DNR	1/1 Harrisburg 1991	Flexible meeting rooms, state-of-the-art in-room technology, video conference rooms, affordable rental rates, free parking, business center
21	26	NOLO'S BAR & RESTAURANT 227 Rich Valley Road Mechanicsburg, PA 17050-1743	1,000 DNR	Jeff S. Austin Owner	www.richvalleygolf.net 717-691-8805	2/DNR 225 No/Yes	10 20 No	Yes/Yes \$11 DNR	1/1 Silver Spring Twp. 2005	Open year-round to the public; a variety of sandwiches, pizza and a dinner menu that changes with the seasons.

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising



IDEAL SPACE FOR A MEETING OF THE MINDS

- Professional, high-tech environment with on-site tech support
- Comfortable meeting space for up to 150 people
- Convenient Harrisburg location with ample free parking
- In-house coordinator to assist with details

DIXONUNIVERSITYCENTER.ORG

Theaters and arts centers

Ranked by annual attendance

Rank	Prev. rank	Company Address Website	2011 annual theater attendance	Top local executive Title Phone	Theaters Largest/total capacity 2011 revenue	Tickets Season passes Local F-T/P-T employees	Possible to lease Contact	Local/total locations Headquarters Year established locally	Types of performances Theater groups
1	2	FULTON THEATRE 12 N. Prince St., P.O. Box 1865 Lancaster, PA 17608-1865 www.thefulton.org	120,326	Aaron A. Young Managing director 717-394-7133	2 676/775 DNR	\$7-\$65 \$70-\$350 29/17	Yes Aaron Young 717-394-7133 ayoung@thefulton.org	1/1 Lancaster 1963	Musicals, plays, family theater, student festivals, and symphony Fulton Theatre Co., Lancaster Symphony Orchestra
2	1	HERSHEY THEATRE 15 E. Caracas Ave., P.O. Box 395 Hershey, PA 17033-0395 www.hersheytheatre.com	102,000	Donald C. Papson Executive director 717-534-3405	1 1,904/DNR DNR	DNR DNR 6/30	Yes Vikki Hultquist 717-534-8966 vhultquist@hersheypa.com	1/1 Derry Twp. 1933	Touring Broadway musicals and plays, internationally known entertainers, music, dance, comedy, classic films More than 115 events annually
3	NR	LONG'S PARK SUMMER MUSIC SERIES 630 Janet Ave. Lancaster, PA 17601 www.longspark.org	100,000	Tim Ardinger President 717-735-8883	1 50,000/DNR DNR	0 0 2/0	Yes Judy Smith 717-735-8883 executivedirector@longspark.org	1/1 Manheim Twp. 1962	Most genres Grace Potter and the Nocturnals, Dr. Ralph Stanley & His Clinch Mountain Boys, Esperanza Spalding, Los Lobos, The Felice Brothers, Buckwheat, Sammy Figueroa and his Latin Jazz Explosion, Zydeco, Richie Havens
4	4	STRAND-CAPITOL PERFORMING ARTS CENTER 50 N. George St. York, PA 17401 www.strandcapitol.org	60,000	Kenneth A Wesler President and CEO 717-846-1155	3 1,262/2,000 DNR	DNR DNR 12/8	Yes Carol Oppelaar 717-825-2231 DNR	1/1 York 1978	Music concerts, Broadway, comedy, music, family shows, magic, cirque-type variety shows DNR
5	3	H. RIC LUHRS PERFORMING ARTS CENTER 1871 Old Main Drive Shippensburg, PA 17257 www.luhrscenter.com	57,372	Leslie Folmer Clinton Director 717-477-7469	1 1,500/1,500 DNR	DNR DNR 7/15	Yes Randal Hammond 717-477-1256 rphamm@ship.edu	1/1 Shippensburg 2005	Off-Broadway shows, jazz, country, pop/rock, big band, theater, comedy, dance, orchestras and speakers DNR
6	5	ALLENBERRY RESORT INN & PLAYHOUSE 1559 Boiling Springs Road, P.O. Box 7 Boiling Springs, PA 17007 www.allenberry.com	50,000	Charles A.B. Heinze II General manager 717-258-3211 800-430-5468	2 375/900 DNR	38 131-399 7/35	No DNR DNR DNR	1/1 Monroe Twp. 1944	Musicals, plays, original works Allenberry Players
7	6	GAMUT THEATRE GROUP 605 Strawberry Square Harrisburg, PA 17101-1821 www.gamutplays.org	32,789	Melissa H. Nicholson Executive director 717-238-4111	1 150/150 DNR	\$8-\$27 \$55 7/2	No DNR DNR DNR	1/1 Harrisburg 1993	Children's Theatre (Popcorn Hat Players), Classical Theatre (Harrisburg Shakespeare Co.), Touring performances DNR
8	NR	WHITAKER CENTER FOR SCIENCE AND THE ARTS 222 Market St. Harrisburg, PA 17101 www.whitakercenter.org	31,518	Michael L. Hanes President and CEO 717-724-2787	1 700/700 DNR	\$22-\$45 DNR 27/33	Yes Corinna Linn 717-724-3866 clinn@whitakercenter.org	1/1 Harrisburg 1999	Rock, jazz, singer-songwriter, folk, comedy, ballet, theatrical productions, chamber music. Theatre Harrisburg, Central Pennsylvania Youth Ballet, Market Square Concerts
9	7	ROSE LEHRMAN ARTS CENTER 1 HACC Drive Harrisburg, PA 17110 www.liveatroselehrman.org	26,186	Teri Guerrisi Director 717-231-7673 800-222-4222	2 379/519 DNR	\$8-\$35 DNR 5/1	Yes Teri Guerrisi 717-780-2545 tguerri@hacc.edu	1/1 Harrisburg 1975	Professional touring dance, music, family, theater HACC TheatreWorks, HACC Theatre for Young People, Wildwood Singers, Concertante, local community arts groups
10	NR	CARLISLE THEATRE 40 W. High St. Carlisle, PA 17013	22,104	Rick Rovogno Board president 717-240-0970	1 961/961 DNR	\$9-\$40 DNR 1/6	Yes Leslie Sterner 717-240-0970 staff@carlisletheatre.org	DNR/DNR DNR DNR	Live theatre, concerts and film showings DNR
11	9	GRETNATHEATRE 503 State Route 117, Second Floor, P.O. Box 578 Mount Gretna, PA 17064-0578 www.gretnatheatre.com	16,722	Larry Frenock Producing artistic director 717-964-3627	1 708/708 DNR	\$32 - \$40, Students \$10, Children's Theatre \$7 \$140 - \$170 for Five shows 2/65	No DNR DNR DNR	1/1 Mount Gretna 1927	Broadway musicals, comedies, plays, concerts Gretna Theatre
12	11	DREAMWRIGHTS YOUTH & FAMILY THEATRE 100 Carlisle Ave. York, PA 17401 www.dreamwrights.org	9,692	Ann L. Davis Executive Director 717-848-8623	1 170/170 \$478,448	\$8-\$12 \$6-\$10 4/1	Yes Ann Davis 717-848-8623 info@dreamwrights.org	1/1 York 1997	Family-friendly performances; teen performances; Summer Classic for teens and adults; production camp Most performances are internal; outside rental groups occasionally put on performances
13	12	YORK LITTLE THEATRE 27 S. Belmont St. York, PA 17403 www.ylt.org	9,000	Mike Ausherman Board president 717-854-3894	2 250/360 DNR	\$10-\$23 DNR 2/1	Yes Stacy Ryan 717-854-3894 boxoffice@ylt.org	1/1 York 1933	Musicals, plays, children's theater, original works York Little Theatre
14	NR	LEBANON COMMUNITY THEATER Theatre Dr. and E. Maple St., P.O. Box 592 Lebanon, PA 17042-0592 www.lct.cc	3,100	Karen Dundore-Gulotta President 717-273-5151	1 180/180 \$31,000	\$15 \$85 0/0	No DNR DNR DNR	1/1 Lebanon 1962	Locally produced live plays and musicals DNR
15	15	THEATRE HARRISBURG 513 Hurlock St. Harrisburg, PA 17110 www.theatreharrisburg.com	2,500	Samuel Kuba Executive director 717-232-5501	1 130/130 DNR	\$25, \$20, \$15, \$10 DNR 3/2	Yes Samuel Kuba 717-232-5501, ext. 20 execdirector@theatreharrisburg.com	2/2 Susquehanna Twp. 1926	Staged theater, radio theatre recreations Theatre Harrisburg

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisinger

Tourist attractions

Ranked by annual attendance

Rank	Prev. rank	Company Address	2011 attendance	Top local executive Title Phone	Website 2011 local revenue F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	2	KITCHEN KETTLE VILLAGE 3529 Old Philadelphia Pike, P.O. Box 380 Intercourse, PA 17534-0380	800,000	Michael Burnley President 717-768-8261 800-732-3538	www.kitchenkettle.com DNR 120/200	1/1 Leacock Twp. 1954	Manufactures relishes, jams, jellies, salsas, pickles, mustards; retail shopping; restaurants; lodging; festivals
2	3	CARLISLE PRODUCTIONS INC. DBA CARLISLE EVENTS 1000 Bryn Mawr Road Carlisle, PA 17013	500,000	Lance Miller and Bill Miller Senior managers 717-243-7855	www.carlisleevents.com DNR 2,025/510	1/1 Carlisle 1974	One of the largest presenters of collector car, truck and motorcycle events
3	NR	LIBERTY MOUNTAIN RESORT AND CONFERENCE CENTER 78 Country Club Trail Fairfield, PA 17320	240,000	Eric W. Flynn President and general manager 717-642-8252 800-548-8504	www.libertymountainresort.com DNR 45/60	2/2 Carroll Valley 1965	Four-season resort with winter skiing, snowboarding, snow tubing, year-round hotel, golf course, dining, multiple venues for weddings and conferences
4	10	ARMY HERITAGE EDUCATION CENTER & HERITAGE TRAIL 950 Soldiers Drive Carlisle, PA 17013	127,000	Col. Matt Dawson Director 717-245-3972	www.usahec.org DNR 73/0	1/1 N. Middleton Twp. 1999	Free and public archives, museum and educational campus dedicated to telling the Army and nation's history through the stories of individual soldiers
5	8	WILDWOOD PARK-DAUPHIN COUNTY PARKS & RECREATION 100 Wildwood Way Harrisburg, PA 17110-2914	125,000	Chris Rebert Park manager 717-221-0292	www.dauphincounty.org DNR 4/1	1/1 Harrisburg 1907	Nature center, walking trails and boardwalks, wetlands and forest
6	6	THE HERSHEY STORY, THE MUSEUM ON CHOCOLATE AVENUE 63 W. Chocolate Ave. Hershey, PA 17033	118,988	Amy Bischof Director 717-534-3439	www.HersheyStory.org DNR 9/53	1/DNR Derry Twp. 2009	Museum experience, Chocolate Lab, museum shop, Café Zooka, Countries of Origin chocolate tasting
7	7	HERSHEY THEATRE 15 E. Caracas Ave., P.O. Box 395 Hershey, PA 17033-0395	102,000	Donald C. Papson Executive director 717-534-3405	www.hersheytheatre.com DNR 6/30	1/1 Derry Twp. 1933	Performing arts center hosting touring Broadway shows, classical music, dance attractions, entertainers
8	9	HERSHEY GARDENS 170 Hotel Road Hershey, PA 17033	92,793	Don Papson Executive director 717-534-3492	www.HersheyGardens.org DNR 7/28	1/1 Derry Twp. 1937	23 acres of horticulture, including seasonal displays, themed gardens, a Children's Garden, Butterfly House and more than 5,000 roses
9	NR	INDIAN ECHO CAVERNS 368 Middletown Road, P.O. Box 188 Hummelstown, PA 17036-0188	75,000	Edward O. Swartz CEO 717-566-8131	www.indianechocaverns.com \$103,000 7/40	1/1 Derry Twp. 1929	Limestone cavern tour, extensive gift shop, panning for gemstones and petting barnyard
10	11	BUCK MOTORSPORTS PARK 900 Lancaster Pike, P.O. Box 8287 Quarryville, PA 17566	62,199	Michael Hoff President 717-859-4244 800-344-7855	www.buckmotorsports.com DNR 1/60	1/1 Providence Twp. 1974	Family-oriented motor sports entertainment: truck and tractor pulls, monster truck shows, mud bogs, demolition derbies, diesel truck competitions
11	NR	STRAND-CAPITOL PERFORMING ARTS CENTER 50 N. George St. York, PA 17401	60,000	Kenneth A. Wesler President and CEO 717-846-1155	www.strandcapitol.org DNR 12/8	1/1 York 1978	Theater presenting performing arts and film screenings; provides community collaborative services; houses accredited Arts Academy
12	12	AACA MUSEUM INC. DBA ANTIQUE AUTOMOBILE CLUB OF AMERICA MUSEUM 161 Museum Drive Hershey, PA 17033	58,879	Michael Barrett Executive director 717-566-7100	www.AACAMuseum.org DNR 8/1,020	1/1 S. Hanover Twp. 2003	Cars, buses and motorcycles
13	14	H. RIC LUHRS PERFORMING ARTS CENTER 1871 Old Main Drive Shippensburg, PA 17257	57,372	Leslie Folmer Clinton Director 717-477-7469	www.luhrscenter.com DNR 7/15	1/1 Shippensburg 2005	Regional performing arts center; conference facility with state-of-the-art presentation media, on-site catering from hors d'oeuvres to formal dining
14	16	ALLENBERRY RESORT INN & PLAYHOUSE 1559 Boiling Springs Road, P.O. Box 7 Boiling Springs, PA 17007	50,000	Charles A.B. Heinze General manager 717-258-3211 800-430-5468	www.allenberry.com DNR 7/35	1/1 Monroe Twp. 1944	Lodging, dining and theater, featuring weddings and banquets
15	15	THE NATIONAL CIVIL WAR MUSEUM 1 Lincoln Circle at Reservoir Park Harrisburg, PA 17103	45,000	Wayne E. Motts CEO 717-260-1861 866-258-4729	www.nationalcivilwarmuseum.org DNR 9/6	1/1 Harrisburg 2001	Museum and educational institution
16	NR	FORT HUNTER MANSION AND PARK 5300 N. Front St. Harrisburg, PA 17110	35,000	Julia Hair Park manager 717-599-5188	www.forthunter.org DNR 1/7	1/1 Harrisburg 1982	Historic house museum, 35 acre riverside park, pavilions and meeting rooms for rent, walking trails, open fields, historic buildings
17	NR	YORK COUNTY HERITAGE TRUST 250 E. Market St. York, PA 17403-2013	35,000	Joan J. Mummert President and CEO 717-848-1587	www.yorkheritage.org \$1.66 million 15/7	5/DNR DNR 1895	Five York museums and 18 large murals that explore the history, people and culture of the county
18	NR	WHITAKER CENTER FOR SCIENCE AND THE ARTS 222 Market St. Harrisburg, PA 17101	31,518	Michael L. Hanes President and CEO 717-724-2787	www.whitakercenter.org DNR 27/33	1/1 Harrisburg 1999	Center for arts, education, entertainment and cultural enrichment
19	18	NORTH MUSEUM OF NATURAL HISTORY & SCIENCE 400 College Ave. Lancaster, PA 17603-3393	28,615	Margaret M. Marino Executive director 717-358-4712	www.northmuseum.org DNR 12/14	1/1 Lancaster 1953	Extensive collections, hands-on exhibits and a planetarium
20	NR	MIDDLETOWN & HUMMELSTOWN RAILROAD 136 Brown St. Middletown, PA 17057	25,000	Wendell J. Dillinger CEO and treasurer 717-944-4435 877-987-2469	www.mhrrailroad.com DNR 3/5	1/1 Middletown 1976	Scheduled train rides mid-June thru Labor Day weekend; special event dinner trains, Easter Bunny, Pumpkin Patch, Civil War, Christmas
21	19	EPHRATA CLOISTER ASSOCIATES 632 W. Main St. Ephrata, PA 17522	19,000	Elizabeth Bertheaud Site director 717-733-6600	www.ephratacloister.org \$219,597 8/4	1/1 Ephrata 1941	Preserved remains of one of America's earliest religious communities; tours and special programs offered
22	20	GRETNA THEATRE 503 State Route 117, Second Floor, P.O. Box 578 Mount Gretna, PA 17064-0578	16,722	Larry Frenock Producing artistic director 717-964-3627	www.gretnatheatre.com \$765,093 2/65	1/1 Mount Gretna 1927	Live professional summer theater, theatrical outreach programming for schools, professional theater internship program
23	23	NATIONAL WATCH & CLOCK MUSEUM 514 Poplar St. Columbia, PA 17512-2124	13,229	Noel Poirier Museum director 717-684-8261	www.museumoftime.org \$101,000 4/7	1/1 Columbia 1977	Museum, library and archives
24	NR	LAUTHER WATER COMPLEX AT COLEMAN MEMORIAL PARK 1408 W. Maple St. Lebanon, PA 17042	11,103	Sherry L. Capello Mayor 717-273-6711	www.lebanonpa.org \$47,481 17/17	1/DNR Lebanon 1936	Water complex at Coleman Memorial Park
25	25	BLUE MOUNTAIN OUTFITTERS 103 S. State Road Marysville, PA 17053	4,000	Doug Gibson President 717-957-2413	www.bluemountainoudfitters.net \$869,386 5/3	1/1 Marysville 1985	Retail canoe and kayak shop featuring paddle sports accessories; Susquehanna River canoe and kayak trips for singles, couples and groups

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Researched by Alaine Keising



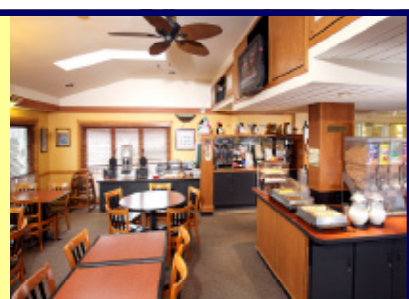
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Manufacturing, Distribution & Logistics

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TimBar Packaging & Display

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Leveraging relationships with packaging innovations

TimBar Packaging & Display has a simple vision: to be the best independent corrugated company in the U.S. in the eyes of its stakeholders. And it's easy to understand why the company's focus is on the customer — it has more than half a century of experience in putting the customer first.

Since the company's New Oxford origins in 1955, under the name Oxford Container, many things have changed in the business of producing shipping cartons and other retail packaging. But the core value of TimBar Packaging & Display putting the customer first has stayed the same.

Now headquartered in Hanover, with the closest manufacturing facility still located in New Oxford, TimBar continues to thrive. With a client base of more than 1,500 companies, including Hasbro and the popular Hanes brands, TimBar's annual sales total more than \$250 million, with the company continuing to climb in the packaging business arena.

In a world that is concerned with the production of waste, TimBar has also created a solution to eliminate it. Called the "lean champion," this person is a representative for controlling the amount of waste produced at the facility.

"Each of our manufacturing sites has a person designated as 'lean champion,' said June Dutka, director of marketing for TimBar. "They are responsible for applying lean manufacturing initiatives throughout their facility, including continuous improvement in the areas of productivity,

unscheduled downtime, setup time and controllable waste."

TimBar also makes it a point to not only care for its customers, but also for their employees. The company initiated the position of safety manager nine years ago and also implemented a Corporate Safety Steering Team.

But the customer is never far from the minds of all the employees at TimBar. "Our business is primarily East Coast, but we do have partners we work with to manufacture packaging and provide fulfillment services in California and in China for some of our customers," Dutka said.

With such a lean, safe company in the industry, it would be hard to understand why anyone would take their business elsewhere. And for TimBar Packaging & Display, the first 56 years were just the beginning. ■

TIMBAR
PACKAGING & DISPLAY



Above: The senior management team of TimBar's Oxford Division. From left to right, Gene Snyder, vice president/production manager; Pete Grill, operations manager; Rich Daly, sales manager; and Jim Simpson, vice president/general manager
Top: Kevin Vandaveer, general manager, and Mike Burd, pre-production supervisor of TimBar's Retail Packaging Business Unit, in front of the company's new six-color press
Left: A small assortment of cartons manufactured at TimBar's Oxford Division

Manufacturing, Distribution & Logistics MARKET FACTS

MANUFACTURING FACILITIES AND EMPLOYMENT

Manufacturing employment grew in Cumberland, Dauphin and Lebanon counties from fourth quarter 2010 to the same time in 2011, while the number of manufacturing facilities remained relatively stable. Here are the number of manufacturing facilities and employees by county in Central Pennsylvania:

Area	Q4 2010 avg. employment	Q4 2010 avg. facilities	Q4 2011 avg. employment	Q4 2011 avg. facilities
Cumberland County	7,968	203	8,216	197
Dauphin County	11,514	206	11,641	213
Lancaster County	36,146	891	35,680	901
Lebanon County	8,813	224	8,949	210
York County	32,409	598	31,604	594

SOURCE: PENNSYLVANIA CENTER FOR WORKFORCE INFORMATION & ANALYSIS

TRANSPORTATION AND WAREHOUSING FACILITIES AND EMPLOYMENT

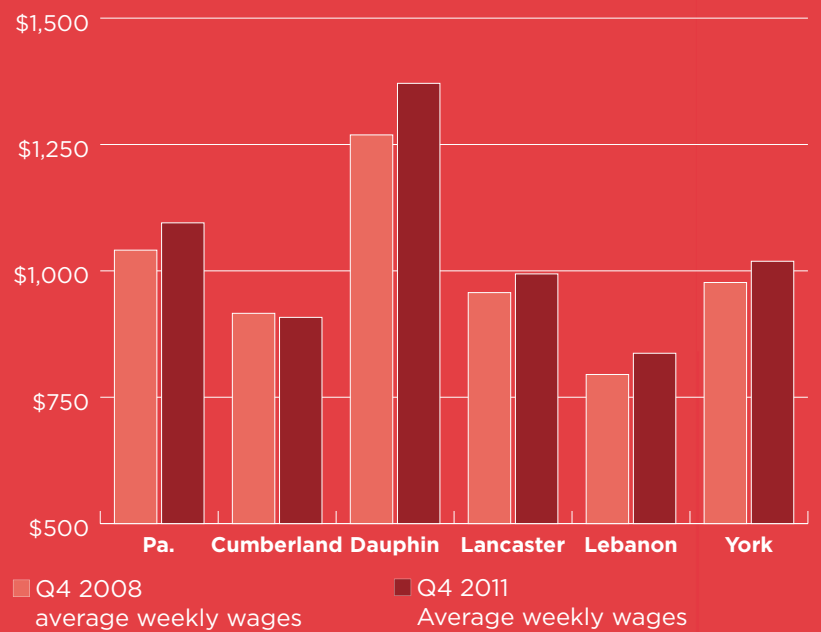
The number of transportation and warehousing facilities increased throughout Central Pennsylvania from 2010 to 2011, and employment grew in every county except Cumberland. Here is a look at facilities and employment in the sector during the past two years:

Area	Q4 2010 avg. employment	Q4 2010 avg. facilities	Q4 2011 avg. employment	Q4 2011 avg. facilities
Cumberland County	12,305	208	11,853	216
Dauphin County	6,781	190	6,807	206
Lancaster County	9,165	375	9,382	388
Lebanon County	2,237	78	3,018	83
York County	7,538	238	8,226	252

SOURCE: PENNSYLVANIA CENTER FOR WORKFORCE INFORMATION & ANALYSIS

MANUFACTURING WAGES

Average weekly manufacturing wages grew by more than 4 percent in most Central Pennsylvania counties between the fourth quarter of 2008 and the same time in 2011. Here is a look at average weekly wages and percent change for each county:



SOURCE: PENNSYLVANIA CENTER FOR WORKFORCE INFORMATION & ANALYSIS

TRANSPORTATION AND WAREHOUSING WAGES

Transportation and warehousing jobs in Central Pennsylvania have seen wage growth above 5 percent in the past three years in Lancaster, Lebanon and York counties. Here are average weekly wages for transportation and warehousing jobs:



SOURCE: PENNSYLVANIA CENTER FOR WORKFORCE INFORMATION & ANALYSIS

Biotechnology companies

Ranked by number of local employees

Rank	Prev. rank	Company Address	Local employees	Top local executive Title	Website Phone	F-T/P-T local employees 2011 revenue	Local/total locations Headquarters Year established locally	Services provided
1	1	UNILIFE CORP. 633 Lowther Road Lewisberry, PA 17339	129	Alan Shortall CEO	www.unilife.com 717-938-9323	127 2 \$6.65 million	1/2 Fairview Twp. 2009	Designs, develops, manufactures and supplies proprietary range of retractable syringes
2	7	IMMUNOMIC THERAPEUTICS INC. 313 W. Liberty St., Suite 343 Lancaster, PA 17603	9	Bill Hearl PhD President and CEO	www.immunomix.com 717-327-1919	6 3 DNR	2/3 Lancaster 2005	Developing LAMP-vax technology to increase the effectiveness of the immune response to DNA vaccines while simplifying overall vaccine design and delivery
3	2	APTAGEN LLC 250 N. Main St. Jacobus, PA 17407	8	G. Thomas Caltagirone PhD President and CEO	www.aptagen.com 717-278-2436	5 3 DNR	1/1 Jacobus 2006	Aptamer and aptabody custom-based services to replace antibodies in research, diagnostic platforms, drug discovery and therapeutics
4	3	APOGEE BIOTECHNOLOGY CORP. 1214 Research Blvd., Suite 1016 Hummelstown, PA 17036	6	Charles D. Smith PhD President	www.apogee-biotech.com 717-531-4758	6 0 DNR	1/1 Derry Twp. 2001	Developing sphingosine kinase inhibitor program for the treatment of solid tumors and chronic inflammatory diseases
5	9	VIVOPHARM PTY. LTD. 1214 Research Blvd. Hershey, PA 17033	6	Ralf Brandt PhD CEO	www.vivopharm.com 717-798-9990	6 0 DNR	1/DNR Derry Twp. 2011	In vivo studies, in vitro pharmacology, safety and toxicology studies and pharmacokinetic and pharmacodynamic studies
6	NR	BETTER BOWLS LLC 1152 Mae St., Suite 101 Hummelstown, PA 17036	2	Malathy Nair PhD President	www.betterbowls.com 717-298-1257	1 1 DNR	1/1 Derry Twp. 2008	DNR
7	NR	R.W. HEIDEN ASSOCIATES LLC 1026 New Holland Ave. Lancaster, PA 17601	2	Richard Heiden President	www.supersleuthchemists.com 717-299-6860	1 1 DNR	1/1 Lancaster 1987	Chemical analysis, process and material engineering consulting, chemistry-based chemical investigations, industrial forensics, biochemical science and contract research
8	4	TARGEPEUTICS INC. 475 W. Governor Road Hershey, PA 17033	1	Silvan B. Lutkewitte III President	www.targepeutics.com 717-571-2402	1 0 DNR	1/11 Derry Twp. 1997	Targepeutics had developed a targeted cancer therapy.
9	NR	APELIOTUS VISION SCIENCE INC. 1214 Research Blvd., Suite 1013 Hummelstown, PA 17036	1	Greg Jackson PhD Co-founder and chief scientific officer	717-319-6299	1 0 DNR	1/3 Derry Twp. 2008	Developed diagnostic device for the detection of the early to advanced stages of dry age-related macular degeneration
10	NR	IDE GROUP 1214 Research Blvd., Suite 1021 Hummelstown, PA 17036	1	Kevin M. Smith New business development	www.idegroup.com.au 717-312-4307	1 0 DNR	1/2 Newington, Australia 2011	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of biotechnology companies was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published April 27, 2012; updated Jan. 10, 2013; next published April 26, 2013.**

Researched by Elaine Keisinger

Electrical, plumbing and HVAC distributors

Ranked by local revenue

Rank	Prev. rank	Company Address Website	2011 local/total revenue	Top local executive Title Phone	Types of equipment Product lines Types of equipment carried	Product lines/brands	F-T/P-T local employees Local/total locations Headquarters Year established locally	Services provided
1	1	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990 www.sydist.com	\$81.66 million \$134.35 million	James D. Schaedler CEO 717-233-1621 800-998-1621	Automation, ballasts, breakers, cable, datacomm, fuses, lamps, lighting fixtures, motor control, panelboards, switchgear, transformers, wiring devices	Allen Bradley/Rockwell, Hoffman, T&B, Siemens, Osram Sylvania, Advance, Hubbell, Raco, APC, Lutron, Lithonia, 3M, Fluke, Ideal, Klein	160/11 7/18 Swatara Twp. 1924	Electrical supply distributor
2	2	EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247 www.elheim.com	\$67.67 million \$67.67 million	Larry D. Bashore President 717-233-8711 800-692-7317	Commercial and industrial heating, ventilation and AC units	All major brands	325/0 1/1 Harrisburg 1931	Electrical and mechanical contracting, service, motor sales and service, apparatus sales
3	4	HVAC DISTRIBUTORS INC. 2 Old Market St., P.O. Box 160 Mount Joy, PA 17552-0160 www.hvacdist.com	\$32.6 million \$42.6 million	David W. McIlwaine President and CEO 717-653-6674 800-228-4822	Furnaces, air-conditioning equipment, geothermal, solar	Amana, Goodman, Climate Master, Sanyo	72/7 2/6 Mount Joy 1987	Heating and air-conditioning equipment distribution
4	5	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531 www.aprsupply.com	\$28.55 million \$70.13 million	Scott M. Weaver President and CEO 717-274-5999	Plumbing, heating, HVAC, controls	Maytag, Tappan, Gibson, Fujitsu, Utica, New Yorker, Buderus, Bradford White, Delta, Moen, Toto, Honeywell, Navien	127/13 10/25 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
5	6	AIRBORNE CONTAMINATION IDENTIFICATION ASSOCIATES LTD. 3430 Woodbridge Circle York, PA 17406 www.acia-ltd.com	\$2.6 million \$2.6 million	Shari L. Leaman President 717-767-1850	Air filters, fan belts, pan treatments, filter housings, air cleaners, dust-collection systems, pollution control, paint booths, cleanroom equip.	Airguard, Filtration Group, Air Seal, Flanders, Micro Air, Air Quality Engineering, NIKRO, Enviroco, Filtrair, Atmos-Tech.	11/3 2/2 Manchester Twp. 2000	Air filtration products and services (air/furnace filters, HEPA filters, cleanroom cleaning, duct cleaning, mold remediation, air testing)
6	7	FROMM ELECTRIC SUPPLY CORP. OF READING PA 17 E. Lehman St. Lebanon, PA 17046 www.frommelectric.com	\$1.93 million \$62.56 million	Scott Schaffner DNR 717-273-9999 800-360-4441	Electrical supplies, automation, power distribution, lighting and controls, appliances, data-communications, energy management, safety	GE, Siemens, Eaton, Sylvania, Hubbell-Wiring, Pass & Seymour, Lutron, Hoffman, Cooper Bussman, Phillips, Hubbell-Lighting, Progress Lighting, Klein	3/0 1/11 Muhlenberg Twp. 1994	Wholesale electrical distributor with products and services for industrial, commercial and residential markets

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of electrical, plumbing and HVAC distributors was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 10, 2012; updated Jan. 4, 2013.**

Researched by Elaine Keisinger

Agricultural suppliers

Ranked by local employees

Rank	Prev. rank	Company Address	Local employees F-T/P-T	Top local executive Title	Website Phone	Types of equipment Product lines	Local/total locations Headquarters Year established locally	Services provided
1	1	MESSICK'S FARM EQUIPMENT INC. 187 Merts Drive Elizabethtown, PA 17022	93 81/12	Robert M. Messick President	www.messicks.com 717-367-1319 800-222-3373	New Holland, Case IH, Kubota, Cub Cadet, Miller Pro, Oxbo, Pequea	5/5 Mount Joy Twp. 1952	Equipment sales, service and parts
2	3	FARMER BOY AG INC. 50 W. Stoever Ave. Myerstown, PA 17067	87 85/2	Dale W. Martin CEO	www.farmerboyag.com 717-866-7565 800-845-3374	Aerotech, Airstream, Calf-Tel, Dwyer, Hired-Hand	1/4 Myerstown 1995	Agricultural and livestock building construction and equipment supplies
3	NR	RISSEY GRAIN LLC 1196 Holtwood Road Holtwood, PA 17532-9703	12 12/DNR	Mark Rissey Owner	www.rissergrain.com 717-284-4628 888-845-1814	DNR	2/3 Martic Twp. 1974	Corn, wheat and soybean seeds, fertilizer and grain brokerage
4	NR	AGRI MARKETING INC. DBA USA-GYPSUM 1802 Texter Mountain Road Reinholds, PA 17569-9408	12 9/3	Terry Weaver President	www.usagypsum.com 717-335-0379	USA Gypsum animal bedding and agronomic gypsum	2/2 W. Cocalico Twp. 1998	Gypsum animal bedding manufacturer, agronomic gypsum, delivery, hauling and recycling
5	6	LANCASTER PARTS & EQUIPMENT INC. ① 2008 Horseshoe Road Lancaster, PA 17602-1008	6 6/DNR	Paul S. Smucker President	www.lancasterpartsandequipment.com 717-299-3721 888-233-1852	Harvesters, tractors and other farm equipment	DNR/DNR E. Lampeter Twp. 1967	Farm and garden machinery

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of agricultural suppliers was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 6, 2012; updated Jan. 4, 2013; Jan. 4, 2013.** ① Previously Lancaster Silage Crimper Inc.

Researched by Alaine Keisling

Trucking companies

Ranked by local employees

Rank	Prev. rank	Company Address	Local employees F-T/P-T	Top local executive Title	Website Phone	Geographic service area	2011 revenue Local/total drivers	Local/total locations/ Headquarters Year established locally	Products hauled
1	NR	FIVE STAR INTERNATIONAL LLC 1810 South 19th Street Harrisburg, PA 17104-3205	260 235/25	Frederick P. Scheler President and managing member	www.fivestarintr.com 717-986-1500 800-735-9400	Erie, Harrisburg, Lancaster, Lehigh Valley, Reading, Williamsport, York	DNR DNR/DNR	3/7 Swatara Twp. 1974	DNR
2	1	S&H EXPRESS INC. 400 Mulberry St. York, PA 17403	255 240/15	Stephen L. Shellenberger CEO	www.SandHexpress.com 717-848-5015	East of the Mississippi	\$32.01 million 175/185	2/3 York 1987	General commodities
3	7	NAPA TRANSPORTATION INC. 4800 E. Trindle Road, P.O. Box 959 Mechanicsburg, PA 17055-0959	188 187/1	Ronald Accomando President and CEO	www.napatran.com 717-920-9840 800-332-0263	Northeast and Middle Atlantic	\$68 million DNR/282	1/3 Hampden Twp. 1991	Consumer products, food & beverage
4	2	CARLISLE CARRIER CORP. 6380 Brackbill Blvd., P.O. Box 1549 Mechanicsburg, PA 17050	173 171/2	David L. Metzler President and CEO	www.carlislecarrier.com 717-691-8600	Northeast	\$52.68 million 108/191	1/1 Hampden Twp. 1990	Household goods
5	5	CENTRAL PENNSYLVANIA TRANSPORTATION INC. 425 Steel Way Lancaster, PA 17601	100 85/15	Chic Rhoads DNR	www.centralpenntans.com 717-295-2442	Mid-Atlantic region	\$13 million DNR/DNR	2/3 Lancaster 1985	General commodities
6	NR	LESTER R. SUMMERS INC. 40 Garden Spot Road Ephrata, PA 17522	97 83/14	Rebecca E. Summers President	www.summerstrucking.com 717-733-6556	Primarily Pennsylvania, New York, New Jersey, Maryland, Virginia, Delaware, Ohio; available for 48 contiguous states	\$18 million DNR/DNR	1/1 Ephrata 1946	Precast, steel, glass, construction equipment and other oversize material; sand, stone and other aggregates
7	3	FROCK BROS. TRUCKING INC. 125 Frock Drive, P.O. Box 157 New Oxford, PA 17350-0157	88 84/4	John D. Frock President and CEO	www.frockbros.com 717-624-4431 800-962-0445	48 contiguous states and parts of Canada	\$15.5 million DNR/DNR	1/1 Oxford Twp. 1982	Dry and refrigerated products
8	4	R.H. CRAWFORD INC. 341 Moulstown Road Hanover, PA 17331	88 85/3	Kurt E. Dietrich President	www.hanoverlogistics.com 717-637-4394	Primarily a 500-mile radius from Hanover, into the Northeast and Mid-Atlantic states; 48 state authority	\$14.8 million 65/73	2/DNR Hanover 1934	Roll paper, snack foods, shelf-stable food products, lumber, equipment parts and supplies, tires and most general consumer commodities
9	6	DAILY EXPRESS INC. 1072 Harrisburg Pike, P.O. Box 239 Carlisle, PA 17013-0039	68 65/3	Todd R. Long CEO	www.dailyexp.com 717-243-5757	Continental US, Canada & Mexico	\$98.76 million 57/291	1/9 Middlesex Twp. 1958	Machinery, construction equipment, wind turbines, fabricated products, mining machines, farm equipment
10	8	THE SAGE CORP. 4242 Carlisle Pike, Suite 177 Camp Hill, PA 17011	28 20/8	Gregg Aversa President and CEO	www.sageschools.com 717-761-3931 800-761-3931	Nationwide trucking schools	DNR DNR/DNR	4/25 Hampden Twp. 1989	CDL training (student drivers)

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of trucking companies is limited to those with offices or terminals in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published June 8, 2012; updated Jan. 10, 2013; next published June 7, 2013.**

Researched by Alaine Keisling



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Inspiring design and manufacturing innovations in Central Pa.

As technology races ahead at a rapid pace, local companies need to keep up with the latest trends in product design, development and manufacturing to stay competitive in a global market. This is where Cimquest Inc. enters the picture — to assess existing tools, processes and goals, and then offer a solution and deployment strategy.

Cimquest is unique in its ability to recognize leading technology, and then provide this technology to its customers. Not only is Cimquest the first SolidWorks reseller in the world, but it also represents and supports the full line of StratasyS 3D printers and production systems (FORTUS) in Pennsylvania, New Jersey, New York and Connecticut. In addition, Cimquest has more than 22 years of experience with CNC Software as the largest reseller of its Mastercam products in the U.S., servicing Maine through West Virginia and Washinton, D.C.

Founded in 1990, Cimquest partners with customers to help increase productivity to the highest levels possible. Its Harrisburg-based office is

centrally located and provides all the expertise and unparalleled know-how of its New Jersey headquarters. More than half of Cimquest's employees are degreed engineers who strive continuously to provide industry-leading training and consulting sessions, implementation of best practices and ongoing technical support.

Additionally, more than one-quarter of Cimquest's technical staff members have worked on the floor as machinists sometime during their careers. This experience, along with extensive knowledge in Mastercam, SolidWorks and StratasyS solutions makes Cimquest uniquely suited to help make businesses successful.

Such is the case at Plouse Precision Manufacturing, a Cimquest client in Harrisburg. "Our customers depend on quick turnaround," said Jamie Spangler, a process engineer at the company. "Having SolidWorks in-house allows us to quickly create a 3D virtual prototype based on a customer's 2D drawing or napkin sketch.

Then we send the file to our Dimension 3D printer, which provides a physical model for review/approval within 24 hours versus weeks via traditional processes."

Cimquest has always been customer-focused, realizing the success of its business depends on the success of the customers it serves. Matching the right solution to the right problem, followed by proper installation, training, customer service and success — that's Cimquest in a nutshell. ■

CIMQUEST
CAD/CAM SOLUTIONS



Manufacturers

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	F-T/P-T local employees Square footage of local plants/warehouses	Local/total locations Headquarters Year established locally	Products or services
1	1	UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331	\$490 million \$490 million	Michael W. Rice CEO	www.utzsnacks.com 717-637-6644 800-367-7629	1,305/141 800,000 450,000	5/30 Hanover 1921	Snack food manufacturer
2	2	HIGH INDUSTRIES INC. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	\$300.08 million \$328.95 million	Jeffrey D. Smith President and CEO	www.high.net 717-293-4444	1,071/79 891,298 4.79 million	7/10 E. Lampeter Twp. 1931	Steel fabrication/erection; precast concrete building systems; metal processing/distribution; air-quality/safety consulting; specialty heavy hauling
3	4	FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179	\$196 million \$196 million	Henry Fry Chairman	www.frycomm.com 717-766-0211 800-334-1429	1,037/11 1.3 million DNR	5/5 Silver Spring Twp. 1934	Publication and catalog printing, direct mail, digital editions, Web design, portal-based submission tools
4	5	DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601	\$111.5 million \$120 million	Nancy J. Gamber Olcott President and CEO	www.dutchgoldhoney.com 717-393-1716	50/0 100,000 DNR	1/2 E. Hempfield Twp. 1946	Manufacturer of honey and maple syrup
5	NR	FLINCHBAUGH ENGINEERING INC. 4387 Run Way York, PA 17406-8005	\$67.7 million \$67.7 million	Michael D. Lehman President and CEO	www.fei-york.com 717-755-1900	301/9 120,000 DNR	1/1 Hellam Twp. 1978	Full-service manufacturing of precision metal parts
6	8	THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011	\$62 million \$62 million	Patrick J. Huffman President	www.warrellcorp.com 717-761-5440 800-233-7082	280/0 270,000 100,000	2/4 Lower Allen Twp. 1965	Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private label and contract manufactured goods
7	9	MCCLARIN PLASTICS INC. 15 Industrial Drive, P.O. Box 486 Hanover, PA 17331-0486	\$44 million \$44 million	Todd R. Kennedy President	www.mcclarinplastics.com 717-637-2241 800-233-3189	210/0 195,000 70,000	3/3 Penn Twp. 1953	Custom manufacturer of thermoplastic formed and fiberglass-reinforced plastic components and assemblies
8	12	GREINER INDUSTRIES INC. 1650 Steel Way Mount Joy, PA 17552-9515	\$42.93 million \$42.93 million	Franklin Greiner Jr. President	www.greinerindustries.com 717-653-8111 800-782-2110	241/6 356,000 0	1/1 Mount Joy Twp. 1976	Steel fabrication, CNC machining, rolling and forming, blasting and coatings, mechanical and electrical contracting, crane service
9	10	ROSS TECHNOLOGY CORP. 104 N. Maple Ave., P.O. Box 646 Leola, PA 17540-0646	\$39 million \$39 million	Daniel Curtis Hobson CEO	www.rosstechnology.com 717-656-2200 800-345-8170	140/30 205,000 DNR	4/4 Leola 1962	Manufactures perimeter security products, barriers, bollards, gates, fencing, FE/BR windows and doors; nonslip flooring, nanotechnology, utilities
10	11	ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388	\$37.35 million \$37.35 million	Wendie DiMatteo Holsinger President and CEO	www.askfoods.com 717-838-6356 800-879-4275	172/12 100,000 50,000	2/2 Palmyra 1948	Food manufacturer of deli salads, entrees and desserts
11	NR	TOOLING DYNAMICS LLC 905 Vogelsong Road York, PA 17404	\$34.65 million \$34.65 million	Robert W. Updike President	www.toolingdynamics.com 717-764-8873	129/15 65,000 DNR	1/1 York 1982	Manufacturer of micro-precision metal stampings and Swiss-machined parts
12	13	MARTIN'S POTATO CHIPS INC. 5847 Lincoln Highway W., P.O. Box 28 Thomasville, PA 17364-0028	\$34.4 million \$34.4 million	Ken Potter Jr. President and CEO	www.martinschips.com 717-792-3565 800-272-4477	120/5 78,000 35,000	1/7 Jackson Twp. 1971	Makes and distributes potato chips, popcorn, snack foods
13	14	MOUNT JOY WIRE CORP. 1000 E. Main St. Mount Joy, PA 17552	\$33.13 million \$33.13 million	Tom R. Duff President and CEO	www.mjwire.com 717-653-1461 800-321-2305	135/1 200,000 DNR	1/1 Mount Joy 1991	Manufactures high carbon steel wire
14	16	LEONHARDT MANUFACTURING CO. INC. 800 High St. Hanover, PA 17331-1736	\$25.19 million \$25.19 million	Jason D. Jacobs President and CEO	www.tubebending.com 717-632-4150	100/0 100,000 DNR	1/1 Hanover 1970	Tube bending and fabricating, welded fabricated assemblies
15	18	NEW CONCEPT TECHNOLOGY INC. 320 Busser Road, P.O. Box 297 Emigsville, PA 17318-0297	\$18.9 million \$19.3 million	Thomas Baughman President, CEO and COO	www.newconcepttech.com 717-741-0840	165/2 165,000 20,000	1/2 Manchester Twp. 1985	Manufacturer specializing in precision stamping, conventional molding, insert molding and vertically integrated assemblies
16	17	PRL INC. AND SUBSIDIARIES 64 Rexmont Road, P.O. Box 142 Cornwall, PA 17016	\$16.48 million \$16.48 million	Janis Herschkowitz President and CEO	www.prlinc.com 717-273-2470	147/9 DNR DNR	4/4 Cornwall 1969	Supplier of high-specification finished machined castings for nuclear and defense applications
17	15	POWELL STEEL CORP. 625 Baumgardner Road Lancaster, PA 17603	\$16 million \$16 million	Stephen L. Powell President and CEO	www.powellsteel.com 717-464-2030 800-882-1461	80/1 80,000 DNR	2/2 Pequea Twp. 1993	Structural and miscellaneous steel fabricator and erector
18	20	SIGNATURE CUSTOM CABINETRY INC. 434 Springville Road Ephrata, PA 17522	\$13 million \$13 million	Kent M. Martin President and CEO	www.signaturecab.com 717-738-4884	93/2 55,000 DNR	1/1 Ephrata Twp. 1989	Manufacturer of high-end residential custom cabinetry, marketed through a national network of independent dealers and designers
19	NR	WELDON MACHINE TOOL INC. 425 East Berlin Road York, PA 17408	\$12.4 million \$12.4 million	George C. Sipe Jr. President	www.weldonsolutions.com 717-846-4000	35/3 40,000 DNR	1/1 W. Manchester Twp. 1971	Designs and builds CNC grinders and robotic automation cells
20	NR	DIE-TECH INC. 295 Sipe Road York Haven, PA 17370	\$10 million \$10 million	Richard W. Dennis President	www.die-tech.com 717-938-6771	42/1 32,000 DNR	1/1 Newberry Twp. 1975	Manufacturer of precision metal stampings
21	NR	YORK IMPERIAL PLASTICS INC. 718 Country Road York, PA 17403-9425	\$8.6 million \$8.6 million	Dennis A. Paules Owner	www.yorkimperial.com 717-428-3939	46/1 45,000 DNR	1/1 Springfield Twp. 1985	Custom plastic-injection molding
22	23	LANCASTER MOLD INC. 2501 Horseshoe Road Lancaster, PA 17601	\$8.5 million \$8.5 million	Gary S. Rehm President	www.lancastermold.com 717-656-2614 888-996-9955	45/0 DNR DNR	3/3 Upper Leacock Twp. 1973	Design/build and run facility for the plastic injection industry
23	22	MAX INTERNATIONAL CONVERTERS INC. 2360 Dairy Road Lancaster, PA 17601	\$7.12 million \$7.17 million	Laura Clappitt Douglas Chairwoman and CEO	www.maxintl.com 717-898-0147 800-233-0222	22/1 39,000 20,000	1/1 E. Hempfield Twp. 1974	Manufacturer of small paper rolls for business machines: ATMs, POS, airline, specialty products for gaming systems, linerless labels; custom rolls
24	24	BILLET INDUSTRIES INC. 247 Campbell Road York, PA 17402	\$3.1 million \$3.1 million	Keith Billet CEO	www.billet-industries.com 717-840-0280 800-705-2604	24/3 28,600 DNR	1/1 Hellam Twp. 1972	Precision machining, contract manufacturing
25	26	FASTENING PRODUCTS OF LANCASTER INC. 1980 Old Philadelphia Pike Lancaster, PA 17602	\$2.1 million \$2.1 million	R. Curtis Welk President	www.fasteningproducts.net 717-299-5771 877-210-5240	16/16 35 16,000	1/1 E. Lampeter Twp. 1974	Fasteners and industrial products: cutting tools, abrasives and chemicals; in-house specialty manufacturing; machine shop

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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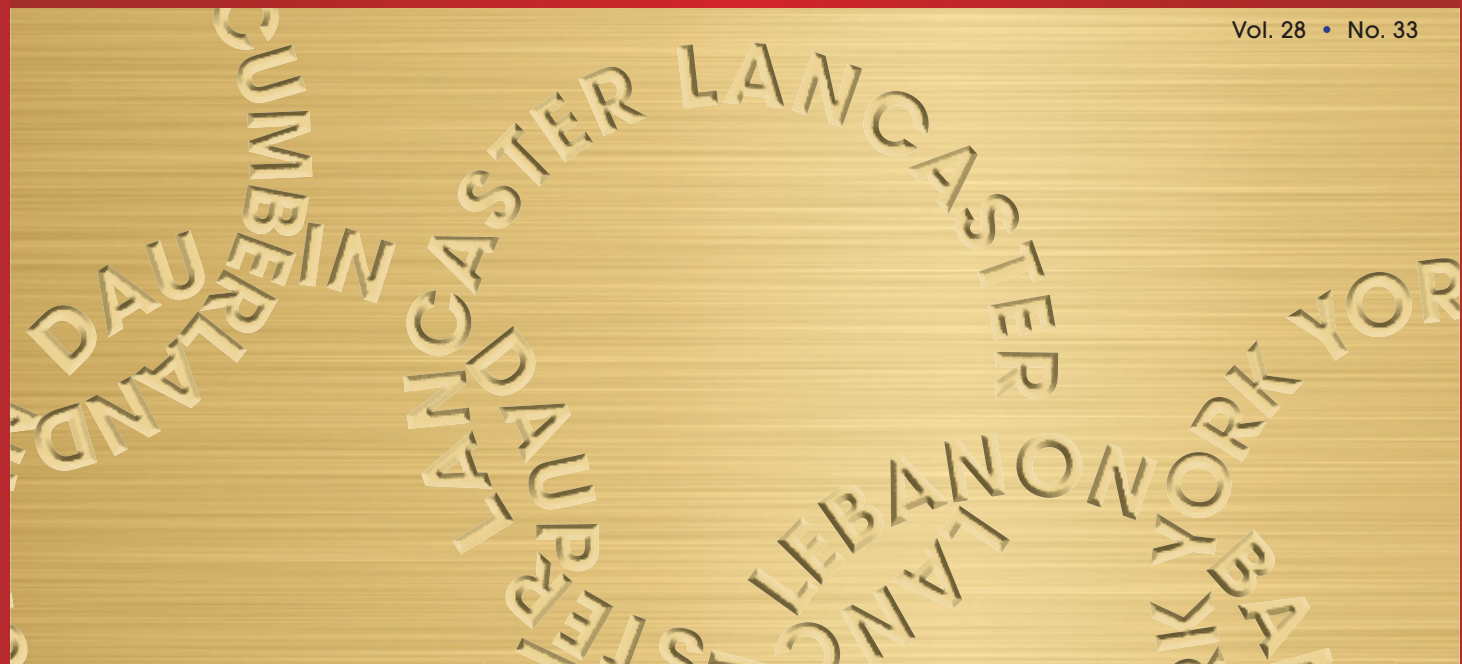
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TOP 100

PRIVATE COMPANIES 2013

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TOP

The 2013 Top 100 Private Companies edition will be this summer's most anticipated read with exclusive information on the leading companies that make up the dream team of privately held businesses here in the midstate. With over 100 pages, this special CPBJ edition will reveal those companies who made the list and provide insight from the champion executives who have led them to success.

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Public airports

Ranked by runway length

Rank	Airport ID Address	Flight operations Acreage	Owner Manager	Website Phone	Type of aviation Available services	Aircraft based at field Municipality
1	READING REGIONAL AIRPORT CARL A. SPAATZ FIELD RDG 2501 Bernville Road Reading, PA 19605	92,827 888	Reading Regional Airport Authority Terry P. Sroka	www.readingairport.org 610-372-4666	Air taxi, commercial, commuter, local and transient general, military Repairs, hangar rental, tiedown, charter, instruction, cargo, 100LL and jet A fuel	112 Bern Twp., Berks Co.
2	LANCASTER AIRPORT LNS 500 Airport Road Lititz, PA 17543	90,096 850	Lancaster Airport Authority David F. Eberly	www.lancasterairport.com 717-569-1221	Air taxi, commercial, local and transient general, military Repairs, hangar rental, tiedown, charter, instruction, 100LL and jet A fuel	142 Manheim Twp., Lancaster Co.
3	HARRISBURG INTERNATIONAL AIRPORT MDT 1 Terminal Drive Middletown, PA 17057	77,528 680	Susq. Area Regional Airport Authority Timothy Edwards	www.flyhia.com 717-948-3900	Air taxi, commercial, local and transient general, military Repairs, hangar rental, tiedown, instruction, charter, 100LL and jet A fuel	36 Middletown, Dauphin Co.
4	CHESTER COUNTY G.O. CARLSON AIRPORT 40N 1 Earhart Drive Coatesville, PA 19320	52,000 250	Chester County Airport Authority Gary L. Hudson	610-383-6057	Air taxi, local and transient general, military Repairs, hangar rental, tiedown, charter, instruction, 100LL and jet A fuel	115 Valley Twp., Chester Co.
5	YORK AIRPORT THV 6054 Lincoln Highway W. Thomasville, PA 17364	50,800 66	York Building Products Co. Inc. Richard Fuess	717-792-5566	Air taxi, local and transient general, military Repairs, hangar rental, tiedown, instruction, 100LL and jet A fuel	82 Hellam Twp., York Co.
6	CAPITAL CITY AIRPORT CXY 106 Airport Road New Cumberland, PA 17070	39,406 320	Susq. Area Regional Airport Authority Timothy Edwards	www.harrisburgjetcenter.com 717-774-8335	Air taxi, local and transient general, military Repairs, hangar rental, tiedown, charter, instruction, 100LL and jet A fuel	88 Fairview Twp., York Co.
7	REIGLE AIRPORT 58N 1805 S. Forge Road Palmyra, PA 17078	30,000 42	Wade and Duane Reigle Wade Reigle	717-838-5519	Local and transient general Repairs, hangar rental, tiedown, instruction, 100LL and mogas fuel	65 S. Londonderry Twp., Lebanon Co.
8	SMOKETOWN AIRPORT S37 311 Airport Drive Smoketown, PA 17576	26,912 49	G. Marlin Horst Melvin S. Glick	717-394-6476	Air taxi, local and transient general, military Repairs, tiedown, charters, instruction, 100LL fuel	82 E. Lampeter Twp., Lancaster Co.
9	CARLISLE AIRPORT N94 228 Petersburg Road Carlisle, PA 17013	24,500 118	Business Airport of Carlisle Inc. Jeff Smith	717-243-2133	Air taxi, local and transient general, military Minor repairs, hangar rental, tiedown, instruction, 100LL and jet A fuel	58 S. Middletown Twp., Cumberland Co.
10	DONEGAL SPRINGS AIRPARK N71 186 Airport Road Marietta, PA 17547	22,200 29	Donegal Springs Airpark Inc. Jay Stout	717-653-8181	Air taxi, local and transient general, military Repairs, tiedown, instruction, charter, 100LL fuel	23 E. Donegal Twp., Lancaster Co.
11	DECK AIRPORT 9D4 351 S. Ramona Road Lebanon, PA 17042	13,050 92	Clyde E. Deck Clyde E. Deck	717-866-4388	Local and transient general, air taxi Repairs, hangar rental, tiedown, charters, instruction, 100LL and jet A fuel	59 Jackson Twp., Lebanon Co.
12	FRANKLIN COUNTY REGIONAL AIRPORT N68 3506 Airport Road Chambersburg, PA 17201	12,135 95	Susq. Area Regional Airport Authority Timothy Edwards	717-948-3900	Air taxi, local and transient general, military Minor repairs, hangar rental, tiedown, instruction	25 Greene Twp., Franklin Co.
13	MORGANTOWN AIRPORT O03 2019 Valley Road Morgantown, PA 19543	10,250 7	Vernon Beiler Vernon Beiler	610-286-9055	Local and transient general Tiedown, instruction, 100LL fuel	31 Caernarvon Twp., Berks Co.
14	GETTYSBURG AIRPORT W05 1130 Chambersburg Road Gettysburg, PA 17325	9,650 59	Susq. Area Regional Airport Authority Timothy Edwards	717-948-3900	Local and transient general, military Tiedown, instruction, rental, 100LL fuel	11 Cumberland Twp., Adams Co.
15	BAUBLITZ COMMERCIAL AIRPORT 9W8 3354 Warner Road Brogue, PA 17309	8,550 12	Chanceford Aviation Bruce Eveler	717-244-9115	Local and transient general, military Minor repairs, tiedown	16 Chanceford Twp., York Co.
16	FARMERS PRIDE AIRPORT 9N7 215 W. Main St. Fredericksburg, PA 17026	7,320 90	Alletta M. Schaedler Alletta M. Schaedler	717-865-4596	Local and transient general, military Minor repairs, tiedown, instruction, 100LL and mogas fuel	49 Bethel Twp., Lebanon Co.
17	BERMUDIAN VALLEY AIRPARK 07N 23 Milford Green Road East Berlin, PA 17316	6,750 24	Good Air Inc. Robert J. Donato	717-292-0188	Local and transient general Repairs, hangar rental, tiedown	30 Washington Twp., York Co.
18	KELLER BROS. AIRPORT 08N 600 Rexmont Road Lebanon, PA 17042	4,990 22	Keller Bros. Airport Inc. Daniel N. Keller	717-626-2000	Local and transient general, military Tiedown	28 S. Lebanon Twp., Lebanon Co.
19	MID ATLANTIC SOARING CENTER W73 165 Pecher Road Fairfield, PA 17320	4,120 75	Mid-Atlantic Soaring Association Robert Jackson	www.m-asa.org 717-642-5392	Local and transient general, military Tiedown; 100LL fuel	71 Liberty Twp., Adams Co.
20	BENDIGO AIRPORT 74N 11079 Clarks Valley Road Tower City, PA 17980	2,930 41	Helen Bendigo Paul L. Bendigo	610-413-7428	Air taxi, local and transient general, military Tiedown and instruction	21 Rush Twp., Dauphin Co.
21	HANOVER AIRPORT 6W6 180 Airport Road Hanover, PA 17331	2,000 105	Betty Gebhart Dan Gebhart	717-630-8046	Air taxi, local and transient general Repair, hangar rental, tiedown	10 Conewago Twp., Adams Co.
22	GRIMES AIRPORT 8N1 371 Airport Road Bethel, PA 19507	1,550 50	Paul D. Dougherty Paul D. Dougherty	717-933-9566	Local and transient general, military Tiedown	32 Bethel Twp., Berks Co.
23	SHOESTRING AVIATION AIRFIELD 0P2 14388 Ebaugh Road Stewartstown, PA 17363	1,302 15	Thomas E. Hopkins Thomas E. Hopkins	717-235-6724	Local and transient general, military Repairs, tiedown, instruction	24 N. Hopewell Twp., York Co.
24	LAZY B RANCH 0P8 3883 Bull Road Dover, PA 17315	900 24	Irvin L. Baughman Irvin L. Baughman	717-332-9233	NA NA	27 Conewago Twp., York Co.
25	SOUTHERN ADAMS COUNTY HELIPORT P98 2812 Emmitsburg Road Gettysburg, PA 17325	790 14	East Coast Helicopter Inc. George P. Kramer	717-337-1515	Local and transient general Heliport; repairs, tiedown	0 Cumberland Twp., Adams Co.

DBA-doing business as NA-not available

The Central Penn Business Journal's list of public airports is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties that were reported by the Federal Aviation Administration as of May 25, 2012.

Information about the airports came from the FAA, PennDOT's Bureau of Aviation and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at

www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 1, 2012; updated Dec. 16, 2012; next published May 31, 2013.

Researched by Alaine Keisling

Transportation companies

Ranked by operating funds

Rank	Prev. rank	Company Address	FYE 2011 operating funds/revenue	Top local executive Title	Website Phone	Vehicles	F-T/P-T employees	Local/total locations Headquarters Year established locally	Services provided
1	1	CAPITAL AREA TRANSIT AUTHORITY (CAT) 901 N. Cameron St., P.O. Box 1571 Harrisburg, PA 17105-1571	\$14.92 million \$3.52 million	William A. Jones General manager	www.cattransit.com 717-238-8304	134	197 25	1/1 Harrisburg 1973	Fixed route and paratransit, rural transit, student fares
2	2	BERKS AREA REGIONAL TRANSPORTATION AUTHORITY (BARTA) 1700 N. 11th St. Reading, PA 19604	\$10.3 million \$3.11 million	Dennis Louwse Executive director	www.bartabus.com 610-921-0605	117	163 9	1/1 Reading DNR	Fixed route and paratransit
3	NR	RED ROSE TRANSIT AUTHORITY 45 Erick Road Lancaster, PA 17601	\$9.19 million \$2.4 million	David Kilmer Executive director	www.redrosetransit.com 717-397-5613	131	201 15	1/1 Lancaster 1973	Fixed route and paratransit
4	3	YORK COUNTY TRANSPORTATION AUTHORITY (RABBITTRANSIT) 1230 Roosevelt Ave. York, PA 17404	\$9.04 million \$1.69 million	Richard Farr Executive director	www.rabbittransit.org 717-846-5562	85	95 61	1/1 W. Manchester Twp. 1974	Fixed route and paratransit
5	4	CARL R. BIEBER INC. DBA BIEBER TOURWAYS P.O. Box 180 Kutztown, PA 19350	\$4.36 million \$1.85 million	Steven G. Haddad DNR	www.biebertours.com 610-683-7333	DNR	DNR DNR	DNR/DNR Kutztown DNR	Includes intercity routes between Harrisburg-Reading and Harrisburg-Scranton
6	5	GREYHOUND LINES INC. 411 Market St. Harrisburg, PA 17101	\$3.71 million \$1.71 million	Randy Isaacs DNR	www.greyhound.com 615-338-0847 800-231-2222	DNR	DNR DNR	DNR/DNR Hendersonville, Tenn. DNR	Includes intercity route between Harrisburg and Pittsburgh
7	6	COUNTY OF LEBANON TRANSIT AUTHORITY (COLT) 200 Willow St. Lebanon, PA 17046	\$2.67 million \$396,000	Theresa L. Giurintano Executive director	www.coltbus.org 717-274-9469	32	50 7	1/1 Lebanon 1979	Transit and paratransit
8	7	FULLINGTON TRAILWAYS AUTO BUS CO. 316 Cherry St., P.O. Box 211 Clearfield, PA 16830	\$2.42 million \$777,000	Milton Weisman DNR	www.fullingtontours.com 814-765-7871 800-252-3893	DNR	DNR DNR	1/1 Clearfield DNR	Includes intercity routes between Harrisburg-State College and Harrisburg-DuBois
9	8	CUMBERLAND COUNTY TRANSPORTATION DEPARTMENT 310 Allen Road, Suite 201 Carlisle, PA 17013	\$2.34 million \$35,408	Rose Cook Director	800-315-2546	DNR	DNR DNR	1/1 Carlisle DNR	Community transportation
10	10	SCHUYLKILL TRANSPORTATION SYSTEM (STS) 252 Industrial Park Road St. Clair, PA 17970	\$2.02 million \$167,000	Michael Micko VP of public transportation	www.go-sts.com 570-429-2701	43	49 16	DNR/DNR St. Clair DNR	Fixed route and paratransit
11	11	FRANKLIN COUNTY TRANSPORTATION 210 Franklin Farm Lane Chambersburg, PA 17202	\$1.65 million \$45,535	Gloria Strine Director of transportation	717-264-5225	DNR	DNR DNR	1/1 Chambersburg DNR	Community transportation
12	12	PERRY COUNTY TRANSPORTATION DEPARTMENT 350 Fickes Lane Newport, PA 17074-0217	\$1.41 million \$27,538	Gary Eby Transportation director	717-567-2490	DNR	DNR DNR	1/1 Newport DNR	Community transportation
13	13	ADAMS COUNTY TRANSIT AUTHORITY (ACTA) 257 N. Fourth St. Rear Gettysburg, PA 17325	\$1.12 million \$14,240	Richard Farr Executive director	www.adamstransit.org 717-337-1345 800-830-6473	DNR	DNR DNR	1/1 Gettysburg DNR	Community transportation
14	NR	PREMIERE #1 LIMOUSINE SERVICE LLC 2000 Vine St. Middletown, PA 17057-3093	\$785,592 \$785,592	Douglas H. Rydbom CEO	www.premiere1limousine.com 717-616-8995	24	15 21	1/1 Londonderry Twp. 2001	Group motorcoach, airport transportation via sedan, van and limo

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Warehouses and distribution centers

Ranked by square footage of local warehouse space

Rank	Prev. rank	Company Address	Square footage of local/total warehouse space	Top local executive Title	Website Phone	2011 local/total revenue F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	1	NAVAL SUPPORT ACTIVITY MECHANICSBURG Building 306-C, P.O. Box 2050 Mechanicsburg, PA 17050	7.5 million DNR	Capt. Jim W. Smart Commanding officer	www.navsop.navy.mil 717-605-2448	DNR DNR DNR/DNR	1/DNR Hampden Twp. 1942	Provides operationally ready, secure and safely operated shore infrastructure with streamlined installation management to supply military installations around the world
2	2	HIGH INDUSTRIES INC. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	4.79 million 8.18 million	Jeffrey D. Smith President and CEO	www.high.net 717-293-4444	\$300.08 million \$328.95 million 1,071/179	7/10 E. Lampeter Twp. 1931	Steel fabrication/erection; precast concrete building systems; metal processing/distribution; air-quality/safety consulting; specialty heavy hauling
3	3	THE HERSHEY CO. 100 E. Chocolate Ave., P.O. Box 810 Hershey, PA 17033	1.2 million DNR	John P. Bilbrey CEO	www.hersheys.com 717-534-4000 800-468-1714	DNR \$6.08 billion DNR/DNR	7/23 Derry Twp. 1927	Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products
4	5	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531	460,000 691,000	Scott M. Weaver President and CEO	www.aprsupply.com 717-274-5999	\$28.55 million \$70.13 million 127/13	10/25 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
5	6	HANOVER TERMINAL INC. 201 Center St., P.O. Box 77 Hanover, PA 17331	456,000 486,000	Kurt E. Dietrich President	www.hanoverlogistics.com 717-637-5850	\$3.4 million \$14.8 million 26/2	2/4 Hanover 1955	Contract and public warehousing, fulfillment, rail car service, container stripping and drayage, pick/pack, reverse logistics, packaging, re-configuration, small parcel shipping, transportation mgt., warehousing, distribution, logistics
6	7	UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331	450,000 450,000	Michael W. Rice CEO	www.utzsnacks.com 717-637-6644 800-367-7629	\$490 million \$490 million 1,305/141	5/30 Hanover 1921	Snack food manufacturer
7	NR	MAPLE PRESS CO. DBA MAPLE LOGISTICS SOLUTIONS P.O. Box 15100 York, PA 17405	442,000 442,000	Jim S. Wisotzkey CEO	www.MapleLogisticsSolutions.com 717-764-4596	DNR DNR 105/DNR	3/3 Manchester Twp. 1974	Warehousing, fulfillment, e-commerce, cross-docking, value-added-services
8	NR	THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601	235,000 DNR	Dana A. Chryst CEO	www.jaygroup.com 717-285-6200 800-953-3572	\$25.61 million \$25.61 million 232/105	2/2 W. Hempfield Twp. 1965	Third-party provider of services including fulfillment, contact center, contract packaging and supply-chain management
9	8	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	182,000 233,000	James D. Schaedler CEO	www.sydist.com 717-233-1621 800-998-1621	\$81.66 million \$134.35 million 160/11	7/18 Swatara Twp. 1924	Electrical supply distributor
10	12	THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011	100,000 100,000	Patrick J. Huffman President	www.warrellcorp.com 717-761-5440 800-233-7082	\$62 million \$62 million 280/0	2/4 Lower Allen Twp. 1965	Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private label and contract manufactured goods
11	15	PHOENIX CONTACT USA 586 Fulling Mill Road, P.O. Box 4100 Middletown, PA 17111	70,000 70,000	Jack Nehlig President	www.phoenixcontact.com/usa_home 717-944-1300 800-322-3225	DNR DNR 506/18	1/3 Lower Swatara Twp. 1981	Manufacture industrial connection technology, automation technology, electronic interface systems and surge protection
12	16	ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388	50,000 50,000	Wendie DiMatteo Holsinger President and CEO	www.askfoods.com 717-838-6356 800-879-4275	\$37.35 million \$37.35 million 172/12	2/2 Palmyra 1948	Food manufacturer of deli salads, entrees and desserts
13	17	FARMERS PRIDE INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510	50,000 50,000	Scott I. Sechler President and owner	www.bellandevans.com 717-865-6626	\$207 million \$207 million 1,200/0	1/1 Bethel Twp. 1939	Organic and natural poultry processor
14	18	MARTIN'S POTATO CHIPS INC. 5847 Lincoln Highway W., P.O. Box 28 Thomasville, PA 17364-0028	35,000 65,000	Ken Potter Jr. President and CEO	www.martinschips.com 717-792-3565 800-272-4477	\$34.4 million \$34.4 million 120/5	1/7 Jackson Twp. 1971	Makes and distributes potato chips, popcorn, snack foods
15	19	INTEGRITY PLASTICS INC. 10 Industrial Way Denver, PA 17517	30,000 DNR	Ralph L. Cook President	www.integrityplastics.com 717-336-1200 800-336-8141	DNR DNR 48/6	1/1 Denver 1988	Custom injection molder of a broad range of thermoplastic materials; engineering staff; 36 machines, 4 in medi-clean room
16	20	MAX INTERNATIONAL CONVERTERS INC. 2360 Dairy Road Lancaster, PA 17601	20,000 DNR	Laura Clampitt Douglas Chairwoman and CEO	www.maxintl.com 717-898-0147 800-233-0222	\$7.12 million \$7.17 million 22/1	1/1 E. Hempfield Twp. 1974	Manufacturer of small paper rolls for business machines: ATMs, POS, airline, specialty products for gaming systems, linerless labels; custom rolls
17	21	NEW CONCEPT TECHNOLOGY INC. 320 Busser Road, P.O. Box 297 Emigsville, PA 17318-0297	20,000 20,000	Thomas Baughman President, CEO and COO	www.newconcepttech.com 717-741-0840	\$18.9 million \$19.3 million 165/2	1/2 Manchester Twp. 1985	Manufacturer specializing in precision stamping, conventional molding, insert molding and vertically integrated assemblies
18	22	FASTENING PRODUCTS OF LANCASTER INC. 1980 Old Philadelphia Pike Lancaster, PA 17602	16,000 DNR	R. Curtis Welk President	www.fasteningproducts.net 717-299-5771 877-210-5240	\$2.1 million \$2.1 million 16/16	1/1 E. Lampeter Twp. 1974	Fasteners and industrial products: cutting tools, abrasives and chemicals; in-house specialty manufacturing; machine shop
19	24	AIRBORNE CONTAMINATION IDENTIFICATION ASSOCIATES LTD. 3430 Woodbridge Circle York, PA 17406	13,000 13,000	Shari L. Leaman President	www.acia-ltd.com 717-767-1850	\$2.6 million \$2.6 million 11/3	2/2 Manchester Twp. 2000	Air filtration products and services (air/furnace filters, HEPA filters, cleanroom cleaning, duct cleaning, mold remediation, air testing)
20	25	EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247	12,800 12,800	Larry D. Bashore President	www.elheim.com 717-233-8711 800-692-7317	\$67.67 million \$67.67 million 325/0	1/1 Harrisburg 1931	Electrical and mechanical contracting, service, motor sales and service, apparatus sales
21	NR	FROMM ELECTRIC SUPPLY CORP. OF READING PA 17 E. Lehman St. Lebanon, PA 17046	3,198 96,464	Scott Schaffner DNR	www.frommelectric.com 717-273-9999 800-360-4441	\$1.93 million \$62.56 million 3/0	1/11 Muhlenberg Twp. 1994	Wholesale electrical distributor with products and services for industrial, commercial and residential markets
22	26	ACCU-MOLD & TOOL CO. INC. DBA ACCU-MOLD PLASTICS 18 Powells Valley Road, P.O. Box U Halifax, PA 17032-0475	3,000 3,000	Keith Buffington President	www.accumoldplastics.com 717-896-3937 855-248-0262	DNR DNR 30/0	1/1 Halifax Twp. 1972	Complete precision molding, non-sterile medical components and many other proprietary plastic components
23	27	PRECISION ELECTRONICS CO. INC. 2101 Pennsylvania Ave., Suite 41 York, PA 17404	2,000 2,000	Ash S. Bhargava President and CEO	www.PEC-USA.com 717-845-8704 800-787-2467	\$230,000 \$230,000 2/1	1/1 North York 1987	Contract manufacturer and distributor of critical materials of electro-mechanical, and electronics cable, harnesses, control systems, sensors, valves

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisinger



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MARKET FACTS

COMPUTER SYSTEMS DESIGN SERVICES FIRMS

In Central Pennsylvania, there are nearly 250 computer systems design services firms, with more than 2,100 employees. Cumberland County has the most in both categories for the companies that design computer systems with hardware, software and communication technologies, as well as install them and train users. Here's a look at facilities and employment by county and change over seven years:

CUMBERLAND COUNTY

Q3 2004 avg. employment: 717	Q3 2004 avg. facilities: 41
Q3 2011 avg. employment: 1,086	Q3 2011 avg. facilities: 75
Percent change: 51%	Percent change: 83%

DAUPHIN COUNTY

Q3 2004 avg. employment: 305	Q3 2004 avg. facilities: 33
Q3 2011 avg. employment: 273	Q3 2011 avg. facilities: 50
Percent change: -10%	Percent change: 52%

LANCASTER COUNTY

Q3 2004 avg. employment: 207	Q3 2004 avg. facilities: 41
Q3 2011 avg. employment: 350	Q3 2011 avg. facilities: 55
Percent change: 69%	Percent change: 34%

LEBANON COUNTY

Q3 2004 avg. employment: ***	Q3 2004 avg. facilities: ***
Q3 2011 avg. employment: 72	Q3 2011 avg. facilities: 7
Percent change: n/a	Percent change: n/a

YORK COUNTY

Q3 2004 avg. employment: 208	Q3 2004 avg. facilities: 37
Q3 2011 avg. employment: 335	Q3 2011 avg. facilities: 49
Percent change: 61%	Percent change: 32%




PENNSYLVANIA

Q3 2004 avg. employment: ***	Q3 2004 avg. facilities: ***
Q3 2011 avg. employment: 25,384	Q3 2011 avg. facilities: 3,001
Percent change: n/a	Percent change: n/a

*** - Data unavailable or undisclosed due to small sample sizes
n/a - Not applicable due to incomplete data

BROADBAND SERVICE PROVIDERS

Fast broadband Internet service is becoming the backbone of communications and commerce. Mobile broadband, the largest category and one that is expanding in importance with smartphones, added carriers in Dauphin and Lebanon counties, yet lost two in Lancaster. Here's a look at the number of broadband providers by county and type:

County	Cable	DSL	Fiber optic	Mobile	Satellite	Other**
 Cumberland	4	5	2	5	5	2
 Dauphin	3	4	4	7	5	4
 Lancaster	3	4	0	6	5	1
 Lebanon	4	5	3	6	5	2
 York	4	4	2	6	5	1

** Non-DSL copper-wire carriers and fixed wireless

SOURCE: PENNSYLVANIA BROADBAND MAPPING PROJECT, MICHAEL BAKER CORP. AS OF JUNE 2012

COMPUTER AND MATH OCCUPATIONS

There were more than 125,000 computer and math jobs in Pennsylvania as of May 2011, with the most employees in computer support jobs and the highest paid in the top 10 occupations being computer systems software developers. Here is a look at the 10 largest occupations by number of employees:

Occupation	Employment, May 2011	Employment per 1,000 jobs	Median hourly wage
All computer and math occupations	125,150	22.6	\$34.14
Computer support specialists	24,740	4.5	\$21.52
Computer systems analysts	19,220	3.5	\$36.16
Network and computer systems administrators	17,530	3.2	\$34.85
Software developers, applications	14,850	2.7	\$40.93
Software developers, systems	13,990	2.5	\$43.92
Computer programmers	12,560	2.3	\$32.09
Information security analysts, Web developers, computer network architects	7,470	1.3	\$37.05
Computer occupations, other	5,280	1.0	\$38.59
Database administrators	4,450	0.8	\$34.89
Operations research analysts	1,790	0.3	\$37.36

SOURCE: U.S. BUREAU OF LABOR STATISTICS

SOURCE: PENNSYLVANIA CENTER FOR WORKFORCE INFORMATION & ANALYSIS

Advertising, marketing and PR firms

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	F-T/P-T local employees Industries	PR services	Local/total locations Headquarters Year established locally	Nontraditional methods used
1	3	JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504	\$12.3 million \$12.3 million	S. Lucas Kempinski President	www.JPLcreative.com 717-558-8048 800-421-7697	95/0 Consumer and retail, manufacturing, higher education, professional services, government, B2B, industrial products	DNR	1/1 Swatara Twp. 1989	Social media, mobile apps, online video
2	1	GODFREY ADVERTISING INC. 40 N. Christian St. Lancaster, PA 17602-2828	\$12.1 million \$12.1 million	Chuck Manners President and CEO	www.godfrey.com 717-393-3831	70/0 Business-to-business	DNR	1/1 Lancaster 1947	NA
3	2	DONOVAN ADVERTISING INC. DBA DONOVAN ADVERTISING & MARKETING 180 W. Airport Road Lititz, PA 17543	\$9.5 million \$9.5 million	William J. Donovan Jr. President and CEO	www.donovanadv.com 717-560-1333	17/3 Packaged goods, financial services, health care	Social media, online PR, media relations, news releases, new product launches, media kits, event planning	1/1 Manheim Twp. 1974	Shopper, viral and experiential marketing; social media; sales promotion; website development and e-commerce
4	8	SYNAPSE INTERACTIVE LLC DBA SYNAPSE MARKETING SOLUTIONS 2950 Old Tree Drive Lancaster, PA 17603-4082	\$6.1 million \$6.1 million	Robert Deraco Founder and CEO	www.synapserevents.com 717-735-8311 888-799-2770	30/10 Mid-Atlantic companies	DNR	1/1 E. Hempfield Twp. 2007	DNR
5	6	TEX VISIONS LLC 453 Lincoln St. Carlisle, PA 17013-1814	\$4.9 million \$4.9 million	Marcel Ruhland CEO	www.texvisions.com 717-249-3273 877-503-5247	45/15 Manufactures custom-printed products and display hardware such as flags, banners, banner stands, Bowflag, tradeshow displays and flagpoles	DNR	1/1 Carlisle 2004	DNR
6	10	MARTIN COMMUNICATIONS INC. 318 Fifth St. New Cumberland, PA 17070	\$4.24 million \$4.24 million	Thomas F. Martin President	www.MartinCommunicationsInc.com 717-712-0980	8/0 Health care, home-building industry, associations, business-to-business	DNR	1/1 New Cumberland 1993	Web banners, in-banner videos, pre-roll, post-roll, VOD, e-newsletters, Vimeo channel, blogs
7	7	BARRY BRUCE & CO. INC. 600 Eden Road, Suite J Lancaster, PA 17601-4205	\$4 million \$4 million	Dawn Hall President and CEO	www.barrybruceandcompany.com 717-569-5000	2/3 Ranging from health care and consumer goods and services to banking, education and solar-energy companies	From news releases to media contacts	1/1 Manheim Twp. 1988	Internet, search-engine marketing, social networking
8	9	MACY ADVERTISING INC. 7 Resch Lane Lancaster, PA 17602	\$3.5 million \$3.5 million	Robert Macy President and creative director	www.macyadvertising.com 717-397-0097	4/1 Traditional and nontraditional marketing	DNR	2/2 W. Lampeter Twp. 1995	Email marketing, integrated social-media marketing, traditional media marketing
9	11	VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401	\$2.6 million \$2.6 million	Randy Schrum President	www.visimpact.com 717-764-3911	12/0 Financial services, education, manufacturing, industrial, retail	DNR	1/1 York 1996	Social media, Web advertising, blogging, pay-per-click
10	13	WEBPAGEFX INC. 453 Lincoln St., Suite 101 Carlisle, PA 17013-1867	\$2.3 million \$2.3 million	William S. Craig Jr. President	www.webpagefx.com 717-609-0360 888-449-3239	38/6 Internet marketing	DNR	1/4 Carlisle 2002	SEO, pay-per-click, social media, Web analytics, Web design, iPhone development, email marketing, local search, CRO
11	12	TAYLOR BRAND GROUP LLC 226 N. Arch St. Lancaster, PA 17603-3527	\$1.93 million \$1.93 million	David G. Taylor President	www.taylorbrandgroup.com 717-393-7343	5/4 Consumer products and services, health care, education, associations, transportation, nonprofit, financial/insurance, business-to-business	Media relations, event management, news release and feature writing, crisis management via traditional and new media	1/1 Lancaster 2005	Internet advertising, viral marketing, blogs, social media, email marketing
12	16	HAVRILLAGROUP INC. 22-E E. Roseville Road Lancaster, PA 17601	\$1.15 million \$1.15 million	John D. Havrilla CEO	www.HavrillaGroup.com 717-569-6902	7/6 Health care, financial, construction, public utilities, technology and service industries	DNR	1/2 Lancaster 1980	E-marketing
13	NR	SQAD CO. DBA WHITE GOOD & CO. ADVERTISING 226 N. Arch St. Lancaster, PA 17603	\$1 million \$1 million	Sherry H. Qualls President	www.whitegood.com 717-396-0200	10/0 Home furnishings; commercial and residential building products	Full-service public relations, trade support, media mailings, events	1/1 Lancaster 1981	Trade shows, public relations events, sales support
14	14	BACHLEDA ADVERTISING LLC 633 W. Main St., P.O. Box 407 Schaefferstown, PA 17088-0407	\$1 million \$1 million	Michael Bachleda President	www.bachleda.com 717-949-3311	4/2 Financial, energy, technology, health/wellness, senior care, manufacturing, professional services, tourism, retail	News releases, event promotion	1/1 Heidelberg Twp. 1997	Web design and marketing, social-media marketing
15	15	PRINT WORKS ON DEMAND INC. 5630 Allentown Blvd., P.O. Box 6314 Harrisburg, PA 17112	\$914,291 \$914,291	Glenn R. Young Jr. President	www.printworksod.com 717-545-5215	7/3 Promotional products	DNR	1/1 Lower Paxton Twp. 1993	DNR
16	19	AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402	\$740,000 \$740,000	Don Bishop President and CEO	www.affinigent.com 717-600-0033	7/1 Website development and Internet marketing	Web-based news releases	1/1 Springettsbury Twp. 1999	Search-engine marketing, pay-per-click, email marketing, Web 2.0 sites, social networking
17	18	MASTERPIECE MARKETING LLC P.O. Box 5317 Lancaster, PA 17606-5317	\$725,000 \$725,000	Beth A. Bostwick President	www.masterpiecemarketing.com 717-397-0610	1/4 DNR	News release, news conference, interviews, mass release	1/1 Manheim Twp. 1997	Websites, Web ads, digital publications, social networking
18	17	LANCASTER MARKETING INNOVATIONS INC. DBA LMI ADVERTISING 24E E. Roseville Road Lancaster, PA 17601-3857	\$620,713 \$620,713	Tina L. Bellanca President	www.lmiadvertising.com 717-569-8826 800-993-8622	5/0 Health care, manufacturing, financial, legal, hospitality	New product releases, press releases, capital campaigns	1/1 Manheim Twp. 1988	Web design, email campaigns, pay-per-click advertising, online advertising
19	24	WEB TALENT LLC 235 N. Prince St. Lancaster, PA 17603	\$600,589 \$600,589	Oliver Feakins CEO	www.webtalentmarketing.com 717-283-4045 800-405-2947	11/1 All markets	Press Releases	1/1 Lancaster 2006	Website design and programming, search-engine optimization, pay-per-click, display/banner advertising, social media, blogging, link building, lead generation
20	NR	PROFORMA FORSYTHE MARKETING 2575 Hepplewhite Drive York, PA 17404	\$600,000 DNR	Duff Forsythe CAS Owner	717-764-9863 800-930-3833	3/0 DNR	DNR	1/1 York 1994	DNR
21	23	ZBAN ADVERTISING INC. 104 W. Chestnut St., Third Floor Lancaster, PA 17603	\$490,000 \$490,000	Michael Zban President	www.zbanadvertising.com 717-735-6143	2/4 Agricultural, architectural specialties, business-to-business, educational, financial, health care	DNR	1/1 Lancaster 2005	DNR
22	22	DIETRICH NGUYEN INC. DBA TRIPLE STRENGTH 232-2 W. Main St. Palmyra, PA 17078-1545	\$417,581 \$417,581	Hung Q. Nguyen President and creative director	www.triplestrength.com 717-838-9590	4/1 Senior care, health and human services, e-commerce, consumer packaged goods, associations, energy, legal services	DNR	1/1 Palmyra 1991	DNR
23	28	STAGE OF LIFE LLC 24 S. Franklin St. Dallastown, PA 17313	\$122,900 \$122,900	Eric Thiags President and managing partner	www.stageoflife.com/corporate 717-244-0006	2/1 Banking and financial institutions, employee/HR perk programs, affinity or member-based organizations, retailers, airlines, etc.	DNR	1/1 Dallastown 2009	DNR
24	29	THE LARAMIE GROUP 211 Cherokee Drive Mechanicsburg, PA 17050	\$70,000 \$70,000	Laura M. Bunn Owner and consultant	www.thelaramiegroup.com 717-418-2143	1/1 Small businesses, all industries, local	PR campaign development, press release development, press release distribution and follow-up, PR coordination and assistance	1/1 Hampden Twp. 2007	PR, guerrilla marketing, networking, social and viral marketing, search-engine optimization and marketing, promotions
25	NR	XENTE MEDIA LLC P.O. Box 418 Blue Ridge Summit, PA 17214	\$70,000 \$70,000	Tiffany Johnson Owner and media planner	www.xentemedia.com 301-541-8057	2/2 Digital, traditional advertising, social-media management, media planning and buying	DNR	1/1 DNR 2009	Social-media marketing, Google search-engine marketing, online display ads, social-media mgt.

AKA-also known as DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of advertising agencies is limited to those with offices in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Oct. 12, 2012; updated Jan. 8, 2013; next published March 15, 2013.**

Researched by Alaine Keisinger

Elk Systems Inc.

303 Heck Hill Road | Lewisberry, PA 17339 | 717-884-9355 | www.elksystems.com

Your technology partner through thick and thin



The most striking attributes of Elk Systems Inc. are what it won't do. This technology provider and service company won't send out technicians that force you to buy components that it has in stock rather than exactly what meets your business needs. And it won't promise to be there for all of your technology needs, and then disappear after the sale.

What Elk Systems will do is help you with every aspect of your technology solution, from laptops and desktops to servers and routers. Its experienced professionals can set up your email or host your website. Best of all, Elk Systems will respond promptly — day or night — if you're having trouble.

The company's philosophy comes from founder Jeffrey Schmidt, who worked for several large IT firms and noticed that customers were often left in the dust after the sale was complete. "No one was doing complete technology service for businesses," said Noelle Craig, business manager.

Consequently, Schmidt founded the company in 2009, and dubbed it Elk Systems to evoke its namesake's fortitude, resilience and reliability.

Elk Systems staff members begin by assessing what you have versus what you need, and then fills in the gaps so that you don't have to start over from scratch. The company will custom-build PCs, servers, networks or a security solution in order for your business to get exactly what it needs

now, with room for future growth. What you won't do is pay for capabilities and components that you won't use. Elk Systems also doesn't modify component parts, which means that some of the component warranties remain in effect after your standard Elk Systems three-year warranty runs out. In short, Elk Systems works hard to stretch your IT dollars.

And here's the kicker: After all the hardware is installed, Elk Systems will still be there to help. "We are a complete technology company, and we are local," said Craig. "We can take care of you from building your system and keeping your data secure right down to making sure your domain name is registered or your network is working as fast as it can. We'll provide whatever you need — we are providing a complete technology solution." ■



Computer-hardware sellers

Ranked by local computer-hardware sales

Rank	Prev. rank	Company Address	2011 local computer-hardware/total revenue	Top local executive Title	Website Phone	Hardware brands carried	F-T/P-T Local employees Local/total locations Headquarters Year established locally	Services provided
1	1	LAM SYSTEMS INC. 4700 Westport Drive Mechanicsburg, PA 17055	\$11.15 million \$11.15 million	Robert S. Meier President	www.lamsystems.com 717-697-7500 800-228-3118	LAM, Toshiba, Lenovo, HP, Acer, Asus, MSI, NEC, Epson and Viewsonic	16/0 1/1 Lower Allen Twp. 1997	Intel architecture OEM system builder; Lenovo and Toshiba VAR and authorized-service provider; recycling, integration and warranty services, imaging
2	2	PC PARTS INC. 1800 Paxton St. Harrisburg, PA 17104	\$10.12 million \$10.41 million	George H. Crist President and CFO	www.pcpartsinc.com 717-233-6650	Certified pre-owned and refurbished IT equipment across all Intel-based OEMs, including IBM, Lenovo, HP, Dell, Lexmark, Compaq, Xerox, OKI	65/10 1/1 Harrisburg 1991	Closed-loop, green technology lifecycle management programs
3	3	MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797	\$6.5 million \$22 million	John D. Morefield President	www.morefield.com 717-761-6170 800-382-1266	Microsoft, Cisco, Avaya, ShoreTel, Polycom, more	73/4 1/2 Hampden Twp. 1945	Technology solutions and services; IT services, VoIP, computer networking, video conferencing, security, AV; enterprise and small business
4	8	QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St./75 Uitley Drive Suite 103 York/Camp Hill, PA 17402/17011	\$4 million DNR	Cindy Workinger General Manager	www.qualitydot.com 717-741-4894 800-258-9657	HP, Cisco, Sonic Wall, Barracuda, Net Gear, Linksys, Kyocera, Konica, Lexmark,	54/6 2/2 York Twp. 1981	Sells and services office equipment, computers, networks, document-imaging systems and office furniture
5	NR	RECOUPIT INC. 273 Mulberry Drive Mechanicsburg, PA 17050	\$3.4 million \$4 million	Peter Sobotta President	www.recoupit.com 717-458-0050	Dell, Gateway, HP, Lenovo, IBM, Acer, Cisco	7/5 1/1 Silver Spring Twp. 2001	IT services, including data destruction, transportation and logistics, refurbishing, remarketing and recycling
6	4	TCW COMPUTER SYSTEMS INC. 254 S. Esbenshade Road Manheim, PA 17545-9129	\$2.29 million \$3.99 million	Lamar S. Weaver Owner and president	www.tcwcomputers.com 717-653-2700	Manufactures own brand of workstations, servers and notebooks; carries 3Com, HP, Cisco, Intel, SonicWall, Apple repair center	25/2 2/2 Rapho Twp. 1991	Comprehensive IT consulting and support for small-to medium-size businesses; custom-built PCs and servers; audiovideo and video conferencing
7	NR	CSB TECHNOLOGY PARTNERS LLC 1595 S. Mount Joy St., Suite 109 Elizabethtown, PA 17022	\$2.2 million \$2.2 million	Jason Moyer and Timothy Maier Partners	www.csbtech.net 717-689-3990	Cisco, VMware, HP, Dell, Veeam, Barracuda, Scale Computing, Nimble Storage	6/1 1/1 Elizabethtown 2005	IP communications, wired and wireless networking, virtualization and storage
8	6	PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. (Mechanicsburg), P.O. Box 206 New Kingstown, PA 17072-0206	\$1.84 million \$5.42 million	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	IBM, Lenovo	12/35 1/1 Mechanicsburg 1993	Project management, staffing, complex information-technology infrastructure installations, including education technology, laptops, servers, networks
9	5	ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111	\$1.69 million \$2.6 million	Dale Nagle President	www.alliancecomp.com 717-920-0300	3Com, AMD, Apple, Cisco, CoolerMaster, Creative Labs, Dell, Garmin, Gateway, Happaage, Hewlett Packard, IBM, Intel, Kingston, Logitech, Micron, Microsoft, Monster	20/10 5/5 Swatara Twp. 2000	Fully stocked retail locations with in-shop and on-site service department
10	7	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919	\$867,500 \$1.74 million	J. Alejandro Rosado CEO	www.1234micro.com 717-396-0600 866-327-1234	Dell, HP, WatchGuard, Celestix, Barracuda	12/1 1/1 E. Lampeter Twp. 1998	Microsoft partner; IT support for small businesses; Microsoft, Dell, Symantec, Watchguard, Barracuda; hosting services, development services

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisling

CENTRAL PENN BUSINESS JOURNAL'S

Technology @ Work

Refresh Rate
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Central Penn Business Journal's Technology @ Work highlights the latest issues and developments in business technology while featuring those companies that are considered "experts" in their respective technology fields. Technology @ Work includes stories on the latest technology trends, profiles of local experts/companies and a resource directory of firms that provide technology-based solutions.

As companies continue to look for technological innovation and ROI with their business operations, this full color, glossy supplement will be well received and provide much needed insight when it comes to the next technology decision that a business faces. Whether companies are looking for communications cost savings, website design, social media expertise or other technology enhancements, Technology @ Work will have an answer.

Technology @ Work will be inserted in the August 30th issue of Central Penn Business Journal and seen by our weekly readership of 40,000. A digital edition will also be produced and emailed to our e-newsletter readership of over 18,000+.

Contact Kirby Dukert
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Space Reservation/
Ad Copy Due:
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CENTRAL PENN
BUSINESS JOURNAL

INDUSTRY REPORT

1500 Paxton Street • Harrisburg, PA 17104 • CPBJnow.com

Database-mgt. and software-development firms

Ranked by local database-administration and/or software-development revenue

Rank	Prev. rank	Company Address Website	2011 local database or software/ total revenue	Top local executive Title Phone	% database mgt./software development Software used	F-T/P-T local employees Software developed	Local/total locations/ Headquarters Year established locally	Services provided
1	NR	CELERITY IT OF PA LLC 4270 Gettysburg Road, Suite 204 Mechanicsburg, PA 17055 www.celerity.com	\$13.03 million \$95.24 million	James J. Bailoni President 717-795-3600	10%/40% Java/J2EE, Objective C, SQL, Cobol/DB2, WebShpere, Oracle, .NET, Maven, Ant, Eclipse, Flex	200 Plan Advisor small business health insurance enrollment online for Highmark Inc.	1/10 McLean, Va. 2004	Technology adoption and integration, business process efficiency, strategy and alignment, talent
2	3	GLOBAL DATA CONSULTANTS LLC 4550 Lena Drive Mechanicsburg, PA 17055 www.gdcltsolutions.com	\$4.5 million \$14.7 million	Gregory D. Courtney President and CEO 717-737-7020	15%/30% Microsoft Visual Studio, SQL Server, SharePoint Server, IBM WebSphere, RPG, JAVA, iOS/ Android SDKs	150/5 E-commerce systems, Web integration, business software, mobile applications	3/5 Chambersburg 1995	Fully managed IT solutions and services; IT infrastructure, including data center, networking, security, end-user computing; application development, including customization, packaged software, Web, mobile development
3	2	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050 www.target-sys.com	\$3.86 million \$12.63 million	Virginia J. Kenyon CEO 717-795-8646	14%/18% Oracle,SQL Server, MySQL, PHP, Java, Apex, J2EE, VB, ASP, C#, VB.Net, ASP.net, Business Objects, Crystal Reports, WordPress	49/7 Database-driven Web-based applications, ETL dev,custom software, client-server apps, reporting applications and others	1/4 Silver Spring Twp. 1994	Custom software and Internet app.development, IT security assessment, business consulting, healthcare systems integration, website development, network and project management
4	4	DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 www.dominotech.net	\$1.99 million \$3.86 million	Nathan Balagopal President 717-730-6265	26%/26% Microsoft Visual Studio, .Net, Java, IBM Rational, Apple iPhone SDK, Android SDK, IBM Lotus Domino, Adobe	36/2 Inventory mgt. software, corp. websites and portals, contact and customer mgt. systems, custom reporting software	1/1 Harrisburg 1996	Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery plan
5	6	TECHNOLOGY SOLUTIONS ASSOCIATES LLC 642 Delp Road Lancaster, PA 17601 www.techsola.com	\$700,000 \$900,000	Jason L. Groff Partner 717-207-0207 800-244-1088	80%/10% Microsoft Visual Studio	7 DNR	1/1 Manheim Twp. 1999	Designs, installs and maintains computer networks; supports QuickBooks, Sage 50, Traverse accounting systems, Act! contact- management software
6	7	VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401 www.visimpact.com	\$695,000 \$2.6 million	Randy Schrum President 717-764-3911 17177643911	5%/45% .Net, ASP, PHP, Visual Basic, SQL Server, MySQL, Adobe Flash, Silverlite, AJAX, C#	12 E-learning, CRM, ecommerce, Web-based applications, website, and custom software, mobile Web, iPhone/Android apps	1/1 York 1996	Web technology, custom software dev., digital marketing and app development
7		DASHER INC. 777 East Park Drive Harrisburg, PA 17111-2754 www.dasherinc.com	\$625,000 \$2.5 million	Sharon R. Ryan President 717-234-3274	25% SAS, SQL, COGNOS	53 DNR	1/1 Lower Paxton Twp. 1985	Data analysis; business process outsourcing via call centers or specialized per customer needs; confidential, sensitive information distribution
8	NR	MAIN STREET SOFTWARE INC. 172 Main St. Landisville, PA 17538 www.mssinc.com	\$567,000 \$810,000	Valerie S. Aubry President 717-898-2946 877-898-2946	35%/35% Visual FoxPro, SQL	10 Custom applications for AccPac Pro Accounting and Alere Accounting	1/1 E. Hempfield Twp. 1984	IT managed services, business continuity disaster-recovery solutions, network integration, depot and on-site repair service, accounting
9	5	ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300 www.geographIT.com	\$447,976 \$1.86 million	Ashis B. Pal President 717-399-7007	21%/12% Visual Studio, .NET framework, SQL server, Python, SVN, Expression Blend, Silverlight, Flush, Flex, ArcGIS Server API, mobile	11/3 Client/server, desktop, internet/ intranet, Web 2.0, mobile and Wireless software, AVL, LBS, GIS	1/2 Manheim Twp. 1990	GIS and IT consulting, implementation plans, needs assessments, system architecture and database designs; custom desktop, Web and mobile development
10	NR	EAGLE SECURE SOLUTIONS LLC 115 Cumberland St. Lebanon, PA 17042 www.eaglesecuresolutions.com	\$350,000 \$125,000	Russell Yeagley and Robert C. Yeagley Owners 717-272-0073	20%/80% Visual Studio, ASP.net, SQL Server	3/3 Databases for securing sensitive information on individuals	1/1 Lebanon 2005	Professional computer and technology services for business and residential customers
11	12	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 www.1234micro.com	\$250,000 \$1.74 million	J. Alejandro Rosado Jr. CEO 717-396-0600 866-327-1234	10%/15% Visual Studio 2010	12/1 SharePoint-based intranet sites, Web-based applications	1/1 E. Lampeter Twp. 1998	Microsoft partner; IT support for small businesses; Microsoft, Dell, Symantec, Watchguard, Barracuda; hosting services, development services
12	10	ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111 www.alliancecomp.com	\$200,000 \$2.6 million	Dale Nagle President 717-920-0300	10%/DNR PHP, Ajax, .net, XML	20/10 DNR	5/5 Swatara Twp. 2000	Fully stocked retail locations with in- shop and on-site service department
13	NR	AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402 www.affinigent.com	\$90,000 \$740,000	Don Bishop President and CEO 717-600-0033	20%/DNR MS SQL, SQL reporting services, Sharepoint, DotNetNuke,	7/1 Microsoft .Net environment	1/1 Springettsbury Twp. 1999	Search-engine marketing, email marketing, social media, Web development and Internet applications
14	NR	CLOUD IT LLC P.O. Box 7611 York, PA 17404-0611 www.cloudit.tv	\$15,000 \$55,000	Jason M. Wagoner President 717-814-8774	20%/30% Apple Xcode, Eclipse, Coda, VS 2010, Dreamweaver, MySQL, PostgreSQL, SQLite, SQLite 3, MSSQL	1 Cloud Ecommerce, Cloud Web, Cloud Apps	1/1 Dover Twp. 2011	Cloud computing services, consulting, integration, conversion, training; mobile, Web design and devel.; social-media integration
15	13	LYLABTECHNOLOGY SOLUTIONS INC. 526 Cumberland St., Suite 2 Lebanon, PA 17042 www.lylab.net	\$10,000 \$904,000	Rodney Royer President 717-279-8595	5%/5% DNR	8/2 DNR	2/2 Lebanon 2001	On-site computer consulting and technical support, off-site backup services

DBA-doing business as DNR-did not respond FTE-full-time equivalent NA-not applicable NR-not ranked

The Central Penn Business Journal's list of database management and software development firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published April 27, 2012; updated Jan. 8, 2013; next published April 26, 2013.

Researched by Alaine Keisinger

Computer consultants

Ranked by local consultants

Rank	Prev. rank	Company Address	Local/total consultants	Top local executive Title	Website Phone	% of clients: small, medium and large companies	Consulting expertise	Local/total locations Headquarters Year established locally	Markets supported
1	NR	CELERITY IT OF PA LLC 4270 Gettysburg Road, Suite 204 Mechanicsburg, PA 17055	181 462	James J. Bailoni President	www.celerity.com 717-795-3600	200/223 DNR/DNR/100%	Software development, project management, business analysis, mainframe programming, quality assurance, Web design, information assurance	1/10 McLean, Va. 2004	Government, health care, finance, retail
2	6	GLOBAL DATA CONSULTANTS LLC 4550 Lena Drive Mechanicsburg, PA 17055	40 50	Gregory D. Courtney President and CEO	www.gdclTolutions.com 717-737-7020	150/190 50%/40%/10%	Software selection; server architecture and design; security, technology and IT organizational assessments, project mgt.	3/5 Chambersburg 1995	Manufacturing, health care, banking and finance, distribution, professional services, retail, education, government
3	NR	PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. (Mechanicsburg), P.O. Box 206 New Kingstown, PA 17072-0206	29 29	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	12/DNR 5%/15%/80%	Project management of complex, multiple-location installation/technology infrastructure installations, including e-classroom equipment, servers, PCs, laptops, networking equipment	1/1 Mechanicsburg 1993	K-12 and higher education; local, state and federal government; commercial
4	3	MOMENTUM INC. 2120 Market St. Camp Hill, PA 17011	27 27	Steve Clay; Lori Daniels and Karen Sarabok Principals	www.m-inc.com 717-214-8000	35/35 5%/40%/55%	Business analysis, project management, organizational change management, training, facilitation, certification standards, ITIL	1/1 Camp Hill 1998	Commercial, state and federal
5	7	TCW COMPUTER SYSTEMS INC. 254 S. Esbenshade Road Manheim, PA 17545-9129	15 15	Lamar S. Weaver Owner and president	www.tcwcomputers.com 717-653-2700	25/25 70%/25%/5%	Windows/networking, server/WS virtualization, VPN/remote access, IP telephony, Wi-Fi, network security, remote backup, disaster recovery, video conferencing, AV solutions	2/2 Rapho Twp. 1991	All types of small- to medium-size businesses
6	NR	SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033	12 DNR	Susan Graham President	www.susangconsulting.com 717-533-4470	14/DNR 40%/30%/30%	Information technology recruiting/staffing, project management and technology deployment	1/1 Derry Twp. 2006	State, federal, health care, retail, manufacturing, private industry
7	5	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	11 14	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	49/74 3%/3%/94%	Single- and multi-platform networks, custom Web-based applications, custom software, training, system security project management, application integration, third-party application remediation.	1/4 Silver Spring Twp. 1994	Military; federal, state and local governments; small, medium and large commercial firms; associations; health care
8	NR	CREDO TECHNOLOGY SOLUTIONS INC. 110 Sunset Ave. Harrisburg, PA 17112	10 25	Jogendra Daita President	www.credotechsolutions.com 717-657-7017	15/25 DNR/DNR/DNR	IT consulting and staffing, application development and testing, project management, business process strategies, social Internet	1/2 Lower Paxton Twp. 2010	Commercial industries, health care, universities, nonprofits, state and local governments
9	14	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919	7 7	J. Alejandro Rosado Jr. CEO	www.1234micro.com 717-396-0600 866-327-1234	12/12 85%/10%/5%	Small-business consultants providing outsourced IT support for Microsoft Networks, SBS, SharePoint, WatchGuard, Barracuda	1/1 E. Lampeter Twp. 1998	All
10	NR	ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300	6 6	Ashis B. Pal President	www.geographIT.com 717-399-7007	11/14 5%/25%/70%	Consulting, implementation, migration services including needs assessments, system architecture and database design, custom software development, system integration	1/2 Manheim Twp. 1990	State and local governments
11	9	BLACK CONSULTING SERVICES INC. 5115 E. Trindle Road Mechanicsburg, PA 17050-3744	5 DNR	Ruthann Black President	www.blackcsi.com 717-620-3042	20/20 10%/30%/60%	Systems integration, application development, infrastructure design and installation, training, project management	1/1 Hampden Twp. 2002	All markets
12	NR	SWYER ASSOCIATES INC. 140 Roosevelt Ave., Suite 203 York, PA 17401	5 5	Edward Swierzewski President	www.swyer.com 717-757-6478	5/5 30%/60%/10%	Network design and administration, desktop and server management, custom software development, Web development	1/1 York 1988	DNR
13	NR	CLOUD IT LLC P.O. Box 7611 York, PA 17404-0611	4 4	Jason M. Wagoner President	www.cloudit.tv 717-814-8774	1/1 90%/10%/0%	Cloud computing, app development and UI design for iOS, Android and the Web; digital media	1/1 Dover Twp. 2011	Fulfillment, health care
14	NR	ANTEIL INC. 4051B Executive Park Drive Harrisburg, PA 17111	4 4	James Capp and James Capp President & CEO and CEO	www.anteil.com 717-671-1141 877-675-4689	6/6 DNR/DNR/DNR	Application design, software customization and systems integration, PBX integration, Web-based application development and disaster recovery	1/2 Swatara Twp. 1983	DNR
15	18	LYLABTECHNOLOGY SOLUTIONS INC. 526 Cumberland St., Suite 2 Lebanon, PA 17042	3 3	Rodney Royer President	www.lylab.net 717-279-8595	8/8 95%/3%/2%	Microsoft, Cisco, virtualization, video conferencing, offsite backup, phone systems	2/2 Lebanon 2001	All markets
16	21	S.W. THOMAS CONSULTANTS INC. 3438 Trindle Road, Suite 100 Camp Hill, PA 17011	3 3	Scott W. Thomas President	www.swthomas.com 717-525-9816	5/5 75%/25%/0%	Electronic med. records; managed services; network infrastructure design and integration; hardware procurement; full service support services; gloStream EMR/PM sales and support	1/1 Camp Hill 2002	Health care, small to mid-size business
17	NR	TECHNOLOGY SOLUTIONS ASSOCIATES LLC 642 Delp Road Lancaster, PA 17601	2 2	Jason L. Groff Partner	www.techsola.com 717-207-0207 800-244-1088	7/7 80%/20%/0%	Microsoft networks, accounting systems, contact management and custom programming	1/1 Manheim Twp. 1999	Office networks, accounting, contact-management systems and custom programming for small- to medium-size businesses
18	NR	KIRBTECH LLC 56 Montsera Road Carlisle, PA 17015	2 2	Kirby E. Witmer Owner	www.kirbtech.com 717-258-3789 877-547-2832	4/4 50%/50%/DNR	Small -business network management and implementation, 1-75 computer networks	1/1 Dickinson Twp. 2007	Financial advisers, retail, consultants, manufacturers, medical
19	22	DATAWARE INC. 200 Farm Lane York, PA 17402	2 DNR	Kathleen Markey-Ludwick President	www.datawareinc.com 717-741-3531	3/3 50%/50%/0%	Windows PCs (Windows 98, 2000, XP, Vista), Windows servers (Windows 2k, 2k3, 2k8), support of any Microsoft-based product	1/1 York Twp. 1989	Supports all Microsoft products, Windows PC, hardware sales and service
20	NR	INDEPENDENT CONSULTING ASSOCIATES 85 Covington Drive, P.O. Box 61 Shrewsbury, PA 17361-0061	2 2	James R. Steltzer CISA Principal	www.icaconsultants.com 717-235-7376	2/2 DNR/DNR/DNR	Information technology and telecommunications	1/1 Shrewsbury Twp. 1991	Financial services, local government, commercial/industrial
21	NR	COMPUTER INFORMATION SYSTEMS INC. 902 Greenbriar Drive Mechanicsburg, PA 17050	2 2	Marilyn C. Zywiec Co-owner and president	www.cisinc.cc 717-766-5680	2/2 98%/2%/0%	Provides network consulting, accounting software and custom systems for small businesses	1/1 Silver Spring Twp. 1985	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Systems integrators

Ranked by local systems-integration revenue

Rank	Prev. rank	Company Address	2011 local systems integration/total revenue	Top local executive Title	Website Phone	Local technicians Supported wide-area networking products	F-T/P-T local employees Operating systems supported	Local/total locations Headquarters Year established locally	Services provided
1	1	MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797	\$14.40 million \$22 million	John D. Morefield President	www.morefield.com 717-761-6170 800-382-1266	31 Cisco, Adtran	73/4 Windows, Cisco and Adtran operating systems	1/2 Hampden Twp. 1945	Technology solutions and services; IT services, VoIP, computer networking, video conferencing, security, AV; enterprise and small business
2	2	SAGE TECHNOLOGY SOLUTIONS INC. 1040 W. Main St. Mount Joy, PA 17552	\$10.30 million \$10.30 million	Daniel L. Rohrer	www.sagetechns.com 717-653-6641	18 HP, Cisco	45/2 DNR	1/1 Mount Joy 1993	Communications systems integrator; voice, data, video, security
3	5	PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. (Mechanicsburg), P.O. Box 206 New Kingstown, PA 17072-0206	\$5.42 million \$5.42 million	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	20 Meraki, Cisco	12/35 Meraki, Cisco,	1/1 Mechanicsburg 1993	Project management, staffing, complex information-technology infrastructure installations, including education technology, laptops, servers, networks
4	4	ECOMMUNICATIONS SYSTEMS CORP. DBA ECOMM NETWORKS 1866 Colonial Village Lane, Suite 112, P.O. Box 10427 Lancaster, PA 17605-0427	\$2.95 million \$7.91 million	Gary S. Ritacco President and CEO	www.ask-ecomm.com 717-299-7100 800-372-4600	9 Cisco, Adtran, HP, Avaya, Mitel, Nortel, cloud voice and IT systems, IP video and video conferencing	32/0 Linux, Microsoft	1/3 E. Lampeter Twp. 1984	Business telecommunications, carrier services, business telephone and voicemail systems, call recording systems, VoIP, hosted SIP trunks
5	NR	CELERITY IT OF PA LLC 4270 Gettysburg Road, Suite 204 Mechanicsburg, PA 17055	\$2.61 million \$95.24 million	James J. Bailoni President	www.celerity.com 717-795-3600	19 Cisco, ATM, Sonet, Linksys	200/0 MS Windows Server 2003/2008, Unix, Linux, Novell Netware, Citrix, Juniper	1/10 McLean, Va. 2004	Technology adoption and integration, business process efficiency, strategy and alignment, talent
6	NR	BLACK CONSULTING SERVICES INC. 5115 E. Trindle Road Mechanicsburg, PA 17050-3744	\$2.22 million \$2.78 million	Ruthann Black President	www.blackcsi.com 717-620-3042	15 DNR	20/0 Windows Server, Theos	1/1 Hampden Twp. 2002	Customized training programs that focus on customer needs and corporate culture
7	7	GLOBAL DATA CONSULTANTS LLC 4550 Lena Drive Mechanicsburg, PA 17055	\$2.10 million \$14.70 million	Gregory D. Courtney President and CEO	www.gdcltsolutions.com 717-737-7020	20 Cisco, HP, Barracuda, Sonic Wall, Riverbed	150/5 Microsoft AD, Novell, Microsoft Windows	3/5 Chambersburg 1995	Fully managed IT solutions and services; IT infrastructure, including data center, networking, security, end-user computing; application development, including customization, packaged software, Web, mobile development
8	8	NETREPID INC. 21 N. Enola Drive Enola, PA 17025	\$2.10 million \$3.10 million	Samuel D. Coyl President	www.Netrepid.com 717-730-0780	DNR Fiber, wireless, data centers	15/1 Windows, Linux, MAC, Exchange, SQL, Citrix, VMWare	1/1 E. Pennsboro Twp. 1993	Broadband Internet services, wireless networking, data center services, co-location, Web and application hosting, IT consulting, and outsourced IT, Hosted Exchange and Sharepoint
9	9	TCW COMPUTER SYSTEMS INC. 254 S. Esbenshade Road Manheim, PA 17545-9129	\$1.37 million \$3.99 million	Lamar S. Weaver Owner and president	www.tcwcomputers.com 717-653-2700	14 Citrix, VMWare, remote desktop, virtual private networks, firewalls, wireless solutions	25/2 Windows 2000/2003, 2008R2, Mac OSX, Citrix	2/2 Rapho Twp. 1991	Comprehensive IT consulting and support for small- to medium-size businesses; custom-built PCs and servers; audiovideo and video conferencing
10	11	DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109	\$1.29 million \$3.86 million	Nathan Balagopal President	www.dominotech.net 717-730-6265	13 Cisco, Linksys, IBM, Nortel	36/2 Microsoft Windows, Linux, Unix	1/1 Harrisburg 1996	Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery plan
11	13	LYLABTECHNOLOGY SOLUTIONS INC. 526 Cumberland St., Suite 2 Lebanon, PA 17042	\$850,000 \$904,000	Rodney Royer President	www.lylab.net 717-279-8595	5 Cisco, SonicWall, Shortel	8/2 Windows, Linux, MacOS	2/2 Lebanon 2001	On-site computer consulting and technical support, off-site backup services
12	10	MOMENTUM INC. 2120 Market St. Camp Hill, PA 17011	\$759,035 \$7.31 million	Steve Clay; Lori Daniels and Karen Sarabok Principals	www.m-inc.com 717-214-8000	DNR DNR	35/3 DNR	1/1 Camp Hill 1998	Management consulting, process improvement, project management and implementation support
13	NR	CHANNELL'S LOCKSMITH SHOP INC. DBA LAW SECURITY & COMMUNICATIONS 173 McAllister St. Hanover, PA 17331	\$650,000 \$1.30 million	Lawrence A. Weinstein Vice president	www.channelllocksmith.com 717-633-1010 800-541-3251	8 Bosch, Leviton, NEC, DSC, Digital Watchdog, Kantech	12/12 DNR	1/1 Hanover 1976	Security, closed-circuit TV, access control, fire alarms, monitoring, computer-network wiring, telephones, locksmith services, doors and hardware
14	15	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	\$581,000 \$12.63 million	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	3 Routers and firewalls for all Internet connectivity (DSL, cable, FIOS), VPN, wireless technology, FTP, SFTP, terminal services	49/7 Windows Server 2003 and 2008, Windows XP, Vista, 2007, LINUX	1/4 Silver Spring Twp. 1994	Custom software and Internet app. development, IT security assessment, business consulting, health care systems integration, website development, network and project management
15	16	ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300	\$339,376 \$1.86 million	Ashis B. Pal President	www.geographIT.com 717-399-7007	DNR DNR	11/3 Windows Server	1/2 Manheim Twp. 1990	GIS and IT consulting, implementation plans, needs assessments, system architecture and database designs; custom desktop, Web and mobile development
16	18	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919	\$250,000 \$1.74 million	J. Alejandro Rosado Jr. CEO	www.1234micro.com 717-396-0600 866-327-1234	6 DNR	12/1 Windows Server 2008, R2, Small Business Server 2011	1/1 E. Lampeter Twp. 1998	Microsoft partner; IT support for small businesses; Microsoft, Dell, Symantec, Watchguard, Barracuda; hosting services, development services
17	17	ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111	\$200,000 \$2.60 million	Dale Nagle President	www.alliancecomp.com 717-920-0300	5 Cisco, HP	20/10 All Windows, including all server packages; Linux; Mac	5/5 Swatara Twp. 2000	Fully stocked retail locations with in-shop and on-site service department
18	19	TECHNOLOGY SOLUTIONS ASSOCIATES LLC 642 Delp Road Lancaster, PA 17601	\$200,000 \$900,000	Jason L. Groff Partner	www.techsola.com 717-207-0207 800-244-1088	2 DNR	7/0 Microsoft Windows Server 2008, and Windows 7	1/1 Manheim Twp. 1999	Designs, installs and maintains computer networks; supports QuickBooks, Sage 50, Traverse accounting systems, Act! contact-management software
19	NR	DATAWARE INC. 200 Farm Lane York, PA 17402	\$29,100 \$242,500	Kathleen Markey-Ludwick President	www.datawareinc.com 717-741-3531	DNR DNR	3/2 Windows	1/1 York Twp. 1989	Computer systems service and support, network design, wireless integration, consulting, security, virus and spyware removal, data recovery
20	NR	CLOUD IT LLC P.O. Box 7611 York, PA 17404-0611	\$20,000 \$55,000	Jason M. Wagoner President	www.cloudit.tv 717-814-8774	0 Cisco	1/0 Windows 7, Mac OSX, Linux	1/1 Dover Twp. 2011	Cloud computing, consulting, integration, conversion, training; mobile, Web design and devel.; social-media integration

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisling

Website-design companies

Ranked by local website-design revenue

Rank	Prev. rank	Company Address	2011 website-design/total revenue	Top local executive Title	Website Phone	Website samples	F-T/P-T Local employees Local/total locations Headquarters Year established locally	Web-design specialties
1	2	CELERITY IT OF PA LLC 4270 Gettysburg Road, Suite 204 Mechanicsburg, PA 17055	\$10.42 million \$95.24 million	James J. Bailoni President	www.celerity.com 717-795-3600	Plan Advisor small-business health insurance enrollment for Highmark Inc.	200/223 1/10 McLean, Va. 2004	Mobile applications development, user-experience design
2	1	JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504	\$5.6 million \$12.3 million	S. Lucas Kempinski President	www.JPLcreative.com 717-558-8048 800-421-7697	DNR	95/DNR 1/1 Swatara Twp. 1989	Digital strategy and design, social media, mobile applications, content management, application and database development, online promotions, search-engine marketing and advertising
3	4	WEBPAGEFX INC. 453 Lincoln St., Suite 101 Carlisle, PA 17013-1867	\$2.3 million \$2.3 million	William S. Craig Jr. President	www.webpagefx.com 717-609-0360 888-449-3239	www.oceancityvacation.com www.serenashades.com www.ceramcor.com	38/38 1/4 Carlisle 2002	Web conversion and e-commerce
4	6	VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401	\$1.53 million \$2.6 million	Randy Schrum President	www.visimpact.com 717-764-3911	www.racewiththewinners.com www.blockhouse.com www.elderlee.com	12/12 1/1 York 1996	Layout, branding, interface, information design, campaign integration, mobile Web and apps
5	3	PIPELINE INTERACTIVE 941 Cumberland St. Lebanon, PA 17042	\$1.5 million \$1.5 million	Dennis Miller President	www.pipelineinteractive.com 717-273-5665	www.hottamales.com www.weareteachers.com www.dutchgoldhoney.com	18/20 1/1 Lebanon 1999	E-commerce, content management, Web-based applications, mobile
6	19	TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050	\$846,000 \$12.63 million	Virginia J. Kenyon CEO	www.target-sys.com 717-795-8646	www.LotNetwork.com Dept. of Defense secure sites	49/74 1/4 Silver Spring Twp. 1994	Database-driven business applications; financial applications; business-to-business applications; reporting applications; graphic design; site layout; mobile apps
7	11	GLOBAL DATA CONSULTANTS LLC 4550 Lena Drive Mechanicsburg, PA 17055	\$800,000 \$14.7 million	Gregory D. Courtney President and CEO	www.gdcltsolutions.com 717-737-7020	www.valleyrallybikeride.com www.thearcoffranklinfultoncounties.com www.ludwickeycenter.com	150/190 3/5 Chambersburg 1995	Mobile sites
8	10	AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402	\$650,000 \$740,000	Don Bishop President and CEO	www.affinigent.com 717-600-0033	www.Spiffy.co	7/7 1/1 Springettsbury Twp. 1999	Database programming, Internet marketing, SEO, Web 2.0, content management, website monetization
9	12	DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109	\$584,848 \$3.86 million	Nathan Balagopal President	www.dominotech.net 717-730-6265	DNR	36/2 1/1 Harrisburg 1996	High-impact animations, content-management systems, database-integrated websites, e-learning systems, audiovisual effects
10	20	ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300	\$570,152 \$1.86 million	Ashis B. Pal President	www.geographIT.com 717-399-7007	DNR	11/14 1/2 Manheim Twp. 1990	Graphic and website design, site layout, user-interface design and user experience
11	22	HAVRILLAGROUP INC. 22-E E. Roseville Road Lancaster, PA 17601	\$180,000 \$1.15 million	John D. Havrilla CEO	www.HavrillaGroup.com 717-569-6902	DNR	7/7 1/2 Lancaster 1980	PHP, Flash, XHTML, commerce, content-management site
12	23	WEB TALENT LLC 235 N. Prince St. Lancaster, PA 17603	\$170,000 \$600,589	Oliver Feakins CEO	www.webtalentmarketing.com 717-283-4045 800-405-2947	DNR	11/DNR 1/1 Lancaster 2006	Conversion optimization, search-engine optimization, WordPress, B2B, B2C
13	25	717 STUDIOS LLC 9 Irvine Row Carlisle, PA 17013	\$105,000 \$105,000	Daniel Kling President	www.717studios.com 717-386-5082	www.carlisefamilyymca.org www.noelkerhull.com	6/6 1/1 Carlisle 2009	Responsive, mobile, SEO, CMS
14	24	12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919	\$100,000 \$1.74 million	J. Alejandro Rosado Jr. CEO	www.1234micro.com 717-396-0600 866-327-1234	DNR	12/12 1/1 E. Lampeter Twp. 1998	DNR
15	NR	MACY ADVERTISING INC. 7 Resch Lane Lancaster, PA 17602	\$100,000 \$3.5 million	Robert Macy President and creative director	www.macyadvertising.com 717-397-0097	DNR	4/4 2/2 W. Lampeter Twp. 1995	DNR
16	13	ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111	\$75,000 \$2.6 million	Dale Nagle President	www.alliancecomp.com 717-920-0300	DNR	20/20 5/5 Swatara Twp. 2000	DNR
17	30	LYLABTECHNOLOGY SOLUTIONS INC. 526 Cumberland St., Suite 2 Lebanon, PA 17042	\$20,000 \$904,000	Rodney Royer President	www.lylab.net 717-279-8595	DNR	8/8 2/2 Lebanon 2001	DNR
18	NR	CLOUD IT LLC P.O. Box 7611 York, PA 17404-0611	\$20,000 \$55,000	Jason M. Wagoner President	www.cloudit.tv 717-814-8774	www.fishersatvreunion.com www.clouditinnovations.com www.yorkpropertymanagement.com	1/1 1/1 Dover Twp. 2011	Abode Photoshop CS6
19	NR	XENTE MEDIA LLC P.O. Box 418 Blue Ridge Summit, PA 17214	\$8,000 \$70,000	Tiffany Johnson Owner and media planner	www.xentemedia.com 301-541-8057	DNR	2/DNR 1/1 DNR 2009	WordPress, CMS
20	NR	SUSQUEHANNA WEB DESIGN 39 Washington Road New Freedom, PA 17349	\$1,000 \$1,000	Doug R. Walters Owner	www.susquehannaweb.com 717-467-1227	www.amishcoops.com www.districtcourt19304.com www.stadiumgrilleofyork.com	0/0 DNR/DNR New Freedom 2011	Content-management systems, WordPress, HTML, XHTML, CSS

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of website-design companies is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Nov. 23, 2012; updated Jan. 8, 2013; next published Nov. 22, 2013.

Researched by Alaine Keisinger

Telecommunication providers

Listed alphabetically

321 COMMUNICATIONS INC.

24814 State Road, Lutz, FL 33549
813-388-3157
www.321communications.com

ACCESS POINT INC.

1100 Crescent Green, Suite 109,
Cary, NC 27511
919-851-4838, 800-957-6468
www.accesspointinc.com

ACN COMMUNICATIONS SERVICES INC.

32991 Hamilton Court,
Farmington Hills, MI 48334
704-260-3000, 877-226-1010
www.acnservices.com

ADVANCED TELEPHONE SYSTEMS DBA HICKORY TELEPHONE CO.

75 Main St., Hickory, PA 15340
724-356-2211, 888-721-3569
www.hky.com

AIRESPRING INC.

6060 Sepulveda Blvd.,
Van Nuys, CA 91411-2512
818-786-8990, 800-825-1055
www.airespring.com

AMERICAN TELEPHONE CO. LLC

16 W. 45th St. (New York City), P.O. Box
1465, Melville, NY 11747
888-943-8282
www.americantelephonecompany.com

ARMSTRONG TELECOMMUNICATIONS INC.

1 Armstrong Place, Butler, PA 16001
724-283-0925, 877-277-5711
www.armstrongonewire.com

AT&T COMMUNICATIONS OF PA LLC

7535 Windsor Drive, Suite B204,
Allentown, PA 18195
610-398-6240, 800-222-0400
www.att.com

BANDWIDTH.COM CLEC LLC

4001 Weston Parkway, Cary, NC 27513
800-808-5150
www.bandwidth.com

BCN TELECOM INC.

550 Route 202/206, Bedminster, NJ 07921
908-470-4700, 800-768-2852
www.bcntele.com

BIRCH COMMUNICATIONS INC.

3060 Peachtree Road NW, Suite 1065,
Atlanta, GA 30305
866-238-7041
www.birch.com

BLC MANAGEMENT LLC DBA ANGLES COMMUNICATION SOLUTIONS

6905 Wickham Road, Suite 403,
Melbourne, FL 32940
877-264-5375
www.anglescs.com

BLUE RIDGE DIGITAL PHONE CO.

613 Third St., Palmerton, PA 18071
610-826-2551, 800-222-5377
www.brctv.com

BROADBAND DYNAMICS LLC

8757 E. Via de Commercio, First Floor,
Scottsdale, AZ 85258
888-801-1034
www.broadbanddynamics.net

BROADVIEW NETWORKS INC.

4518 Court Square, Suite 403,
Long Island City, NY 11101
914-922-7000, 800-276-2384
www.broadviewnet.com

BROADVOX-CLEC LLC

1228 Euclid Ave., Suite 390,
Cleveland, OH 44115
216-373-4623, 800-273-4320
www.broadvox.com

BUDGET PREPAY INC. DBA BUDGET PHONE INC.

1325 Barksdale Blvd., Suite 200,
Bossier, LA 71111
678-775-2248, 888-424-5588
www.freebudgetphone.com

BULLSEYE TELECOM INC.

25900 Greenfield Road, Suite 330,
Oak Park, MI 48237
248-784-2500, 877-438-2855
www.bullseyetelecom.com

BUSINESS AUTOMATION TECHNOLOGIES INC. DBA DATA NETWORK SOLUTIONS

106 Apple St., Suite 103,
Tinton Falls, NJ 07724
732-741-5889, 800-649-6741
www.dnetit.com

BUSINESS TELECOM INC.

4300 Six Fords Road, Suite 500,
Raleigh, NC 27609
800-849-2111

CBB CARRIER SERVICES INC.

100 W. Plume St., Suite 2E, Norfolk, VA 23510
757-222-5300
www.continentalbroadband.com

CBeyond COMMUNICATIONS LLC

320 Interstate North Parkway,
Atlanta, GA 30339
678-424-2400, 877-441-9783
www.cbeyond.com

CENTURYLINK INC.

1201 Walnut Bottom Road, Carlisle, PA 17015
717-245-7969, 800-829-8009
www.centurylink.com

CERTAINTY TECH TELECOM INC.

1 Kaltenbaugh Drive, Sandy Lake, PA 16145
412-403-3080

CITYNET PENNSYLVANIA LLC

8403 Colesville Road, 14th Floor,
Silver Spring, MD 20910
301-608-2131, 800-903-8906
www.citynet.net

COMCAST BUSINESS COMMUNICATIONS LLC

4601 Smith St., Harrisburg, PA 17109-1599
800-266-2278
www.comcast.com

COMTECH 21 LLC DBA PRESCIENT WORLDWIDE

1 Barnes Park S., Wallingford, CT 06492
877-312-5564
www.comtech21.com

CONSOLIDATED COMMUNICATIONS ENTERPRISE SERVICES INC.

4008 Gibsonia Road, Gibsonia, PA 15044
724-778-9500, 800-235-4416
www.consolidated.com

CORE COMMUNICATIONS INC.

209 West Street, Suite 302,
Annapolis, MD 21401
410-216-9865, 866-744-3652
www.coretel.net

COVISTA INC.

721 Broad St., Second Floor,
Chattanooga, TN 37402
678-775-2251, 800-805-1000
www.covista.com

CREXENDO BUSINESS SOLUTIONS INC.

1615 S. 52nd St., Tempe, AZ 85281
801-227-0004
www.crexendo.com

DCT TELECOM GROUP INC.

27877 Clemens Road, Westlake, OH 44145
440-892-0300, 800.895.4967
www.4dct.com

DIGITAL CONNECTIONS INC.

218 High St., Morgantown, WV 26505
304-296-1194, 888-303-6190
www.digitalconnections.net

DIGITAL SPEED COMMUNICATIONS INC.

1811 Chestnut St., Suite 304,
Philadelphia, PA 19103
215-963-7200, 877-963-7200
www.digitalspeed.com

DPI-TELECONNECT LLC

2997 LBJ Freeway, Suite 225,
Dallas, TX 25234
972-488-5500, 877-564-6374
www.dpiteleconnect.com

DSCI CORP.

303 Wyman St., Suite 350,
Waltham, MA 02451
781-862-8300, 866-438-3724
www.dscicorp.com

DYNALINK COMMUNICATIONS INC.

1720 Concourse, Suite 115,
Alpharetta, GA 30005
770-232-9200, 877-396-2546
www.dynalinktel.com

EASTON TELECOM SERVICES LLC

3046 Brecksville Road, P.O. Box 550,
Richfield, OH 44286
330-659Å—6700, 800-222-8122
www.eastontelecom.com

ENTELEGENT SOLUTIONS INC.

3800 Arco Corporate Drive, Suite 310,
Charlotte, NC 28273
800-975-7192
www.entelegent.com

ERNEST COMMUNICATIONS INC.

5275 Triangle Parkway, Suite 150,
Norcross, GA 30092
800-456-8353
www.ernestgroup.com

EVERYCALL COMMUNICATIONS INC.

4315 Bluebonnet Blvd., Suite A,
Baton Rouge, LA 70809
800-336-4588
www.everycall.com

FIBER TECHNOLOGIES NETWORKS LLC

300 Meridian Centre, Rochester, NY 14618
866-697-5100
www.fibertech.com

FIBERNET TELECOMMUNICATIONS OF PA

1200 Greenbrier St., Charleston, WV 25311
304-720-2101, 800-320-6144
www.lumosnetworks.com

FIRST COMMUNICATIONS LLC

3340 W. Market St., Akron, OH 44333
330-835-2323, 800-860-1261
www.firstcomm.com

FRANCE TELECOM CORPORATE SOLUTIONS LLC

13775 McLearn Road, Mail Stop 1100,
Oak Hill, VA 20171
703-375-7323, 866-280-3726
www.orange.com

FRONTIER COMMUNICATIONS OF PENNSYLVANIA INC.

37 Diller Ave., P.O. Box 1902,
New Holland, PA 17557-0904
570-631-5000, 800-921-8101
www.frontier.com

FULL SERVICE NETWORK LP

600 Grant St., 30th Floor,
Pittsburgh, PA 15219
412-745-2000
www.fullservicenetwork.com

GLOBAL CAPACITY INC.

730 N. Post Oak, Suite 400,
Houston, TX 77027
312-881-4111, 866-496-5667
www.globalcapacity.com

GRANITE TELECOMMUNICATIONS LLC

234 Copeland St., Quincy, MA 02169
617-745-5000, 866-847-5500
www.granitenet.com

HEALTH GROUP

TELECOMMUNICATIONS INC.
141 W. 25th St., Erie, PA 16505
814-871-4481
www.vhcn.com

HOTWIRE COMMUNICATIONS LTD.

300 E. Lancaster Ave.,
Wynnewood, PA 19096
610-642-9767, 800-355-5668
www.hotwirecommunications.com

HYPERCUBE TELECOM LLC

5300 Oakbrook Parkway, Bldg. 300, Suite 220,
Norcross, GA 30093
678-387-2802
www.h3net.com

INCONTACT INC.

7730 S. Union Park Ave., Suite 500,
Midvale, UT 84047
801-320-3300, 888-826-2344
www.inContact.com

INETWORKS GROUP INC.

125 S. Wacker Drive, Suite 2510,
Chicago, IL 60606
312-212-0822, 866-363-6387
www.inetworksgroup.com

INFINITE COMMUNICATIONS LLC

1645 West Chester Pike, Suite 200,
West Chester, PA 19382
610-355-9733

INFOTELECOM LLC

1950 Stemmons Highway, Suite 3031,
Dallas, TX 75207
214-646-8035, 800-585-7908
www.infotelecom.us

INTELEPEER INC.

2855 Campus Drive, Suite 200,
San Mateo, CA 94403
650-525-9200, 877-336-9171
www.intelepeer.com

INTERGLOBE COMMUNICATIONS

101 Tyrellan Ave., Staten Island, NY 10309
718-967-7280, 800-747-8837
www.nyigc.com

INTRADO COMMUNICATIONS INC.

1601 Dry Creek Drive, Longmont, CO 80503
720-494-5800, 877-262-3775
www.intrado.com

IRONTON TELEPHONE CO.

4242 Mauch Chunk Road, Coplay, PA 18037
610-799-3131
www.ironton.com

LAUREL HIGHLAND TELEPHONE CO.

4157 Main St., P.O. Box 168,
Stahlstown, PA 15687
724-455-2411
www.lhtot.com

LEVEL 3 COMMUNICATIONS LLC

1025 Eldorado Blvd., Broomfield, CO 80021
720-888-1000, 877-853-8353
www.level3.com

LIGHTYEAR NETWORK SOLUTIONS LLC

1901 Eastpoint Parkway, Louisville, KY 40223
502-244-6666, 866-406-7253
www.lightyear.net

LINE SYSTEMS INC.

17 Campus Blvd., Suite 100,
Newtown Square, PA 19073
610-355-9700, 888-808-6111
www.linesystems.com

MASTER CALL COMMUNICATIONS INC.

50 Broadway, Suite 1109,
New York, NY 10004
212-324-1221, 800-816-7907
www.mcctelco.com

MCGRAW COMMUNICATIONS INC.

521 Fifth Ave., 14th Floor,
New York, NY 10175
212-849-2300, 888-543-2000
www.mcgrawcom.net

METROPOLITAN TELECOMMUNICATIONS CORP. OF PA

55 Water St., 31st Floor, New York, NY 10041
212-607-2013, 866-625-2228
www.mettel.com

MITEL NETSOLUTIONS INC.

7300 W. Boston St., Chandler, AZ 85226-3229
602-253-6004, 866-641-8082
www.mitel.com

MOMENTUM TELECOM INC.

2700 Corporate Drive, Suite 200,
Birmingham, AL 35242
205-978-4400, 877-271-0236
www.gomomentum.com

MOUNTAIN COMMUNICATIONS LLC DBA PROCOM

Route 3, Box 69-G, Bruceton Mills, WV 26525
866-776-2662
www.4-procom.com

NETCARRIER TELECOM INC.

4000 N. Cannon Ave., Lansdale, PA 19446
215-257-4916, 888-575-4754
www.netcarrier.com

NETWORK BILLING SERVICES LLC

155 Willowbrook Blvd., Wayne, NJ 07470
973-638-2100, 888-301-1721
www.nbsvoice.com

NEW HORIZONS COMMUNICATIONS CORP.

420 Bedford St., Suite 250,
Lexington, MA 02420
781-290-4600
www.nhcgrp.com

NTELOS OF WEST VIRGINIA INC. DBA NTELOS

401 Spring Lane, Waynesboro, VA 22980
540-946-3500, 877-468-3567
www.ntelos.com

ONE SOURCE NETWORKS CLEC LLC

14402 Blanco Road, Suite 300,
San Antonio, TX 78216
210-679-4600, 888-228-6000
www.onesourcenetworks.com

ONEVOICE COMMUNICATIONS INC.

19928 Hazeltine Place, Suite 100,
Ashburn, VA 20147
703-880-2511, 877-363-3133
www.ovcweb.com

PACLEC CORP.

38 S. Eighth St., Lebanon, PA 17042-5209
717-279-8000
www.paclec.com

PEERLESS NETWORKS OF PA LLC

222 S. Riverside Plaza, Suite 2730,
Chicago, IL 60606
312-506-0920, 888-380-2721
www.peerlessnetwork.com

**PNG TELECOMMUNICATIONS INC. DBA
POWERNET GLOBAL**

100 Commercial Drive, Fairfield, OH 45014
513.942.7900, 800-860-9495
www.powernetglobal.com

PULSENET INC.

84 S. Main St., P.O. Box 741,
Washington, PA 15301
724-225-5200
www.pulsenet.net

**PYMATUNING INDEPENDENT TELEPHONE
CO.**

5 Edgewood Drive, Greenville, PA 16125
724-646-5400, 800-221-7760
www.pyttele.com

**QUANTUMSHIFT COMMUNICATIONS INC.
DBA VCOM SOLUTIONS**

100 Rowland Way, Novato, CA 94945
415-893-7180, 800-804 8266
www.vcomsolutions.com

**RCN TELECOM SERVICES OF
PENNSYLVANIA INC. DBA RCN OF
PENNSYLVANIA;**

196 Van Buren St., Suite 300,
Herndon, VA 20170
312-955-4678, 800-746-4726
www.rcn.com

RNK PENNSYLVANIA INC.

333 Elm St., Suite 310, Dedham, MA 02026
781-613-6148, 877-323-2486
www.rnkcom.com

SALSGIVER TELECOM INC.

301 Fifth St., Freeport, PA 16229
724-295-1970, 888-674-4375
www.salsgiver.com

SELECTEL INC.

1426 S. Atlantic Ave.,
Daytona Beach, FL 32118
386-492-7927, 877-821-5715

SERVICE ELECTRIC TELEPHONE LLC

4242 Mauch Chunk Road, Coplay, PA 18037
610-841-4100
www.setelephone.com

**SINGLE SOURCE INTEGRATED
SERVICE INC.**

P.O. Box 4057, Towson, MD 21094
410-649-0049, 888-649-0049
www.singlesource.net

SPECTROTEL INC.

655 Shrewsbury Ave., Suite 302,
Shrewsbury, NJ 07702
732-345-7000, 888-773-9722
www.spectrotel.com

SPRINT COMMUNICATIONS CO. LP

6391 Sprint Parkway,
Overland Park, KS 66251-2240
800-829-0965
www.sprint.com

TELCO EXPERTS LLC

38 Park Ave., Rutherford, NJ 07070
800-795-6200
www.telcoexperts.com

**TELECOM MANAGEMENT INC. DBA
PIONEER TELEPHONE**

39 Darling Ave., Portland, ME 04106
207-766-7803, 800-808-9000
www.pioneertelephone.com

**TIME WARNER INFORMATION SERVICES
PENNSYLVANIA LLC DBA TIME WARNER
CABLE**

60 Columbus Circle, New York, NY 10023
212-364-8200, 866-855-5473
www.timewarnercable.com

TOUCHTONE COMMUNICATIONS INC.

16 S. Jefferson Road, Whippany, NJ 07981
973-739-9300, 800-266-4006
www.touchtone.net

**TRANS NATIONAL COMMUNICATIONS
INTERNATIONAL INC.**

2 Charles Gate W., Boston, MA 02215
617-369-1163, 800-800-8400
www.tncii.com

TW TELECOM DATA SERVICES LLC

10475 Park Meadows Drive,
Littleton, CO 80124
303-566-1000, 800-829-0420
www.twtelecom.com

UNITED SYSTEMS ACCESS TELECOM INC.

5 Bragdon Lane, Kennebunk, ME 04043
207-467-8000
www.savewithusa.com

US LEC OF PENNSYLVANIA INC.

6801 Morrison Blvd., Charlotte, NC 28211
877-340-2600
www.uslec.net

VELOCITY.NET COMMUNICATIONS INC.

P.O. Box 9008, Erie, PA 16505-9008
814-833-9111, 888-833-9111
www.velocity.net

VERIZON PENNSYLVANIA INC.

303 Walnut St., 12th Floor,
Harrisburg, PA 17101
800-837-4966
www2.verizon.com

VOXBEAM TELECOMMUNICATIONS INC

7450 Dr. Phillips Blvd., Suite 314,
Orlando, FL 32819
407-965-1077
www.voxbeam.com

VOXNET LLC

400 Davis Drive, Plymouth Meeting, PA 19462
484-533-2450, 877-703-6400
www.voxnetinc.com

WHOLESALE CARRIER SERVICES INC.

5471 North University Drive,
Coral Springs, FL 33067
954-227-1700, 888-940-5600
www.wcs.com

WINDSTREAM D&E SYSTEMS INC.

130 E. Main St., P.O. Box 458,
Ephrata, PA 17522
501-748-7000, 877-433-8632
www.windstream.com

XO COMMUNICATIONS INC.

555 North Lane, Suite 6020,
Conshohocken, PA 19428
800-421-3872
www.xo.com

XTEL COMMUNICATIONS INC.

9 E. Stow Road, Marlton, NJ 08053
800-438-9835
www.xtel.net

YMAX COMMUNICATIONS CORP.

P.O. Box 6785,
West Palm Beach, FL 33405-6785
407-740-8575
www.ymaxcorp.com

ZAYO GROUP LLC

400 Centennial Parkway, Suite 200,
Louisville, CO 80027
202-373-6000, 866-364-6033
www.zayo.com

ZITO MEDIA VOICE LLC

106 Steerbrook Road, Coudersport, PA 16915
814-260-9588, 866-879-6235
www.zitomedia.com

ZONE TELECOM INC.

3 Executive Campus, Suite 520,
Cherry Hill, NJ 08002
866-333-9663
my.zonetelecom.com

The telecommunication providers directory is limited to companies that have been granted authority to provide local telephone service in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the Pennsylvania Public Utility Commission and the individual companies. Published April 27, 2012; updated Jan. 3, 2013; next published April 26, 2013.

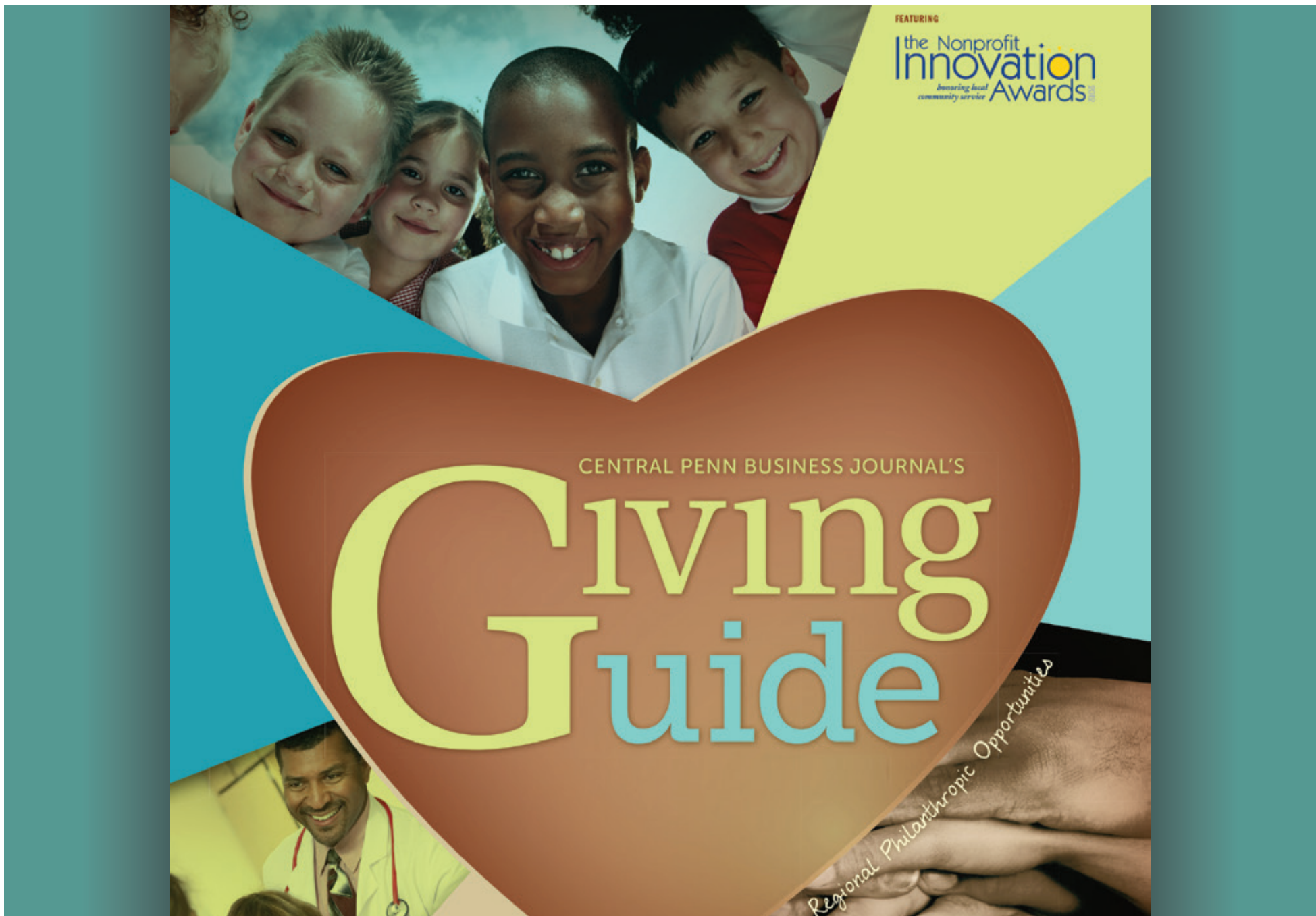
Marketing and branding consultants

Ranked by number of local consultants

Rank	Prev. rank	Company Address	Local consultants	Top local executive Title	Website Phone	Type of billing Avg. fee range F-T/P-T local employees	Local/total location Headquarters Year established locally	Consulting focus
1	NR	JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504	35	S. Lucas Kempinski President	www.JPLcreative.com 717-558-8048 800-421-7697	DNR DNR 95/0	1/1 Swatara Twp. 1989	Brand strategy, marketing, lead generation, sales support, campaign planning, digital strategy, lead nurturing, internal communications
2	5	SYNAPSE INTERACTIVE LLC DBA SYNAPSE MARKETING SOLUTIONS 2950 Old Tree Drive Lancaster, PA 17603-4082	30	Robert Deraco Founder and CEO	www.synapseresults.com 717-735-8311 888-799-2770	Flat-rate billing DNR 30/10	1/1 E. Hempfield Twp. 2007	Integrated marketing campaigns, website development/support, technology, e-marketing products, print materials, creative services, fulfillment
3	NR	IO CREATIVE GROUP 14 W. King St. York, PA 17401	14	Kim J. Walsh-Phillips CEO	www.iocreativegroup.com 717-848-9339	Hourly and by project \$250-\$500 per hour 5/9	1/2 York 2001	Strategic marketing and PR to drive revenue and quality leads for high-growth organizations; research, strategy, execution and result measurement
4	2	CAMPBELL HARRINGTON & BREAR INC. 352 W. Market St. York, PA 17401-1010	8	Melvin H. Campbell Jr. President	www.chbadv.com 717-846-2947	By project DNR 8/0	1/1 York 1978	Branding, Web development, media planning and placement, email marketing, corp. identity programs, strategic planning, search-engine marketing
5	6	MASTERPIECE MARKETING LLC P.O. Box 5317 Lancaster, PA 17606-5317	3	Beth A. Bostwick President	www.masterpiecemarketing.com 717-397-0610	By the hour \$85-\$95 per hour 1/4	1/1 Manheim Twp. 1997	Branding, PR, print, websites, email programs, direct mail, TV, radio, video, marketing research, media buying and capital campaigns
6	NR	LAYCO INC. 3804 Brytton Lane Harrisburg, PA 17110	3	Nancy O. Lay President	www.laycoinc.com 717-236-8115	All types DNR 1/4	1/1 Swatara Twp 1998	Media purchases integrated with marketing and branding for small- to medium-size businesses
7	NR	STAGE OF LIFE LLC 24 S. Franklin St. Dallastown, PA 17313	2	Eric Thiags President and managing partner	www.stageoflife.com/corporate 717-244-0006	By project DNR 2/1	1/1 Dallastown 2009	Loyalty and rewards programs, partnerships, branding, sales and marketing plan development, member-benefit programs, coupons and discount strategies
8	11	THE LARAMIE GROUP 211 Cherokee Drive Mechanicsburg, PA 17050	1	Laura M. Bunn Owner and consultant	www.thelaramiegroup.com 717-418-2143	By project or by hour \$35-\$60 per hour 1/1	1/1 Hampden Twp. 2007	Marketing, advertising, branding, planning, promotions, public relations, advertising, graphic design, Web design
9	NR	SPARKMISSION 107 Circle Road Lancaster, PA 17601	1	Julie L. Welles Owner and strategist	www.sparkmission.com 717-207-8424	By project \$500-\$5,000 1/0	1/1 Manheim Twp. 2012	Marketing consulting and coaching, social media marketing and promotion, branding, content marketing, PR, fundraising, outreach and design
10	10	SKYLIMIT MARKETING 13 Southgate Drive Lebanon, PA 17042	1	Jack Cantwell Owner	www.skylimitmarketing.com 717-269-0288	Project, hourly or retainer DNR 2/0	1/1 S. Lebanon Twp. 1999	Marketing, PR and copy strategy
11	12	DELANEY MARKETING & COMMUNICATIONS New Cumberland, PA 17070	1	Laura R. Delaney Owner	delaneymarketing.wordpress.com 610-393-4430	Hourly \$40-\$60 per hour 1/0	1/1 Fairview Twp. 2010	Branding, marketing, public relations, fundraising, grant writing
12	NR	HOPE PRIMAS & ASSOCIATES 1416 Cambridge Court Palmyra, PA 17078	1	Hope Primas Principal	www.fundraisingassist.com 717-798-8078	Varies Starting at \$85 per hour 1/1	1/1 N. Londonderry Twp. 2009	Strategic planning, marketing, revenue expansion

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked
The Central Penn Business Journal's lists of marketing, branding and other business consultants are limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published May 25, 2012; updated Jan. 8, 2013.**

Researched by Alaine Keisling



**Publication Date:
March 15, 2013**

SPECIAL INSERT



For the fifth consecutive year, the Central Penn Business Journal is pleased to bring you **Giving Guide, Regional Philanthropic Opportunities**.

This publication highlights the various nonprofit organizations that have a presence in Central Pennsylvania and are making a difference in our community. Nonprofits play a huge role in the region and this publication showcases their initiatives and programs.

Sections include Arts & Humanities, Health & Human Services, Conservation and Preservation, Foundations and Nonprofit Fundraising Support.

**Call Nate Tile at
717-236-4300 or email
natet@centralpennbusiness.com
for more information.**

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www.CPBJnow.com



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Nonprofit MARKET FACTS

NONPROFITS IN PENNSYLVANIA

The number of nonprofit organizations in Pennsylvania dropped by 198 from 2011 to 2012. However, that was due primarily to the drop in nonprofits classified as “other”: The number of public charities grew by 257, and the number of private foundations grew by 366.

Type	August 2011	August 2012	Percent change
501(c)3 public charities	37,683	37,940	0.7
501(c)3 private foundation	5,277	5,643	6.9
501(c)3 nonprofits	29,658	28,805	-2.9
All nonprofit organizations	72,662	72,464	-0.3

SOURCE: NATIONAL CENTER FOR CHARITABLE STATISTICS

TOP FOUNDATIONS BY REVENUE

Of the midstate foundations that reported their 2011 revenue, the Donald B. and Dorothy L. Stabler Foundation had the most, with \$18.9 million. United Service Foundation Inc. came in at No. 10, with \$657,493 in revenue.

- | | |
|--|---|
| 1 Donald B. and Dorothy L. Stabler Foundation
\$18.9 million | 6 John Frederick Steinman Foundation
\$1 million |
| 2 Ferree Foundation
\$3.2 million | 7 Grumbacher Family Foundation
\$880,105 |
| 3 Anne & Philip Glatfelter III Family Foundation
\$1.3 million | 8 Lois Lehrman Grass Foundation
\$782,151 |
| 4 William & Jemima Brossman Charitable Foundation
\$1.1 million | 9 Graham Foundation
\$752,008 |
| 5 James Hale Steinman Foundation
\$1.1 million | 10 United Service Foundation Inc.
\$657,493 |

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

MIDSTATE NONPROFITS BY REVENUE

The 2011 total revenue for nonprofits with a presence in the midstate, as reported to the Business Journal, ranged from less than \$25,000 to \$1.21 billion. Most nonprofits that voluntarily provided revenue information reported 2011 revenue of between \$1.1 and \$10 million.

Total revenue reported in 2011	Number of midstate nonprofits	Total revenue reported in 2011	Number of midstate nonprofits
\$0-\$25,000	2	\$50.1 million-\$100 million	2
\$26,000-\$300,000	17	\$100 million-\$500 million	9
\$301,000-\$1 million	16	\$500 million-\$1 billion	2
\$1.1 million-\$10 million	22	\$1.1 billion-\$1.5 billion	2
\$10.1 million-\$50 million	9		

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

CHARITY REGISTRATIONS

Seventy-two Central Pennsylvania charities registered for the first time with the Pennsylvania Department of State in 2012, up from 56 in 2011 and 44 in 2010. Lancaster County led the 2012 tally, with 21 new charity registrations, followed closely by York, with 19. Dauphin had 14, Cumberland had 10, and Lebanon had the fewest, with eight.

NEW REGISTRATIONS IN 2012

Municipality or area	Charities
Annville	1
Bausman	1
Brownstown	1
Camp Hill	2
Carlisle	1
Dallastown	1
Denver	2
Ephrata	3
Fawn Grove	1
Grantham	1
Halifax	1
Harrisburg	8
Hershey	1
Highspire	1
Hummelstown	2
Lampeter	1
Lancaster	4
Lebanon	5
Leola	1
Lewisberry	1
Lititz	1
Manchester	1
Mechanicsburg	4
Middletown	1
Morgantown	1
Mt. Wolf	1
New Holland	3
Ono	1
Palmyra	1
Reinholds	1
Shippensburg	2
Spring Grove	2
Stevens	1
Strasburg	1
York	12
TOTAL	72

SOURCE: PENNSYLVANIA DEPARTMENT OF STATE

Chambers of commerce

Ranked by number of local members

Rank	Prev. rank	Chamber Address	Local members	Top local executive Title	Website Phone	Annual membership fee Types of workshops	F-T/P-T local employees 2011 revenue	Local/total locations Headquarters Year established locally	Types of programming
1	1	LANCASTER CHAMBER OF COMMERCE & INDUSTRY 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558	2,345	Thomas T. Baldrige President	www.lancasterchamber.com 717-397-3531	\$395 base Leadership skills and professional development, community leadership initiatives	20/4 \$2.09 million	1/1 Lancaster 1872	Membership mixers, breakfast networking, legislative updates, industry subgroups, women's events, 'under 40' events, online networking
2	2	YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333	1,550	Darrell W. Auterson CEd, EDFP President and CEO	www.ycea-pa.org 717-848-4000	\$366 Small business, economics, marketing, pro-business advocacy	27/1 DNR	2/2 York 2011	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, 'under 40' events, online networking
3	3	HARRISBURG REGIONAL CHAMBER 3211 N. Front St., Suite 201 Harrisburg, PA 17110-1342	1,400	David E. Black President and CEO	www.HarrisburgRegionalChamber.org 717-232-4099 877-883-8339	Varies by size Business seminars, business diversity, government relations	15/0 DNR	2/2 Harrisburg 1914	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, industry subgroups, women's events, online networking
4	4	GREATER CHAMBERSBURG CHAMBER OF COMMERCE 100 Lincoln Way E., Suite A Chambersburg, PA 17201	900	David G. Sciamanna President	www.chambersburg.org 717-264-7101	\$267 and up Health and energy programs, Buy Local programs, Heritage Center, Civil War seminars	10/1 DNR	1/1 Chambersburg 1911	Membership mixers, breakfast networking, legislative updates, community service, industry subgroups
5	5	LEBANON VALLEY CHAMBER OF COMMERCE 604 Cumberland St. Lebanon, PA 17042	785	Larry A. Bowman CCE President and CEO	www.lvchamber.org 717-273-3727	\$260 and up Networking In the Valley, public affairs roundtables, group health insurance	5/0 \$630,300	1/1 Lebanon 1916	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, industry subgroups, women's events, 'under 40' events, online networking
6	6	WEST SHORE CHAMBER OF COMMERCE 4211 Trindle Road Camp Hill, PA 17011-5728	750	George Book President & CEO	www.wschamber.org 717-761-0702	\$300-\$1,000+ Business and Industry Night Expo, Junior Leadership Central PA	7/1 \$586,212	1/1 Hampden Twp. 1948	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, women's events, online networking
7	7	GREATER CARLISLE AREA CHAMBER OF COMMERCE 212 N. Hanover St. Carlisle, PA 17013-2423	700	Michelle Hornick Crowley President and CEO	www.carlislechamber.org 717-243-4515	\$244 and up DNR	4/1 DNR	1/1 Carlisle 1913	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, women's events, 'under 40' events, online networking
8	8	HANOVER AREA CHAMBER OF COMMERCE 146 Caslisle St. Hanover, PA 17331-2406	620	Gary Laird and Gary M. Laird President and DNR	www.hanoverchamber.com 717-637-6130	Varies, average is \$325 Workforce development initiatives	2/3 DNR	1/DNR Hanover 1923	Membership mixers, breakfast networking, how-to workshops, legislative updates, community service, industry subgroups, online networking
9	9	GETTYSBURG ADAMS CHAMBER OF COMMERCE 18 Carlisle St., Suite 203 Gettysburg, PA 17325	502	Carrie S. Stuart President	www.gettysburg-chamber.org 717-334-8151	\$148-\$1,184 DNR	3/1 \$312,255	1/1 Gettysburg 1919	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups
10	10	MECHANICSBURG CHAMBER OF COMMERCE 6 W. Strawberry Ave. Mechanicsburg, PA 17055-6213	400	Jeff Palm Executive director	www.mechanicsburgchamber.org 717-796-0811	\$35-\$120 Community events including Jubilee Day, New Year's Eve Wrench Drop, Halloween parade; community greeter program	2/0 DNR	1/1 Mechanicsburg 1927	Membership mixers, breakfast networking, how-to workshops, women's events, online networking
11	11	SUSQUEHANNA VALLEY CHAMBER OF COMMERCE 445 Linden St., P.O. Box 510 Columbia, PA 17512-0510	270	Kathleen L. Hohenadel Executive director	www.PaRivertowns.com 717-684-5249	\$105-\$450 DNR	2/0 DNR	1/1 Columbia 1989	Membership mixers, breakfast networking, how-to workshops, legislative updates
12	13	PERRY COUNTY CHAMBER OF COMMERCE 14-B W. Main St., P.O. Box 663 New Bloomfield, PA 17068	237	Frank Campbell and Ann Simonetti Chairmans	www.perrycountychamber.org 717-582-4523	\$120-\$650 Expos	1/0 DNR	1/1 New Bloomfield 2009	Membership mixers, breakfast networking, how-to workshops, legislative updates, community service, online networking
13	12	SHIPPENSBURG AREA CHAMBER OF COMMERCE 53 W. King St. Shippensburg, PA 17257-1224	231	Tim Ebersole Loaned executive director	www.shippensburg.org 717-532-5509	\$175, plus tiered investments Marketing open forums, legislative breakfast	1/0 DNR	1/1 Shippensburg 1938	Membership mixers, lunch-and-learns, how-to workshops
14	NR	EPHRATA AREA CHAMBER OF COMMERCE 16 E. Main St., Suite 1 Ephrata, PA 17522-2701	213	Richard F. Smith Director of communications	www.EphrataAreaChamber.org 717-738-9010	\$120-\$750 As requested by members	1/0 DNR	1/1 Ephrata 1922	Membership mixers, breakfast networking, how-to workshops, legislative updates, community service, online networking
15	NR	MOUNT JOY CHAMBER OF COMMERCE 62 E. Main St. Mount Joy, PA 17552	200	Kerry Meyers Chamber coordinator	www.mountjoychamber.com 717-653-0773	\$45 and up Educational, informational, professional development	0/1 DNR	1/1 Mount Joy 1939	Membership mixers, breakfast networking, lunch-and-learns, legislative updates
16	NR	SOUTHERN LANCASTER COUNTY CHAMBER P.O. Box 24 Quarryville, PA 17566-0024	193	Jodi A. Sensenig DNR	www.southernlancasterchamber.com 717-786-1911	\$50 for-profits; \$35 nonprofits Roundtable group with Score Lancaster; Chamber Night Out - a relaxed networking event	0/1 DNR	0/0 DNR 1955	Membership mixers, legislative updates
17	NR	ELIZABETHTOWN AREA CHAMBER OF COMMERCE 50 S. Wilson Ave. Elizabethtown, PA 17022-2308	180	Ramon Escudero Executive director	www.elizabethtowncoc.com 717-361-7188	\$135 and up Business planning, credit card, workforce development, niche marketing and others	1/1 DNR	1/1 Elizabethtown 1928	Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, community service
18	14	CENTRAL PENNSYLVANIA GAY AND LESBIAN CHAMBER OF COMMERCE 3211 N. Front St., P.O. Box 135 Harrisburg, PA 17108-0135	145	Debra L. McClain President and CEO	www.cpglcc.org 717-213-5034	\$50-\$400 Education programming; LGBT Business Enterprise Certification	0/0 \$18,074	1/17 Harrisburg 2007	Membership mixers, legislative updates, community service
19	NR	HISPANIC CHAMBER OF COMMERCE OF CENTRAL PA 112 Market St., Suite 415 Harrisburg, PA 17101	41	Paul J. Navarro PE President	www.hispanicchambercentralpa.org 717-234-4704	\$50-\$450 DNR	1/0 DNR	1/1 Dauphin 2005	Membership mixers, lunch-and-learns, how-to workshops, legislative updates, community service

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked FYE-fiscal year ending

The Central Penn Business Journal's list of chambers of commerce is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual organizations, GuideStar USA Inc.'s online database of tax information and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBj surveys.info; follow @CPBJListCentral on Twitter.

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Researched by Alaine Keisinger

Private foundations

Ranked by money awarded

Rank	Prev. rank	Foundation Address	Money awarded from previous year	Top executive	Year established Assets Revenue	Top recipients	Top donors
1	NR	DONALD B. AND DOROTHY L. STABLER FOUNDATION 213 Market St. Harrisburg, PA 17101	\$14.71 million ^①	Larry Hartman	1967 \$362.01 million \$18.95 million	Johns Hopkins Medicine - \$2 million Penn State University, York College, PinnacleHealth Foundation and Susquehanna Health Foundation, each \$1 million	Donald B. Stabler Foundation - \$55,964
2	2	JAMES HALE STEINMAN FOUNDATION P.O. Box 128 Lancaster, PA 17608-0128	\$3.49 million ^①	Beverly R. Steinman	1953 \$27.94 million \$1.12 million	Pa. Academy of Music loan guarantee - \$1.83 million Conestoga House Foundation - \$510,589 Lancaster Country Day School - \$150,000	NA
3	NR	ARMSTRONG FOUNDATION 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001	\$1.69 million	William C. Rodruan	1986 \$4.24 million \$225,435	United Way of Lancaster County - \$525,000 National Merit Scholarship Corp. - \$204,804 American Red Cross - \$50,000	NA
4	NR	GRAHAM FOUNDATION P.O. Box 1104 York, PA 17405-1104	\$1.43 million ^①	William H. Kerlin Jr.	1987 \$16.41 million \$752,008	YMCA of York - \$613,000 Friends of Teackle Mansion - \$188,788 Penn State York - \$145,600	Graham Architectural Products and Graham Engineering Corp., each \$50,417
5	3	JOHN FREDERICK STEINMAN FOUNDATION P.O. Box 128 Lancaster, PA 17608-0128	\$1.29 million ^①	Pamela M. Thye	1953 \$25.25 million \$1.08 million	United Way of Lancaster County - \$78,500 Elizabethtown College, Franklin & Marshall College and James Street Improvement District, each \$75,000	NA
6	NR	W. DALE BROUGHER FOUNDATION INC. 1200 Country Club Road York, PA 17403	\$1.10 million ^①	W. Dale Brougher	1987 \$3.23 million \$197,078	Peddie School - \$350,000 Logos Academy - \$250,165 Strand-Capitol - \$150,000	W. Dale Brougher - \$5,662
7	8	ROCCO AND NANCY ORTENZIO FAMILY FOUNDATION 4718 Old Gettysburg Road Camp Hill, PA 17011	\$911,651 ^①	Rocco A. Ortenzio	1988 \$9.38 million \$537,769	University of Notre Dame and Susquehanna University, each \$200,000 Harrisburg University - \$189,285	NA
8	4	FERREE FOUNDATION 125-D Lancaster Ave. Strasburg, PA 17579	\$895,800	Paul W. Ware	2004 \$12.03 million \$3.26 million	Historic Preservation Trust of Lancaster County - \$200,000 Lancaster Symphony Orchestra - \$105,000 Elizabethtown College, Lancaster Country Day School, Pa. Ballet and WITF, each \$100,000	Marian S. Ware Charitable Lead Annuity Trust - \$2.06 million John W. Ware III Charitable Trust - \$30,624
9	7	ROBERT AND ANGELA ORTENZIO FAMILY FOUNDATION 4718 Old Gettysburg Road Camp Hill, PA 17011	\$824,666 ^①	Robert A. Ortenzio	NA \$1.85 million \$158,261	Gettysburg College - \$400,000 University of Notre Dame - \$300,000 Penn State Hershey Children's Hospital - \$66,666	NA
10	NR	CRELS FOUNDATION 5917 Main St. East Petersburg, PA 17520-1519	\$750,200 ^①	Clarence J. Nelson and Kenneth N. Burkholder	1992 \$12.68 million \$565,521	Weaverland Conference Mennonite Church - \$125,000 Weaverland Mennonite Schools - \$80,000 Fairmount Homes Sharing Fund - \$55,000	NA
11	12	WILLIAM & JEMIMA BROSSMAN CHARITABLE FOUNDATION P.O. Box 457 Ephrata, PA 17522-0457	\$679,452	NA	1993 \$6.40 million \$1.15 million	Brossman Scholarship Fund - \$269,278 Elizabethtown College - \$75,000 Ephrata Community Hospital - \$54,000	NA
12	10	LAWRENCE L. AND JULIA E. HOVERTER CHARITABLE FOUNDATION 320 Market St., P.O. Box 1268 Harrisburg, PA 17108-1268	\$678,352	Ronald M. Katzman	1998 \$10.48 million \$296,374	Bethesda Mission and Messiah College, each \$100,000	NA
13	11	JOHN CRAIN KUNKEL FOUNDATION P.O. Box 658 Camp Hill, PA 17011	\$552,000	Jay W. Stark and John K. Stark	1969 \$10.76 million \$642,874	HACC Foundation - \$150,000 Homeland Center - \$100,000 YWCA - \$75,000	NA
14	NR	ANGELA FOUNDATION 875 Brackbill Road Gap, PA 17527	\$517,725 ^①	Jonas Beiler	1998 \$3.17 million \$44,954	Family Resource & Counseling Center - \$304,000 Family Center of Gap - \$114,976 Dayspring Christian Academy - \$29,149	NA
15	15	ANNE & PHILIP GLATFELTER III FAMILY FOUNDATION 100 Mansion Road E., P.O. Box 445 Hershey, PA 17033-0445	\$507,500 ^①	Elizabeth Glatfelter	2001 \$9.85 million \$1.34 million	Gettysburg Theological Seminary - \$350,000 York Health Foundation - \$15,000	Anne M. Glatfelter Charitable Trust - \$1.1 million
16	13	UNITED SERVICE FOUNDATION INC. P.O. Box 36 New Holland, PA 17557-0036	\$504,500	Greg Newswanger	NA \$10.56 million \$657,493	IMA World Health and New Holland Recreation Center - \$100,000 each Maple Syrup Urine Disease - \$30,000	NA
17	18	LOIS LEHRMAN GRASS FOUNDATION P.O. Box 593 Harrisburg, PA 17101-0593	\$402,765	Lois Lehrman Grass	NA \$3.32 million \$782,151	Whitaker Center for Science and the Arts - \$78,300 HACC Rose Lehrman Arts Center - \$53,000 Hospice of Central Pa - \$50,680	Lois Lehrman Grass - \$456,551
18	9	HARSCO CORPORATION FUND P.O. Box 8888 Camp Hill, PA 17001-8888	\$380,385	Robert G. Yocum	1959 \$73,945 \$66,965	Institute of International Education - \$147,935 Assorted United Ways - \$37,250 Whitaker Center - \$50,000	NA
19	20	E. ANNE KLEIN CHARITABLE TRUST P.O. Box 3215 Lancaster, PA 17604-3215	\$359,571	Walter J. Blenko	NA \$6.92 million \$308,222	Reformed Mennonite Church of Lancaster - \$125,849 Lancaster Family YMCA and Dollars for Scholars of Lancaster Co., each \$71,914	NA
20	21	DENTSPLY INTERNATIONAL FOUNDATION 570 W. College Ave. York, PA 17404	\$296,000	Bret W. Wise	NA \$707,517 \$2,020	Oral Health America - \$100,000 National Children's Oral Health Foundation - \$50,000 United Way of York County - \$31,500	NA
21	16	EDWARD FROELICH CHARITABLE TRUST P.O. Box 3215 Lancaster, PA 17604-3215	\$288,708	NA	NA \$6.33 million \$266,250	Salvation Army and Water Street Rescue Mission, each \$96,236 Mountville Community Services Foundation - \$50,536	NA
22	22	HALL FOUNDATION P.O. Box 1200 Camp Hill, PA 17001-1200	\$216,090	Robert E. Hall	NA \$5.72 million \$327,523	Harrisburg Symphony - \$18,230 Harrisburg YMCA - \$12,500 United Way of the Capital Region - \$10,070	NA
23	1	S. DALE HIGH FAMILY FOUNDATION^② P.O. Box 10008 Lancaster, PA 17605-0008	\$192,500	Robin Stauffer	1980 \$3.99 million \$323,434	YWCA of Lancaster - \$40,000 LancasterHistory.org - \$25,000 WITF - \$19,000	High Co. LLC - \$100,000
24	23	REESE FOUNDATION P.O. Box 3215 Lancaster, PA 17604-3215	\$190,500	I. Philip Reese and Kim Seldomridge	NA \$3.75 million \$151,961	Christ's Chapel Bible Church and Westminster Presbyterian Church, each \$53,000 Christian Film & Television Commission - \$25,000	NA
25	NR	BON-TON FOUNDATION 2801 E. Market St. York, PA 17402	\$162,864	Mary Kerr	NA \$259,938 \$208,915	Matching gift donations - \$43,299 Breast Cancer Research Foundation - \$16,486 Lynn Sage Cancer Research Foundation - \$10,775	Bon-Ton Department Stores - \$200,000

DBA-doing business as DNR-did not respond NA-Not applicable NR-not ranked

The Central Penn Business Journal's list of foundations is limited to private and community foundations affiliated with Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from Internal Revenue Service tax documents filed by the foundations, the Foundation Center's online database and other Business Journal research. To access our online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 14, 2012; updated Jan. 10, 2013; next published Nov. 1, 2013. ① FY 2010 ② Formerly The High Foundation

Researched by Alaine Keisting

Municipalities

Ranked by tax revenue

Rank	Prev. rank	Municipality Address	2010 tax/total revenue	Phone Website	2010 total expenditures Debt as of FYE2010	2010 total mills Square miles	Population Comp. plan/planning comm. Zoning ordinance	School district F-T/P-T employees Year founded
1	1	LANCASTER, LANCASTER CO. 120 N. Duke St., P.O. Box 1599 Lancaster, PA 17603	\$28.66 million \$127.42 million	717-291-4785 www.cityoflanasterpa.com	\$137.31 million \$186.77 million	12.04 7.4	59,322 Yes/Yes Yes	Lancaster 513/29 1818
2	2	YORK, YORK CO. 50 W. King St., P.O. Box 509 York, PA 17405	\$20.99 million \$84.44 million	717-849-2221 www.yorkcity.org	\$86.94 million \$112.27 million	15.64 5.2	43,718 Yes/Yes Yes	York City 380/47 1887
3	3	MANHEIM TWP., LANCASTER CO. 1840 Municipal Drive Lancaster, PA 17601-4162	\$13.52 million \$40.82 million	717-569-6408 www.manheimtownship.org	\$49.84 million \$19.15 million	2.33 24	38,133 Yes/Yes Yes	Manheim Twp. 146/82 1729
4	12	DERRY TWP., DAUPHIN CO. 600 Clearwater Road Hershey, PA 17033	\$11.2 million \$30.55 million	717-533-2057 www.derrytownship.org	\$31.82 million \$31.46 million	1.1 27.2	24,679 Yes/Yes Yes	Derry Twp. 97/86 1729
5	11	LOWER PAXTON TWP., DAUPHIN CO. 425 Prince St. Harrisburg, PA 17109	\$9.94 million \$20.18 million	717-657-5600 www.lowerpaxton-pa.gov	\$21.48 million \$81.97 million	0.88 28.1	47,360 Yes/Yes Yes	Central Dauphin 140/317 1729
6	23	SUSQUEHANNA TWP., DAUPHIN CO. 1900 Linglestown Road Harrisburg, PA 17110	\$9.27 million \$12.98 million	717-909-9222 www.susquehannatwp.com	\$13.24 million \$7.95 million	2.71 13.4	24,036 Yes/Yes Yes	Susquehanna Twp. 72/12 1815
7	26	SWATARA TWP., DAUPHIN CO. 599 Eisenhower Blvd. Harrisburg, PA 17111	\$8.36 million \$23.09 million	717-564-2551 www.swataratwp.com	\$17.21 million \$11.85 million	2.19 13.2	23,362 Yes/Yes Yes	Central Dauphin 86/7 1799
8	9	SPRINGETTSBURY TWP., YORK CO. 1501 Mount Zion Road York, PA 17402	\$7.8 million \$20.3 million	717-757-3521 www.springettsbury.com	\$21.53 million \$28.34 million	1.74 16.8	26,668 Yes/Yes Yes	Central York and York Suburban 98/3 1891
9	20	EAST HEMPFIELD TWP., LANCASTER CO. 1700 Nissley Road, P.O. Box 128 Landisville, PA 17538	\$7.21 million \$15.87 million	717-898-3100 www.easthempsfield.org	\$14.75 million \$4.1 million	1.32 21.1	23,522 Yes/Yes Yes	Hempfield 64/15 1818
10	NR	LEBANON, LEBANON CO. 400 S. Eighth St. Lebanon, PA 17042	\$7.2 million \$17.86 million	717-273-6711 www.lebanonpa.org	\$18.79 million \$340,000	17 4.2	25,477 Yes/Yes Yes	Lebanon 88/34 1885
11	8	HAMPDEN TWP., CUMBERLAND CO. 230 S. Sporting Hill Road Mechanicsburg, PA 17050-3097	\$6.81 million \$23.57 million	717-761-0119 www.hampdentownship.us	\$21.58 million \$47.78 million	0.18 17.8	28,044 Yes/Yes Yes	Cumberland Valley 104/160 1960
12	13	YORK TWP., YORK CO. 190 Oak Road Dallastown, PA 17313-9300	\$6.62 million \$18.61 million	717-741-3861 www.yorktownship.com	\$16.62 million \$10.68 million	0.7 25.5	27,793 Yes/Yes Yes	Dallastown Area 50/6 1753
13	10	CARLISLE, CUMBERLAND CO. 53 W. South St. Carlisle, PA 17013	\$6.46 million \$31.23 million	717-249-4422 www.carlislepa.org	\$26.14 million \$19.38 million	3.57 5.4	18,682 Yes/Yes Yes	Carlisle Area 117/6 1782
14	19	LOWER ALLEN TWP., CUMBERLAND CO. 1993 Hummel Ave. Camp Hill, PA 17011-5938	\$6.39 million \$20.44 million	717-975-7575 www.lower-allen.pa.us	\$19.67 million \$13.62 million	2.5 10.3	17,980 Yes/Yes Yes	West Shore 63/47 1954
15	6	HANOVER, YORK CO. 44 Frederick St. Hanover, PA 17331	\$6.05 million \$25.67 million	717-637-3877 www.borough.hanover.pa.us	\$24.67 million \$43.39 million	3.99 3.7	15,289 Yes/Yes Yes	Hanover Public 150/16 1815
16	21	MANCHESTER TWP., YORK CO. 3200 Farmtrail Road York, PA 17402-9699	\$5.89 million \$12.58 million	717-764-4646 www.mantwp.com	\$12.31 million \$10.83 million	1 15.9	18,161 Yes/Yes Yes	Central York 46/4 1742
17	5	PENN TWP., YORK CO. 20 Wayne Ave. Hanover, PA 17331	\$5.35 million \$14.3 million	717-632-7366 www.pennntp.com	\$15.8 million \$20.36 million	2.95 12.8	15,612 Yes/Yes Yes	South Western 70/16 1880
18	24	UPPER ALLEN TWP., CUMBERLAND CO. 100 Gettysburg Pike Mechanicsburg, PA 17055	\$5.3 million \$18.05 million	717-766-0756 www.upperallentwp.org	\$21.13 million \$17.11 million	1.53 13.2	18,059 Yes/Yes Yes	Mechanicsburg Area 52/1 1850
19	22	FAIRVIEW TWP., YORK CO. 599 Lewisberry Road New Cumberland, PA 17070-2399	\$5.18 million \$15.05 million	717-901-5210 www.twp.fairview.pa.us	\$15.52 million \$11.67 million	1.6 35.6	16,668 Yes/Yes Yes	West Shore 45/10 1803
20	27	SPRING GARDEN TWP., YORK CO. 558 S. Ogontz St. York, PA 17403	\$5.18 million \$11.99 million	717-848-2858 www.springgardentwp.org	\$12.01 million \$1.42 million	2.53 6.6	12,578 Yes/Yes Yes	York Suburban 47/2 1821
21	25	EAST LAMPETER TWP., LANCASTER CO. 2250 Old Philadelphia Pike Lancaster, PA 17602	\$5.15 million \$12.03 million	717-393-1567 www.eastlampetertownship.org	\$12.14 million \$18.49 million	1.46 19.9	16,424 Yes/Yes Yes	Conestoga Valley 61/16 1841
22	16	EAST PENNSBORO TWP., CUMBERLAND CO. 98 S. Enola Drive Enola, PA 17025-2796	\$5.07 million \$39.08 million	717-732-0711 www.eastpennsboro.net	\$15.02 million \$32.75 million	1.19 10.9	20,228 Yes/Yes Yes	East Pennsboro Area 70/10 1952
23	14	WEST MANCHESTER TWP., YORK CO. 380 East Berlin Road York, PA 17404	\$4.8 million \$14.52 million	717-792-3505 www.westmanchestertownship.com	\$12.84 million \$1.67 million	0.21 20.1	18,894 Yes/Yes Yes	West York Area 54/1 1799
24	31	SILVER SPRING TWP., CUMBERLAND CO. 6475 Carlisle Pike Mechanicsburg, PA 17050	\$4.4 million \$7.06 million	717-766-0178 www.silverspringtwp-pa.gov	\$9.11 million \$6.87 million	1.03 32.5	13,657 Yes/Yes Yes	Cumberland Valley 47/0 1757
25	32	CAMP HILL, CUMBERLAND CO. 2145 Walnut St. Camp Hill, PA 17011	\$3.86 million \$7.59 million	717-737-3456 www.camphillborough.com	\$7.45 million \$1.67 million	3.88 2.2	7,888 Yes/Yes Yes	Camp Hill 22/6 1885

DNR-did not respond NA-not applicable The Central Penn Business Journal's list of municipalities is limited to those in Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual jurisdictions, the U.S. Census Bureau, the Pennsylvania Department of Community & Economic Development and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 7, 2012; updated Jan. 4, 2013; next published Sept. 6, 2013.

Researched by Alaine Keisling

Downtown development associations

Ranked by revenue

Rank	Prev. rank	Company Address	Fiscal-year 2011 revenue	Top local executive Title	Website Phone	Coverage area F-T/P-T employees	Local/total locations Headquarters Year estab.	Services provided
1	NR	BICKSLER-MUHLENBERG ASSOCIATES DBA JAMES STREET IMPROVEMENT DISTRICT 354 N. Prince St., Suite 110 Lancaster, PA 17603	\$1.49 million	Marshall W. Snively Interim president	www.jsidlancaster.org 717-394-0783	Lancaster DNR/DNR	1/1 Lancaster 2003	Community development and business improvement district for downtown and northwest Lancaster
2	1	HARRISBURG DOWNTOWN IMPROVEMENT DISTRICT INC. 22 N. Second St. Harrisburg, PA 17101	\$670,000	Todd Vander Woude Executive director	www.HarrisburgHello.com 717-236-9762	Harrisburg 3/0	1/1 Harrisburg DNR	Neighborhood improvement district management services
3	NR	COLUMBIA ECONOMIC DEVELOPMENT CORP. 15 N. Third St., P.O. Box 88 Columbia, PA 17512	\$526,533 ^①	Keith Lutz President	www.columbia-edc.org 717-572-8252	Columbia DNR/DNR	1/1 Columbia 2005	Community and economic betterment for Columbia
4	NR	MAIN STREET GETTYSBURG INC. 116 Baltimore St. Gettysburg, PA 17325	\$397,866 ^①	Deb Adamik President	www.mainstreetgettysburg.org 717-337-3491	Gettysburg DNR/DNR	1/1 Gettysburg DNR	Preserves and revitalizes historic Gettysburg
5	NR	MAIN STREET MOUNT JOY 55 E. Main St. Mount Joy, PA 17552	\$262,224	Justine Hallgren Manager	www.mainstreetmountjoy.com 717-653-4227	Mount Joy 1/1	1/1 Mount Joy 2004	Dedicated to the promotion and revitalization of downtown Mount Joy
6	2	DOWNTOWN INC 16 N. George St. York, PA 17401	\$210,000 ^①	Sonia Huntzinger Executive director	www.downtownyorkpa.com 717-849-2331	Downtown York 3/4	1/1 York 1984	Public safety initiatives, litter removal, beautification, educational workshops for small businesses, events, marketing, economic restructuring
7	NR	MARIETTA RESTORATION ASSOCIATES 100 W. Market St., P.O. Box 3 Marietta, PA 17547	\$90,622 ^①	Doreen L. Dickson President and program manager	www.mariettarestoration.org 717-426-4736	Marietta DNR/DNR	1/1 Marietta 1964	Historic restoration and preservation
8	3	HERSHEY PARTNERSHIP 185 Heshey Square, P.O. Box 351 Hershey, PA 17033	\$85,823	Ann Messner Vice president	www.hersheypartnership.com DNR	Hershey DNR/DNR	0/0 Derry Twp. 1994	Creates an environment of business and community that promotes the Hershey area as a year-round destination
9	NR	STEINWEHR AVENUE HEART OF GETTYSBURG BATTLEFIELD INC. P.O. Box 3212 Gettysburg, PA 17325	\$71,618	Todd Mickley President	www.enjoygettysburg.com 717-337-3491	Gettysburg 0/0	1/1 Gettysburg 2010	Works to improve Steinwehr Avenue's environment and marketability
10	4	DOWNTOWN EPHRATA INC. 16 E. Main St., P.O. Box 124 Ephrata, PA 17522	\$40,000	Marsha DiBonaventuro Executive director	www.downtownephrata.org 717-738-5060	Ephrata 1/0	1/1 Ephrata 2004	Develops and implements programming that empowers businesses and attracts people, investment and commerce to the historic downtown Ephrata
11	NR	MILLERSBURG AREA WORKING TOGETHER INC. P.O. Box 172 Millersburg, PA 17061	\$28,974	Roberta A. Hoffman Executive committee member	717-692-2124	Millersburg 0/0	0/0 Millersburg 2003	Working to revitalize Millersburg
12	NR	MAIN STREET MECHANICSBURG 36 W. Allen St. Mechanicsburg, PA 17055	\$16,674	Layne Lebo President	www.discovermechanicsburg.org 717-691-3310	Mechanicsburg DNR/DNR	1/1 Mechanicsburg 2007	Revitalizes downtown Mechanicsburg
13	NR	LYKENS COMMUNITY DEVELOPMENT CORP. P.O. Box 202 Lykens, PA 17048	\$14,369	Kevin M. Jury President	717-453-9547	Lykens DNR/DNR	0/0 Lykens 2004	To attract new business and revitalize business and residential areas throughout the Lykens area

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of downtown development associations was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies, 990s filed with the Internal Revenue Service and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter.

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Researched by Elaine Keisling



Days Inn
3919 N. Front St
Harrisburg, PA 17110
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Economic development organizations

Ranked by revenue

Rank	Prev. rank	Company Address	FYE 2010 revenue	Top local executive Title	Website Phone	Coverage area	F-T/P-T local employees	Local/total locations Headquarters Year established locally	Notable projects
1	1	DAUPHIN COUNTY ECONOMIC DEVELOPMENT CORP. 112 Market St., Seventh Floor Harrisburg, PA 17101	\$4.93 million	August "Skip" Memmi Executive director	www.dauphincounty.org 717-780-6250	Dauphin County	DNR DNR	1/1 Harrisburg 1989	DNR
2	2	TEAM PENNSYLVANIA FOUNDATION 100 Pine St., Ninth Floor Harrisburg, PA 17101-1223	\$3.44 million	Matthew Zieger CEO	www.teampa.com 717-233-1375	Pennsylvania	DNR DNR	1/1 Harrisburg 1997	DNR
3	3	COMMUNITY FIRST FUND 30 W. Orange St., P.O. Box 524 Lancaster, PA 17608-0524	\$3.35 million	Daniel Betancourt President and CEO	www.commfirstfund.org 717-393-2351 866-822-3863	Central Pennsylvania	DNR DNR	DNR/DNR Lancaster 1992	DNR
4	NR	YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333	\$2.73 million ^①	Darrell W. Auterson CEcD, EDFP President and CEO	www.ycea-pa.org 717-848-4000	York County	27 1	2/2 York 2011	DNR
5	4	COMMONWEALTH CORNERSTONE FOUNDATION 211 N. Front St. Harrisburg, PA 17101-1406	\$2.14 million	David L. Evans Executive director	www.commonwealthcornerstone.org 717-780-3928	DNR	DNR DNR	1/1 Harrisburg 2004	DNR
6	5	CAPITAL REGION ECONOMIC DEVELOPMENT CORP. 3211 N. Front St. Harrisburg, PA 17110-1342	\$1.28 million	David E. Black President and CEO	www.harrisburgregionalchamber.org 717-232-4099	Cumberland, Dauphin and Perry counties	16 1	2/2 Harrisburg 1962	Grant pkg Hamilton Health Ctr; HACC; Hershey Ctr App Res (multiple); Kauffman Hall, Dickinson C; Pizza Grille; TechCelerator @ Murata
7	6	ECONOMIC DEVELOPMENT COMPANY OF LANCASTER COUNTY 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558	\$962,000	David K. Nikoloff President	www.edclancaster.com 717-397-4046	Lancaster County	DNR DNR	1/1 Lancaster 1960	DNR
8	NR	MAIN STREET GETTYSBURG INC. 116 Baltimore St. Gettysburg, PA 17325	\$397,866	Deb Adamik President	www.mainstreetgettysburg.org 717-337-3491	Gettysburg	DNR DNR	1/1 Gettysburg DNR	DNR
9	7	PERRY COUNTY ECONOMIC DEVELOPMENT CORP. P.O. Box B Marysville, PA 17053	\$334,656	Barry L. Deaven President	DNR	Perry County	DNR DNR	1/1 New Bloomfield 1998	DNR
10	8	DOWNTOWN INC 16 N. George St. York, PA 17401	\$210,000	Sonia Huntzinger Executive director	www.downtownyorkpa.com 717-849-2331	Downtown York	3 4	1/1 York 1984	Convened like-mission entities to financially support additional staff dedicated to retail business recruitment; made office more accessible
11	NR	ASSETS LANCASTER INC. 237 N. Prince St. Lancaster, PA 17603	\$197,375	Maria Garcia-Iniesta Director	www.assetslancaster.org 717-393-6089	DNR	DNR DNR	2/1 Lancaster 1993	DNR
12	9	LEBANON VALLEY ECONOMIC DEVELOPMENT CORP. 16 Lebanon Valley Parkway, P.O. Box 52 Lebanon, PA 17042	\$196,415	Charles Blankenship President	www.lvedc.org 717-274-3180	Lebanon Valley area	DNR DNR	1/1 S. Lebanon Twp. 1957	DNR
13	10	DOWNTOWN EPHRATA INC. 16 E. Main St., P.O. Box 124 Ephrata, PA 17522	\$24,260	Marsha DiBonaventuro Executive director	www.downtownephrata.org 717-738-5060	Ephrata	1 0	1/1 Ephrata 2004	63 facade projects, 1,100-square-foot mural and linear green space, public site improvements

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisling

Nonprofit wish list

Listed in order received

Rank	Organization Address Website	Donation contact Email Phone	Furniture, computer equipment and other wishes	Volunteer coordinator email wishes	Local clients/volunteers F-T/P-T employees/ Headquarters Year established	Type of agency
1	DREAMWRIGHTS YOUTH & FAMILY THEATRE 100 Carlisle Ave. York, PA 17401 www.dreamwrights.org	Ann L. Davis info@dreamwrights.org 717-848-8623	Lumber, 8' plastic folding tables, folding chairs, pop-up canopy, digital camera, Lowe's gift cards	Diane Crews info@dreamwrights.org Designers, ticket takers, concessions helpers, organizers, data entry	11,575/835 4/1 York 1997	An innovative and unique educational theater arts organization that inspires growth, creativity and responsibility in all people
2	AHEDD 3300 Trindle Road Camp Hill, PA 17011-4432 www.ahedd.org	Rocco Cambria rocco.cambria@ahedd.org 717-763-0968, 866-902-4333	Computers, 15 conference room chairs, artwork, services (specifically repaving of parking lot)	inforequest@ahedd.org Board members with marketing and technology expertise; volunteers with Web-based data management design and development expertise	1,081/13 51/21 Camp Hill 1977	Employment services for persons with disabilities and the business community; consulting and project mgt. for state and federal agencies.
3	ST. MARGARET MARY SCHOOL 2826 Herr St. Harrisburg, PA 17103 www.stmmparishschool.org	Jean Fennessy mrs.fennessy@stmmparish.org 717-232-3771	Laptops, Smart Boards, tablets, monitors, digital cameras	DNR DNR	DNR/35 32/11 Penbrook 1949	Private elementary school for students in grades preK-8
4	CHILDREN'S HOME OF YORK 77 Shoe House Road York, PA 17406-8025 www.choyork.org	Kathleen Tunney ktunney@choyork.org 717-755-1033	Office furniture, gift cards to area stores, art supplies	Nance Montgomery nmontgomery@choyork.org Group volunteers for maintenance-related projects such as landscaping	1,384/70 120/13 Hellam Twp. 1865	Social services for children and families
5	VOLUNTEERS OF AMERICA 2112 Walnut St. Harrisburg, PA 17103-2421 www.voapa.org	Jim Ingolio jingolio@voapa.org 717-236-1440	Furniture, vehicles, clothing, shoes, household goods, tools, gift cards, office supplies, personal care items for the elderly, new unwrapped toys, backpacks/school supplies	Diana Faust dfaust@voapa.org Help at our thrift store, special events (e.g., Operation Backpack, annual toy drive), clothing drive and other projects	28,000/2,655 64/102 Susquehanna Twp. 1906	Providing programs and services to help people in need to rebuild their lives, become self-sufficient and reach their full potential
6	OUR LADY OF THE ANGELS SCHOOL 215 Union St. Columbia, PA 17512 www.ourladyoftheangels.org	Theresa M. Burg tburg@ourladyoftheangels.org 717-684-2433	Playground toys, storage containers, computers, Smart Board	DNR DNR	DNR/DNR 13/7 Columbia 1998	Resulted from a merger of St. Peter and Holy Trinity schools
7	PA ASSN. OF NONPROFIT ORGANIZATIONS 2040 Linglestown Road, Suite 302 Harrisburg, PA 17110 www.pano.org	Jenn Ross jenn@pano.org 717-236-8584	Shredder, projector; gift card from Staples or Giant, iPad	Jennifer Ross jenn@pano.org DNR	DNR/100 5/1 Susquehanna Twp. 1995	Standards-for-excellence certification and education, training programs, benefits for nonprofits, technical assistance for members, policy work.
8	BRETHREN HOUSING ASSOCIATION 219 Hummel St. Harrisburg, PA 17104 www.bha-pa.org	Christopher Fitz and Crystal Baxter cbaxter@bha-pa.org 717-233-6016	Toilet paper, laundry detergent, bath soap, shampoo, toothpaste/brushes, women's deodorant, gently used furniture and household goods	Christopher Fitz and Crystal Baxter cfitz@bha-pa.org Adult and youth mentors; carpentry, maintenance and cleaning volunteers	100/250 61/21 Harrisburg 1989	Provides transitional housing for homeless single moms and their children while helping the moms go to school, get jobs and overcome homelessness
9	LEUKEMIA & LYMPHOMA SOCIETY CENTRAL PA CHAPTER 2405 Park Drive, Suite 100 Harrisburg, PA 17110 www.lls.org/cpa	Tiffany Walter and Elizabeth Mihmet theleukemialymphomasociety_PAH@lls.org 717-652-6520, 800-822-2873	Copy paper, stamps, pens, file folders, Sharpies, Post-it notes, staples, tape	Danielle Bubnis and Tiffany Walter theleukemialymphomasociety_PAH@lls.org DNR	2,000/DNR 9/4 Susquehanna Twp. 1980	Cure leukemia, lymphoma, Hodgkin's disease and myeloma and improve the quality of life of patients and their families
10	HISTORIC HARRISBURG ASSOCIATION INC. 1230 N. Third St., P.O. Box 1843 Harrisburg, PA 17105-1843 www.HistoricHarrisburg.com	John R. Campbell info@HistoricHarrisburg.com 717-233-4646	Cleaning supplies, architectural salvage, items related to Harrisburg's history, tools, cash contributions	John R. Campbell John@HistoricHarrisburg.com Cleaning, filing, landscaping, board service, committee service, archival work, architecture expertise	0/55 4/10 Harrisburg 1973	Advocates for preservation, restoration and stewardship of Harrisburg architectural and cultural heritage
11	THE SILENCE OF MARY HOME 850 State St., Second Floor Lemoyne, PA 17043 www.the SilenceofMary.org	Dolly Dougherty silenceofmaryvolunteer@verizon.net 717-737-4107	Food and hygiene items, including canned or bagged food, toothbrushes, toothpaste, wash rags and small shampoo and soap samples	Dolly Dougherty silenceofmaryvolunteer@verizon.net DNR	DNR/DNR 0/1 Harrisburg 1999	Provide a home for the neediest of all ages working toward independence; serve the Allison Hill community with food, clothes, toiletries, love
12	DIAKON LUTHERAN SOCIAL MINISTRIES 960 Century Drive Mechanicsburg, PA 17055 www.diakon.org	Dawna Trump and William Swanger trump@diakon.org 717-795-0300, 877-342-5667	The Diakon Wilderness Center: Wiggy sleeping bag systems (12 each, \$200 per bag), basketballs, volleyballs, footballs; Diakon adoption and foster care: school backpacks, adoption "life books"	swangerb@diakon.org Volunteers needed by Frey Village in Middletown, and Cumberland Crossings in Carlisle; the Flight Program occasionally needs mentors	8,660/1,000 340/240 Allentown 1868	Senior living communities and health care; adoption/foster care; counseling; programs for at-risk youths
13	CENTRAL PENNSYLVANIA YOUTH BALLET 5 N. Orange St., Suite 3 Carlisle, PA 17013-2727 www.cpyb.org	Alan Hineline Hoppes@cpyb.org 717-245-1190	DNR	Daniel Zalewski and Louise Pfeifer Zalewski@cpyb.org Production volunteers, including costuming and backstage; event staffing; admin interns; organizational docents	12,000/75 20/6 Carlisle 1955	Nonprofit internationally renowned classical ballet school and performing company, providing training for beginning to pre-professional dancers
14	NATIONAL WATCH & CLOCK MUSEUM 514 Poplar St. Columbia, PA 17512-2124 www.museumoftime.org	Noel Poirier npoirier@nawcc.org 717-684-8261	Plastic folding tables, high-top cocktail tables, stacking chairs (black vinyl)	Katie Knaub education@nawcc.org Contact for details	DNR/DNR 4/7 Columbia 1977	Museum, library and archives
15	THE KIDNEY FOUNDATION OF CENTRAL PA 1500 Paxton St., P.O. Box 101 Harrisburg, PA 17104-2633 www.kfcp.org	Patricia A. Bucek; Tina Fornstrom and Joelle Hodge info@kfcp.org 717-652-8123, 800-762-6202	Gasoline gift cards to distribute to needy patients receiving dialysis treatments	Tina Fornstrom tina@kfcp.org DNR	DNR/35 2/1 Harrisburg 1979	Outreach, education and screening for kidney disease, services for people impacted by chronic kidney disease, and advocacy for living organ donation
16	MOM'S HOUSE INC. OF LANCASTER 415 S. Queen St., P.O. Box 787 Lancaster, PA 17608 www.momshouselancaster.org	Maryanne O'Neill mhlanc@verizon.net 717-396-9130, 717-396-9130	Computers, boys clothing sizes 18 months to 5 years, girls clothing sizes 9 months to 7 years, children's bedroom furniture and canned cleaning supplies for child care center	Jennifer Hess mhlanc@verizon.net Tutoring, cooking, IT support	36/6 5/1 Lancaster 1991	Provides free child care and support for low-income, single parents who are in full-time educational programs
17	CENTRAL PA NATIONAL MULTIPLE SCLEROSIS SOCIETY 2040 Linglestown Road, Suite 104 Harrisburg, PA 17110 pac.nationalmssociety.org	Margie Adelman margie.adelman@nmss.org 717-652-2108, 800-227-2108	10x10 pop-up tents, adding machines with tape, food gift cards for individuals living with MS, K-cups for Keurig machine, office supplies	Morgan Hughes morgan.hughes@nmss.org Assist at fundraising events, advocacy volunteers, administrative volunteers, internships	6,300/1,500 14/2 Susquehanna Twp. 1955	Health agency
18	ELIZABETHTOWN CHILD CARE CENTER 777 S. Mount Joy St. Elizabethtown, PA 17022-0253 www.etownchildcare.org	Amy Hoffman ahoffman@etownchildcare.org 717-361-9824	Art supplies, batteries, toy musical instruments, storage containers, books, baby wipes, spray bottles	Amy Hoffman ahoffman@etownchildcare.org Read and play with children; office tasks	245/6 22/8 Elizabethtown 1969	High-quality, educational, safe and affordable early learning program; sliding tuition scale available based on income
19	CAMP HEBRON INC. - CAMP HEBRON CAMPING AND RETREAT MINISTRIES 957 Camp Hebron Road Halifax, PA 17032-9520 www.camphebron.org	Lanny Millette millette@camphebron.org 717-896-3441, 800-864-7747	Gator-style golf cart, 4-seat golf cart, RV in good condition for campground host, outdoor seating or gazebos	Julie Braun jbraun@camphebron.org Mowers, skilled maintenance (plumber, electrician, HVAC, carpenter), food service	DNR/DNR 17/26 Halifax Twp. 1957	Christ-centered sanctuary with recreation, teaching and fellowship
20	AARON'S ACRES 102 White Oak Drive Lancaster, PA 17601-4843 www.aaronsacres.org	Joanne Martin joannemartin@aaronsacres.org 717-917-6101	Craft supplies, 400 bright yellow T-shirts, school bus for camp and school year trips, 65 tickets to Hershey Park and Christmas in Hershey, pool rafts with back support, paper products for snacks	Risa Paskoff risapaskoff@aaronsacres.org Clerical volunteers, volunteer buddies (12+ years of age), volunteers to help with fundraising events	280/75 1/4 Manheim Twp. 2007	Provides children ages 5-21 with developmental disabilities in Berks, Dauphin and Lancaster counties year-round recreational programming
21	THE CIRCLE SCHOOL 210 Oakleigh Ave. Harrisburg, PA 17111 www.CircleSchool.org	Julia Rietmulder-Stone office@circleschool.org 717-564-6700	2-drawer filing cabinet, leather couch, paper plates/bowls/cups (no styrofoam, please), old towels (for rags), other needs from time to time	DNR DNR	70/DNR 5/0 Swatara Twp 1984	Independent day school with a population demographically representative of the surrounding area; program balances student freedom and responsibility
22	DANZANTE INC. 200 Crescent St. Harrisburg, PA 17104-1017 www.danzante.org	Duane Shearer duane@danzante.org 717-232-2615	Computers, multifunction copier, 12-15 passenger van, copy paper, piano, wheelbarrow, art supplies	Duane Shearer duane@danzante.org DNR	700/250 1/5 DNR 1978	Community arts center dedicated to developing students through the arts; programming includes summer camp and an after-school program.
23	HOUSE OF HOPE YORK, PA 3899 Sticks Road Glen Rock, PA 17327 www.houseofhopeyorkpa.org	Lori Ziegler susansnyderohyp@aol.com 717-235-3198	AED defibrillator, gas and grocery gift cards, large-capacity microwave, Christian DVDs, Walt Disney movies, G-rated movies	Tammy Ort tammyorthoy@aol.com Computer help, volunteer coordinator, teachers' aides, board members	14/313 3/8 Codorus Twp. 2006	Christ-centered environment provides hope, healing and restoration to teens and families through spiritual guidance, education, counseling and mentors
24	CHINESE CULTURAL & ARTS INSTITUTE 200 S. 41st St. Harrisburg, PA 17111 www.ChineseCulturalArtsInstitute.org	William F. Hubler CCAIFUND@gmail.com 717-585-7701	Copier supplies, office supplies	Chen-Yu Tsuei CCAIFUND@gmail.com Staffing for performances, video technicians, fundraising	120/5 2/5 Swatara Twp. 2000	Facilitates and nurtures an understanding of Chinese cultural arts in the midstate; community outreach; Chinese language training
25	ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512 www.StAnnesRetirementCommunity.com	Candace Keates ckeates@stannesrc.org 717-285-5443	5 laptops, flat-screen TVs for resident rooms, new or gently used MP3 players, multimedia projector, Shop-Vac vacuum cleaner, specialty mattresses, geriatric recliners, yard tractor	Ken Giovannelli kgiovannelli@stannesrc.org Reading to residents, transporting residents in wheelchairs to activities, gift shop, training room, etc.	DNR/100 161/95 W. Hempfield Twp. 1926	Nonprofit continuing-care retirement community

DBA-doing business as DNR-did not respond NA-not applicable

The Central Penn Business Journal's nonprofit wish list is limited to nonprofit agencies in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual organizations, Philanthropic Research Inc.'s GuideStar database, tax documents filed with the Internal Revenue Service and other Business Journal research. A free PDF of all respondents may be downloaded from the Business Journal's website at www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 14, 2012; updated Jan. 11, 2013; next published Nov. 1, 2013.**

Researched by Alaine Keisling

Office Management





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Office Management MARKET FACTS

OFFICE EQUIPMENT COMPANIES

There are more than two dozen companies in Central Pennsylvania that specialize in office furniture and equipment, as well as postal and printing services. The chart shows the distribution by county, based on survey responses, and is not a comprehensive list.

County	Number in county
 Cumberland	6
 Dauphin	11
 Lancaster	5
 York	4

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

OFFICE FURNITURE AND EQUIPMENT DEALER REVENUE






The following chart shows combined 2011 revenue of office-furniture and office-equipment dealers in Central Pennsylvania, by county. Some companies are on both lists. The chart is based on responses to a survey and is not comprehensive.

County	2011 revenue	County	2011 revenue
 Cumberland	\$8.5 million	 Lancaster	\$15 million
 Dauphin	\$39.2 million	 York	\$20.1 million

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

PAYROLL COMPANIES LOCAL W2S



The following chart shows the total number of 2011 W2s issued by local payroll companies. The chart is based on responses to a survey and is not comprehensive:

County	2011 W2s	County	2011 W2s
 Cumberland	89,850	 Lebanon	870
 Dauphin	35,900	 York	925
 Lancaster	2,500		

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

SECURITY SYSTEMS COMPANY EMPLOYMENT





The following chart shows the 2011 combined employment of security systems companies located in Central Pennsylvania. The chart is based on responses to a survey and is not comprehensive:

County	No. of employees
 Cumberland	39
 Lebanon	6
 Lancaster	111
 York	51

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

COMMERCIAL CLEANERS AND MAINTENANCE COMPANIES

The following chart shows the distribution of commercial cleaning companies in Central Pennsylvania by headquarters. It is compiled from survey responses to commercial and industrial square footage cleaned in 2011 and does not reflect a comprehensive list.

County	Number of companies
 Cumberland	3
 Dauphin	3
 Lancaster	1
 Lebanon	1
 York	3

SOURCE: CENTRAL PENN BUSINESS JOURNAL RECORDS

Copy-service providers

Ranked by local copying and duplicating revenue

Rank	Prev. rank	Company Address Website	Local copying and duplicating/total revenue	Top local executive Title Phone	Electronic files? Pickup and delivery? Area serviced	F-T/P-T local employees Additional copy services	Local/total locations Headquarters Year established locally	Other services offered
1	1	GANNETT FLEMING INC. DBA GANCOM 207 Senate Ave. Camp Hill, PA 17011 www.gancom.com	\$2.14 million \$3 million	Terry L. Rodkey Manager 717-763-7387 800-233-1055	Yes Yes Central Pennsylvania	18/0 Collation, color copies, finishing, large-format color reproductions, engineering, printing, photography, lamination, mounting, personalization	1/2 E. Pennsboro Twp. 1953	Computer information-technology services, digital printing, graphic design, large-format posters, personalization, web/multimedia, print/direct mail
2	2	PRINT WORKS ON DEMAND INC. 5630 Allentown Blvd., P.O. Box 6314 Harrisburg, PA 17112 www.printworksod.com	\$721,882 \$914,291	Glenn R. Young Jr. President 717-545-5215	Yes Yes Central Pennsylvania	7/3 Digital color copies, digital black copies, digital wide format, collating, stapling, perfect binding, coil, comb, velo, perforate, score, stapling, fold, pad, laminating, mounting	1/1 Lower Paxton Twp. 1993	Digital quick copy; wide-format and commercial offset printer
3	5	DAVID A. SMITH PRINTING INC. 742 S. 22nd St. Harrisburg, PA 17104 www.dasprint.com	\$687,974 \$3.47 million	David A. Smith CEO 717-564-3719 800-564-3117	Yes Yes 50-mile radius of Harrisburg	24/2 Color digital, high-speed digital black-and-white with collation, stapling and binding	1/1 Harrisburg 1967	Commercial printing, including conventional and digital printing and promotional items
4	NR	WEAVER ASSOCIATES INC. 753 Rosemont Drive Lititz, PA 17543 www.weaverassociatesinc.com	\$247,535 \$2.64 million	Ronald Weaver President 717-394-5009	Yes Yes Central Pennsylvania	9/0 Black-and-white digital; color digital	1/1 Manheim Twp. 1999	Computer supplies, paper, laser toner, laser printer repair; off-site backup and disaster recovery; black-and-white and color copies and printing
5	NR	HUGGINS PRINTING CO. INC. 2900 Sycamore St. Harrisburg, PA 17111 www.hugginsprinting.com	\$122,000 \$1.53 million	Christopher A. Gustin President 717-561-8182 800-360-8182	Yes Yes Central Pennsylvania	16/0 Color copies, books, GVC binding, perfect binding	1/1 Swatara Twp. 1927	Commercial printing, books catalogs, brochure, envelopes, letterheads, 4-color process, promotional products, banners copy service, embroidery silk screen
6	7	RDR INVESTMENTS INC. DBA POSTAL CONNECTIONS 1653 Lititz Pike Lancaster, PA 17601-6507 www.postalconnections.com/158	\$38,150 \$1.02 million	James E. Bowe President 717-399-9076	Yes Yes Lancaster County	4/4 Color copies, black-white copies, collation, folding, stapling, hole punching, booklets, specialty paper, color paper, brochures, business cards, door hangers, post cards, mailings, buttons, custom rubber stamps; digital scanning for archiving and file conversion	1/1 Manheim Twp. 2003	Mail/parcel shipping, packing, freight, mailbox rental, notary, mail forwarding, faxing, packing supplies, ink refills, toner and ink, rubber stamps

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising

Mail and packaging companies

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local revenue	Top local executive Title	Website Phone	F-T/P-T local employees Items shipped Mail services	Local/total locations Headquarters Year established locally	Services provided
1	1	THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601	\$25.61 million	Dana A. Chryst CEO	www.jaygroup.com 717-285-6200 800-953-3572	232/105 12.7 million Packing, shipping, fulfillment	2/2 W. Hempfield Twp. 1965	Third-party provider of services including fulfillment, contact center, contract packaging and supply-chain management
2	2	DASHER INC. 777 East Park Drive Harrisburg, PA 17111-2754	\$2.5 million	Sharon R. Ryan President	www.dasherinc.com 717-234-3274	53/0 DNR Mail forwarding, shipping, fulfillment, pick up and delivery	1/1 Lower Paxton Twp. 1985	Data analysis; business process outsourcing via call centers or specialized per customer needs; confidential, sensitive information distribution
3	5	PRO-PAC INC. 254 O'Brien Lane Hanover, PA 17331-7741	\$1.09 million	D. Mills President	www.pro-pac-pa.com 717-646-9555	10/5 375,000 Packing, fulfillment	1/1 Conewago Twp. 2001	Fulfillment, pick and pack, mailing and sorting, corrugated manufacturing, inspection and correction, repackaging, labeling, local shipping
4	4	RDR INVESTMENTS INC. DBA POSTAL CONNECTIONS 1653 Lititz Pike Lancaster, PA 17601-6507	\$953,756	James E. Bowe President	www.postalconnections.com/158 717-399-9076	4/4 24,540 Mailboxes, mail forwarding, mailing supplies, packing, shipping, packing supplies, fulfillment, pick up and delivery, notary, faxing	1/1 Manheim Twp. 2003	Mail/parcel shipping, packing, freight, mailbox rental, notary, mail forwarding, faxing, packing supplies, ink refills, toner and ink, rubber stamps
5	NR	SHIP6 LLC DBA POSTAL CONNECTIONS YORK 211 Pauline Drive York, PA 17402-4637	\$387,203	Roger Young Manager	www.postalconnections.com/209/ 717-718-1773	1/6 11,120 Mailboxes, mail forwarding, mailing supplies, packing, shipping, packing supplies, fulfillment, pick up and delivery, notary, passport photos, faxing	1/1 York Twp. 2007	Packing; shipping via Fed Ex, DHL and USPS; copying, printing, notary, ink and toner, eBay sales
6	6	CUMBERLAND FULFILLMENT LLC 507 N. York St., Suite 2C Mechanicsburg, PA 17055-2778	\$100,000	Bob Costello CEO	www.cumberlandfulfillment.com 717-303-3026 877-529-4846	1/2 12,000 Packing, shipping, fulfillment	1/1 Mechanicsburg 2010	Pick, pack, ship; order processing and fulfillment; call center support; inventory housing and control; collection services; reverse logistics; kitting and assembly

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising

Office-furniture dealers

Ranked by local office-furniture sales

Rank	Prev. rank	Company Address	2011 office-furniture/total revenue	Top local executive Title	Website Phone	F-T/P-T local employees % of business: furniture/equipment supplies/other	New or used? Furniture carried	Local/total locations Headquarters Year established locally	Product lines carried
1	2	PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057	\$13.72 million \$51.99 million	Peter H. Phillips President	www.buyphillips.com 717-944-0400 800-538-7500	177/11 26%/35% 39%/0%	Both, plus remanufactured Systems, seating, casegoods, files, interactive-meeting technologies	3/5 Lower Swatara Twp. 1940	Steelcase, Hon, Global
2	4	OFFICE FURNITURE OUTLET 519 N. Franklin St. York, PA 17403	\$6.08 million \$6.75 million	Ronald A. Vestal President	www.offurn.com 717-848-2900 800-963-3423	4/2 90%/5% 5%/0%	Both Chairs, desks, filing, storage, accessories, office systems, store fixtures	1/1 York 1976	Abco, Boss, DMI, Phoenix, Claridge, Eurotech, Hon, K.I., Lesro, Magnuson, Mayline, Marvel, OFM, Office Star Products, Safco, Sandusky-Lee,
3	5	DESIGN SOLUTIONS INC. 5020 Ritter Road, Suite 101 Mechanicsburg, PA 17055	\$5.62 million DNR	David M. Besselman Owner	www.davidtracydesign.com 717-766-2074 877-766-2074	6/8 90%/DNR DNR/10%	New, used and remanufactured Systems furniture, casegoods, conference, ergonomic seating, reception, training, education	3/3 Lower Allen Twp. 2004	Kimball Office, National, KI, Nucraft, KI, Smith Systems, Trendway, Remanufactured Steelcase, Herman Miller, Haworth
4	6	TANNER FURNITURE 1235 S. Harrisburg St., Suite I Harrisburg, PA 17113	\$5.1 million \$5.3 million	Gary Alan Poffenberger President	www.gotanmer.com 717-985-9700 800-251-8437	8/10 100%/0% 0%/0%	New Commercial, health care, government and educational	1/1 Swatara Twp. 1989	Izzy+ Brands, Hon, JSI, National, USA Capitol, Mity Lite, Artopex
5	8	PENNSYLVANIA OFFICE SERVICE GROUP INC. DBA POSG COMMERCIAL INTERIORS 309 S. 10th St. Lemoyne, PA 17043	\$3 million \$3 million	Linda C. Till President and CEO	www.posgnet.com 717-763-4793 800-241-8895	6/1 100%/0% 0%/0%	Both DNR	1/1 Lemoyne 1992	Haworth, National
6	13	QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St./75 Utley Drive Suite 103 York/Camp Hill, PA 17402/17011	\$2 million DNR	Cindy Workinger General Manager	www.qualitydot.com 717-741-4894 800-258-9657	54/6 10%/60% 0%/30%	New Case goods, panel systems, seating, filing systems	2/2 York Twp. 1981	Global, Evolve, Hon, Richelieu, OFS
7	10	OVERNIGHT OFFICE 800 Paxton St. Harrisburg, PA 17104	\$483,500 \$3.68 million	Mike Sweet President	www.overnightoffice.com 717-703-3700	30/21 13%/0% 0%/87%	Both Desks, credenzas, seating, files, tables	1/1 Harrisburg 1998	Office Source, Boss Chairs, Rudnick
8	9	SYSTEMS PLUS OFFICE SERVICE INC. 102 W. Franklin St. Steelton, PA 17113	\$338,000 \$845,000	Troy Page VP of sales	www.systemsplusoffice.com 717-939-5200	15/0 40%/0% 0%/60%	Both Systems, casegoods, tables, seating, storage, conferencing	1/1 Steelton 1991	Maxon, Open Plan (Herman Miller), Great Openings, Sit On It, HPFI, Paoli, Datum, Cherryman
9	NR	WEAVER ASSOCIATES INC. 753 Rosemont Drive Litzitz, PA 17543	\$117,156 \$2.64 million	Ronald Weaver President	www.weaverassociatesinc.com 717-394-5009	9/0 1%/10% 9%/80%	New Bookcases, desks, computer furniture, filing and storage, reception room, seating, tables	1/1 Manheim Twp. 1999	All major product lines
10	11	PRIORITY SYSTEMS INC. 2700 Turnpike Industrial Park, P.O. Box 4240 Harrisburg, PA 17111	\$10,000 \$6.8 million	Andrew Orns President	www.prioritysystems.com 717-939-2700 800-866-0830	28/0 2%/50% 0%/48%	New Mailroom furniture	1/1 Lower Swatara Twp. 1986	Hamilton Sorter, Chamstrom

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Elaine Keisling

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Self-storage companies

Ranked by number of local self-storage units

Rank	Prev. rank	Company Address	Self-storage units	Website Phone	24-hour access? Storage unit sizes	Square footage of non-self storage	Local/total locations Headquarters Year established locally	Other services available
1	1	INVESTMENT REAL ESTATE LLC 10 Bentzel Mill Road York, PA 17404	5,675	www.irellc.com 717-779-0804	Yes 5x5 to 10x30	43,000	14/DNR Manchester Twp. 1999	Storage
2	2	CAPITAL SELF STORAGE 688 Yorktown Road, Suite B Lewisberry, PA 17339	3,848	www.capitalselfstorage.com 717-487-4871 800-932-2185	Yes 5x5 to 10x30; outdoors, 10x12 to 12x50	DNR	10/10 Fairview Twp. 1983	Document storage, packing materials, storage, truck rental
3	4	PREMIER SELF STORAGE AT GREENFIELD 170 Independence Court Lancaster, PA 17601	542	www.premierselfstoragepa.com 717-735-9920	Yes 5x5, 5x10, 7x15, 8x10, 8x11, 10x10, 8x15, 10x15, 10x20, 10x30, 15x20, 20x30, 35x15, 40x15, 45x15, 50x15	DNR	1/1 E. Lampeter Twp. 2009	Packing materials
4	5	PRO MOVING & STORAGE INC. 4351 Philadelphia Ave. Chambersburg, PA 17201	450	717-263-2414	DNR DNR	DNR	1/1 Greene Twp. 1978	DNR
5	NR	SMITH LAND & IMPROVEMENT CORP. DBA ROUTE 15 SELF STORAGE 845 N. U.S. Route 15 Dillsburg, PA 17019	350	www.rt15storage.com 717-432-3231	Yes 5x5, 5x10, 5x15, 10x10, 10x15, 10x20, 10x30, 12x30	DNR	DNR/DNR Lower Allen Twp. DNR	Truck rental
6	6	AROUND THE CLOCK STORAGE 1123 N. George St. York, PA 17404	339	www.atcstorage.com 717-848-1711	Yes 5x5 through 10x20; private leasable vaults	DNR	1/1 North York 2006	Document storage, packing materials, storage, truck rental
7	7	ALMOST LIKE HOME SELF STORAGE 105 Reechling Road New Freedom, PA 17349	293	www.almostlikehomeselfstorage.com 717-235-0714	Yes 5x10, 10x10, 10x15, 10x20, 10x30	DNR	1/1 York 2004	Document storage, packing materials, storage, truck rental
8	8	KREST STORAGE 34 Evergreen Road Lebanon, PA 17042	267	www.kreststorage.com 717-273-6065	Yes 5x10, 10x10, 10x15, 10x20, 10x30	DNR	1/1 S. Lebanon Twp. 1994	Storage
9	9	ACME STORAGE Oak Flat Road, P.O. Box 361 Newville, PA 17421-0361	254	www.acmestorage.com 717-776-6225	Yes 5x10, 10x10, 10x20, 10x30, 10x40	DNR	1/1 W. Pennsboro Twp. 1998	Storage
10	10	PREFERRED SELF STORAGE 106 W. Boehm Road Willow Street, PA 17584	230	www.preferredselfstorage.com 717-394-8002	Yes 5x5, 5x10, 10x10, 10x15, 10x20, 10x25, 10x30, 12x20	DNR	1/1 Pequea Twp. 2006	Document storage, packing materials, storage
11	11	LONDONDERRY SELF STORAGE 4043 E. Harrisburg Pike Middletown, PA 17057	186	www.londonderryselfstorage.com 717-944-8182	Yes 5x5, 5x10, 5x15, 10x10, 10x15, 10x20	DNR	1/1 Londonderry Twp. 2001	Packing materials, storage
12	NR	HORNUNG'S TRUE VALUE INC. DBA HORNUNG'S STORAGE SOLUTIONS 509 S. 29th St. Harrisburg, PA 17104	90	www.hornungsstorage.com 717-564-1720	No 5x10, 10x10, 10x20, 10x15, 10x30	DNR	1/1 Paxtang 2004	Packing materials

DBA-doing business DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Security-systems companies

Ranked by number of full-time equivalent local security employees

Rank	Prev. rank	Company Address	FTE local security employes	Top local executive Title	Website Phone	F-T/P-T local employees Equipment sold	2011 local revenue installations/subscribers % of business: comm./res.	% of business security equip./monitoring/non-security Counties covered	Local/total locations Headquarters Year established locally	Services provided
1	NR	KOURT SECURITY PARTNERS LLC DBA SELECT SECURITY P.O. Box 1707 Lancaster, PA 17608	60	Patrick M. Egan Founder and president	www.SelectSecurity.com 717-481-7400 877-877-0345	58/4 Integrated security and fire-alarm systems with wired or wireless monitoring, video-surveillance systems including DVR, NVR and remote-viewing option	DNR 986/2,636 44%/56%	68%/30%/3% Pennsylvania	2/8 Lancaster 1998	Security, alarm, fire, video and access systems; 24/7 monitoring from in-house, UL-listed central station
2	3	CHOICE SECURITY SERVICES LLC 200 Richardson Drive Lancaster, PA 17601	26	James Durkin President	www.ChoiceSecuritySvc.com 717-207-0155	26/0 DNR	DNR DNR/DNR 75%/25%	50%/50%/0% Tri-county and surrounding areas	1/1 E. Hempfield Twp. 2001	Electronic security, including CCTV, fire, electronic access and burglary
3	1	GETTLE INC. 2754 Black Bridge Road York, PA 17406-7920	22	George E. Buss Executive VP	www.gettle.com 717-843-1231 800-758-0780	149/0 Burg, fire, CCTV, access control, nurse call and intercom	\$23.54 million 52/DNR 100%/0%	10%/5%/85% Adams, Berks, Chester, Cumberland, Dauphin, Lancaster, Lebanon, Perry, York	1/1 Manchester Twp. 1954	Commercial and industrial electrical, automation systems, data communications, fire/security systems, pole/line construction, panel fabrication
4	5	STANLEY CONVERGENT SECURITY SOLUTIONS INC. DBA STANLEY CSS OF HARRISBURG 34 Woburn Abbey Ave. Camp Hill, PA 17011	19	Alex Chermak Regional VP	www.stanleycss.com 717-648-5506 877-766-4876	19/0 Intrusion detection, access control, video surveillance, fire detection and integrated solutions	DNR 100/300 100%/0%	50%/50%/0% DNR	1/75 Naperville, Ill. 1985	Intrusion and fire-detection equipment and monitoring, access control, video surveillance, integrated solutions
5	NR	WACOR ELECTRONIC SYSTEMS 1830 State St. East Petersburg, PA 17520-1323	15	H. Wade Hall President	www.wacor.org 717-581-1008 888-784-2469	14/2 CCTV cameras, access control, intrusion-detection systems	DNR 45/45 98%/2%	90%/5%/5% All	1/2 E. Hempfield Twp. 1996	Engineering, installation, consulting, central monitoring
6	8	CHANNELL'S LOCKSMITH SHOP INC. DBA LAW SECURITY & COMMUNICATIONS 173 McAllister St. Hanover, PA 17331	14	Lawrence A. Weinstein Vice president	www.channelllocksmith.com 717-633-1010 800-541-3251	12/12 IBosch, DSC, Kantech, Pelco, Digital Watchdog, Altronix, Securitron, Schlage Primus, Assa, Wheelock, System Sensor, Leviton, NEC,	\$1.30 million DNR/DNR 60%/40%	40%/20%/40% Adams, Cumberland, Dauphin, Franklin, Lancaster, York and northern Maryland	1/1 Hanover 1976	Security, closed-circuit TV, access control, fire alarms, monitoring, computer-network wiring, telephones, locksmith services, doors and hardware
7	11	ADVANTAGE SECURITY INC. 300 E. Market St. Hallam, PA 17406	11	Duane Ness President	www.advantagesecurity.com 717-840-8400 877-840-8400	12/0 GE, Interlogix, UTC	\$1.80 million 435/2,350 50%/50%	65%/30%/5% York, Lancaster, Lebanon, Cumberland, Dauphin, Perry, Adams	1/1 York 1987	Security, fire-alarm systems, access controls and camera and video systems
8	6	KLEPPERS SECURITY SOURCE 117 E. King St. York, PA 17401	10	John E. Trone and Michael J. Dennis Owners	www.kleppers.com 717-848-1754	12/0 Access-control equipment, IP video surveillance, fire and security equipment, safes, door hardware	DNR DNR/DNR 70%/30%	65%/20%/15% Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, York, Perry, Bucks	1/1 York 1920	Design, installation and service of access control, IP video surveillance, telephone entry, fire and security systems
9	10	MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797	8	John D. Morefield President	www.morefield.com 717-761-6170 800-382-1266	73/4 IP video surveillance, CCTV, building-access control systems	\$16 million DNR/DNR 100%/0%	10%/0%/90% More than 30 counties in Pa. and northern Md.	1/2 Hampden Twp. 1945	Technology solutions and services; IT services, VoIP, computer networking, video conferencing, security, AV; enterprise and small business
10	7	LOWV SYSTEMS INC. 5 E. Allen St. Mechanicsburg, PA 17055	7	Ken Darr Vice president	www.lowvsystems.com 717-796-1000	13/0 Honeywell, Siemens, Bosch; CCTV, fire, access control, intrusion, LED lighting	\$1.25 million 35/DNR 90%/10%	35%/15%/50% All PA	1/1 Mechanicsburg 2002	LED lighting design and sales; service, sales, monitoring, PM contracts for CCTV, access control, fire alarm and intrusion systems
11	12	TRINITY SECURITY SYSTEMS LTD. INC. 1640-R S. Market St. Elizabethtown, PA 17022	6	Grant Bushey and Greg Cordell Owners	www.trinitysecurity.net 717-361-2798 888-874-6732	3/3 DNR	DNR DNR/DNR 25%/75%	25%/75%/0% Adams, Berks, Cumberland, Dauphin, Lancaster, Lebanon, York, Chester, Delaware, Montgomery	1/1 Elizabethtown 2001	Burglar and fire alarms, closed-circuit TV, intercoms, access control, structural wiring
12	14	REED'S LOCK & ACCESS CONTROL SYSTEMS INC. 700 E. Main St. Annville, PA 17042-1702	6	Jill M. Reed President	www.reedslock.com 717-867-8344	6/0 Honeywell, GE/ITI, Keri Access, CCTV, video intercom, Gardall & Amsec safes, ASSA Svc Center, Schlage Primus/Everest, Securitron, IEI Keyprd, Elec Strk	DNR 1,500/175 60%/40%	90%/10%/0% Lebanon, Lancaster, Schuylkill, Dauphin, Berks, York; others as needed	1/1 Annville Twp. 1979	Full-service locksmith services: commercial, residential, auto; access control, CCTV, alarms; safe sales and service; transponder keys, remotes
13	13	DANATECH INC. DBA DANATECH SECURITY 56 Mill St. Mount Holly Springs, PA 17065-1714	5	David R. Naugle President	www.danatechinc.com 717-486-7984 800-848-7984	4/1 Honeywell, Keyscan, Speco, Everfocus	\$450,000 75/853 40%/60%	50%/50%/0% Adams, Cumberland, Dauphin, Franklin, Juniata, Mifflin, Perry, York	DNR/DNR Mount Holly Springs 1980	Home and business security systems and fire alarm, access-control and video systems
14	NR	HIRST'S TV & STEREO INC. DBA HIRST SYSTEMS 8 Gay St. Christiana, PA 17509-1712	4	Robert David Hirst President	www.hirstsystems.com 610-593-5075 800-243-3788	5/0 Security, access-control, phone and CCTV systems; home theater	DNR 50/DNR 70%/30%	60%/20%/20% Lancaster and Chester	1/1 Christiana 1923	Installation and service of audiovideo, camera, security, access-control, fire-alarm, satellite and phone systems

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Researched by Alaine Keisling

Executive recruiters

Ranked by number of local employees

Rank	Prev. rank	Company Address	F-T local employees	Top local executive Title	Website Phone	2011 local/total revenue Fee structure	Types of clients	Local/total locations Headquarters Year established locally	Services provided
1	1	PERFORMANCE GROUP INC. 22 W. Main St. Ephrata, PA 17522-2009	50	Thomas E. Readdy President	www.ppstaffing.com 717-733-6367 888-459-9922	\$23.2 million \$31.5 million DNR	DNR	6/7 Ephrata 1993	Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services; health care network division
2	2	AMERICAN PERSONNEL MANAGERS & CONSULTANTS INC. 2226 Gettysburg Road Camp Hill, PA 17011	40	Patricia M. Gingrich President and CEO	www.amerijob.com 717-303-0229	DNR DNR Variety of methods - flexible structure	DNR	1/1 Lower Allen Twp. 1998	Project management staffing support in information technology, including media services, help desk, IT hardware and software reseller
3	4	JFC GLOBAL 1520 Market St. Camp Hill, PA 17011	21	Linda A. Carchidi President	www.jfcglobal.com 717-761-8095 888-532-5627	\$6.22 million \$6.22 million 25% of the first-year starting salary with 90-day replacement guarantee	Information technology, engineering, logistics, accounting, finance, printing and design, sales, insurance; management, human resources, administrative assistants, legal	6/6 Camp Hill 1992	Specialized recruiting in accounting, finance, engineering and information technology; contract and direct hire
4	NR	SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033	14	Susan Graham President	www.susangconsulting.com 717-533-4470	\$1.1 million DNR Flat fee	Health care, manufacturing, retail, commercial, private industry	1/1 Derry Twp. 2006	Information-technology recruiting, staffing and project management
5	NR	ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111	10	Deborah A. Abel President	www.abelpersonnel.com 717-561-2222 888-223-5562	\$5.8 million \$5.8 million DNR	DNR	2/2 Swatara Twp. 1969	Full-service personnel firm including staffing and recruiting for office and professional positions
6	NR	THE WALLACE GROUP LLC 1227 N. Third St. Harrisburg, PA 17102-2027	3	Robert M. Wallace SPHR President and CEO	www.thewallacegroup.com 717-232-2174	DNR DNR Fee based on total compensation and client relationship	Financial services, trade associations, higher education	1/1 Harrisburg 1999	Cultural surveys, limited outplacement, sensitive employee issues, assessments, compensation programs

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of executive recruiters was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Nov. 9, 2012; updated Jan. 8, 2013; next published Nov. 15, 2013.

Researched by Alaine Keisling

Payroll companies

Ranked by W2s issued locally


Rank	Prev. rank	Company Address	2011 W2s issued % of business that is payroll	Top local executive Title	Website Phone	F-T/P-T local employees Counties covered	States covered Payroll clients	Local/total locations Headquarters Year established locally	Services provided
1	NR	PAYTIME INC. 5070-B Ritter Road, Suite 115 Mechanicsburg, PA 17055	80,000 95%	Nathan Patterson President	www.paytimepayroll.com 717-458-0021 800-298-6431	23/7 All	All DNR	2/2 Upper Allen Twp. 1992	Payroll; tax filing; human-resource services and systems; time and attendance; workers' compensation insurance
2	2	PAYCHEX INC. 2405 Park Drive, Suite 200 Harrisburg, PA 17110	35,000 90%	Dan Takacs Branch manager	www.paychex.com 717-652-3317 800-784-8566	31/2 Adams, York, Lancaster, Lebanon, Dauphin, Perry, and Cumberland	Nationwide 2,600	1/100 Rochester, N.Y. 1989	Payroll, human resource and benefits outsourcing for small- to medium-size businesses
3	3	PAYSMART PAYROLL SERVICES LLC 1205 Manor Drive, Suite 201 Mechanicsburg, PA 17055	9,000 100%	Kelli Gift CPA Managing member	www.paysmartpa.com 717-766-1777	6/0 Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, York	PA, MD, NJ DNR	1/1 Lower Allen Twp. 2002	Complete small-business payroll service
4	5	SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601	2,500 8%	Marlin E. Benedict Managing partner	www.simonlever.com 717-569-7081	41/5 Lancaster, Berks, Dauphin, York, Adams, Lebanon and 10 other counties	Pennsylvania, Arkansas, Arizona, Connecticut, Delaware, Florida, Georgia, Indiana and 17 other states DNR	1/1 Manheim Twp. 1951	With our payroll service, we see an opportunity to demonstrate our creativity, integrity and expertise in providing value to your bottom line
5	8	ACCOUNTING SERVICES OF YORK LLC 2453 Kingston Court York, PA 17402	925 40%	David L. Riggs Owner	www.accountingservicesofyork.com 717-757-5482	4/2 York, Adams, Berks, Cumberland, Dauphin, Baltimore	All Many local small businesses and several national companies	1/1 Springettsbury Twp. 1987	Payroll services; personal, business and nonprofit tax preparation, IRS issue resolution, general accounting and bookkeeping, website design/hosting
6	9	DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166	900 8%	Diana M. Reed President	www.dianamreed.com 717-533-5513	9/8 Dauphin, Lebanon, Lancaster, Cumberland, York	PA, with clients from other states as well 20 full payroll clients; 40 others for payroll-tax services	1/1 Derry Twp. 1988	Accounting; bookkeeping/payroll; financial stmts; tax planning/returns; reviews, compilations, agreed-upon procedures; nonprofits and small businesses
7	NR	SONRISE TAGS AND TAX LLC 346 S. Ninth St. Lebanon, PA 17042	870 25%	Kenneth N. Shirk DNR	www.tagsandtax.com 717-273-3100	7/14 All	PA 96	2/2 Lebanon 1973	Income-tax preparation, notary and licensing services, payroll processing and reporting
8	NR	KELLY FINANCIAL SERVICES INC. 400 Bridge St., Suite 4 New Cumberland, PA 17070	850 10%	Frank H. Kelly EA President	www.kellytax.com 717-774-7536	4/1 Cumberland, York, Dauphin, Lebanon, Lancaster	PA 35	1/1 New Cumberland 1981	Year-round full-service tax, bookkeeping and payroll services firm

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Commercial printers

Ranked by local commercial-printing revenue

Rank	Prev. rank	Company Address Website	Local comm.-printing/total revenue	Top local executive Title Phone	% of bus. printing/ copies/other Electronic files? Pickup and delivery area	Specialties	F-T/P-T employees Headquarters Year established locally	Printing services
1	1	FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179 www.frycomm.com	\$198 million \$196 million	Henry Fry Chairman 717-766-0211 800-334-1429	95%/0%/5% Yes NA	Magazines, catalogs, directories, journals, direct mail, high-end decorated covers	1,037/11 Silver Spring Twp. 1934	Web-based submissions and proofing systems, saddle and perfect binding, mailing and mail-data processing, drop shipping, co-mailing and co-binding
2	2	INTELLIGENCER PRINTING CO. 330 Eden Road Lancaster, PA 17601 www.intellprinting.com	\$31.23 million \$31.23 million	Robert Mason President and CEO 717-291-3100 800-233-0107	95%/0%/5% Yes Central Pennsylvania	Collateral, sales promotion, corporate identity, health care literature, scratch-offs, in-line imaging, direct-mail production and list services	154/8 Manheim Twp. 1794	Up to 10-color printing, binding, mailing, product and literature fulfillment, digital print and variable data services
3	3	WM ENTERPRISES INC. DBA GRAPHTECH 1310 Crooked Hill Road Harrisburg, PA 17110 www.thinkgraphtech.com	\$4.73 million \$4.73 million	Jon R. Williams President 717-238-5751	100%/0%/0% Yes Harrisburg, Hershey, Carlisle	Magazines, brochures, catalogs, directories, flyers, newsletters, publication management	31/3 Susquehanna Twp. 1992	Design, complete bindery, mailing and fulfillment
4	5	DAVID A. SMITH PRINTING INC. 742 S. 22nd St. Harrisburg, PA 17104 www.dasprint.com	\$2.78 million \$3.47 million	David A. Smith CEO 717-564-3719 800-564-3117	54%/32%/14% Yes 50-mile radius of Harrisburg	Catalogs, programs, specialty box wraps, directories, promotional mailing pieces, letterheads, digital envelopes, both digital and conventional, all promotional items	24/2 Harrisburg 1967	Design, pre-press, digital and conventional printing, all binding, in-house mailing services
5	6	TRIANGLE PRESS INC. 6720 Allentown Blvd. Harrisburg, PA 17112-3309 www.TrianglePress.net	\$2.2 million \$2.2 million	Adrienne Kihm CEO 717-541-9315	100%/0%/0% Yes Southcentral Pennsylvania	Graphic design, periodicals, catalogs, directories, envelopes, postcards, posters, programs	22/1 Lower Paxton Twp. 1970	Saddle-stitched books, die cutting, foil stamping, hot stamping
6	NR	HUGGINS PRINTING CO. INC. 2900 Sycamore St. Harrisburg, PA 17111 www.hugginsprinting.com	\$1.25 million \$1.53 million	Christopher A. Gustin President 717-561-8182 800-360-8182	82%/8%/10% Yes Central Pennsylvania	Business cards, letterheads, envelopes, newsletter, brochures, programs, books, catalogs	16/0 Swatara Twp. 1927	DNR
7	NR	TEX VISIONS LLC 453 Lincoln St. Carlisle, PA 17013-1814 www.texvisions.com	\$800,000 \$4.9 million	Marcel Ruhland CEO 717-249-3273 877-503-5247	100%/0%/0% Yes Nationwide	Flags, banners, umbrellas and other accessories	45/15 Carlisle 2004	DNR
8	10	GANNETT FLEMING INC. DBA GANCOM 207 Senate Ave. Camp Hill, PA 17011 www.gancom.com	\$212,942 \$3 million	Terry L. Rodkey Manager 717-763-7387 800-233-1055	7%/86%/7% Yes Central Pennsylvania	Manuals, booklets, folders, catalogs, forms, envelopes, brochures, newsletters, letterhead	18/0 E. Pennsboro Twp. 1953	Perfect binding, saddle stitching, digital printing, graphic design, mailing and fulfillment
9	9	PRINT WORKS ON DEMAND INC. 5630 Allentown Blvd., P.O. Box 6314 Harrisburg, PA 17112 www.printworksod.com	\$192,409 \$914,291	Glenn R. Young Jr. President 717-545-5215	21%/78%/1% Yes Central Pennsylvania	Letterheads, envelopes, brochures, newsletters, booklets, tickets, forms, manuals, directories	7/3 Lower Paxton Twp. 1993	Coil, perfect binding, wire-o, comb, velo, fold, pad, perforate, collate, score, wire stitching, stapling, laminating

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising

Office-equipment companies

Ranked by local office-equipment revenue

Rank	Prev. rank	Company Address	2011 local office-equipment/total revenue	Top local executive Title	Website Phone	F-T/P-T local employees	% of business: equip./furn. supplies/other New or used? Leases?	Types of equipment carried	Local/total locations Headquarters Year established locally	Product lines carried
1	1	PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fuling Mill Road Middletown, PA 17057	\$17.2 million \$51.99 million	Peter H. Phillips President	www.buyphillips.com 717-944-0400 800-538-7500	177 11	35%/26% 39%/0% Both Yes	Imaging, document mgt. and automated workflow software; printers, copiers, MFPs, wide-format scanners, duplicators, folders, binders, shredders	3/5 Lower Swatara Twp. 1940	Sharp, HP, Konica-Minolta, Kip, Kyocera, Canon, Bell & Howell, Hyland OnBase, HSM, Riso, MBM
2	3	QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St./75 Utley Drive Suite 103 York/Camp Hill, PA 17402/17011	\$13 million DNR	Cindy Workinger General Manager	www.qualitydot.com 717-741-4894 800-258-9657	54 6	60%/10% 0%/30% Both Yes	Copy, print, scan and fax systems; software	2/2 York Twp. 1981	Konica, Kyocera
3	2	COLONY PRODUCTS INC. DBA COLONY BUSINESS SYSTEMS 799 Flory Mill Road P.O. Box 4805 Lancaster, PA 17604-4805	\$12 million \$12 million	Carl L. Cheston CEO	www.colonyproducts.com 717-569-5900 800-823-2679	34 2	100%/0% 0%/0% Both Yes	imagePress production digital presses: color 70ppm, B&W 135ppm; multifunctional printers, copiers, scanners, large-format, shredders; document management, professional services	5/5 E. Hempfield Twp. 1968	Canon, Xerox and Oki Data
4	4	ECOMMUNICATIONS SYSTEMS CORP. DBA ECOMM NETWORKS 1866 Colonial Village Lane, Suite 112 P.O. Box 10427 Lancaster, PA 17605-0427	\$4.37 million \$7.91 million	Gary S. Ritacco President and CEO	www.ask-ecomm.com 717-299-7100 800-372-4600	32 0	100%/0% 0%/0% Both Yes	Leasing, rental or purchasing of telecommunications equipment, including business telephone and voicemail systems, call center applications, call recording systems (voice and screen), VoIP	1/3 E. Lampeter Twp. 1984	Avaya, Axxess, Hosted SIP Solutions, Mitel, Nortel, Norstar, Esna, NuPoint, Mercom, Oaisys, Commview, HP Procurve
5	5	QUALITY DIGITAL OFFICE SOLUTIONS 2192 Embassy Drive P.O. Box 7063 Lancaster, PA 17603	\$2.9 million \$2.9 million	Joe McMonagle President	www.d-o-s.com 717-293-1950	1 12	85%/0% 15%/DNR Both Yes	Digital copiers, color copiers, printers, color printers, scanners, faxes, document imaging and storage systems	1/1 E. Hempfield Twp. 1989	KyoceraMita, HP, Oki Data, Muratec, Panasonic, DocStar imaging systems
6	NR	FRASER ADVANCED INFORMATION SYSTEMS 5521 Carlisle Pike Mechanicsburg, PA 17050	\$2.84 million \$24.26 million	Joel Martin Sales manager	www.fraser-ais.com 717-766-1126 800-422-8599	18 0	80%/0% 0%/20% Both Yes	Black-and-white copiers, color copiers, wide-format, fax machines, laser printers, scanners and optical storage equipment, networks	1/5 West Reading 1971	Sharp, Canon, Kyocera Mita, HP, Muratec, KIP
7	6	PRIORITY SYSTEMS INC. 2700 Turnpike Industrial Park P.O. Box 4240 Harrisburg, PA 17111	\$2.3 million \$6.8 million	Andrew Orons President	www.prioritysystems.com 717-939-2700 800-866-0830	28 0	50%/2% 0%/48% Both Yes	High-production inserting, direct-mail output, document output mgt., promotional-mailing and content-verification systems; logistics and tracking software; postage meters	1/1 Lower Swatara Twp. 1986	Hasler, Neopost, Rena, Buskro, Lake Image, Inscerco
8	NR	OFFICE FURNITURE OUTLET 519 N. Franklin St. York, PA 17403	\$337,636 \$6.75 million	Ronald A. Vestal President	www.offfurn.com 717-848-2900 800-963-3423	4 2	5%/90% 5%/0% DNR DNR	DNR	1/1 York 1976	DNR
9	NR	WEAVER ASSOCIATES INC. 753 Rosemont Drive Lititz, PA 17543	\$117,156 \$2.64 million	Ronald Weaver President	www.weaverassociatesinc.com 717-394-5009	9 0	10%/1% 9%/80% Both No	Printers, fax machines, scanners, multifunction printers, shredders	1/1 Manheim Twp. 1999	Including Xerox, Lexmark, HP

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising



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Staffing firms

Ranked by local revenue

Rank	Prev. rank	Company Address	Local revenue	Top local executive Title	Website Phone	Benefits provided	F-T local/total employees Employment specialties	Local/total locations Headquarters Year established locally	Services provided
1	1	AEROTEK INC. 219 Granite Run Drive Lancaster, PA 17601	\$175 million	John Rudy Regional vice president	www.aerotek.com 717-519-3930 800-784-8063	Contributory medical, dental and vision	125/300 60% industrial, 30% technical, 10% clerical	5/150 Hanover, Md. 1997	Human capital solutions, supplemental staffing services
2	2	PERFORMANCE GROUP INC. 22 W. Main St. Ephrata, PA 17522-2009	\$23.20 million	Thomas E. Readdy President	www.ppstaffing.com 717-733-6367 888-459-9922	Vacation and holidays, health insurance, debit-card pay system, 401(k) contributions	50/50 85% industrial, 5% clerical, 5% technical, 3% human-resources outsourcing, 2% professional	6/7 Ephrata 1993	Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services; health care network division
3	3	JFC TEMPS INC. 1520 Market St. Camp Hill, PA 17011	\$19.42 million	Linda A. Carchidi President	www.jfctemps.com 717-761-8095 888-532-5627	Vacation pay, holiday pay, 401(k), scholarships, employee-discount program, discounted health insurance	42/42 38% light industrial, 32% clerical, 9% professional, 8% skilled trades 6% technical, 5% medical, 2% other	6/6 Camp Hill 1975	Recruiting organization specializing in office support and skilled trades placement; contract, temporary or direct hire
4	4	JFC GLOBAL 1520 Market St. Camp Hill, PA 17011	\$6.22 million	Linda A. Carchidi President	www.jfcglobal.com 717-761-8095 888-532-5627	Vacation pay, holiday pay, 401(k), employee-discount program, discounted health insurance	21/21 55% professional, 43% technical, 2% other	6/6 Camp Hill 1992	Specialized recruiting in accounting, finance, engineering and information technology; contract and direct hire
5	5	ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111	\$5.80 million	Deborah A. Abel President	www.abelpersonnel.com 717-561-2222 888-223-5562	Holidays, vacation bonus, 401(k), life insurance, referral incentives, tuition reimbursement, resume advice; emp. counseling, clearances and testing; drug testing	10/10 Professional, customer service and data entry, technical, other	2/2 Swatara Twp. 1969	Full-service personnel firm including staffing and recruiting for office and professional positions
6	6	JFC MEDICAL 1520 Market St. Camp Hill, PA 17011	\$1.48 million	Linda A. Carchidi President	www.jfcmmedical.com 717-761-8095 888-532-5627	Vacation pay, holiday pay, 401(k), employee-discount program, discounted health insurance	7/7 100% medical	6/6 Camp Hill 2003	Clinical and non-clinical medical staffing on a contract and direct-hire basis
7	NR	SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033	\$1.10 million	Susan Graham President	www.susangconsulting.com 717-533-4470	100% employee-paid health, vision, dental; paid time-off	14/DNR 100% information technology/technical	1/1 Derry Twp. 2006	Information-technology recruiting, staffing and project management

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Signage companies

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	F-T/P-T local employees Industries % of clients sm./med./lg.	Local/total locations Headquarters Year established locally	Types of signs
1	1	TIM-BAR CORP. DBA TIMBAR PACKAGING & DISPLAY 149 N. Penn St. Hanover, PA 17331	\$167.69 million \$244 million	Richard Fritz CFO	www.timbar.com 717-632-4727 800-572-6061	DNR/DNR All, specializing in food, health and beauty, office supplies and back-to-school 15%/60%/25%	5/16 Hanover 1955	Point-of-purchase displays
2	2	D.E. GEMMILL INC. 10174 Chapel Church Road Red Lion, PA 17356	\$2.8 million \$2.8 million	David E. Gemmill President	www.degemmill.com 717-755-9794 866-755-9794	30/3 All DNR/DNR/DNR	1/1 Chanceford Twp. 1986	Interior and exterior; mounted; freestanding; point-of-purchase displays; magnetic; permanent; promotional products; static cling; temporary; window graphics; wall graphics and murals; school
3	3	W.J. STRICKLER SIGNS INC. 3999 Carlisle Pike, P.O. Box 175 New Oxford, PA 17350-0175	\$2.1 million \$2.6 million	Bryan David Strickler President	www.stricklersigns.com 717-624-8450 800-222-0387	16/3 Commercial retail, general contractors, restaurants, car dealers, churches, banks 25%/40%/35%	1/2 Hamilton Twp. 1972	Custom freestanding electric, electronic message centers, awnings, channel letters
4	6	SIGN MEDIX INC. 2153 Columbia Ave. Lancaster, PA 17603-4332	\$1.29 million \$1.29 million	Phil A. Saunders President	www.signmedix.com 717-396-9749 877-957-7446	10/2 Corporate, industry, small business, commercial and retail, banks, restaurants, churches, medical, shopping malls 15%/25%/60%	1/1 W. Hempfield Twp. 1996	Custom-built UL-certified. LED electronic message centers, channel letters, monuments, pylons, cabinets and cases, illum. and non-illum.; interior and exterior; corp. re-images, permit acquisition
5	8	DISPLAYS AND GRAPHICS INC. 5700C Linglestown Road, P.O. Box 6542 Harrisburg, PA 17112	\$647,224 \$647,224	Todd Felty President	www.displaysandgraphicsinc.com 717-540-1481	4/2 Manufacturing, ad agencies, print brokers, banks, real estate, public 20%/80%/0%	1/1 Lower Paxton Twp. 2004	Trade show, point-of-purchase, vehicle, window, wall and floor graphics; banners; yard signs; real estate signs; custom-printed signage on unlimited substrates
6	9	SUPERIOR SIGN 105 Maytown Road Elizabethtown, PA 17022	\$500,000 \$500,000	Terry Burkhardt President and estimator	www.superiorsign.com 717-367-1375 800-433-4253	5/1 Corporate, retail, commercial 20%/30%/50%	1/1 Elizabethtown 1906	Electronic message centers, freestanding, interior, corp. tenant signs, magnetics, full-color banners, illum. and non-illum. signs
7	NR	ASHAR ENTERPRISES LLC DBA SIGN-A-RAMA 6110 Derry St. Harrisburg, PA 17111	\$200,000 \$200,000	Chris Brandenburg Owner	www.signarama-harrisburg.com 717-561-9895	1/1 DNR 20%/30%/50%	1/1 Swatara Twp. 2011	Exterior signs, channel letters, banners, ADA signage, yard signs, real estate signs, vehicle graphics, trade show displays

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisling

Commercial cleaners and maintenance companies

Ranked by commercial and industrial square footage cleaned

Rank	Prev. rank	Company Address	Square footage cleaned	Top local executive Title	Website Phone	2011 local/total revenue Fee range	F-T/P-T local employees % of business: comm./res.	Counties covered	Local/total locations Headquarters Year established locally	Services offered
1	1	OMEX OFFICE MAINTENANCE EXPERTS 205 House Ave. Camp Hill, PA 17011	7 million	Gerald Boorman CEO	www.omexcorp.com 717-737-7311 800-827-6639	DNR DNR Varies	DNR/DNR 100%/0%	Central Pennsylvania	1/1 Lower Allen Twp. 1979	Complete commercial cleaning services
2	2	CLEANTEAM BUILDING SERVICES INC 651 Market St. Lemoyne, PA 17043	6.8 million	Bruce Schwartz President	www.getcleanteam.com 717-763-7444 866-667-4887	DNR DNR Varies	85/126 100%/0%	Dauphin, Cumberland, Adams, York, Lancaster and Monroe	3/6 Lemoyne 1985	Full-service janitorial company
3	9	JILL'S PERSONAL TOUCH CLEANING SERVICE 439 Big Spring Road New Cumberland, PA 17070	6 million	Jill Rebuck Owner	717-938-4344	DNR DNR \$25-\$30 per hour	0/25 90%/10%	Cumberland, Dauphin, Northumberland, York and Lancaster	1/1 Fairview Twp. 1990	Full range of janitorial services, window cleaning, floor maintenance, carpet cleaning
4	3	AMES JANITORIAL SERVICES INC. 240 Hinkle Road Annville, PA 17003-8877	4.95 million	Mark M. Cheyney President and CEO	www.amesservices.com 717-838-8387 800-454-2007	\$1.8 million \$1.8 million Varies	34/30 95%/5%	Central Pennsylvania	1/1 S. Londonderry Twp. 1987	Customized commercial cleaning services, window cleaning, carpet extraction, floor maintenance, warehouse ceiling cleaning and explosion-proof vacuums
5	4	ALLIED MAINTENANCE SYSTEMS INC. 45 Fairview Road New Cumberland, PA 17070	3.5 million	Christopher S. Green VP and general manager	www.alliedgroupa.com 717-774-5481	DNR DNR Individual quotations provided	6/50 100%/0%	Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry, York	2/3 Fairview Twp. 1984	Contract cleaning services, VCT strip/wax, marble/terrazzo restoration, carpet cleaning, tile and grout cleaning/sealing, complete gym refinishing
6	NR	PERSONALIZED COMMERCIAL CLEANING 780 Eden Road Lancaster, PA 17601	2.3 million	Philip A. Garfinkel Owner	www.personalizedcommercialcleaning.com 717-393-5111	DNR DNR varies	6/62 100%/0%	Lancaster, Lebanon, York, Dauphin, chester	1/1 Lancaster 1997	Stripping and waxing, office cleaning, carpet cleaning, windows, burnishing
7	5	CUMBERLAND SERVICES INC. 3 S. 40th St. Camp Hill, PA 17011	2.23 million	John W. Lane President	www.cumberlandservices.net 717-737-3293	DNR DNR Varies	48/39 100%/0%	Cumberland, Dauphin, Lancaster, York	1/1 Lower Allen Twp. 1977	Contract janitorial, specialty projects, food-manufacturer sanitation, confined-space services
8	7	JOANNE M. MCGEE CLEANING AND JANITORIAL SERVICE INC. 200 Schneider Drive Lebanon, PA 17046	1.9 million	Joanne M. McGee President	www.jmmcgeecleaning.com 717-273-5394 888-828-5394	\$513,000 \$513,000 \$70-\$2,000 per visit	4/16 55%/45%	Dauphin, Lancaster, Lebanon, Cumberland, Schuylkill, Adams, Berks	1/1 Lebanon 1985	Janitorial and cleaning service, construction cleanup, once and done, commercial and residential cleaning
9	NR	WESLEY ENTERPRISES INC. DBA MAID TO PERFECTION OF YORK COUNTY 1579 Rodney Rd York, PA 17408-9716	610,000	Ronald C. Wesley II CEO	www.mtmaid.com/yorkpa/ 717-757-5300 888-624-3872	\$480,000 \$655,000 Varies	3/18 35%/65%	York, Cumberland	1/1 W. Manchester Twp. 2001	Commercial and residential cleaning; carpet cleaning; tile and grout cleaning; hard-surface cleaning; flooring stripping and waxing
10	11	ABSOLUTE PRESSURE CLEANING INC. 1030 Sixth Ave. Steeleton, PA 17113	160,000	Todd Singer Owner	717-986-1171	DNR DNR Varies	1/2 65%/35%	Central Pennsylvania	1/1 Swatara Twp. 1996	Industrial, commercial and residential cleaning; all type siding restoration; specializes in art, metal and stone restoration
11	NR	RADIANT WINDOW CLEANING INC. 301 Chestnut St., Suite 2403 Harrisburg, PA 17101-2755	2,500	Jarvis Hartfiel President	www.myradiantwindows.com 717-713-1656	\$110,000 \$110,000 \$250-\$7500	2/1 60%/40%	Dauphin, Cumberland, Lancaster, Lebanon, York, Adams	1/1 DNR 2006	Window cleaning: high-rise, commercial, new construction, residential.

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of commercial cleaners is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjSurveys.info; follow @CPBJListCentral on Twitter. Published July 27, 2012; updated Jan. 8, 2013; next published July 26, 2013.

Researched by Elaine Keisling

Professional Services

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Professional Services MARKET FACTS



REALTORS

This chart shows the number of Realtors in the midstate based on numbers from December 2012 for most counties. The tallies are based on where a Realtor lives (Cumberland and Dauphin) or on the membership information of respective county-level associations (Lancaster, Lebanon and York).

CUMBERLAND COUNTY - 656	LEBANON COUNTY - 227
DAUPHIN COUNTY - 514	YORK COUNTY - 851
LANCASTER COUNTY - 1,186 (in November 2012)	

SOURCE: STATE AND LOCAL ASSOCIATIONS OF REALTORS

BAR EXAM



In most states, applicants can take the bar exam in February or July each year. Delaware has no February exam. In Pennsylvania, 2,741 applicants took the test in 2012, compared with 2,802 in 2011. The following chart shows the bar exam results in Pennsylvania and neighboring states:

	Total 2012 applicants taking test	Total pass rate	Pass rate in February	Pass rate in July
PENNSYLVANIA	2,741	73 percent	60 percent	77 percent
Delaware	223	63 percent	No exam	63 percent
Maryland	2,177	71 percent	55 percent	76 percent
New Jersey	4,674	72 percent	55 percent	77 percent
New York	15,745	62 percent	44 percent	68 percent
Ohio	1,606	76 percent	63 percent	81 percent
West Virginia	328	71 percent	64 percent	74 percent

SOURCE: STATE BOARDS OF BAR OR LAW EXAMINERS

CERTIFIED PUBLIC ACCOUNTANTS

Certified public accountants have passed the Uniform Certified Public Accountant examination and have met other requirements for experience on the job and continuing education. In Pennsylvania, the profession is overseen by the State Board of Accountancy. The numbers below are from December 2012.



CUMBERLAND COUNTY - 585	LEBANON COUNTY - 124
DAUPHIN COUNTY - 509	YORK COUNTY - 436
LANCASTER COUNTY - 676	

SOURCE: PENNSYLVANIA DEPARTMENT OF STATE BUREAU OF PROFESSIONAL AND OCCUPATIONAL AFFAIRS

LEED-ACCREDITED BUILDING PROFESSIONALS



There are 5,370 LEED-accredited building professionals in Pennsylvania. LEED stands for Leadership in Energy and Environmental Design, a standard for green building methods. The greater Carlisle-Harrisburg-Lebanon metropolitan area has the most LEED professionals in Central Pennsylvania, followed closely by York. Here are the accredited professionals as of Nov. 30:

Area	LEED professionals with specialty	LEED professionals without specialty	LEED green associates	TOTALS
Pennsylvania	1,865	2,513	992	5,370
Harrisburg-Lebanon-Carlisle	72	113	48	233
Lancaster	69	79	23	171
York	80	96	54	230

SOURCE: U.S. GREEN BUILDING COUNCIL

LICENSED ENGINEERS



Central Pennsylvania is home to more than 2,200 licensed professional engineers, a nearly 4 percent increase from 2011. Cumberland County has the most, and Lebanon County the fewest. York and Lancaster counties have the most engineers in training.

Area	Professional engineers	Engineers in training	County totals
Cumberland County	618	119	737
Dauphin County	446	114	560
Lancaster County	500	137	637
Lebanon County	119	30	149
York County	566	150	716
Total by license	2,249	550	-
Change from 2011	4.1 %	-0.7%	-

SOURCE: PENNSYLVANIA DEPARTMENT OF STATE

Employee-benefits administrators

Ranked by number of local employees

Rank	Company Address	Local employees	Top local executive Title	Website Phone	Plans administered F-T/P-T employees	Local/total locations Headquarters Year established locally	Services provided
1	CBHNP SERVICES INC. 8040 Carlson Road, P.O. Box 6600 Harrisburg, PA 17112	200	Richard S. Edley PhD President and CEO	www.cbhnp.org 717-671-6500	Behavioral-health, wellness and employee-assistance programs 200/0	1/8 W. Hanover Twp. 1995	Managed care, third-party administration, management consulting, after-hours telephone triage, intermediary services, EAP programs
2	MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St. Lancaster, PA 17602	137	Richard M. Rankin President and CEO	www.murrayins.com 717-397-9600 800-533-5271	Workers' compensation, automobile, general and professional liability claims 135/2	4/4 Lancaster 1930	Insurance, third-party administration, risk management
3	THE BENECON GROUP INC. 147 W. Airport Road (Lititz), P.O. Box 5406 Lancaster, PA 17605-5406	71	Samuel N. Lombardo Chairman and CEO	www.benecon.com 717-723-4600 888-400-4647	Design and administers health-benefit-purchasing consortiums for private sector employers 68/3	1/1 Manheim Twp. 1948	Employee-benefit-plan administrators and consultants
4	GUNN MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900	58	G. Greg Gunn Managing partner	www.gunnmowery.com 717-761-4600 800-840-1243	Medical, disability, dental and vision, long-term care and voluntary benefits 54/4	4/4 Lemoyne 1985	Insurance, benefits and surety bond brokerage for individuals and businesses
5	D.H. EVANS ASSOCIATES INC. 2207 Forest Hills Drive, Suite 14, P.O. Box 6480 Harrisburg, PA 17112	34	Donald H. Evans President	www.dhevansassoc.com 717-671-8551 800-636-7632	Life, health, vision, dental, STD, prescription, Section 125 cafeteria plans, flexible-spending accounts 28/6	1/1 Lower Paxton Twp. 1993	Insurance third-party administrator
6	BROWN AND BROWN OF PA INC. DBA ALPHA BENEFITS GROUP 600 Wilson Lane, Suite 200 Mechanicsburg, PA 17055	17	Todd Hons Senior VP	www.alphabenefits.com DNR 800-335-6968	Benefits brokerage and consulting, benefits administration, HR consulting, wellness plans 16/1	1/2 Plymouth Meeting, Montgomery Co. 1997	Full-service employee-benefits firm
7	CAPITAL REGION BENEFITS INC. 3819 Market St. Camp Hill, PA 17011	4	Diane M. Barber Principal	www.capitalregionbenefits.com 717-975-9300	Health and welfare 4/0	1/1 Hampden Twp. 1996	Third-party administration and benefit consulting for group health and welfare plans (medical, prescription drug, dental, vision, life, short-term disability, long-term disability)
8	HEALTHCARE BENEFITS INC. 4750 Lindle Road, P.O. Box 2447 Harrisburg, PA 17105-2447	4	David M Cross Director of insurance services	www.hcb-inc.com 717-526-6109 866-290-7524	Health and welfare benefit plans 4/0	1/4 Swatara Twp. 2006	Health and welfare benefits brokerage and consulting; FMLA and absence-management consulting
9	CAPITAL BENEFITS GROUP INC. 533 Halyard Way Enola, PA 17025	3	Karen H. Horan Principal	www.capbenefits.net 717-731-6044	Day-to-day administration 2/1	1/1 E. Pennsboro Twp. 1996	Employee-benefits consulting

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of employee benefits administrators was limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CentralPennBusiness.com/ListCentral. Surveys available at www.CPBsurveys.info. Published July 20, 2012; updated Jan. 8, 2013; next published July 19, 2013.

Researched by Alaine Keisling



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Architectural firms

Ranked by number of local architects

Rank	Prev. rank	Company Address	Local PA-registered/ total architects	Top local executive Title	Website Phone	F-T/P-T local emp. % of bus.: arch./eng. Local active projects	Notable local projects in 2011	Local/total locations Headquarters Year estab. locally	Services provided
1	2	CRABTREE, ROHRBAUGH & ASSOCIATES INC. 401 E. Winding Hill Road Mechanicsburg, PA 17055-4924	33 37	G. Douglas Rohrbaugh Chairman	www.cra-architects.com 717-458-0272 866-458-0272	89/1 100%/0% 91	SCI Cambridge Springs, Messiah College, PSU York, Susquehanna University	1/4 Upper Allen Twp. 1984	Full-service architecture, engineering, planning and interior design in higher education, K-12, health care, retail, government and corporate
2	1	REESE LOWER PATRICK & SCOTT LTD. DBA RLPS ARCHITECTS 1910 Harrington Drive Lancaster, PA 17601-3973	19 10	Michael J. Martin AIA Managing partner	www.rlps.com 717-560-9501	57/2 100%/0% 83	Townhomes on Hendricks Place at Moravian Manor, Masonic Village at Elizabethtown, SD of Lancaster	1/1 Manheim Twp. 1954	Master planning, architectural and interior design firm specializing in seniors' housing and educational facility planning and design
3	8	GANFLEC ARCHITECTS & ENGINEERS INC. 209 Senate Ave. Camp Hill, PA 17011-2332	7 14	Joseph G. Botchie RA President	www.ganflec.com 717-763-7220	94/12 60%/40% 16	Forum Place and Hbg. Transportation Center renovations; Fort Indiantown Gap troop quarters	1/3 E. Pennsboro Twp. 1978	Municipal, governmental, corporate, commercial, industrial, transportation and religious design
4	7	NUTEC DESIGN ASSOCIATES INC. 3687 Concord Road York, PA 17402-8725	7 8	Mark N. Ottemiller PE, LEED AP BD+C President	www.nutecgroup.com 717-751-0300	24/3 60%/40% 12	Harley-Davidson expansion; military housing for Iraq	1/2 Springettsbury Twp. 1986	Architecture, interior design, engineering and building information modeling
5	6	NOELKER AND HULL ASSOCIATES INC. 30 W. King St. Chambersburg, PA 17201	7 7	Michael G. Hull AIA President	www.noelkerhull.com 717-263-8464	36/0 100%/0% DNR	DNR	1/2 Chambersburg 1957	Architecture, master planning, interior design
6	4	HAYES LARGE ARCHITECTS LLP 75 S. Houcks Road Harrisburg, PA 17109	7 DNR	James R. Thompson AIA Partner	www.hayeslarge.com 717-238-4795	11/2 DNR/DNR DNR	Mifflin County HS; Derry Township SD athletic fields and site improvements; Station MC	1/5 Altoona 1922	Architecture, MEP engineering, landscape architecture, sustainable design, feasibility studies, master planning, educational planning, interior design
7	5	BUCHART HORN INC./BASCO ASSOCIATES 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	6 9	Brian S. Funkhouser PE President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	134/9 20%/80% 55	Glatfelter security center design; York County Prison work release project; Lycoming County Water and Sewer Authority buildings	3/16 York 1945	Water and wastewater, engineering, architecture, interior design, landscape, transportation, mechanical, electrical, structural, construction services
8	10	MURPHY & DITTENHAFFER INC. 226 W. Market St. York, PA 17401-1008	6 8	Frank E. Dittenhafer II, FAIA, LEED AP President	www.murphdittarch.com 717-848-8627	12/1 90%/0% 21	PSU York Engineering Center, Schmucker Hall Museum, Marketview Arts, Liberty Place Lofts, York City Hall, York Central Market	1/2 York 1985	College/university, religious, housing, nonprofit, historic preservation, master planning, interior design, LEED/ sustainable, performing arts centers
9	3	EI ASSOCIATES 2001 N. Front St., Building 3 Harrisburg, PA 17102	6 20	Mark S. Barnhardt AIA Senior VP	www.eiassociates.com 717-233-4556	20/5 100%/0% DNR	Bedford Area MS in Bedford Area SD; Owatin Creek ES, Exeter Township SD	1/3 Harrisburg 1936	Architectural and interior design, educational programming, facility studies, master planning, construction observation, LEED
10	9	LSC DESIGN INC. 1110 E. Princess St. York, PA 17403-2520	4 5	Robert A. Kinsley II AIA President	www.lscdesign.com 717-845-8383	36/1 75%/25% 220	WellSpan Surgery and Rehabilitation Hospital	1/4 York 1980	Architecture, engineering, interior design, planning, survey, 3-D scanning, BIM, LEED coordination and certification
11	12	TKS ARCHITECTS INC. 930 Century Drive, Suite 103 Mechanicsburg, PA 17055	4 4	Douglas C. Tilley AIA, NCARB President	www.tksarchitects.com 717-697-1799	8/2 100%/0% 12	Grantville fire station; Giant Foods headquarters, Country Meadows Allentown and Trinity HS renovations; Roof residence	1/1 Lower Allen Twp. 2007	Senior living, health care, educational, commercial and residential architectural design and construction administration
12	19	MM ARCHITECTS INC. 103 S. Duke St. Lancaster, PA 17602	4 4	Maryann Marotta President	www.mmaia.net 717-393-3211	13/0 100%/0% 33	Thaddeus Stevens College of Technology; SD of Lancaster; Lutheran Theological Seminary at Gettysburg Chapel	1/1 Lancaster 2001	Full-service, environmentally conscious designers of restoration, educational, religious, institutional, commercial and residential projects
13	11	MCKISSICK ASSOCIATES ARCHITECTS PC 317 N. Front St. Harrisburg, PA 17101-1606	4 4	Vern L. McKissick III AIA President	www.mckissickassociates.com 717-238-6810	12/3 90%/0% 20	Reading Citadel Intermediate HS, McCall MS, Mount Union Jr./Sr. HS, Williamsport Area MS	1/2 Harrisburg 1999	Architecture, preservation and adaptive reuse, K-12 education, community master plans, green design, design-build and corporate offices, interiors
14	13	MURRAY ASSOCIATES ARCHITECTS PC 1600 N. Second St. Harrisburg, PA 17102-2447	4 4	D. Michael Frye Principal	www.murrayassoc.com 717-234-2581	15/0 100%/0% 6	TE Connectivity, PinnacleHealth Cancer Center, Hershey Medical Center, East Shore Wound Center	1/1 Harrisburg 1935	Architectural firm for commercial, industrial, educational, health care, multifamily residential and hospitality clients
15	14	BEERS & HOFFMAN LTD. ARCHITECTS DBA BEERS & HOFFMAN LTD. SHONK KEREKGYARTO & SCHWEAR ARCHITECTURE 20-A E. Roseville Road Lancaster, PA 17601	4 4	Robert L. Beers President	www.beersltd.com 717-569-4955	7/1 100%/0% DNR	Lebanon HS, Salvation Army, Philhaven, YMCA of Lebanon, Cornwall Manor, Lebanon Valley College, Mountville Church	2/2 Manheim Twp. 1982	Full architectural services, including religious, educational, health care, senior housing, commercial and residential, LEED project certification
16	15	HAMMEL ASSOCIATES ARCHITECTS LLC 25 E. Grant St., Suite 102 Lancaster, PA 17602	4 4	Kenneth D. Hammel AIA Principal	www.hammelarch.com 717-393-3713	5/3 100%/0% 16	Grandview UMC, Luther Memorial Church, York Housing Authority, Lancaster Labs, Tec Centro, Lancaster Central Market	1/1 Lancaster 1990	Full-service architecture: religious, libraries, banks, commercial, government, multifamily housing, industrial, historic rehabilitations; LEED AP
17	16	TONO ARCHITECTS LLC 941 Wheatland Ave., Suite 402 Lancaster, PA 17603	3 6	D.H. Johnson; K.G. Falco and D.C. Phillips Principals	www.tonoarchitects.com 717-735-8166	10/0 100%/0% 34	The Village of Laurel Run in Fayetteville	1/1 Lancaster 2001	Architecture, planning, interior design, construction management
18	NR	TIPPETTS/WEAVER ARCHITECTS INC. 137 N. Duke St. Lancaster, PA 17602	3 3	Wendy H. Tippetts President	www.tippettsweaver.com 717-394-0553	6/1 100%/0% 27	Housing Development Corp. MidAtlantic seven buildings and site preservation project in Lancaster, Berks and Dauphin counties	1/1 Lancaster City 1987	Architecture, master planning, preservation and interior design
19	18	GREENFIELD ARCHITECTS LTD. 1853 William Penn Way Lancaster, PA 17601	3 4	Francis Fox President	www.greenfieldarchitects.net 717-293-4475	12/0 100%/0% 17	DNR	1/1 E. Lampeter Twp. 1990	Architectural design, planning and interior design for manufacturing, processing, distribution, commercial and other industries
20	17	BEYOND ARCHITECTURE LLC 620 E. Oregon Road Lititz, PA 17522	3 3	Scott Widdall Principal architect	www.beyondarchitecture.net 717-283-0095	9/2 80%/5% DNR	AVA Hospitality, Fountain of Life Ministries, HACC, Hershey MC, Lebanon County Humane Society, Welsh Mountain MC	2/2 Manheim Twp. 2005	Architecture, interior design, project management, bldg. information modeling, LEED consulting, feasibility studies, site selection and analysis
21	20	SAA ARCHITECTS INC. 600 N. Hartley St., Suite 150 York, PA 17404	3 3	Mark D. Shermeyer AIA President	www.saaarchitects.com 717-843-3200 717-843-3200	8/2 100%/0% 22	Wheatlyn Family Medicine; VA Medical Center in Martinsburg, W.Va.; Indian Rock Medical Office Building; Brookside Park Carousel Pavilion	1/1 York 1996	Full-service architectural and interior design for health care, commercial, community, residential, educational and historic preservation
22	22	FOREMAN ARCHITECTS AND ENGINEERS 2685 Hossler Road, P.O. Box 189 Manheim, PA 17545-0189	3 9	Phillip G. Foreman Owner and president	www.foremangroup.com 717-653-0589	7/0 70%/30% 12	Nittany Heights Student Housing, Watchung Public Library, Morris Union Jointure Commission	1/5 Rapho Twp. 1991	Educational, commercial, health care, religious, historic preservation

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked ES-elementary school HS-high school MS-middle school SD-school district MC-medical center Information about additional firms that could not be ranked is available on our website. The Central Penn Business Journal's list of architectural firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 13, 2012; updated Jan. 3, 2013; next published Jan. 11, 2013.**

Researched by Alaine Keisting



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Commercial photographers

Ranked by number of employees

Rank	Prev. rank	Company Address	Local employees F-T/P-T	Top local executive Title	Website Phone	Studio? Liability coverage? Services	Local/total locations Headquarters Year established locally	Specialties
1	2	HAYMAN STUDIO INC. 100 E. Fourth Ave. York, PA 17404-2543	8 4/4	James M. Hayman President	www.haymanstudio.com 717-843-8338	Yes/Yes Ad/marketing work, special events, retouching/restoration	1/1 North York 1950	Food, commercial and residential architecture, small/large products, industrial, people, furniture; 4,800 sq. ft. studio space; multiple set configurations; 33' 180-degree cyclorama; multiple room settings; set designer or food stylist available; tungsten or strobe lighting
2	1	3P LTD. DBA PICTURE PERFECT PRODUCTIONS 286 E. Main St. Hummelstown, PA 17036	8 2/6	Brian K. Foster President	www.3pltd.com 717-566-5643	Yes/Yes Ad/marketing work, news/journalism, portraits, children, pets, special events	1/1 Hummelstown 1988	Panoramic, political, portrait; in-house, on-demand four-color printing and binding for sports programs, yearbooks, etc.
3	3	JILLIAN WILLIAMS PHOTOGRAPHY 14 Northern Dancer Drive Dillsburg, PA 17019	3 3/0	Jillian Williams Owner	www.jillianwilliamsphotography.com 717-579-7290	Yes/Yes Children	1/1 Carroll Twp. DNR	Maternity and newborns
4	7	CHASE + SMITH PHOTOGRAPHY DBA LOVE ANTHEM 10820 McFarland Road Mercersburg, PA 17236	2 2/0	Ryan Smith Photographer	www.ourloveanthem.com 717-498-0437	No/Yes Portraits, weddings	1/1 Peters Twp., Franklin Co. 2007	Custom weddings and portraits
5	5	FINE LINE PHOTOGRAPHY 1834 Old Philadelphia Pike Lancaster, PA 17602	2 2/0	Paul Lynam Owner	www.finelinephoto.com 717-299-5607	Yes/Yes Ad/marketing work, special events	1/1 E. Lampeter Twp. 1989	Commercial photography, architectural interior/exterior, product
6	10	RYAN SMITH PHOTOGRAPHY 10820 McFarland Road Mercersburg, PA 17236	2 2/0	Ryan Smith Owner	www.ryansmithphoto.com 717-498-0437	No/Yes Ad/marketing work, videography	1/DNR Peters Twp., Franklin Co. 2007	Editorial style photography for advertising and publication, location shooting, portraits, unique problem solving, creative collaboration, video for advertising shot with a documentary style
7	NR	J. DAVID ALLEN & SON 2930 E. Prospect Road York, PA 17402-9632	2 1/1	John D. Allen II Owner	www.allenjphoto.com 717-757-4040	Yes/Yes Ad/marketing work, special events, retouching/restoration	1/1 Windsor Twp. 1947	Commercial, aerial, architecture and product photography
8	NR	ROBERT J. POLETT PHOTOGRAPHER 5 Chad Court Lititz, PA 17543	2 1/1	Robert Polett Owner	www.polettphoto.com 717-625-0911	No/Yes Ad/marketing work	1/1 Warwick Twp. 1995	Large industrial, medical, corporate and educational
9	4	EPIC PHOTOGRAPHY 48 W. Hummelstown St. Elizabethtown, PA 17022	2 1/1	Jamie Schoenberger Owner	www.epicphotostudio.com 717-689-3292	Yes/Yes Ad/marketing work, news/journalism, portraits, children, pets, weddings, special events, retouching/restoration	1/1 Elizabethtown 2006	Weddings, children and family portraits, day care portraits, commercial and architectural
10	6	GINI WOY PHOTOGRAPHY 900 Goshen Mill Road Peach Bottom, PA 17563	2 1/1	Gini L. Woy Owner	www.woyphoto.com 717-548-3007	DNR/DNR Ad/marketing work, news/journalism, portraits, children, pets, special events, retouching/restoration	1/1 Fulton Twp. 2001	Lifestyle commercial photography; working with people

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keising

Landscape architecture and land development

Ranked by local landscape revenue

Rank	Prev. rank	Company Address Website	2011 local landscape arch./total revenue	Top local executive Title Phone	Local landscape arch./surveyors/designers F-T/P-T local employees % land. arch./land devel.	Notable landscape clients	Local/total location Headquarters Year established locally	Landscape services
1	2	RETTW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 www.rettew.com	\$4.78 million \$61.31 million	Mark P. Lauriello PE President 717-394-3721 800-738-8395	9/17/9 279/1 1%/99%	High Real Estate Group, Willow Valley, Oak Tree Development, Fulton Bank, PPC, Thaddeus Stevens College of Technology	2/10 Manor Twp. 1969	Mixed-use development, residential and commercial development, campus master planning and design, land planning, stormwater design, sustainable design
2	1	RGS ASSOCIATES INC. 15 S. State St., P.O. Box 388 Brownstown, PA 17508-0388 www.rgsassociates.com	\$2.85 million \$2.85 million	Joel Snyder RLA Principal 717-656-4077	10/0/0 25/0 20%/80%	Mill Creek Square, Bridgewater, Landis Homes Retirement Community, Messiah Village, The Worship Center, Luther Acres Hershey Wing	2/2 W. Earl Twp. 1993	Community design, land planning, landscape architecture, site engineering, traditional neighborhood design, facilitation of project approvals
3	6	DERCK & EDSON ASSOCIATES 33 S. Broad St. Lititz, PA 17543-1415 www.derckandedson.com	\$2.1 million \$2.1 million	James A. Wenger RLA Managing partner 717-626-2054	8/0/2 19/0 80%/20%	Penn State University, Allegheny College, Elizabethtown College and Borough, Bridgewater College in Va., Manhattanville College in N.Y., Upper Iowa University	1/2 Lititz 1940	Master planning and site implementation, specializing in higher education, athletics and downtown design
4	3	DAVID MILLER/ASSOCIATES INC. 1076 Centerville Road Lancaster, PA 17601-1710 www.dmai.com	\$1.8 million \$1.8 million	David D. Miller RLA CEO 717-898-3402 877-516-3740	4/1/3 15/1 50%/50%	Blackford Development Co., Franklin & Marshall, Lancaster General Health, Oaktree Development Group, Sheetz Inc., Faulkner BMW, Lancaster County Motors	1/1 E. Hempfield Twp. 1984	Site selection, feasibility, site design, civil, survey, municipal approvals, planning and zoning
5	5	KUROWSKI & WILSON LLC 470 Friendship Road, Suite 100 Harrisburg, PA 17111 www.kandwengineers.com	\$1.42 million \$1.9 million	Thomas P. Wilson and J. Marc Kurowski Principals 717-635-2835	2/1/2 11/2 25%/75%	PSECU corporate headquarters, HACC Public Safety Center, Bishop McDevitt HS, Sheetz, Penn State Hershey Medical Center	2/3 Swatara Twp. 2005	Site master planning and design, permitting, landscape architecture, water/wastewater design/permitting, survey, traffic/transportation studies
6	4	ELA GROUP INC. 743 S. Broad St. Lititz, PA 17543-2808 www.elagroup.com	\$1.2 million \$3.53 million	Grant W. Hummer PE President 717-626-7271	9/2/3 28/2 92%/8%	Lancaster General Hospital, Presbyterian Senior Living, Manheim Township, Lititz Land Trust, Hempfield SD, W3 Development, Cummins Power Systems and Lancaster Twp. Fire Dept.	1/2 Lititz 1996	Master and community planning; landscape design, site analysis and feasibility; park, open-space, streetscape, subdivision and land-development plans
7	9	STECKBECK ENGINEERING & SURVEYING INC. 279 N. Zinns Mill Road Lebanon, PA 17042 www.steckbeck.net	\$700,000 \$3.4 million	Jeffrey Steckbeck President 717-272-7110	DNR/DNR/DNR 22/1 10%/90%	Blackford Development Group, Tractor Supply Co., Landmark Builders, Berks Homes, Beers Hoffman Architects, Cornwall-Lebanon SD, Lebanon SD	1/1 W. Cornwall Twp. 1990	Surveying, subdivision, land development, stormwater design, roadway design, construction staking
8	10	SITE DESIGN CONCEPTS INC. 127 W. Market St., Suite 200 York, PA 17401 www.sitedc.com	\$700,000 DNR	Bradley E. Peters PE President 717-757-9414	1/1/1 13/2 30%/70%	Wellspring Health Rehab Hospital, SWF Industrial, Volvo/Sheffer Rents of York, Martin's Chips, Logos Academy, Helen Thackston Charter School, U-Stor-It, Buffalo Wild Wings	1/1 York 1994	Site analysis, feasibility and master planning; civil engineering; surveying; landscape arch. and environmental consulting; project mgt. through post-construction
9	NR	PENNTERRA ENGINEERING INC. 4909 Louise Drive, Suite 105 Mechanicsburg, PA 17055 www.pennterra.com	\$500,000 \$2.95 million	Mark A. Magrecki RLA Regional manager 717-691-8050	1/0/1 7/2 10%/90%	DNR	1/2 State College 2009	DNR
10	13	HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730 www.hrg-inc.com	\$300,000 \$25.7 million	Robert C. Grubic PE President 717-564-1121	3/4/1 126/5 15%/85%	Reservoir Park, Lancaster General Hospital's Ann B. Barshinger Cancer Center, Bishop Park	2/7 Swatara Twp. 1962	Site analysis, master planning, park and recreational facility design, landscape planning/design, green engineering

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked HS-high school MS-middle school SD-school district The Central Penn Business Journal's list of landscape architects is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published May 11, 2012; updated Jan. 8, 2013; next published May 10, 2013.**

Researched by Alaine Keising

UPCOMING LISTS

MARCH 1

Meeting Facilities, Hotel-Based Meeting Facilities, Caterers

MARCH 8

Document Management Services, Commercial Printers, Family Owned & Operated Businesses

MARCH 15

Advertising, Marketing & PR Firms/Consultants, Signage Companies, Niche Consultants

MARCH 22

Engineering Firms, LEED-accredited Professionals, Electrical Contractors

MARCH 29

Theaters & Arts Centers, Tourist Attractions

APRIL 5

Chambers of Commerce, Economic Development Organizations, Defense Contractors

APRIL 12

Personal Care & Assisted Living Facilities, Retirement Communities

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Mortgage Lenders & Brokers, Credit Unions

APRIL 26

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Engineering firms

Ranked by local revenue

Rank	Prev. rank	Company Address	2011 local/total revenue	Top local executive Title	Website Phone	Largest project completed in 2011	Local/total Pa.-lic./EITs F-T/P-T employees	Local/total locations Headquarters Year est. locally	Services provided
1	1	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	\$88.2 million \$292.4 million	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	Holy Name of Jesus Church; Hill School energy upgrades; I-81 Exit 44 reconstruction; US Route 15 section C41 reconstruction.	172/558 25/84 614/116	3/60 E. Pennsboro Twp. 1915	Infrastructure planning and design; environmental compliance; information technology and GIS; construction management
2	4	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	\$45.45 million \$61.31 million	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	SBA well #1 improvements	104/145 14/18 279/1	2/10 Manor Twp. 1969	Civil, transportation, environmental and structural engineering; planning; surveying; and environmental consulting
3	NR	BUCHART HORN INC. 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	\$30.53 million \$34.21 million	Brian S. Funkhouser PE President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	York WWTP microturbine renewable energy; Springettsbury WWTP	33/74 9/19 130/12	3/18 York 1945	Architecture, interior design, landscape, transportation, mechanical, electrical, structural, water and wastewater, engineering, construction svcs.
4	3	MICHAEL BAKER JR. INC. 4431 N. Front St., Second Floor Harrisburg, PA 17110	\$25.6 million \$538 million	Matthew C. Natale Assistant VP	www.mbakercorp.com 717-221-2000 800-642-2537	State routes 15 and 581 interchange CM/Ci; Elizabethtown Train Station; PA Turnpike general consulting engineers	33/699 7/174 141/21	2/110 Moon Twp., Allegheny Co. 1948	Highway and bridge design, construction management, GIS, environmental, rail transit, planning, utilities, oil and gas
5	5	ERDMAN ANTHONY ASSOCIATES INC. 100 Sterling Parkway, Suite 212 Mechanicsburg, PA 17050	\$21.63 million \$36.97 million	Curtis W. Helman PE President	www.erdmananthony.com 717-766-1741	I-83 Exit 18 interchange improvements; PennDOT District 8-0 turnpike bridges construction inspection; West Chester Univ. Mitchell Hall renovation	31/82 8/16 129/2	1/7 Rochester, N.Y. 1954	M/E/P, civil, structural, highway and bridge engineering; construction inspection; commissioning, geospatial, LEED, laser scanning and BIM services
6	8	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	\$18.3 million \$19.5 million	William S. Tafuto PE President	www.armgroup.net 717-533-8600	Designed and permitted a major expansion of the South Hadley landfill, including a mechanically stabilized earth berm	13/15 13/16 86/5	4/5 Derry Twp. 1996	Providing engineering and permitting; construction quality assurance and surveying; environmental services; geophysics; geotechnical/civil engineering; health and safety
7	6	HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730	\$15.6 million \$25.7 million	Robert C. Grubic PE President	www.hrg-inc.com 717-564-1121	743/422, Dauphin Co.; stormwater and sanitary sewer improvement in Derry Twp.; 972,000-square-foot warehouse in Carlisle	30/57 8/16 126/5	2/7 Swatara Twp. 1962	Land development; transportation; water resources; water and energy, environmental; mechanical, electrical, plumbing; surveying; GIS, natural gas
8	10	SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302	\$11.2 million \$14.9 million	Sandi Loy Bell CEO	www.skellyloy.com 717-232-0593 800-892-6532	Wildwood Lake restoration in Dauphin County	10/11 3/3 76/21	1/6 Swatara Twp. 1969	Environmental, engineering, mining, geologic, waste management, water resources, cultural resources
9	7	JOHNSON MIRMIRAN & THOMPSON INC. 220 St. Charles Way, Suite 200 York, PA 17402	\$11 million \$110.6 million	Barry A. Epley PE Senior VP	www.jmt.com 717-741-1600 800-266-5488	Design of reconstruction of I-83 Loganville interchange	34/216 7/44 46/11	1/17 Sparks, Md. 1983	Transportation/bridge design, surveys, environ. documents, CM, water resources, permitting, municipal engineering/planning, landscape architecture
10	9	KCI TECHNOLOGIES INC. 5001 Louise Drive, Suite 201 Mechanicsburg, PA 17055-6912	\$10.1 million \$117.4 million	William Stewart Practice leader	www.kci.com 717-691-1340	PA 72 and Fruitville Pike intersection and bridge	11/126 3/15 59/10	1/22 Sparks, Md. 1987	Employee-owned engineering firm specializing in transportation, environmental, site, utilities and construction-management projects
11	12	C.S. DAVIDSON INC. 38 N. Duke St. York, PA 17401-1210	\$9.06 million \$9.06 million	John A. Klindinst PE President and CEO	www.csdavidsong.com 717-846-4805	York County bridge inspection program	24/24 19/19 80/4	3/3 York 1923	Civil and structural design services
12	14	CENTURY ENGINEERING INC. 200 Airport Road New Cumberland, PA 17070	\$8.78 million \$40.12 million	Timothy J. Przybylowski Vice president	www.centuryeng.com 717-901-7055	Wormleysburg Plaza; agricultural headquarters building; state routes 849 and 2014 design/build bridges; pursuit-driving training facility	21/86 4/13 45/1	1/5 Hunt Valley, Md. DNR	Land development, municipal, survey, transportation, building engineering, environmental, construction inspection and geotechnical services
13	15	NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029	\$8.74 million \$10.85 million	Paul J. Navarro PE President	www.navarrowright.com 717-441-2216	24-mile natural-gas pipeline project	19/21 DNR/DNR 60/19	1/5 New Cumberland 1996	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
14	13	GHD INC. DBLA CET ENGINEERING SERVICES 1240 N. Mountain Road Harrisburg, PA 17112-1754	\$8.7 million \$48.9 million	Jeffrey G. Wendle PE, BCEE Pa. business group mgr.	www.cet-inc.com 717-541-0622	DNR	21/215① 3/31① 66/7	1/31 Lower Paxton Twp. 1979	Water, wastewater, environmental, structural, architectural, GIS, information technology, and many other services through the GHD global network.
15	NR	GREENHORNE & O'MARA INC. 5000 Ritter Road, Suite 102 Mechanicsburg, PA 17055	\$7.62 million \$72.62 million	Michael Bougher Regional operations mgr.	www.greenhome.com 717-691-3355 866-322-8905	Route 501 Shaefferstown bypass	10/103 4/24 52/5	1/18 Laurel, Md. 1992	Roadway and bridge design, environmental services, row-acquisition services, traffic engineering
16	17	LSC DESIGN INC. 1110 E. Princess St. York, PA 17403-2520	\$5.5 million \$5.5 million	Robert A. Kinsley II AIA President	www.lscdesign.com 717-845-8383	WellSpan Surgery and Rehabilitation Hospital	2/2 3/3 36/1	1/4 York 1980	Architecture, engineering, interior design, planning, survey, 3-D scanning, BIM, LEED coordination and certification
17	16	PENNONI ASSOCIATES INC. 1215 Manor Drive Mechanicsburg, PA 17055	\$5.1 million \$119.47 million	Ron Brown Office director	www.pennoni.com 717-975-6481	Millersville University Student Memorial Center	19/199 1/35 38/3	1/28 Philadelphia 1988	Transportation, municipal, land development, environmental, survey
18	NR	BL COS. INC. 4242 Carlisle Pike, Suite 260 Camp Hill, PA 17011	\$4.93 million \$24.18 million	Mark Koelner Principal and director	www.blcompanies.com 717-651-9850 800-577-3267	Designed and permitted a federal office building in Susquehanna Township	11/25 1/9 33/1	1/9 Meriden, Conn. 1996	Civil engineering, environmental sciences, land surveying, landscape architecture, MEP engineering, architecture
19	NR	BARTON ASSOCIATES INC. 221 W. Philadelphia St. York, PA 17401-2991	\$4.84 million \$7.01 million	N. Daniel Waltersdorf President	www.ba-inc.com 717-845-7654	Several York City School District projects, WellSpan Health, Gettysburg College, York Suburban School District, Dickinson College	21/23 3/6 39/4	2/3 York 1968	Mechanical, electrical, plumbing and fire protection design; controls and commissioning; energy analysis; sustainable design; facility master planning
20	18	PROFESSIONAL SERVICE INDUSTRIES INC. 1707 S. Cameron St., Suite B Harrisburg, PA 17104	\$4.08 million \$183 million	Jayson W. Miller District manager	www.psuisa.com 717-230-8622	Harley-Davidson, Walmart Newberry, Penn Township WWTF	13/160 2/DNR 30/3	1/100 Oakbrook Terrace, Ill. 1978	Construction testing, environmental, geotechnical, nondestructive examination, asbestos, lead paint
21	22	BRINJAC ENGINEERING INC. 114 N. Second St., P.O. Box 1290 Harrisburg, PA 17101-1401	\$3.76 million \$9.4 million	John M. Brinjac PE President	www.brinjac.com 717-233-4502 877-274-6526	Philadelphia School District's West Philadelphia High School	19/27 4/6 56/1	1/6 Harrisburg 1955	Mechanical, electrical, plumbing, fire protection, code consultation, lighting, structural, telecom/security, civil/site, environmental, commissioning
22	19	CENTERPOINT ENGINEERING INC. 2 Market Plaza Way Mechanicsburg, PA 17055	\$3.5 million \$3.5 million	James S. Bridges President	www.centerpointeng.net 717-795-8575	Connellsville Area Senior HS additions and renovations	9/9 3/3 30/0	1/1 Upper Allen Twp. 2003	Structural, MEP, civil, fire-protection engineering for educational, medical, correctional, institutional, industrial, commercial/retail, residential
23	30	STECKBECK ENGINEERING & SURVEYING INC. 279 N. Zinns Mill Road Lebanon, PA 17042	\$3.4 million \$3.4 million	Jeffrey Steckbeck President	www.steckbeck.net 717-272-7110	The Preserve at Historic Cornwall Village North Cornwall Commons	7/7 0/0 22/1	1/1 W. Cornwall Twp. 1990	Surveying, civil engineering, land planning, environmental engineering, municipal engineering, subdivision and land development
24	24	NTM ENGINEERING INC. 130 W. Church St., Suite 200 Dillsburg, PA 17019-1232	\$3.19 million \$3.19 million	Donna M. Newell PE, CFM President	www.ntmeng.com 717-432-4425	PennDOT teaching contract, PennDOT water resources projects, PennDOT bridge inspections	12/12 5/5 24/1	1/1 Dillsburg 2006	Specializes in hydrologic and hydraulic studies, waterway permitting, stormwater design/permitting, bridge design and course development and training
25	28	PARAGON ENGINEERING SERVICES INC. 2201 S. Queen St. York, PA 17402-4630	\$2.6 million \$2.8 million	Vaughn G. Silar Jr. PE President	www.peservices.org 717-854-7374	DNR	6/6 1/1 24/4	1/4 York Twp. 2002	Mechanical, electrical and plumbing engineering services

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked EIT-engineer-in-training or not-yet-licensed engineer

The Central Penn Business Journal's list of engineering firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published March 23, 2012; updated Jan. 8, 2013; next published March 22, 2013.** ① Companywide information is for parent company GHD USA

Researched by Alaine Keisling

Environmental consultants

Ranked by local environmental revenue

Rank	Prev. rank	Company Address	2011 local environmental/total revenue	Top local executive Title	Website Phone	Local environmental projects	Local/total enviro. F-T/P-T local employees	Local/total locations Headquarters Year established locally	Environmental services
1	1	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	\$30.38 million \$292.4 million	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	Red Lion WTP, Roth Lane WTP in Hampden Township, Lebanon WWTP	209/599 614/116	3/60 E. Pennsboro Twp. 1915	Geotechnical, dams/flood control, natural resources, planning, municipal, water and wastewater, construction management, information management, GIS
2	NR	SCIENCE APPLICATIONS INTERNATIONAL CORP. DBA SAIC 6310 Allentown Blvd. Harrisburg, PA 17112	\$22.1 million \$10.8 billion	Marc A. Reeves Vice president	www.saic.com 717-901-8100	Natural-gas development, general environmental consulting and Harley-Davidson	140/1,800 190/0	3/400 McLean, Va. 1977	Comprehensive environmental solutions from assessment to remediation. Equipment rental and sales.
3	NR	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	\$18.3 million \$19.5 million	William S. Tafuto President	www.armgroup.net 717-533-8600	Lancaster Brickyard landfill remediation, York Northwest Triangle Act 2 brownfield remediation, Harley-Davidson/ YCIDA	86/133 86/5	4/5 Derry Twp. 1998	Environmental compliance audits, Phase I/II ESAs, water supply dev/mgt, landfill design/permitting, renewable energy/geothermal, ecological services
4	5	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	\$10.64 million \$61.31 million	Mark P. Lauriello President	www.rettew.com 717-394-3721 800-738-8395	Shippensburg Borough Authority Timber Hill water tank well improvements and Baltimore Road water line; Petroleum Products Corp. environ.services; Johnson & Johnson Healthcare Products water and wastewater services	51/94 279/1	2/10 Manor Twp. 1969	Water/wastewater eng.; environ. compliance, permitting and reporting; source water development and protection, hydraulic modeling, air permitting,
5	2	BUCHART HORN INC./BASCO ASSOCIATES 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	\$10.13 million \$30.48 million	Brian S. Funkhouser President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	Lower Allen Twp. Authority BNR upgrade; Lemoyne Municipal Authority BNR upgrade; York City Sewer Authority co-gen system replacement project	27/38 134/9	3/16 York 1945	Waste water collection/treatment; water supply distribution/treatment; environmental impact assessments, hazardous waste investigation/ remediation
6	3	SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302	\$9.9 million \$14.9 million	Sandi Loy Bell CEO	www.skellyloy.com 717-232-0593 800-892-6532	J.B. Hunt trucking facility Phase I and Phase II ESAs; closure of Allison Hill brownfields property in Harrisburg	38/60 76/21	1/6 Swatara Twp. 1969	Natural, historic, cultural and water resources; land-use planning; NEPA acoustics and air-quality; waste site investigation and remediation
7	4	GHD INC. DBLA CET ENGINEERING SERVICES 1240 N. Mountain Road Harrisburg, PA 17112-1754	\$8.37 million \$48.9 million	Jeffrey G. Wendle Pa. business group mgr.	www.cet-inc.com 717-541-0622	East Pennsboro Twp. WWTP BNR upgrades and improvements; Middletown WWTP BNR upgrade; Lower Paxton and Susquehanna twps. sewer-replacement projects	63/450 66/7	1/31 Lower Paxton Twp. 1979	Water/wastewater engineering, environmental compliance, renewable energy, operations consulting, and GIS for facilities/infrastructure
8	6	HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730	\$4.78 million \$25.7 million	Robert C. Grubic President	www.hrg-inc.com 717-564-1121	Steelton East End combined sewer separation, Littlestown WWTP upgrades, North Mountain Road former Exxon station	30/50 126/5	2/7 Swatara Twp. 1962	Water and wastewater systems, Act 2 brownfield remediation, UST closures remediation, Phase I/II site assessments, wetland delineation and mitigation
9	7	BL COS. INC. 4242 Carlisle Pike, Suite 260 Camp Hill, PA 17011	\$3.77 million \$24.18 million	Mark Koellner Principal and director	www.blcompanies.com 717-651-9850 800-577-3267	UGI Utilities former Shippensburg MGP Site; Carlisle Productions Inc.; Curtis Investments LLC project	12/34 33/1	1/9 Meriden, Conn. 1998	Site assessment and remediation, Act 2 compliance, stormwater, wastewater terrestrial/aquatic ecology, wetlands, archaeology and historic structures
10	13	EHC ASSOCIATES INC. DBA ENVIRONMENTAL HAZARDS CONTROL 2502 Horseshoe Road Lancaster, PA 17601	\$3.13 million \$3.13 million	Edward Carter Gallagher VP and partner	www.ehccassociates.com 717-656-3008 800-338-3424	Holtwood Dam, Naval Support Activity	30/30 30/0	1/1 Upper Leacock Twp. 1983	Consulting, inspections, testing, remediation/ abatement
11	8	LIBERTY ENVIRONMENTAL INC. 50 N. Fifth St. Reading, PA 19601	\$3 million \$3 million	James P. Cinelli President	www.libertyenviro.com 610-375-9301 800-305-6019	Wetland delineations and stream permitting; air quality permitting for production of a military support vehicle; ambient air-quality monitoring network design	20/21 25/0	2/4 Reading 2004	Air-pollution control equipment engineering and construction mgt.; industrial air permitting; groundwater and soil remediation; Phase I and II ESAs
12	NR	URS CORP. 4507 N. Front St., Suite 200 Harrisburg, PA 17110	\$2.6 million \$9.55 billion	Mark D. Pennell VP and office manager	www.urscorp.com 717-635-7901	Site investigations, design and permitting for Marcellus companies; environ. support, remediation, restoration and permitting for surface mining company; site investigations and redevelopment through PA Act II Program for local land trust	20/4,240 38/1	1/250 San Francisco 1993	Environmental compliance and planning (all media), water resources, geotechnical, geological, ecological, archaeological, GIS and engineering
13	12	UTILITY SERVICES GROUP INC. 1304 Slate Hill Road Camp Hill, PA 17011	\$2.58 million \$2.58 million	Robert H. Kalbach President	www.usginc.net 717-737-6092	Sunbury sewer interceptor off-road cleaning and inspection; South Middleton sewer cleaning and inspection; multi-county PennDOT stormwater maintenance	14/19 19/1	1/1 Lower Allen Twp. 2005	Pipe flushing, inspection, vacuum and trenchless repair, vacuum-excavation, stormwater system maintenance, I&I investigation, manhole lining
14	10	EPSYS LLC 1414 N. Cameron St., Suite A Harrisburg, PA 17103	\$2.18 million \$2.18 million	David W. Mooney Vice president	www.epsysllc.com 717-260-0102	UGI PNG site investigation and rail feasibility study near Scranton; Norfolk Southern Allentown sewer system upgrades; Keystone Biodiesel tank and process piping	3/DNR 11/1	1/1 Harrisburg 1986	Storage-tank installation, inspection and removal, environmental remediation, wastewater design and construction
15	17	BRINJAC ENGINEERING INC. 114 N. Second St., P.O. Box 1290 Harrisburg, PA 17101-1401	\$2 million \$9.4 million	John M. Brinjac President	www.brinjac.com 717-233-4502 877-274-6526	PA Turnpike Commission maintenance facility upgrades	10/10 56/1	1/6 Harrisburg 1955	Water and wastewater design, storm sewer design, stormwater treatment, construction mgt. and field- observation services, environmental-assessment reports
16	NR	KUROWSKI & WILSON LLC 470 Friendship Road, Suite 100 Harrisburg, PA 17111	\$1.9 million \$1.9 million	Thomas P. Wilson and J. Marc Kurowski Principals	www.kandwengineers.com 717-635-2835	Halifax Township Act 537 Plan, Lycoming County Act 167 Plan	7/7 11/2	2/3 Swatara Twp. 2005	Water/wastewater design and engineering, comprehensive watershed management, stormwater management, environmental permitting
17	15	JOHNSON MIRMIRAN & THOMPSON INC. 220 St. Charles Way, Suite 200 York, PA 17402	\$1.7 million \$110.6 million	Barry A. Epley Senior VP	www.jmt.com 717-741-1600 800-266-5488	Gettysburg transfer station stormwater mgt.; Freeburg membrane filtration pilot study and design mgt.; SR 3034-WCC over White Clay Creek bridge replacement- permitting	19/107 46/11	1/17 Sparks, Md. 1983	Wetlands, LEED services, NEPA documentation, natural resources, geologic investigations, ecologic and biologic assessments, noise analysis
18	16	KCI TECHNOLOGIES INC. 5001 Louise Drive, Suite 201 Mechanicsburg, PA 17055-6912	\$1.39 million \$117.4 million	William Stewart Practice leader	www.kci.com 717-691-1340	Schmucker Hall Phase II archaeology investigation, Lower (Shoop) dam removal, state Route 3018-001 over Patuxent Creek bridge replacement	9/180 59/10	1/22 Sparks, Md. 1987	Env. planning, monitoring, engineering and construction, cultural resources, hazardous waste remediation, water resources, watershed planning
19	18	GEOSERVICES LTD. 1525 Cedar Cliff Drive Camp Hill, PA 17011	\$1.3 million \$1.3 million	Peter G. Robelen President	www.geoservicesltd.com 717-303-2660 877-500-9683	Penn National water supply, United Water, Wellsboro, Middletown Borough	6/6 8/0	1/1 Lower Allen Twp. 1989	Groundwater development and management; characterization and cleanup of contaminated sites; litigation support and expert testimony
20	9	ALTERNATIVE ENVIRONMENTAL SOLUTIONS INC. 480 New Holland Ave., Suite 8203 Lancaster, PA 17602	\$1.26 million DNR	Phillip M. Donmoyer and Bill Gable Vice presidents	www.altenv.com 717-517-5000	DNR	6/7 7/0	1/1 Lancaster 1993	Act 2 release of liability, site characterization, remediation, land development, waste management
21	19	PROFESSIONAL SERVICE INDUSTRIES INC. 1707 S. Cameron St., Suite B Harrisburg, PA 17104	\$1.01 million \$183 million	Jayson W. Miller District manager	www.psiusa.com 717-230-8622	Verizon Wireless, Dollar General, PA Department of Agriculture headquarters	6/400 30/3	1/100 Oakbrook Terrace, Ill. 1978	Asbestos, mold, IAQ, lead paint, Phase I and II site assessments, geotechnical and property-condition assessments, LEED services
22	24	BARTON & LOGUIDICE PC 1104 Fernwood Ave., Suite 501 Camp Hill, PA 17011	\$848,000 \$25.26 million	Kevin E. Voorhees Principal associate	www.bartonandloguidice.com 717-737-8326 1-800-724-1070	Mifflin and Lancaster County solid waste plans; Granger Energy landfill gas pipeline; Lebanon landfill mining permit	8/83 6/4	1/6 Syracuse, N.Y. DNR	Landfills, recycling, composting, environmental assessments, remediation, industrial hygiene, landfill gas recovery, leachate treatment and storage
23	22	RUMMEL KLEPPER & KAHL LLP 3512 Concord Road York, PA 17402	\$706,126 \$122 million	D.W. Wallace; M. Dumler; M. Potter; M. Myers; T. Mohler; C. Wicks and S.G. Zentz Partners	www.rkk.com 717-600-2220 800-787-2755	Lancaster aeration system upgrade; PennDOT Dist. 5 eng. and environ. services; York water treatment and PS expansion	DNR/DNR 43/4	2/14 Baltimore 1959	Environmental engineering, energy management, GIS, natural gas/petroleum/ pipeline, corrosion engineering, hazardous waste
24	NR	AUGUST MACK ENVIRONMENTAL INC. 941 Wheatland Ave., Suite 202 Lancaster, PA 17603	\$601,632 \$14.66 million	Susan Burkett Senior engineer and office manager	www.augustmack.com 717-399-9587 800-579-0770	DNR	6/106 6/0	1/5 Indianapolis, Ind. 1998	Regulatory compliance; environmental due diligence and risk management; site investigation, remediation and closure; sustainability services
25	21	RAUDENBUSH ENGINEERING INC. 29 S. Union St. Middletown, PA 17057	\$544,898 \$5.14 million	Jodi A. Raudenbush President	www.raudeng.com 717-944-0883	PPL Milton soil and groundwater remediation; Endless Mountain Energy Singer and Hunter Hollow gas well sites	4/13 15/1	1/3 Middletown 1999	Civil engineering, site design, stormwater management, water/wastewater engineering, geotechnical engineering and lab testing

DBA-doing business as DBLA-doing business locally as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of environmental consultants is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published May 4, 2012; updated Jan. 8, 2013; next published May 3, 2013.

Researched by Alaine Keisling

Independent insurance agencies: Health/life

Ranked by local health and life premium volume

Rank	Prev. rank	Company Address Website	2011 local health and life/ total retail premium volume	Top local executive Title Phone	2011 local/total revenue	% of insur. sold: health/life prop. cas/other Major carriers	Local/total agents F-T/P-T local employees	% of insur. sold: comm./personal other	Local/total locations Headquarters Year estab.
1	1	THE BENECON GROUP INC. 147 W. Airport Road (Lititz), P.O. Box 5406 Lancaster, PA 17605-5406 www.benecon.com	\$724.29 million \$727.79 million	Samuel N. Lombardo Chairman and CEO 717-723-4600 888-400-4647	\$21.02 million \$21.02 million	98%/0% 1%/1% 19	17/17 68/3	99%/1% 0%	1/1 Manheim Twp. 1948
2	2	AMERICAN INSURANCE ADMINISTRATORS INC. 4550 Lena Drive Mechanicsburg, PA 17055 www.aiabrg.com	\$206 million \$206 million	K. Krause; D. Wert and D. Dorsheimer Principals 717-591-8280 800-292-0134	DNR DNR	60%/5% 35%/0% 40	DNR/DNR 66/3	98%/2% DNR	1/1 Lower Allen Twp. 1987
3	3	MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St. Lancaster, PA 17602 www.murrayins.com	\$80 million \$168 million	Richard M. Rankin President and CEO 717-397-9600 800-533-5271	DNR DNR	13%/1% 70%/17% 30	DNR/DNR 135/2	74%/11% 15%	4/4 Lancaster 1930
4	7	E.K. MCCONKEY & CO. INC. DBA MCCONKEY INSURANCE & BENEFITS 2555 Kingston Road, Suite 100 York, PA 17402 www.ekmconkey.com	\$60 million \$145 million	Henry J. Christ III President and CEO 717-755-9266	DNR DNR	30%/DNR 60%/10% 25+	54/54 62/0	90%/5% 5%	1/1 Springettsbury Twp. 1890
5	4	ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leaders Heights Road, P.O. Box 2726 York, PA 17405-2726 www.glatfelters.com	\$57.06 million \$84.65 million	Anthony P. Campisi President and CEO 717-741-0911 800-233-1957	\$5.81 million \$259.63 million	27%/16% 57%/0% 25	12/30 36/1	92%/8% 0%	1/9 York Twp. 1951
6	5	THE PATTON GROUP 1041 S. Queen St York, PA 17403 www.thepattongroup.biz	\$33 million \$33 million	Robert M. Patton Partner 717-812-1982	\$33 million \$33 million	90%/5% 0%/5% 10	5/5 5/2	90%/10% 0%	1/1 York 1975
7	8	GUNN MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900 www.gunnmowery.com	\$21.5 million \$58.1 million	G. Greg Gunn Managing partner 717-761-4600 800-840-1243	\$6.6 million \$6.6 million	34%/3% 63%/DNR Most all	14/14 54/4	37%/25% 38%	4/4 Lemoyne 1985
8	6	HGID INC. DBA HORST INSURANCE 320 Granite Run Drive, P.O. Box 3320 Lancaster, PA 17604 www.horstinsurance.com	\$21 million \$59.5 million	David C. King President and CEO 717-560-1919 800-533-2011	DNR DNR	16%/1% 83%/0% All	14/21 31/1	65%/35% 0%	1/3 Manheim Twp. 1917
9	9	WEVODAU INSURANCE & BENEFIT STRATEGIES INC. 1865 Center St. Camp Hill, PA 17011 www.wevins.com	\$11 million \$11 million	Gerry R. Wevodau President 717-761-0393	DNR DNR	75%/15% 0%/10% 15	4/4 4/1	90%/10% 0%	1/1 E. Pennsboro Twp. 2006
10	10	KLING BROS. INSURANCE AGENCY 43 W. King St. York, PA 17401-1479 www.klingbros.com	\$9.5 million \$46.5 million	Karl D. Fetterman Principal 717-854-7851 800-444-7851	DNR DNR	20%/5% 75%/0% 28	15/15 17/1	88%/12% 0%	2/2 York 1933

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of independent health/life insurance agencies is limited to agencies in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties that reported more than half of their business involved health and life insurance. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 15, 2012; updated Jan. 8, 2013; next published June 14, 2013. ① Property-casualty retail volume reported as part of the Insurance Alliance of Central PA.

Researched by Alaine Keising

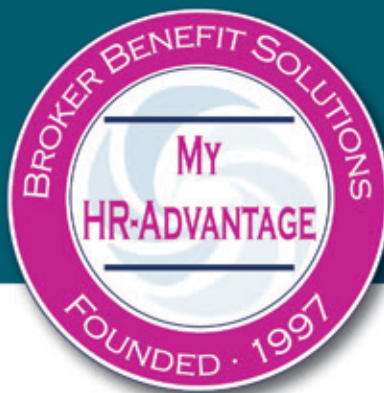
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– Rob Strickler, CPSM
Director of Business Development

Reynolds

When Gunn Mowery wanted to move from print to digital advertising, the Central Penn Business Journal was the RIGHT choice to help us through the transition. They were an early adopter of online news and were helpful, responsive, and competent with respect to our need for advice and support. It does not matter who we deal with in their organization, we are confident that we are getting the right advice for our business every single time. In fact, when we considered moving to a new advertising agency years ago, the Business Journal was willing to engage their management team and helped us ask the right questions and understand the answers we were getting. The relationship goes much deeper than simply an advertising relationship. They are one of our most valued and trusted advisors.

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Managing Partner

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– Stephen Rotay
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LEED-accredited professionals

Ranked by number of LEED-accredited professionals employed locally

Rank	Prev. rank	Company Address	Local/total LEED-accredited professionals	Top local executive Title	Website Phone	2011 local/total revenue F-T/P-T local employees	Local/total locations Headquarters Year established locally	Current projects seeking LEED certification
1	3	GANFLEC ARCHITECTS & ENGINEERS INC. 209 Senate Ave. Camp Hill, PA 17011-2332	22 29	Joseph G. Botchie RA President	www.ganflec.com 717-763-7220	DNR DNR 94/12	1/3 E. Pennsboro Twp. 1978	PA National Guard troop quarters, PA Air National Guard Bldg. 75 at Hbg. International Airport
2	2	CRABTREE, ROHRBAUGH & ASSOCIATES INC. 401 E. Winding Hill Road Mechanicsburg, PA 17055-4924	22 23	G. Douglas Rohrbaugh Chairman	www.cra-architects.com 717-458-0272 866-458-0272	DNR \$19.93 million 89/1	1/4 Upper Allen Twp. 1984	PSECU Corporate HQ, Steel ORCA Data Center, Donegal High School, Central Manor Elementary School
3	1	GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	18 37	William M. Stout Chairman and CEO	www.gannettfleming.com 717-763-7211 800-233-1055	\$88.2 million \$292.4 million 614/116	3/60 E. Pennsboro Twp. 1915	PA Air National Guard Troop Camp; WMATA Bladensburg Station; Bonnie Brae McNally Cottages; NJTA Toll Plaza Interchange 8
4	NR	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	12 38	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	\$102.38 million \$241.26 million 180/5	2/12 Harrisburg 1882	PSECU headquarters, Mid-West SD high school, University of Scranton Loyola Science Center, Commonwealth Medical College, Conrad Weiser SD West ES, Exeter Township SD Owatin Creek ES
5	4	RLPS LLP DBA RLPS ARCHITECTS 250 Valleybrook Drive Lancaster, PA 17601	12 12	Michael J. Martin AIA Managing partner	www.rlps.com 717-560-9501	DNR DNR 57/2	1/1 Manheim Twp. 1954	RLPS office, Landis Homes, Lancaster SD, Coburg Village, The Village at Orchard Ridge, Palmyra Area SD
6	NR	7GROUPE LLC 1200 E. Camping Area Road Wellsville, PA 17365-9783	12 13	Marcus B. Sheffer President	www.sevengroup.com 717-877-8038	DNR \$1.9 million 12/2	3/6 Kutztown 2000	Phipps Conservatory Center for Sustainable Landscapes, Willow School Health Nutrition & Wellness, Winston School, Westin Wilmington
7	5	THE HIGH COS. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008	11 12	Nevin D. Cooley CEO	www.high.net 717-293-4444	\$471.6 million \$522.98 million 1,749/184	32/48 E. Lampeter Twp. 1931	Allan W. Mund College Center at Lebanon Valley College; Cleveland Clinic Data Center in Ohio; The Heights at Montclair State Univ. in N.J.
8	9	REYNOLDS CONSTRUCTION MANAGEMENT INC. 3300 N. Third St. Harrisburg, PA 17110-1407	11 12	David S. Angle CEO	www.reynolds-companies.com 717-238-5737	\$20.75 million \$24.7 million 84/0	2/4 Harrisburg 1994	DNR
9	6	ERDMAN ANTHONY ASSOCIATES INC. 100 Sterling Parkway, Suite 212 Mechanicsburg, PA 17050	8 25	Curtis W. Helman PE President	www.erdmananthony.com 717-766-1741	\$21.63 million \$36.97 million 129/2	1/7 Rochester, N.Y. 1954	Cornell Univ. Olin Library; West Chester Univ. Mitchell Hall; SUNY Binghamton School of Vet. Medicine; SUNY Buffalo science complex
10	10	CENTURY ENGINEERING INC. 200 Airport Road New Cumberland, PA 17070	8 34	Timothy J. Przybylowski Vice president	www.centuryeng.com 717-901-7055	\$8.78 million \$40.12 million 45/1	1/5 Hunt Valley, Md. DNR	The Overlook Apartments
11	11	BARTON ASSOCIATES INC. 221 W. Philadelphia St. York, PA 17401-2991	8 9	N. Daniel Waltersdorff President	www.ba-inc.com 717-845-7654	\$4.84 million \$7.01 million 39/4	2/3 York 1968	York City SD's Ferguson Elementary School
12	16	PARAGON ENGINEERING SERVICES INC. 2201 S. Queen St. York, PA 17402-4630	8 8	Vaughn G. Silar Jr. PE President	www.peservices.org 717-854-7374	\$2.6 million \$2.8 million 24/4	1/4 York Twp. 2002	DNR
13	7	HAYES LARGE ARCHITECTS LLP 75 S. Houcks Road Harrisburg, PA 17109	8 DNR	James R. Thompson AIA Partner	www.hayeslarge.com 717-238-4795	DNR DNR 11/2	1/4 Altoona 1922	Springfield Township Middle School; Ferguson Elementary School; Lincoln Elementary School; Burroughs Middle School
14	23	BUCHART HORN INC./BASCO ASSOCIATES 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040	7 10	Brian S. Funkhouser PE President and CEO	www.bh-ba.com 717-852-1400 800-274-2224	\$14.34 million \$30.48 million 134/9	3/16 York 1945	Green, but no LEED
15	19	KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886	6 7	Robert A. Kinsley Chairman and CEO	www.rkinsley.com 717-741-3841	\$267 million \$416 million 925/10	1/4 York Twp. 1963	DNR
16	13	WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520	6 6	Ralph E. Simpson Jr. CEO	www.warfelcc.com 717-299-4500	\$87.5 million \$87.5 million 104/0	1/1 E. Hempfield Twp. 1911	Manheim Twp. Landis Run Intermediate Center; St. Andrew's School Sippelle Field House in Delaware; Kendal at Longwood Cottages in Montgomery Co.; Second and State Office Building in Harrisburg
17	15	BRINJAC ENGINEERING INC. 114 N. Second St., P.O. Box 1290 Harrisburg, PA 17101-1401	6 14	John M. Brinjac PE President	www.brinjac.com 717-233-4502 877-274-6526	\$3.76 million \$9.4 million 56/1	1/6 Harrisburg 1955	Philadelphia SD's West Philadelphia HS; Community College of Philadelphia northeast regional center expansion; Bethlehem Performing Arts; Majestic Bethlehem Center
18	21	ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110	5 8	Richard J. Seitz President	www.alexanderbuilding.com 717-234-7041	\$28.77 million \$60.11 million 31/7	1/2 Harrisburg 1928	Penn State Milton S. Hershey Medical Center new support-services building; Geisinger Health System Buckhorn administrative office building
19	22	MURPHY & DITTENHAFFER INC. 226 W. Market St. York, PA 17401-1008	5 5	Frank E. Dittenhafer II, FAIA, LEED AP President	www.murphdittarch.com 717-848-8627	DNR DNR 12/1	1/2 York 1985	Unitarian Universalist Congregation of Annapolis, Schmucker Hall Museum, Eagleview Senior Housing
20	20	BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508	4 5	Michael K. Callahan President	www.benchmarkgc.com 717-626-9559	\$88.57 million \$88.57 million 129/2	DNR/DNR W. Earl Twp. 1985	Lancasterhistory.org, Landis Homes
21	8	EI ASSOCIATES 2001 N. Front St., Building 3 Harrisburg, PA 17102	4 20	Mark S. Barnhardt AIA Senior VP	www.eiassociates.com 717-233-4556	DNR DNR 20/5	1/3 Harrisburg 1936	Lower Dauphin SD, Southern York County SD, Carlisle Area SD, Selinsgrove Borough and Community Center Library, York City SD
22	27	MCKISSICK ASSOCIATES ARCHITECTS PC 317 N. Front St. Harrisburg, PA 17101-1606	4 4	Vern L. McKissick III AIA President	www.mckissickassociates.com 717-238-6810	DNR DNR 12/3	1/2 Harrisburg 1999	Williamsport Area MS renovation/addition; McCall MS renovation/addition
23	NR	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	3 3	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	\$45.45 million \$61.31 million 279/1	2/10 Manor Twp. 1969	DNR
24	NR	CENTERPOINT ENGINEERING INC. 2 Market Plaza Way Mechanicsburg, PA 17055	3 3	James S. Bridges President	www.centerpointeng.net 717-795-8575	\$3.5 million \$3.5 million 30/0	1/1 Upper Allen Twp. 2003	DNR
25	31	NOELKER AND HULL ASSOCIATES INC. 30 W. King St. Chambersburg, PA 17201	3 3	Michael G. Hull AIA President	www.noelkerhull.com 717-263-8464	DNR \$6.88 million 36/0	1/2 Chambersburg 1957	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked SD-school district ES-elementary school MS-middle school HS-high school WWTP-wastewater treatment plant

The Central Penn Business Journal's list of LEED-accredited professionals is limited to firms in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties that employ at least one person with LEED accreditation. Information came from the individual companies, the U.S. Green Building Council and other Business Journal research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published March 23, 2012; updated Jan. 10, 2013; next published March 22, 2013.

Researched by Alaine Keisling

We salute our Central Pa. Independent Agents:

CUMBERLAND COUNTY

American Insurance Administrators, Inc., Mechanicsburg
Bell Insurance Inc., Shippensburg
Carlisle Insurance Services, Carlisle
Christian-Baker Co., Lemoyne
Cumberland Valley Insurance, New Kingstown
Dupbro, Inc., Camp Hill
Gunn-Mowery, LLC, Lemoyne
Knoll Insurance Agency, Inc., New Cumberland
Miller & Miller, Inc., Camp Hill
Murray Securus, Inc., Mechanicsburg
Strickler Agency, Inc., Carlisle
The HDH Group, Inc., Lemoyne
The Insurance Alliance of Central PA, Inc., Camp Hill
Wells Fargo Insurance Services USA, Inc., Camp Hill

DAUPHIN COUNTY

Alan Hostetler Insurance Agents & Brokers, Inc., Harrisburg
Allen B. Chubb Agency, Inc., Elizabethville
Deibler, Straub & Troutman, Inc., Elizabethville
Enders Insurance Associates, Harrisburg
Homestead Insurance Agency, Hershey
Independent Brokers of America, Inc., Hershey
K.R. MacDonald, Inc., Harrisburg
KHB Insurance, Hershey
Lebo Agency, Inc., Halifax
Looker, Wolfe & Gephart Insurance Agency, Inc., Harrisburg
Professional Liability Agency, Inc., Harrisburg
Woolf/Strite Associates Inc., Harrisburg

PERRY COUNTY

Belmont Insurance, Inc., Newport
Dale McGuire Agency, Inc., Duncannon
Don Jacobs Insurance Services, Inc., New Bloomfield

LANCASTER COUNTY

AIA/Akron Insurance Agency, Akron
Alltypes Insurance and Financial Services Inc., Quarryville
Avis Insurance, Lititz
B. Titus Rutt Agency, Inc., Mount Joy
BCF Group, Inc., Lancaster
Brimmer Insurance, Inc., Lancaster
CCAB Insurance Benefits, Inc., Lancaster
Consumers Insurance Group, Inc., Lancaster
Gibbel Insurance Agency, Lititz
Gunn-Mowery LLC, Lancaster
Harding-Yost Insurance Associates, Inc., Denver
Hostetler Insurance Associates, Inc., Lancaster
Jacob H. Ruhl, Inc., Manheim
Lehman Insurance Agency, Inc., Ephrata
Lehman Insurance Agency, Inc., Mount Joy
Murray Securus, Inc., Lancaster
Murray Securus, Inc., Quarryville
Paul I. Sheaffer Insurance, Intercourse
Styer-Evans & Hoxie, Inc., New Holland

YORK COUNTY

Baughner Insurance Agency, Hanover
Bell Insurance, Inc., Hanover
C.A. Weber Agency, Inc., Hanover
Collens-Wagner Agency, York
E.K. McConkey & Company, Inc., York
Fischer Insurance Agency, Hanover
Gunn-Mowery LLC, Dillsburg
HUB International Pennsylvania LLC, York
H.N. Fishel & Associates, Red Lion
Insurance Services United, Inc., York
Kocman Insurance Group Inc., York
Kunkle Insurance Group, Inc., York
Mantz Miller Insurance Agency, Inc., Red Lion
The Glatfelter Agency, Inc., York

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Independent insurance agencies: Property-casualty

Ranked by local property-casualty retail premium volume

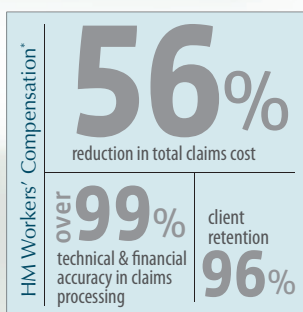
Rank	Prev. rank	Company Address Website	2011 local property casualty/ total retail premium volume	Top local executive Title Phone	2011 local/total revenue	% of insur. sold: prop. cas/health life/other Major carriers	Local/total agents F-T/P-T local employees	% of insur. sold: comm./personal other	Local/total locations Headquarters Year estab.
1	2	MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St. Lancaster, PA 17602 www.murrayins.com	\$88 million \$168 million	Richard M. Rankin President and CEO 717-397-9600 800-533-5271	DNR DNR	70%/13% 1%/17% 30	DNR/DNR 135/2	74%/11% 15%	4/4 Lancaster 1930
2	1	THE INSURANCE ALLIANCE OF CENTRAL PA INC. 75 Utley Drive, Suite 108 Camp Hill, PA 17011-8000 www.tiacp.com	\$85.05 million \$85.05 million	Jane D. Koppenheffer President and CEO 717-909-6810	\$10.45 million \$24.13 million	100%/0% 0%/0% 40	114/241 104/10	84%/16% 0%	7/16 Lower Allen Twp. 1997
3	3	E.K. MCCONKEY & CO. INC. DBA MCCONKEY INSURANCE & BENEFITS 2555 Kingston Road, Suite 100 York, PA 17402 www.ekmconkey.com	\$85 million \$145 million	Henry J. Christ III President and CEO 717-755-9266	DNR DNR	60%/30% DNR/10% 25+	54/54 62/0	90%/5% 5%	1/1 Springettsbury Twp. 1890
4	6	HGID INC. DBA HORST INSURANCE 320 Granite Run Drive, P.O. Box 3320 Lancaster, PA 17604 www.horstinsurance.com	\$38.5 million \$59.5 million	David C. King President and CEO 717-560-1919 800-533-2011	DNR DNR	83%/16% 1%/0% All	14/21 31/1	65%/35% 0%	1/3 Manheim Twp. 1917
5	4	KLING BROS. INSURANCE AGENCY 43 W. King St. York, PA 17401-1479 www.klingbros.com	\$37 million \$46.5 million	Karl D. Fetterman Principal 717-854-7851 800-444-7851	DNR DNR	75%/20% 5%/0% 28	15/15 17/1	88%/12% 0%	2/2 York 1933
6	5	GUNN MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900 www.gunnmowery.com	\$36.6 million \$58.1 million	G. Greg Gunn Managing partner 717-761-4600 800-840-1243	\$6.6 million \$6.6 million	63%/34% 3%/DNR Most all	14/14 54/4	37%/25% 38%	4/4 Lemoyne 1985
7	7	ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leaders Heights Road, P.O. Box 2726 York, PA 17405-2726 www.glatfelters.com	\$27.59 million \$84.65 million	Anthony P. Campisi President and CEO 717-741-0911 800-233-1957	\$5.81 million \$259.63 million	57%/27% 16%/0% 25	12/30 36/1	92%/8% 0%	1/9 York Twp. 1951
8	9	KELLER AGENCY INC. DBA KELLER-BROWN INSURANCE SERVICES 9 S. Main St., P.O. Box 215 Shrewsbury, PA 17361-0215 www.keller-brown.com	\$8.15 million \$8.5 million	Joy Keller-Brown Principal 717-235-6891 800-785-7461	DNR DNR	90%/5% 5%/0% 10	14/14 15/3	55%/45% 0%	1/1 Shrewsbury 1899
9	10	MILLER & MILLER INC. 2929 Gettysburg Road Camp Hill, PA 17011 www.insurance-savings.com	\$3.98 million \$3.98 million	Craig A. Miller President 717-737-4517	DNR DNR	100%/0% 0%/0% 8	5/5 5/1	45%/55% 0%	1/1 Lower Allen Twp. 1948
10	11	THE BENECON GROUP INC. 147 W. Airport Road (Lititz), P.O. Box 5406 Lancaster, PA 17605-5406 www.benecon.com	\$3.7 million \$727.79 million	Samuel N. Lombardo Chairman and CEO 717-723-4600 888-400-4647	\$21.02 million \$21.02 million	1%/98% 0%/1% 19	17/17 68/3	99%/1% 0%	1/1 Manheim Twp. 1948

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of independent property-casualty insurance agencies is limited to agencies in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties than reported more than half of their business involved property-casualty insurance. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 15, 2012; updated Jan. 8, 2013; next published June 14, 2013.

Researched by Alaine Keisling

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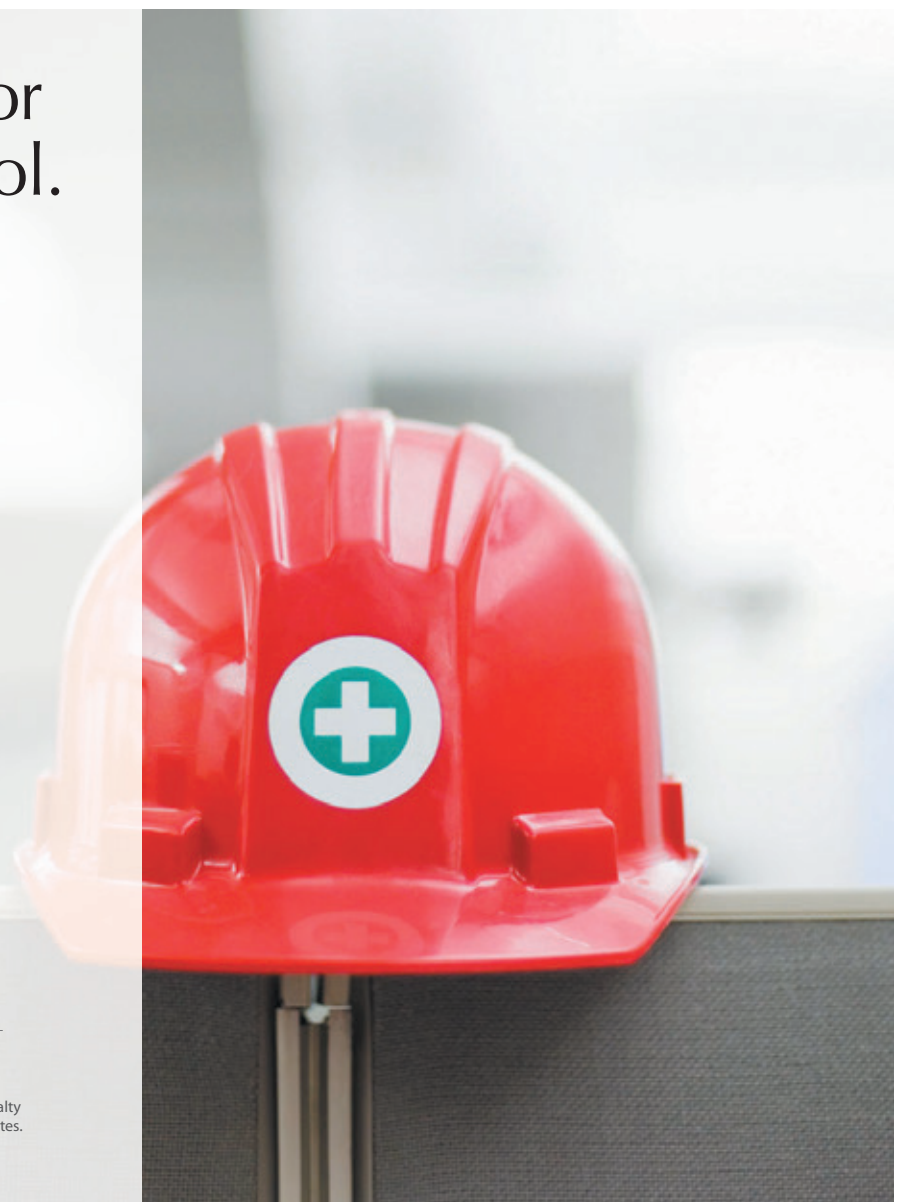


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Education Law



Charles M. Courtney
*Land Use and Zoning Law;
 Litigation - Land Use and
 Zoning*



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*Employment Law -
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Corporate Governance Law



Elizabeth P. Mullaugh
*Trusts and Estates; Litigation
 - Trusts and Estates*



Pamela C. Polacek
Energy Law



Samuel C. Randazzo
Energy Law



Bruce R. Spicer
Corporate Law



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*Construction Law; Litigation
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Law firms

Ranked by number of full-time local attorneys

Rank	Prev. rank	Company Address	F-T local/total attorneys	Top local executive Title	Website Phone	Local/total female attorneys minority attorneys partners	F-T/P-T local employees Hourly fee range Alternative billing?	Local/total locations Headquarters Year established locally	Types of law practiced
1	1	MCNEES WALLACE & NURICK LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166	112 128	David M. Kleppinger Chairman	www.mwn.com 717-232-8000	36/40 4/4 71/76	220/3 DNR Yes	2/6 Harrisburg 1935	Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate, transportation law
2	2	RHOADS & SINON LLP 213 Market St., 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146	51 51	Charles J. Ferry Managing partner	www.rhoads-sinon.com 717-233-5721	10/10 0/0 34/34	45/1 DNR Yes	1/1 Harrisburg 1935	Banking, litigation, environ., labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, energy
3	3	BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602-2832	46 61	Timothy G. Dietrich Managing partner	www.barley.com 717-299-5201	14/16 3/3 30/37	104/10 DNR Yes	3/5 Lancaster 1946	Full-service law firm
4	4	POST & SCHELL PC 17 N. Second St. Harrisburg, PA 17101	40 155	Michael W. Gang Managing principal	www.postschell.com 717-731-1970	7/46 1/3 26/86	71/0 \$155-\$550 Yes	2/7 Philadelphia 1986	Appellate, bankruptcy, construction, energy, health law, IT, labor, litigation, white collar, employment collective/class actions and workers' comp.
5	6	BUCHANAN INGERSOLL & ROONEY PC 213 Market St., Third Floor Harrisburg, PA 17101-2121	37 418	Stephen C. Gierasch and Jonathan Vipond III Managing shareholders	www.bipc.com 717-237-4800	11/131 1/26 17/193	57/3 DNR DNR	2/16 Pittsburgh 1986	Energy, corporate finance, litigation, utilities, financial services, labor and employment, health care, environmental, government relations
6	5	THOMAS THOMAS & HAFER LLP 305 N. Front St., P.O. Box 999 Harrisburg, PA 17108	37 74	Peter J. Speaker Managing partner	www.tthlaw.com 717-237-7100	8/20 1/3 16/20	91/6 DNR No	1/7 Harrisburg 1977	Transportation, health care, insurance, workers' compensation, employment and general liability defense
7	7	STEVENS & LEE PC 17 N. Second St., 16th Floor Harrisburg, PA 17101	36 175	Ernie Choquette President	www.stevenslee.com 717-234-1090	8/43 1/9 24/107	63/2 DNR Yes	3/14 Reading 1990	Regulatory and government affairs, corporate, health, litigation, labor and employment, municipal finance, tax, public utility, real estate
8	8	ECKERT SEAMANS CHERIN & MELLOTT LLC 213 Market St., Eighth Floor Harrisburg, PA 17102-2132	34 343	Heidi Hamman-Shakely B. Member-in-charge and chairwoman	www.eckertseamans.com 717-237-6000	9/98 1/11 25/228	33/1 \$190-\$550 Yes	1/10 Pittsburgh 1986	Full-service law firm
9	9	STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994	31 31	Ronald L. Hershner Managing partner	www.stockandleader.com 717-846-9800	5/5 0/0 16/16	46/25 DNR Yes	3/3 York 1953	Business/finance, mergers/acquisitions, litigation/dispute resolution, labor-employment, environmental, estate planning/administration, education, real estate
10	10	CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132	31 31	Sharon E. Myers Managing partner	www.cgalaw.com 717-848-4900	8/8 0/0 16/16	59/3 DNR No	2/2 York 1989	Business and corporate, labor and employment, real estate, litigation, school law, municipal, bankruptcy, estate planning and admin., family law
11	12	NIKOLAUS & HOHENADEL LLP 212 N. Queen St. Lancaster, PA 17603	24 24	Donald H. Nikolaus and John P. Hohenadel Managing partners	www.n-hlaw.com 717-299-3726	0/0 0/0 0/0	48/3 \$125-\$275 Yes	3/3 Lancaster 1972	General law, except criminal
12	14	JAMES SMITH DIETTERICK & CONNELLY 134 Sipe Ave. Hummelstown, PA 17036	23 23	Scott A. Dietterick Managing partner	www.jsdc.com 717-533-3280	8/8 0/0 9/9	43/6 \$150-\$350 Yes	2/2 Derry Twp. 1988	Business, banking, trust and estates, elder law, family law, criminal, tax, creditors' rights, construction law and real estate
13	13	K&L GATES LLP 17 N. 2nd St., 18th Floor Harrisburg, PA 17101-1507	23 1,829	Carleton O. Strouss Administrative partner	www.klgates.com 717-231-4500	5/582 0/166 13/929	40/4 DNR Yes	1/41 Delaware 1987	Energy, environmental, oil, gas, water, government affairs, gaming, litigation, utilities, health care, privacy, construction, pharmacy, employment
14	17	SALZMANN HUGHES PC 354 Alexander Spring Road, Suite 1 Carlisle, PA 17015	23 23	G. Bryan Salzman Managing partner	www.salzmanhughes.com 717-249-6333	0/0 0/0 DNR/DNR	36/4 DNR Yes	4/4 S. Middleton Twp. 1995	Business/corporate, mergers/acquisitions, land use, zoning, environmental, real estate, municipal, estate planning/admin, general civil litigation
15	15	JOHNSON DUFFIE STEWART & WEIDNER PC 301 Market St., P.O. Box 109 Lemoyne, PA 17043-0109	20 20	Jerry R. Duffie President	www.jdsw.com 717-761-4540	6/6 0/0 12/12	45/1 DNR DNR	1/1 Lemoyne 1914	Full-service law firm
16	16	BLAKINGER BYLER & THOMAS PC 28 Penn Square Lancaster, PA 17603	19 19	James H. Thomas President	www.bbt-law.com 717-299-1100	6/6 0/0 15/15	45/4 \$85-\$325 Yes	1/1 Lancaster 1977	Full-service law firm
17	11	HARTMAN UNDERHILL & BRUBAKER LLP 221 E. Chestnut St. Lancaster, PA 17602	18 18	Mark Stanley Managing Partner	www.hublaw.com 717-299-7254	4/4 0/0 11/11	21/1 \$160-\$275 DNR	2/2 Lancaster 1978	Full service
18	18	SAUL EWING LLP 2 N. Second St., Seventh Floor Harrisburg, PA 17101	17 220	Eric L. Brossman Managing partner	www.saul.com 717-257-7500 800-355-7777	6/77 2/11 10/145	27/1 \$175-\$750 Yes	1/10 Philadelphia 1991	Business, M&A, corp., energy, environmental, insolvency, insurance, technology, life sciences, labor/employment, litigation, oil and gas, real estate
19	19	GOLDBERG KATZMAN PC 4250 Crums Mill Road, Suite 301, P.O. Box 6991 Harrisburg, PA 17112-0991	16 16	Paul J. Esposito Executive committee chairman	www.goldbergekatzman.com 717-234-4161	3/3 1/1 11/11	31/1 DNR Yes	4/4 Lower Paxton Twp. 1960	Civil litigation, business/corporate, labor, workers' comp, real estate, health care, criminal, family, estates, Social Security disability
20	21	CALDWELL & KEARNS PC 3631 N. Front St. Harrisburg, PA 17110	14 14	James L. Goldsmith President	www.caldwellkearns.com 717-232-7661	1/1 0/0 7/7	23/3 175 -300 Yes	4/4 Susquehanna Twp. 1928	Full-service law firm with emphasis in real estate, associations, litigation, ins and professional defense, construction, criminal, family and estates
21	23	CIPRIANI & WERNER PC 1011 Mumma Road, Suite 201 Lemoyne, PA 17043	14 80	Dennis P. Cullen Managing partner	www.c-wlaw.com 717-975-9600	2/19 0/DNR DNR/DNR	22/2 Negotiable Yes	1/7 Pittsburgh 1996	Employers' rights (defense), workers' compensation, insurance defense, family law, estate planning, Professional Liability and licensing
22	24	PEPPER HAMILTON LLP 100 Market St., Suite 200, P.O. Box 1181 Harrisburg, PA 17108-1181	12 474	Thomas B. Schmidt III Managing attorney	www.pepperlaw.com 717-255-1155 866-737-7372	4/161 1/52 6/219	21/4 DND Yes	1/12 Philadelphia 1969	Practices include government relations, municipal finance, administrative, corporate finance, complex litigation, environment
23	NR	HAWKE MCKEON & SNISCAK LLP 100 N. 10th St. Harrisburg, PA 17101	11 11	K.J. McKeon; T.J. Sniscak; T.S. Stewart and C.R. Burgraff Partners	www.hmslegal.com 717-236-1300	3/3 0/0 4/4	9/0 DNR Yes	1/1 Harrisburg 1982	Public utility, telecommunications and energy law
24	NR	KATHERMAN BRIGGS & GREENBERG 7 E. Market St. York, PA 17401-1205	11 11	Nancy Schrum Office administrator	www.resultsyoudeserve.com 717-848-3838 800-509-1011	2/2 0/0 3/3	18/2 DNR DNR	4/4 York 1986	DNR
25	26	SAIDIS, SULLIVAN & ROGERS 26 W. High St. Carlisle, PA 17013	10 10	Robert C. Saidis CEO	www.ssr-attorneys.com 717-243-6222	3/3 1/1 4/4	19/4 DNR Yes	2/2 Carlisle 1948	Real estate & land use, estate planning and administration, divorce and collaborative law, municipal law, litigation and white-collar crime

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of law firms is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual firms and other Business Journal research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published May 18, 2012; updated Jan. 3, 2013; next published May 17, 2013.

Researched by Elaine Keisinger

Management and coaching consultants

Ranked by number of local management consultants

Rank	Prev. rank	Company Address	Local consultants	Top local executive Title	Website Phone	Type of billing Avg. fee range F-T/P-T employees	Local/total locations Headquarters Year established locally	Areas of consulting expertise
1	NR	SCORE CHAPTER 16 LANCASTER PA 313 W. Liberty St., Suite 231 Lancaster, PA 17603-2798	53	William Regitz President	www.scorelancaster.org 717-397-3092	Free coaching Free 0/0	1/1 Lancaster 1965	One-on-one and email coaching; business workshops
2	NR	KNOVEX LLC 122 Chambersburg St. Gettysburg, PA 17325	20	Jessica M. Diehl MSEd Principal	www.knovex.com 717-398-2439 866-892-8901	Project and hourly Varies 5/3	1/2 Gettysburg 2010	Profit center consulting, intentional training, e-learning and training
3	4	LMA SYSTEMS GROUP INC. DBA LMA CONSULTING GROUP 1848 Charter Lane Lancaster, PA 17601-5896	11	Jeffrey J. Klunk President	www.LMAsystems.com 717-509-8889 800-327-7770	Depends on project DNR 9/2	1/1 East Lampeter Twp. 1982	Strategic planning, talent mgt., performance psychology, team building, career development, talent management, coaching, family business, recruitment
4	2	THE COACHING COMPANY LLC DBA ACTIONCOACH PENNSYLVANIA 20 S. 36th St. Camp Hill, PA 17011	9	Donald Schin President	www.actioncoachpa.com 717-975-0675	Project, seminars, workshops, group or monthly \$1,500-\$7,500 per month 2/2	9/1,000 Camp Hill 2000	Small- to medium-size businesses and executive coaching
5	1	NORTH GROUP CONSULTANTS INC. 617 W. Chestnut St. Lancaster, PA 17603	8	Roger S. North President	www.northgroupconsultants.com 717-299-9800	Annual retainer, by project DNR 6/5	1/1 Lancaster 1997	Organizational, leadership and exec. development; succession, transition and strategic planning; organization assessments; exec. recruitment & placement
6	NR	ARCHER-SIMONS CONSULTING GROUP 6280 Withers Court Harrisburg, PA 17111-6954	6	Jeannette J. Archer-Simons CFRE President	www.linkedin.com/in/jeannetteas 717-635-8354	Hourly or by project \$75-\$150 per hour 1/1	1/2 Lower Paxton Twp. 2008	Business and nonprofit mgt., organizational development, strategy and planning, fundraising and revenue generation, interim executive, restructuring
7	NR	CORE4 INC. 90 Valley Road Lancaster, PA 17601	5	James Landis President	www.core4.com 717-896-0111	By project DNR 1/4	1/1 Manheim Twp. 2009	Executive team coaching; tools for sustained employee engagement and performance, by working with the top management team
8	NR	FOCUS DYNAMICS CONSULTING LLP 5527 Partridge Court Harrisburg, PA 17111	4	Robert M. Brandt CEO	www.focusdyna.com 717-889-1217	Value based, hourly, per diem 100-10,000 dollars 0/4	1/1 Lower Paxton Twp. 2012	Leadership development, team skills, executive mgt., growth development, business sustainability, instruction and facilitation, diversity training
9	6	FRESE ENTERPRISES INC. DBA TEAMLMI 4720 Gettysburg Road, Suite 201B Mechanicsburg, PA 17055	3	Kent E. Frese President	www.teamlmi.com 717-918-2035	By project invoiced monthly \$5,000-\$40,000 per project 3/2	1/1 Harrisburg 2004	Performance improvement, leadership development, succession, coaching
10	NR	ONESOURCE BUSINESS SOLUTIONS LLC 220 N. Duke St. Lancaster, PA 17602	3	Christopher Ray Senior business analyst and broker	www.onesbs.com 717-824-4291	Hourly and by project DNR 3/1	1/1 Lancaster 2003	Revenue growth; pricing and estimating; company structure; profit-loss analysis; staffing; marketing, branding and advertising; projection and budget
11	7	K.L. MARTZALL 2074 Pine Drive Lancaster, PA 17601	3	Kirby Martzall President	www.klmartzall.com 717-397-7384	Retainer year over year; by project Varies 2/1	1/1 E. Lampeter Twp. 2002	Strategic and succession planning; executive development and performance; organizational and personal change; learning systems
12	8	NEW LEVEL ADVISORS LLC 3601 Cimmeron Road York, PA 17402-4439	2	Richard Randall PE President and CEO	www.newleveladvisors.com 717-478-1738	Hourly, daily, by project Varies 2/0	1/1 Springettsbury Twp. 2006	Strategic planning and execution, executive coaching, interim CEO/COO, team building, change management, operating excellence/lean six sigma
13	NR	TELOS MANAGEMENT INC. DBA THE TELOS GROUP 1 Alpha Drive Elizabethtown, PA 17022	2	Michael N. McGrann Principal	www.telosgroup.com 610-420-9355	Project-based and retainers DNR 1/0	1/1 Drexel Hill, Delaware Co. 1996	Strategic planning, leadership transition, conflict resolution, family unity and personalized consulting for family and closely held businesses
14	NR	EXECUTIVE TALENT MANAGEMENT 114 Harvest Mill Lane Palmyra, PA 17078	1	Tom Oliver President	www.oliveretm.com 717-679-4802	Hourly or by project \$150-\$175 per hour 1/2	1/1 Palmyra 2004	Measurement of talent bench strength for coaching, selection, succession and difficult employees
15	NR	INTEGRITYWORKS COACHING 14 Downing St. Carlisle, PA 17013	1	Mike Greene Owner	www.integrityworkscoaching.com 717-226-4306	Project based DNR 1/0	1/130 North Middleton Twp. 2009	Sales, business and executive coaching and training
16	9	THE TREER GROUP LLC 2872 Buckwalter Road Manheim, PA 17545	1	Janet Treer President	www.thetreergroup.com 717-653-6118	By project Varies by project. 1/1	1/1 Rapho Twp. 2007	Coach teams and individuals; strategic planning; leadership development; customer loyalty; sales staff development; assessments
17	NR	CADDELL INSIGHT GROUP 340 N. 25th St. Camp Hill, PA 17011	1	John Caddell Founder and principal	www.caddellinsightgroup.com 717-461-3179	Hourly or by project Variable 1/0	1/1 Camp Hill 2006	Strategy, customer care, customer management, innovation, analytics & measurement
18	11	DAME MANAGEMENT STRATEGIES 2016 Verona Drive Harrisburg, PA 17110	1	John W. Dame Managing partner	www.damemanagementstrategies.com 717-651-9674	By project \$2,500-\$25,000 1/0	1/1 Susquehanna Twp. 2005	Culture of leadership, executive coaching, strategic planning, improved execution
19	NR	LAUNCHING LIVES LLC 4902 Carlisle Pike Mechanicsburg, PA 17050	1	Sylvia D. Hepler President	www.launchinglives.biz 717-761-5457	Various coaching packages available DNR 1/0	1/1 Hampden Twp. 2008	Leadership skills for managers and executives, emotional intelligence, loss and grief in the workplace, career development
20	10	MILES2GO SEMINARS AND CONSULTING Harrisburg, PA 17111-7058	1	Phil Landesberg President	www.miles2goseminars.com 717-545-8649	By project or hourly DNR 1/0	1/1 Lower Paxton Twp. 2001	Change management; strategic planning; performance management and assessment; leadership, supervisor and organizational assessment and development

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's lists of management, coaching and other business consultants are limited to those with offices in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties. Information comes from the individual companies and other Business Journal sources. To access the Business Journal's online database, visit www.CPBJournal.com

Researched by Alaine Keisling

Niche consultants

Ranked by number of local consultants

Rank	Prev. rank	Company Address Website	Local consultants	Top local executive Title Phone	Type of billing Avg. fee range	2011 local/total revenue F-T/P-T local employees	Local/total locations Headquarters Year established locally	Consulting focus
1	1	DELTA DEVELOPMENT GROUP INC. 2000 Technology Parkway, Suite 200 Mechanicsburg, PA 17050 www.deltaone.com	48	LeRoy D. Kline Jr. President and CEO 717-441-9030 877-441-9030	Various Depends on assignment	\$9.5 million \$9.5 million 53/2	1/2 Hampden Twp. 1988	Economic development, real estate development, municipal planning, information-technology development
2	NR	MANTEC INC. 600 N. Hartley St., Suite 100 York, PA 17404-2855 www.mantec.org	12	John W. Lloyd President and CEO 717-843-5054	By project Varies	\$3.91 million \$3.91 million 15/0	4/4 York 1988	Process improvement, lean manufacturing; business growth services; sustainability; workforce development; information systems
3	NR	HIGH SAFETY CONSULTING SERVICES LTD. 1853 William Penn Way Lancaster, PA 17601 www.highsafety.com	10	Steven D. High President 717-209-4045 877-285-1129	Time and money or by project Varies	DNR DNR 9/3	2/2 W. Lampeter Twp. 1997	Environmental health and indoor air quality, compliance training, OSHA audits, industrial hygiene, chemical inventory, expert witness, programs
4	3	SAND ASSOCIATES 3560 Green St. Harrisburg, PA 17110 www.sandassociates.com	8	Michael A. Sand President 717-238-5558	Monthly or hourly fee \$100 per hour	DNR DNR 1/0	1/1 Susquehanna Twp. 1979	Grant writing, fundraising, supervision, program evaluation, board development
5	NR	YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333 www.ycea-pa.org	7	Darrell W. Auterson CEcD, EDFP President and CEO 717-848-4000	DNR \$376 annual membership	DNR DNR 27/1	2/2 York 2011	Economic, workforce and professional development and financing, foreign direct investment, professional development
6	NR	AMERICAN PERSONNEL MANAGERS & CONSULTANTS INC. 2226 Gettysburg Road Camp Hill, PA 17011 www.amerijob.com	6	Patricia M. Gingrich President and CEO 717-303-0229	Hourly and by project Flexible	DNR DNR 40/12	1/1 Lower Allen Twp. 1998	Project management; HR consulting/staffing; IT hardware/software roll-out management services; recruiting, testing, drug testing, screening, placement
7	NR	IMPLEMENTATION MANAGEMENT GROUP LLC 32 South Broad Street Lititz, PA 17543 www.implementationMG.com	5	Michelle McCall Managing principal 717-490-0757	Project, retainer, ROI-based DNR	DNR DNR 5/0	1/2 Lititz 2012	Develop and implement business start-up strategies, performance improvement, growth and expansion to international markets
8	NR	EICHELBERGERS INC. DBA SAFETY CONSULTING SERVICES 107 Texaco Road Mechanicsburg, PA 17050-2626 www.carefulatwork.com	4	Thomas K. Hanus VP of safety consulting 717-766-4800 800-360-0660	DNR DNR	DNR DNR 4/1	DNR/DNR Silver Spring Twp. 1990	Safety evaluations/audits, training; industrial hygiene; program development; on-site safety services
9	NR	THE WALLACE GROUP LLC 1227 N. Third St. Harrisburg, PA 17102-2027 www.thewallacegroupshr.com	3	Robert M. Wallace SPHR President and CEO 717-232-2174	Hourly or by project \$2,000-\$40,000	DNR DNR 3/1	1/1 Harrisburg 1999	Cultural surveys, limited outplacement, sensitive employee issues, assessments, compensation programs
10	NR	DAECHER CONSULTING GROUP INC. 2010 Market St. Camp Hill, PA 17011 www.safetyteam.com	2	Matthew A. Daecher President 717-975-9190 800-975-9119	Contract and hourly \$110-\$200 per hour	DNR DNR 2/2	1/2 Camp Hill 1997	Accident reconstruction, commercial vehicle safety consulting
11	6	HR RESOLUTIONS LLC 5441 Jonestown Road Harrisburg, PA 17112 www.hrresolutions.com	2	Karen A. Young SPHR President 717-652-5187	Hourly, project, retainer \$150	DNR DNR 2/2	1/1 Lower Paxton Twp. 2005	Human-resource practitioners
12	7	FINISHED GOODS ENTERPRISES INC. 6210 Westover Drive, P.O. Box 1532 Mechanicsburg, PA 17055-9032 www.fgepa.com	1	James L. Pfister President 717-608-5543	By project or hourly \$25,000-\$140,000	\$250,000 \$250,000 1/1	1/1 Hampden Twp. 1993	Maximize up-time and minimize lost production time
13	9	RESOURCE RELATIONS 8065 Gatehouse Lane Cornwall, PA 17016 www.resourcerelations.com	1	Doug Bedell Principal 717-273-1040 866-601-7160	Hourly \$50 per hour	\$9,200 \$9,200 1/0	1/1 Cornwall 1991	Communication, public relations, emergency communication, social media, blogging
14	8	ALTERNATIVE HR LLC P.O. Box 33 Wrightsville, PA 17368 www.Alternative-HR.com	1	Kellie Shumaker Owner 717-855-5589	Monthly retainer packages, project rates, hourly rates Average hourly fee range \$75-125; Average retainer \$6 per emp. per month	DNR DNR 1/0	1/1 Wrightsville 2010	Human resource consulting for small businesses, recruiting, hiring, handbooks, job descriptions, performance reviews, training
15	11	THOMAS TECHNOLOGY GROUP INC. 3438 Trindle Road, Suite 100 Camp Hill, PA 17011	1	Peggy Thomas Owner 717-525-9816	Daily and monthly \$10-\$200	DNR DNR 1/0	1/1 Camp Hill 2011	Co-working community for professionals, freelancers and business owners to network and collaborate in a nontraditional office space

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's lists of assorted business consultants are limited to those with offices in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPB.Jnow.com/ListCentral. Surveys available at www.CPB.Jsurveys.info; follow @CPBJListCentral on Twitter. **Published June 15, 2012; updated Jan. 10, 2013; next published March 15, 2013.**

Researched by Alaine Keisling



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Property and casualty insurance companies

Ranked by net total nationwide direct premiums written

Rank	Prev. rank	Company Address	2011 net total nationwide direct premiums written	Top local executive Title	Website Phone	2011 assets liabilities F-T/P-T local employees	Local/total locations Headquarters Year established locally	A.M. Best financial rating size category	Premium lines carried
1	1	PENN NATIONAL INSURANCE 2 N. Second St., P.O. Box 2361 Harrisburg, PA 17105-2361	\$551.03 million	Kenneth R. Shutts President and CEO	www.pennnationalinsurance.com 717-234-4941 800-388-4764	\$1.35 billion \$897.53 million 578/2	1/5 Harrisburg 1919	A-IX	Business insurance for small and mid-sized accounts; personal auto, homeowners/umbrella
2	2	DONEGAL MUTUAL INSURANCE CO. 1195 River Road, P.O. Box 302 Marietta, PA 17547-0302	\$217.42 million	Donald H. Nikolaus President and CEO	www.donegalgroup.com 717-426-1931 888-877-0600	\$333.83 million \$158.15 million DNR/DNR	1/1 E. Donegal Twp. 1889	A IX	Full property and casualty lines
3	3	EASTERN ALLIANCE INSURANCE GROUP 25 Race Ave., P.O. Box 83777 Lancaster, PA 17608-3777	\$155.75 million	Michael L. Bogusi President and CEO	www.eains.com 717-396-7095 855-533-3444	\$301.67 million \$204.8 million 129/4	1/6 Lancaster 1997	A VII	Workers' compensation
4	4	ATLANTIC STATES INSURANCE CO. 1195 River Road, P.O. Box 302 Marietta, PA 17547-0302	\$130.68 million	Donald H. Nikolaus President	www.donegalgroup.com 717-426-1931 888-877-0600	\$509.2 million \$335.69 million DNR/DNR	1/1 E. Donegal Twp. 1986	A IX	Full property and casualty lines
5	5	AEGIS SECURITY INSURANCE GROUP 2407 Park Drive, P.O. Box 3153 Harrisburg, PA 17105-3153	\$79.55 million	Darleen J. Fritz CEO	www.aegisfirst.com 717-657-9671 800-233-2160	\$85.45 million \$41.92 million DNR/DNR	1/2 Susquehanna Twp. 1977	A VI	Fire, manufactured homeowners, inland marine, motorcycle, auto, surety, accident and health
6	7	GOODVILLE MUTUAL CASUALTY CO. 625 W. Main St. New Holland, PA 17557-0489	\$76.65 million	Herman D. Bontrager President and CEO	www.goodville.com 717-354-4921	\$156.21 million \$62.29 million DNR/DNR	1/1 New Holland 1926	A VII	Homeowners, farmowners, personal auto, commercial, commercial auto, fire, liability
7	6	PMSLIC INSURANCE CO. 1700 Bent Creek Blvd. Mechanicsburg, PA 17050-1865	\$64.22 million	Scott Diener President and CEO	www.pmslic.com 717-791-1212 800-445-1212	\$452.62 million \$245.41 million 85/0	1/1 Silver Spring Twp. 1978	A X	Professional liability
8	8	MILLERS CAPITAL INSURANCE CO. 805 N. Front St., P.O. Box 1246 Harrisburg, PA 17108-1246	\$53.88 million	Robert L. Lyon President and CEO	www.millersinsurance.com 717-232-3211 800-745-4555	\$120.97 million \$67.71 million 47/2	1/1 Harrisburg 1890	A-VII	Commercial multiple peril, business owners, workers' compensation, comm. auto, other liability
9	9	LITITZ MUTUAL INSURANCE CO. 2 N. Broad St., P.O. Box 900 Lititz, PA 17543-7007	\$49.81 million	Henry H. Gibbel Chairman and CEO	www.lititzmutual.com 717-626-4751 800-626-4751	\$181.65 million \$65.81 million DNR/DNR	1/1 Lititz 1888	A VIII	Homeowners, commercial, farmowners, liability, umbrella, fire, inland marine
10	10	WINDSOR-MOUNT JOY MUTUAL INSURANCE CO. 21 W. Main St., P.O. Box 587 Ephrata, PA 17522-0587	\$25 million	Michael R. Klinefelter CEO	www.windsormountjoy.com 717-733-8648 800-233-0228	\$53.66 million \$18.93 million DNR/DNR	1/1 Ephrata 1982	A VI	Fire and allied lines, farmowners, homeowners, comm. multiperil, ocean and inland marine, general liability, commercial auto physical damage
11	11	DAILY UNDERWRITERS OF AMERICA 1076 Harrisburg Pike, P.O. Box 39 Carlisle, PA 17013	\$13.09 million	Robert F. Long President	www.duoa.com 717-243-5757 800-788-5188	\$36.01 million \$13 million DNR/DNR	DNR/DNR DNR 1978	A V	Truck insurance
12	12	FARMERS FIRE INSURANCE CO. 2875 Eastern Blvd., P.O. Box 20189 York, PA 17402-0140	\$12.24 million	Richard A. Reese President and CEO	www.farmersfire.com 717-751-4435 800-537-0928	\$25.62 million \$12.57 million DNR/DNR	1/2 Springettsbury Twp. 1853	A-V	Homeowners, dwelling fire, commercial fire, commercial multiple peril, inland marine
13	16	EASTERN ATLANTIC INSURANCE CO. 5300 Derry St. Harrisburg, PA 17111	\$7.81 million	George A. Parmer President	717-561-4495	\$53.24 million \$19.66 million DNR/DNR	DNR/DNR Swatara Twp. 1986	A-V1	Surety
14	15	REAMSTOWN MUTUAL INSURANCE CO. 20 S. Reamstown Road, P.O. Box 477 Reamstown, PA 17567	\$7.12 million	Matthew Schnader Manager	www.rmins.com 717-733-1221 888-764-7232	\$6.13 million \$4.15 million DNR/DNR	DNR/DNR E. Cocalico Twp. 1895	NR DNR	Homeowners, mobile homeowners, farmowners, commercial lines, liability, umbrella
15	17	ELIZABETHTOWN INSURANCE CO. 56 N. Market St., P.O. Box 228 Elizabethtown, PA 17022-0228	\$4.23 million	Brandie Briggs Assistant VP and general manager	www.e-townins.com 717-367-1817 800-736-8112	\$6.75 million \$3.42 million DNR/DNR	DNR/DNR Elizabethtown 1843	NR DNR	Homeowners, fire, inland marine, commercial liability, farm liability
16	18	PENN CHARTER MUTUAL INSURANCE CO. 2 N. Broad St., P.O. Box 900 Lititz, PA 17543	\$408,943	Henry R. Gibbel President and COO	www.pennchartermutual.com 717-626-4751	\$8.22 million \$1.08 million DNR/DNR	1/1 Lititz 1860	A+ VIII	Homeowners and fire


DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of property and casualty insurance companies is limited to those based in or having a member entity based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies, Pennsylvania Department of Insurance, A.M. Best, the National Association of Insurance Commissioners and other Business Journal research. An A.M. Best rating is an independent third-party evaluation of an insurer's financial strength that ranges from A++ (superior) to NR-5 (not formally followed). To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published July 20, 2012; updated Jan. 3, 2013; next published July 19, 2013.

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Family-law practitioners

Ranked by number of family-law practitioners and percentage of workload that involves family law

Rank	Company Address	Lawyers % of practice	Top local executive Title	Website Phone	F-T/P-T local employees Hourly fee range Alternative billing?	Family-law training	Local/total locations Headquarters Year established locally	Family-law services
1	MCNEES WALLACE & NURICK LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166	5 99%	David M. Kleppinger Chairman	www.mwn.com 717-232-8000	220/3 DNR Yes	Two are certified collaborative lawyers	2/6 Harrisburg 1935	DNR
2	JAMES SMITH DIETTERICK & CONNELLY 134 Sipe Ave. Hummelstown, PA 17036	6 75%	Scott A. Dietterick Managing partner	www.jsdc.com 717-533-3280	43/6 \$150-\$350 Yes	Yes	2/2 Derry Twp. 1988	Divorce, custody, support
3	CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132	4 88%	Sharon E. Myers Managing partner	www.cgalaw.com 717-848-4900	59/3 DNR No	DNR	2/2 York 1989	Divorce, child custody, support, adoption
4	MENGES & MCLAUGHLIN PC 145 E. Market St. York, PA 17401	4 80%	N. Christopher Menges and Shawn P. McLaughlin Partners	www.yourlawfirmforlife.com 717-843-8046 866-464-5297	6/3 DNR DNR	Yes	2/2 York DNR	Divorce, property distribution, child custody, visitation, support, protection from abuse, Children & Youth Services dependency, adoption, spousal support/ alimony, prenuptial agreements
5	MARIA P. COGNETTI & ASSOCIATES 210 Grandview Ave., Suite 102 Camp Hill, PA 17110	3 100%	Maria P. Cognetti Principal	www.cognettilaw.com 717-909-4060	6/2 \$125-\$400 No	Yes	1/1 E. Pennsboro Twp. 1990	Custody, divorce, support, protection from abuse, division of assets, post- and pre-nuptial agreements and all things related to domestic relations and matrimonial law
6	DALEY ZUCKER MELTON MINER & GINGRICH LLC 635 N. 12th St., Suite 101 Lemoyne, PA 17043	3 99%	Patricia Carey Zucker Managing member	www.dzmmglaw.com 717-724-9821	14/1 \$150-\$350 Yes	Regularly attend and frequently present at seminars; collaboration, mediation and parenting coordination training	2/2 Lemoyne 2004	Divorce, custody, child support, spousal support/alimony, equitable distribution, pre-nuptial/post-nuptial agreements, adoptions
7	NIKOLAUS & HOHENADEL LLP 212 N. Queen St. Lancaster, PA 17603	3 80%	Donald H. Nikolaus and John P. Hohenadel Managing partners	www.n-hlaw.com 717-299-3726	48/3 \$125-\$275 Yes	More than 15 years experience	3/3 Lancaster 1972	All
8	APPEL & YOST LLP 33 N. Duke St. Lancaster, PA 17602	3 80%	James W. Appel Partner	www.appelyost.com 717-394-0521	22/1 DNR Yes	Yes	5/5 Lancaster 1863	DNR
9	SAIDIS, SULLIVAN & ROGERS 26 W. High St. Carlisle, PA 17013	3 75%	Robert C. Saidis CEO	www.ssr-attorneys.com 717-243-6222	19/4 DNR Yes	Yes	2/2 Carlisle 1948	Collaborative law, mediation, adoption
10	GOLDBERG KATZMAN PC 4250 Crums Mill Road, Suite 301, P.O. Box 6991 Harrisburg, PA 17112-0991	2 100%	Paul J. Esposito Executive committee chairman	www.goldbergekatzman.com 717-234-4161	31/1 DNR Yes	Collaborative law training	4/4 Lower Paxton Twp. 1960	All aspects of personal/family law
11	SHAFFER & ENGLE LAW OFFICES LLC 2205 Forest Hills Drive, Suite 10 Harrisburg, PA 17112	2 100%	Jeffrey B. Engle Managing Partner	www.shafferengle.com 717-545-3032 888-236-9519	5/0 \$180-\$300 No	DNR	2/2 Lower Paxton Twp. 1951	Divorce, custody, grandparent's rights, alimony, support, adoption
12	STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994	2 70%	Ronald L. Hershner Managing partner	www.stockandleader.com 717-846-9800	46/25 DNR Yes	Collaborative law training	3/3 York 1953	Divorce, custody and other family-law issues
13	HARTMAN UNDERHILL & BRUBAKER LLP 221 E. Chestnut St. Lancaster, PA 17602	1 100%	Mark Stanley Managing Partner	www.hublaw.com 717-299-7254	21/1 \$160-\$275 DNR	Trained in collaborative law	2/2 Lancaster 1978	Complex equitable distribution, support and custody
14	CIPRIANI & WERNER PC 1011 Mumma Road, Suite 201 Lemoyne, PA 17043	1 100%	Dennis P. Cullen Managing partner	www.c-wlaw.com 717-975-9600	22/2 Negotiable Yes	Yes	1/7 Pittsburgh 1996	DNR
15	BLAKINGER BYLER & THOMAS PC 28 Penn Square Lancaster, PA 17603	1 85%	James H. Thomas President	www.bbt-law.com 717-299-1100	45/4 \$85-\$325 Yes	Yes	1/1 Lancaster 1977	Divorce, separation, child custody, support, post-nuptials, collaborative family law
16	ROMINGER & ASSOCIATES 155 S. Hanover St. Carlisle, PA 17013	2 40%	Karl Ernest Rominger DNR	www.romingerlaw.com 717-241-6070 800-734-2132	7/4 \$150-\$450 Yes	DNR	8/8 Carlisle 2000	Divorce law and all the areas of spousal and child support
17	CALDWELL & KEARNS PC 3631 N. Front St. Harrisburg, PA 17110	1 75%	James L. Goldsmith President	www.caldwellkearns.com 717-232-7661	23/3 175-300 Yes	DNR	4/4 Susquehanna Twp. 1928	DNR

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Researched by Alaine Keisinger

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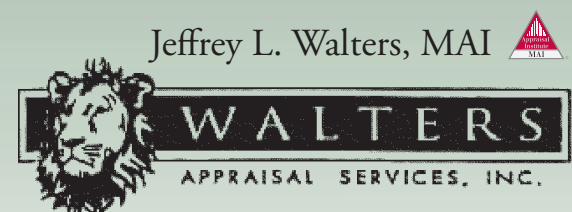
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Real Estate MARKET FACTS

MORTGAGED HOUSES

More than 60 percent of people who occupy houses in Central Pennsylvania are paying mortgages on the dwellings in which they live. At 69 percent, proportionally, York County has the most homeowners who pay mortgages. Lebanon County has the least, at 62 percent. There are more owner-occupied houses in Lancaster County than in any of the other four counties in Central Pennsylvania. However, York County has the highest percentage of owner-occupied, at 74.2 percent.

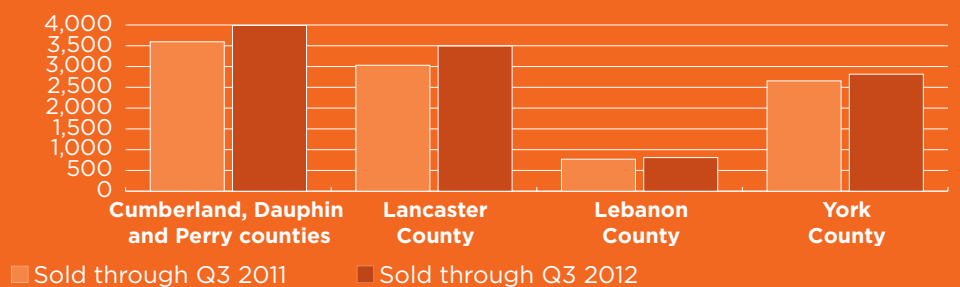
County	Number of owner-occupied houses	Number of units with a mortgage	Percentage of units with a mortgage
Cumberland	66,849 (71 percent)	43,686	65
Dauphin	68,649 (64 percent)	45,426	66
Lancaster	135,268 (70 percent)	89,333	66
Lebanon	38,116 (74 percent)	23,772	62
York	124,426 (74 percent)	85,355	69

SOURCE: U.S. CENSUS BUREAU'S 2011 AMERICAN COMMUNITY SURVEY ESTIMATES

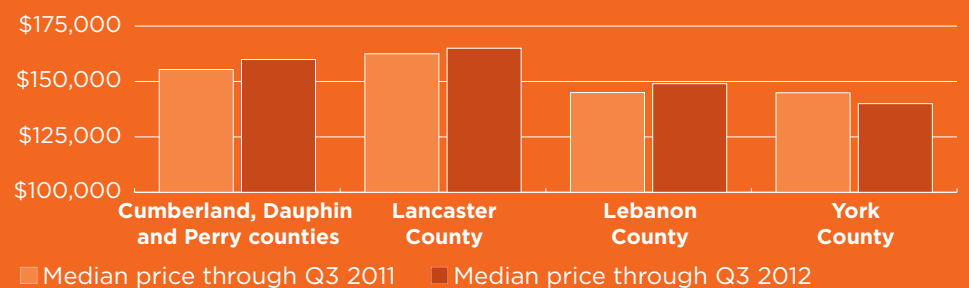
HOUSING SALES

The number of houses sold in the midstate rose during the first three quarters of 2012 compared with the same period of 2011. The median sale price of houses also grew in most counties across the region compared with 2011.

HOUSE SALES



MEDIAN PRICES



SOURCES: GREATER HARRISBURG ASSOCIATION OF REALTORS, LANCASTER COUNTY ASSOCIATION OF REALTORS, LEBANON COUNTY ASSOCIATION OF REALTORS, AND REALTORS ASSOCIATION OF YORK AND ADAMS COUNTIES

MONTHLY MORTGAGES

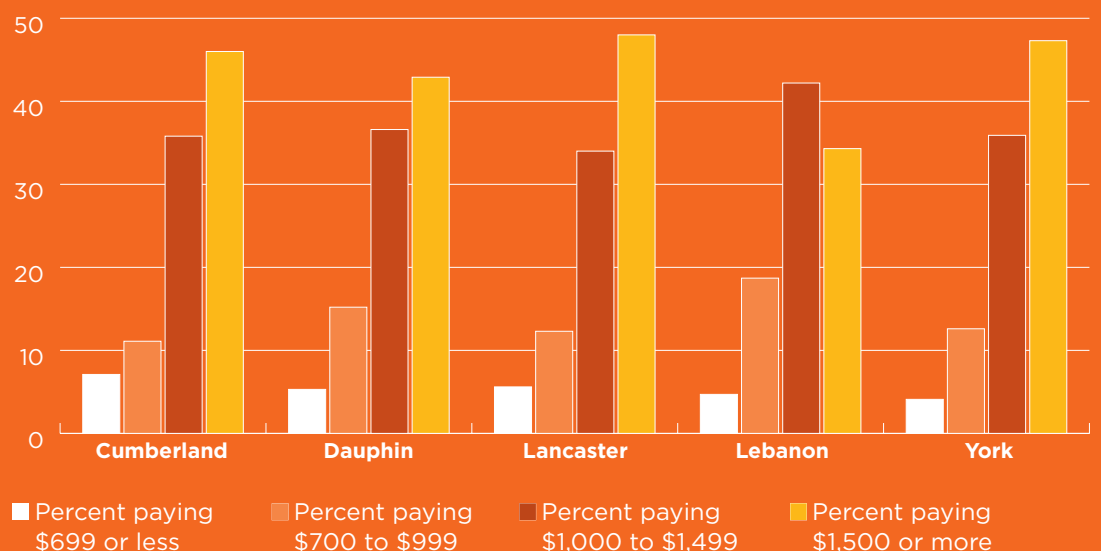
Lancaster County has the highest median monthly mortgage payment - \$1,471 - out of the five counties that make up Central Pennsylvania.

That is up from \$1,432 in 2009. The lowest median mortgage payment is in Lebanon County, at \$1,311, which decreased from \$1,344 in 2009. Proportionally, at 42.2 percent, Lebanon County has the most residents paying monthly mortgages between \$1,000 and \$1,499. Lancaster County has the most residents paying monthly mortgages of \$1,500 or more, at 48 percent.

MEDIAN MONTHLY MORTGAGE PAYMENT

Cumberland — \$1,436
Dauphin — \$1,398
Lancaster — \$1,471
Lebanon — \$1,311
York — \$1,465

PAYMENT RANGES BY COUNTY



SOURCE: U.S. CENSUS BUREAU 2011 AMERICAN COMMUNITY SURVEY ESTIMATES

Business parks

Ranked by square footage of all buildings

Rank	Prev. rank	Business park Address Website	Total square footage Square footage developed in 2011 Buildings	Owner Leasing agency Agent Phone	Cost per acre Acreage Tenants/% occ.	% of park: ind./office other Developer	Year built Major tenants
1	NR	ANTRIM COMMONS BUSINESS PARK 12875 Molly Pitcher Highway Antrim Twp., Franklin Co.	6 million DNR DNR	Atapco Properties CBRE Inc. Joe McDermott DNR	DNR DNR DNR/DNR	100%/DNR DNR Atapco Properties	DNR DNR
2	1	GREENFIELD CORPORATE CENTER Route 30 and Greenfield Road E. Lampeter Twp., Lancaster Co. www.greenfieldcorporatecenter.com	4.16 million 10,080 88	High Properties High Properties Lin Good 717-293-4477	DNR 590 DNR/DNR	82%/12% 6% High Real Estate Group LLC	1976-present Bosch Security Systems, Federal Express, R.R. Donnelley & Sons
3	2	CARLISLE DISTRIBUTION CENTER Route 11 and Allen Road, Exit 44 of Interstate 81 N. Middleton Twp., Cumberland Co. www.cbre.com/cdc	4.07 million DNR 8	ING Clarion CBRE Inc. Joe McDermott 610-251-5107	DNR 315 DNR/DNR	100%/0% 0% Exel Inc.	2003 Whirlpool, Acuity Lighting
4	3	CONEWAGO INDUSTRIAL PARK Route 230 W. Donegal Twp., Lancaster Co. www.naicir.com	1.99 million DNR DNR	DNR NAI CIR Jack L. Shepley 717-761-5070	DNR 530 DNR/DNR	90%/10% 0% Conewago Industrial Park Associates	1973-present Western Power Sports, American Air Filter, LaSalle Bristol
5	4	ROSSMOYNE BUSINESS CENTER Pennsylvania Turnpike and Route 15 Lower and Upper Allen twps., Cumberland Co. www.rossmoynebusinesscenter.com	1.72 million DNR 39	DNR High Associates Ltd. Derry L. Young 717-791-2060	DNR 236 DNR/DNR	25%/65% 10% DNR	1985-present Members 1st, Delta Dental, Pennsylvania Bar Institute
6	NR	LEBANON VALLEY BUSINESS PARK Lebanon Valley Drive S. Lebanon Twp., Lebanon Co. www.lvedc.org	1.52 million DNR 19	Lebanon Valley Economic Development Corp. DNR DNR DNR	DNR 230 DNR/DNR	98%/2% 0% Lebanon Valley Economic Development Corp.	1990 Quill, Mill Print, Scott Pharmaceutical
7	5	BURLE BUSINESS PARK 1004 New Holland Ave. Lancaster, Lancaster Co. www.burlepark.com	1.3 million DNR 16	Burle Business Park LP Burle Business Park LP Althea Ramsay Carrigan 717-295-6510	DNR 75 40/92%	40%/60% 0% Burle Business Park LP	1942 Lancaster-Lebanon IU 13, Lancaster General Hospital, Advanced Cooling Technologies
8	NR	CUMBERLAND TECHNOLOGY PARK Technology Parkway Hampden Twp., Cumberland Co. www.naicir.com	700,000 DNR 6	DNR NAI CIR Daniel J. Alderman 717-761-5070	\$175,000 100 20/DNR	0%/90% 10% DNR	2000 IBM, Patriot-News, PinnacleHealth, Hoover Rehab
9	11	BRACKBILL BUSINESS CENTER 6350 Brackbill Blvd. Hampden Twp., Cumberland Co. www.cbre.com/brackbill	494,400 DNR 2	IBC Holdings. CBRE Inc. Joe McDermott 610-251-5107	DNR DNR 1/50%	100%/0% 0% DNR	DNR Nestle Purina
10	NR	LEBANON RAILS BUSINESS PARK Hanford Drive N. Lebanon Twp., Lebanon Co. www.lvedc.org	470,000 DNR 3	Lebanon Valley Economic Development Corp. DNR DNR DNR	DNR 150 DNR/DNR	100%/0% 0% Lebanon Valley Economic Development Corp.	2004 Valspar, Susquehanna Assoc. for the Blind and Vision Impaired, Always Bagels
11	13	STONERIDGE COMMERCE PARK Stoneridge Drive Lower Swatara Twp., Dauphin Co.	381,192 DNR 10	DNR NAI CIR Jack L. Shepley 717-761-5070	DNR 110 DNR/DNR	80%/20% 0% DNR	DNR Lennox Industries, Crowe Transportation, Gulf South Medical Supply, Hydroworx International, Inc., Southern Prosthetic
12	14	DAUPHIN DRIVE DISTRIBUTION CENTER 35 Dauphin Drive Silver Spring Twp., Cumberland Co. www.cbre.com/35dauphindrive	310,615 DNR 1	Seagis Property Group and Seagis Property Group CBRE Inc. Joe McDermott 610-251-5107	DNR DNR 1/55%	100%/0% 0% DNR	2007 DNR
13	15	BENT CREEK OFFICE PARK Bent Creek Boulevard Silver Spring Twp., Cumberland Co.	300,000 DNR 10	Perfect Partners NAI CIR Joseph A. Bedard 717-761-5070	DNR 70 DNR/DNR	0%/85% 15% RSM Associates	2000 RS Mowery & Sons, PMSLIC, Noble GL Denton
14	19	EXECUTIVE PARK WEST 4712-4720 Old Gettysburg Road Lower Allen Twp., Cumberland Co.	180,000 DNR 4	DNR NAI CIR Joseph A. Bedard 717-761-5070	DNR DNR DNR/DNR	0%/100% 0% DNR	1988 Select Medical
15	NR	CRUMS MILL BUSINESS PARK Crums Mill Road Paxton Twp., Dauphin Co.	150,000 0 2	Crums Mill Road LP Triple Crown Corp. Inc. Matt Hoover 717-657-5729	DNR 17 12/80%	0%/100% 0% Triple Crown Corp. Inc.	2001 University of Phoenix, Commonwealth Connections Academy, Magellan, Philadelphia Insurance
16	23	CAPITAL WEST BUSINESS CENTER 4700 Westport Drive Lower Allen Twp., Cumberland Co.	133,000 DNR 4	DNR NAI CIR William M. Gladstone 717-761-5070	DNR 15 DNR/DNR	75%/25% 0% Lower Allen Business Center LP	2006 DaTile, ASI, Simplex Grinnell, Capital Tristate
17	31	HAMPDEN INDUSTRIAL PARK 480 Terminal Road Hampden Twp., Cumberland Co.	49,780 DNR DNR	DNR NAI CIR Craig Rahn and M. Richard Kleiman 717-761-5070	DNR 10 DNR/DNR	100%/DNR DNR Robin-Ellen Realty	1960 D&H, New Penn Express, Eastern Consolidated, Arnold Transportation, Penske Trucking
18	25	NORTHEAST DRIVE OFFICE CENTER 20-26 Northeast Drive Derry Twp., Dauphin Co. www.naicir.com	42,115 DNR 3	DNR NAI CIR Jason Sourbeer and Erik J. Gainor 717-761-5070	DNR 5 3/DNR	32%/68% 0% DNR	DNR Herco Inc, Penn State Hershey Behavioral Health Management
19	34	CLIFFDALE OFFICE PARK 1513-1525 Cedar Cliff Drive Lower Allen Twp., Cumberland Co. www.naicir.com	26,000 DNR 4	DNR NAI CIR William M. Gladstone 717-761-5070	DNR 2 DNR/DNR	0%/100% 0% DNR	DNR GeoServices Ltd., Compassionate Care, Fringe Benefit Group, Calmark

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of business parks is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual parks, leasing agencies and other Business Journal research. Rentable and/or salable square footage is space that has been or could be leased or sold. It does not include common areas or other nonrentable spaces. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJournal.com/surveys; follow @CPBJListCentral on Twitter. Published June 8, 2012; updated Jan. 3, 2013; next published June 7, 2013.

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Real estate appraisers

Ranked by weighted number and complexity of local appraisals


Rank	Prev. rank	Company Address	2011 local appraisals above \$500,000/\$300,000-\$500,000 below \$300,000	Top local executive Title	Website Phone	% of business: commercial residential other	Local certified appraisers F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	1	AGRARIAN ASSOCIATES INC. 327 Cumberland St. Lebanon, PA 17042	650 520/100/30	Brian D. Pedrick President	www.agrarianonline.net 717-228-1510	0% 0% 100%	4 5/2	1/1 Lebanon 1990	Farm, land and conservation-easement appraisals
2	6	WALTERS APPRAISAL SERVICES INC. 601 N. Front St. Harrisburg, PA 17101	375 300(1)/40/35	Jeffrey L. Walters MAI President	www.waltersappraisal.com 717-234-0540	89% 1% 10%	6 7/1	1/1 Harrisburg 1993	Litigation support, expert real estate consulting, appraisal problem analysis, estate planning, project development, highest- and best-use consulting
3	2	REMAC LTD. 439 W. Market St. York, PA 17401	1,500 375/375/750	Melinda Eppolito Owner	www.remacere.com 717-843-5104 888-811-8196	40% 60% 0%	5 8/0	1/1 York 1996	Commercial and residential real estate appraisals and consulting; all property types for financing, tax purposes, estates, condemnation, FHA, REO
4	4	RSR APPRAISERS & ANALYSTS 3 Lemoyne Drive, Suite 100 Lemoyne, PA 17043	387 207/52/128	W. Greg Rothman MAI MRICS CPE CCIM President and CEO	www.rsrealtors.com 717-763-1212 888-545-9241	80% 10% 10%	8 40/4	1/1 Lemoyne 1970	Appraisals, consulting, eminent domain, tax appeals and expert witness; demographic and site studies
5	5	HLUBB & GOLDSTEIN VALUATION GROUP 1 W. Market St., Suite 205 York, PA 17401	375 125/150/100	Ryan M. Hlubb SRA Principal	www.hlubbgoldstein.com 717-848-2290	85% 15% 0%	1 3/0	1/3 York 2006	Commercial, industrial and residential appraising and consulting; mortgage financing; tax appeals; condemnation and easement appraisals
6	8	MID-ATLANTIC VALUATION GROUP INC. 30 S. Queen St., P.O. Box 588 York, PA 17405	180 140/30/10	Gary E. Heiland II MAI Principal	www.mvginc.com 717-699-4434	100% 0% 0%	6 7/1	1/2 York 1999	Appraisals for tax-assessment appeals, litigation, financing and other purposes
7	7	NESS ASSOCIATES 889 Willow Ridge Drive York, PA 17404	137 125/12/0	Paul S. Ness MAI Owner	www.nessassociates.net 717-764-7001	100% 0% 0%	2 1/0	1/1 Manchester Twp. 2006	Commercial and industrial appraisals, administrative and regulatory consulting for lenders, appraisal review services
8	11	HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601	90 85/5/0	Mark Fitzgerald President and COO	www.highassociates.com 717-291-2284 800-638-4414	95% 0% 5%	1 98/19	10/25 E. Lampeter Twp. 1974	Sales and leasing, development, property management, appraisal services
9	3	APPRAISAL ASSOCIATES INC. 914 Columbia Ave. Lancaster, PA 17603	750 0(1)/0/750	Mary L. Clinton President	www.aailanc.com 717-299-7234	40% 40% 20%	6 2/2	1/1 Lancaster 1980	Residential, commercial and industrial real estate appraisals
10	15	AYTAN DOVE APPRAISAL CO. 206 Gross Ave. Dover, PA 17315	72 44/15/13	Aytan A. Dove CCIM CGP Owner	www.aytandove.com 717-292-2990	79% 4% 17%	1 0/0	1/1 Dover 2000	Commercial-industrial appraisal services including hotels, motels, restaurants, golf course, mixed-use, res.subdivisions, real estate consultation
11	14	DON PAUL SHEARER INC. DBA DON PAUL SHEARER ASSOCIATES 416A N. Front St. Wormleysburg, PA 17043	84 42/28/32	Don Paul Shearer President and CEO	www.dps-pa.com 717-731-8800 800-936-6007	56% 20% 24%	1 1/1	1/1 Wormleysburg 1970	Litigation valuation and expert-witness testimony for eminent domain, tax assessment, litigation; appraisal and advisory services in 20 counties
12	9	COMMERCIAL/INDUSTRIAL APPRAISAL SERVICES 2256 S. Queen St. York, PA 17402	229 0(1)/0/229	Rick LoBianco Owner	717-741-5264	100% 0% 0%	3 4/0	1/1 York Twp. 1992	Commercial and industrial real estate appraisals
13	18	WM. A. BIGHAM INC. 121 Buford Ave. Gettysburg, PA 17325	640 50/100/490	Barbara M. Hartman President	717-338-0400	15% 85% 0%	2 3/0	1/1 Gettysburg 1955	Appraisers of residential, commercial, investment properties; expert witness in tax appeals, condemnation, bankruptcy and divorce litigation
14	17	ULRICH APPRAISAL LLC 2938 Columbia Ave., Suite 502 Lancaster, PA 17603	35 25/0/10	J. Scott Ulrich Manager and sole member	www.ulrichappraisal.com 717-291-1949	80% 0% 20%	1 1/0	1/1 Manor Twp. 2005	Commercial, industrial and land-development real estate appraisals
15	16	CAMPISI APPRAISAL SERVICES 2592 Brookmar Drive York, PA 17408	33 22/2/9	Josephine Campisi President	717-846-2643	90% 10% 0%	DNR 1/0	1/1 York 1994	Commercial and residential real estate appraisals
16	24	ROBERT R. JONES & ASSOCIATES 7800 Allentown Blvd. Harrisburg, PA 17112	850 0(1)/0/850	Chris Jones Owner	www.jonesappraisers.com 717-652-6600	5% 95% 0%	3 2/0	1/1 W. Hanover Twp. 1982	Real estate appraisals
17	NR	R.J. FRIED AND ASSOCIATES 2323 Patton Road Harrisburg, PA 17112	1,200 5/400/795	Robert J. Fried Owner	www.rjfriedassociates.com 717-652-5100	0% 100% 0%	5 1/0	1/1 Lower Paxton Twp. 1963	Financial institutions, estates, private clients, townships, attorneys, HUD
18	23	CENTRAL PENN APPRAISALS INC. 24 W. Main St. Shiremanstown, PA 17011	1,808 0(1)/0/1,808	John S. Boswell President	www.paappraisers.com 717-737-4600	0% 100% 0%	4 5/0	1/1 Shiremanstown 1994	Residential real estate appraisals for mortgage, estate, marital, construction, relocation, tax appeals and sales purposes
19	NR	REALPRO VALUATION LLC 1845 Lititz Pike Lancaster, PA 17601	1 1/1/1	Robert W. Zogorski President	www.realprovaluation.com 717-581-0400	40% 40% 20%	2 2/2	1/1 Manheim Twp. 2000	Real estate valuation services

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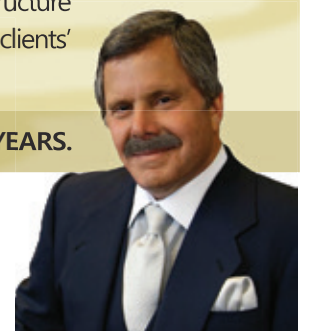
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Real estate inspectors

Ranked by number of local inspections

Rank	Prev. rank	Company Address	2011 local inspections Residential Commercial	Top local executive Title	Website Phone	% res./comm. Counties covered	Inspectors F-T/P-T employees	Local/total offices Headquarters Year established locally	Services provided
1	2	THE VIRTUS GROUP LLC 3544 N. Progress Ave., Suite 200 Harrisburg, PA 17110-9638	6,750 4,480 2,270	Frank E. Stossel President	www.VirtusGroupUSA.com 717-920-8230 866-261-0181	65%/35% 17 Pennsylvania counties	8 11/1	1/1 Susquehanna Twp. 2010	Commercial and residential property inspections, radon testing and mitigation, loss control, structural and specialized consulting
2	3	A'NS CO. INC. 121 E. Simpson St., P.O. Box 1145 Mechanicsburg, PA 17055	790 750 40	Joseph A. Cline and Tina Cline Owners	www.ansinspect.com 717-503-7086	95%/5% Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry, York	2 2/1	1/1 Mechanicsburg 1999	Home and commercial inspections, thermography, pest inspection, radon and water testing; roof and dryvit, air-quality mold screening
3	6	WIN HOME INSPECTION ELIZABETHTOWN 2133 Andrew Ave. Elizabethtown, PA 17022-8800	348 343 5	Matthew Steger Owner and inspector	www.winhomeinspection.com elizabethtown.com 717-361-9467	99%/1% Dauphin, Lancaster, Lebanon, York	1 1/0	1/1 Mount Joy Twp. 2002	Home inspections, termite/WDI inspections, radon testing, water-quality testing, well-flow analysis; ASHI-certified inspector; PA Act 114 compliant
4	5	THE HOME INSPECTOR INC. 2061 Kenbrook Road Lebanon, PA 17046-7902	316 314 2	David E. Glick President	www.thehomeinspectorinc.com 717-865-0222	99%/1% Lebanon, Dauphin, Berks, Schuylkill, Lancaster, Perry, Cumberland, Chester	1 1/2	1/1 Swatara Twp. 1990	Home inspections, radon testing, septic inspections, hydraulic-load tests, water tests, wood-destroying insect inspections
5	7	CDR IMPROVEMENTS INC. DBA CDR INSPECTIONS 1665 Kleinfeltersville Road (Stevens), P.O. Box 192 Denver, PA 17543	170 170 0	Richard A. Schwankl President	717-733-8331 800-543-9896	99%/1% Lancaster, Berks, Lebanon, Chester, Montgomery, York, Chester	1 1/0	1/1 Clay Twp. 2000	Home inspection, septic, water, mold, well, radon, insect

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked WDI-wood-destroying insects

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Researched by Alaine Keisling

Commercial developers

Ranked by square footage developed

Rank	Prev. rank	Company Address Website	2011 square footage developed/owned	Top local executive Title Phone	2011 projects completed/ broke ground F-T/P-T local emp.	Type of space developed by %	Projects completed in 2011	Local/total locations Headquarters Year estab. locally	Projects breaking ground in 2012
1	1	BLACKFORD DEVELOPMENT LTD. 120 North Pointe Blvd., Suite 300 Lancaster, PA 17601 www.blackforddev.com	1.57 million 8.96 million	Richard Welkowitz President 717-519-0100	7 9 70/4	60% retail, 15% office, 5% residential, 10% sports arenas, 10% hospitals	Event center expansion, hotel and casino facility, Shoppes at Landis Valley, Keystone Arms Phase II	1/3 Manheim Twp. 1970	Springwood Development phase I, Lewistown shopping center expansion, production facility phase II
2	2	HIGH REAL ESTATE GROUP LLC 1853 William Penn Way Lancaster, PA 17601 www.highrealestategroup.com	206,637 10.01 million	Nevin D. Cooley President and CEO 717-291-2284 800-638-4414	3 3 388/103	71% commercial/ industrial, 29% retail	Mill Creek Square Shopping Center (Phase II) on U.S. Route 30 and 167 Greenfield Road in Greenfield Corporate Center	27/39 E. Lampeter Twp. 1974	DNR
3	6	CROSSGATES INC. 470 Friendship Road Harrisburg, PA 17111 www.crossgatesinc.com	150,000 2.28 million	Gregg A. Schwotzer President and CEO 717-561-1200	2 4 3/0	70% flex, 20% commercial	Flex warehouse facility	1/2 McMurray, Washington Co. 1970	DNR
4	NR	VARTAN GROUP INC. 3601 Vartan Way Harrisburg, PA 17110 www.vartangroup.com	92,000 DNR	H. Ralph Vartan Chairman and CEO 717-657-0100	DNR DNR DNR/DNR	100% commercial	DNR	1/1 Susquehanna Twp. 1975	DNR
5	7	IBS DEVELOPMENT CORP. 950 Homestead Road Newport, PA 17074	48,000 550,000	William I. Roberts President 717-567-0173	1 1 2/0	80% office, 20% destination attractions	Turkey Hill Experience	1/1 Newport 1982	DNR
6	NR	ANCHOR DEVELOPMENT 426 N. Front St., P.O. Box 0888 Camp Hill, PA 17001 under construction	45,000 500,000	Chester C. Snavely President 717-761-1000	2 1 1/2	70% office/medical, 30% flex office	50% office/medical, 50% flex office	1/1 Wormleysburg 1980	Not yet announced
7	3	SUSQUEHANNA REAL ESTATE 140 E. Market St. York, PA 17401 www.susquehanna-realestate.com	35,000 225,000	Jack R. Kay President and CEO 717-848-5500	1 1 18/3	50% residential, 50% commercial	Elevations lofts - Wilkes-Barre, PA Bldg 3 - Sycamore Square - Elizabethtown	2/2 York 2005	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Commercial real estate agencies

Ranked by dollar volume of local commercial sales and leases

Rank	Prev. rank	Company Address Website	2011 \$ volume of local comm. sales and leases	Top local executive Title Phone	F-T comm. agents F-T/P-T local employees	Industrial parks represented	% of activities	Local/total locations Headquarters Year established locally	Local projects
1	NR	CBRE INC. 5 Capital Drive, Suite 201 Harrisburg, PA 17110 www.cbre.com/harrisburg	\$406 million	Robert Walters Executive managing director 717-540-2700	10 11/0	Antrim Commons Business Park, Carlisle Distribution Center, Capital Business Center, 597 Alexander Springs Road, 6 Doughten Road, Key Logistics Park	50% industrial, 40% office, 10% retail	1/447 Los Angeles 2000	2020 Technology Parkway, 225 Grandview Drive, Campus Square
2	1	COMMERCIAL-INDUSTRIAL REALTY CO. DBA NAI CIR 1015 Mumma Road Wormleysburg, PA 17043-1118 www.naicir.com	\$203.02 million	Robin R. Zellers SIOR COO 717-761-5070	19 38/2	Stoneridge Commerce Park, Capital West Business Center, Hagy Way, Blue Eagle Business Center	25% industrial, 25% retail, 40% office, 10% land	1/1 Wormleysburg 1970	Hershey Office Park, PA Dept of General Services, Jennifer Court, Heartland Acres
3	5	LANDMARK COMMERCIAL REALTY INC. 20 Erford Road, Suite 215 Lemoyne, PA 17043 www.landmarkcr.com	\$154.87 million	David J. Remmel PE, SIOR President 717-731-1990	12 4/1	Fairview Industrial Park, Silver Spring Industrial Park, Hampden Industrial Park, PA Business Center	41% office, 32% industrial, 8% retail, 19% investment	1/1 East Pennsboro Twp. 1988	Gateway Corp. Center, Select Capital commercial properties, Vartan Group portfolio, One Sterling Parkway, M&T Bank Tower
4	3	BENNETT WILLIAMS REALTY INC. 110 N. George St., Fourth Floor York, PA 17401 www.bennettwilliams.com	\$146.26 million	Chad A. Stine President and CEO 717-843-5555	24 31/0	Queen Street Industrial Park	70% retail, 20% office, 10% industrial	2/2 York 1956	Silver Spring Square, Newberry Pointe, HAC York, Rouzerville Commons, Gateway Center
5	6	ROCK COMMERCIAL REAL ESTATE LLC 221 W. Philadelphia St., Suite 19 York, PA 17401 www.rockrealestate.net	\$118.38 million	David L. Bode Managing partner 717-854-5357	13 25/0	Chestnut Commerce Center, Morgan Industrial Park, Patriot Tech Center, Stonebridge Business Park	40% industrial, 35% office, 22% retail, 3% other	1/1 York 2001	2901 Blackbridge Road, Gateway Hanover, Grandview Shopping Center, Hillside Medical Center, Lincoln General Insurance Office, 915 Woodland View Drive, York Crossing Shopping Center, Yorktowne Professional Office Center
6	7	PROPERTY MANAGEMENT ALTERNATIVES INC. DBA LMS COMMERCIAL REAL ESTATE 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130 www.lms-pma.com	\$109.23 million	Donna Deerin Ward and Joseph R Deerin Partners 717-569-9373 800-864-2633	7 37/8	Derry Street Properties	75% retail, 1% industrial, 18% office, 6% residential	2/2 Manheim Twp. 1991	Shoppes at Landis Valley, Main St S/C (Mt Joy), Queensgate S/C, S. Hanover S/C, Union Square S/C, 2125, 2160, 2170 Noll Drive
7	2	HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601 www.highassociates.com	\$73.95 million	Mark Fitzgerald President and COO 717-291-2284 800-638-4414	11 98/19	Greenfield Corporate Center, Rossmoyne Business Center, North Pointe Center, Highlands Corporate Center	60% industrial, 30% office, 10% retail	10/25 E. Lampeter Twp. 1974	Chico USA, Kalas Manufacturing, Mill Creek Square Shopping Center
8	8	NAI COMMERCIAL PARTNERS INC. 930 Red Rose Court, Suite 200 Lancaster, PA 17601 www.naicpi.com	\$64.16 million	Tom McDermott Broker and president 717-283-0600	16 2/1	Mount Joy Industrial Park, Flyway Business Park, Running Pump Business Center	45% industrial, 30% office, 20% retail, 5% land	1/1 E. Hempfield Twp. 1991	Lancaster County Motors, Lancaster County Children & Youth, Visage a Visage Day Spa & Salon, Providence Engineering, Hajoca, Woodland Hills Middletown, AutoZone, Susquehanna Valley EMS, Preferred Health Care
9	10	ROTHMAN SCHUBERT & REED LLC DBA RSR REALTORS 3 Lemoyne Drive Lemoyne, PA 17050 www.rsrealtors.com	\$48.95 million	W. Greg Rothman MAI MRICS CPE CCIM President and CEO 717-763-1212	DNR 5/0	DNR	25% retail, 25% industrial, 25% office, 25% multi-family	1/1 Lemoyne 1970	Summerdale Park
10	9	CAMPBELL COMMERCIAL REAL ESTATE INC. 525 N. 12th St., Suite 203 Lemoyne, PA 17043 www.acampbell.net	\$27 million	Arthur D. Campbell President 717-737-6161	2 3/0	Fernwood Office Park, Business Journal Center, Waterford Center	60% office, 30% industrial, 10% other	1/1 Lemoyne 1984	Waterford Center, Shaull Elementary School, Cedar Run Elementary School
11	NR	LATUS CAPITAL ADVISORS INC. DBA LATUS COMMERCIAL REALTY 1100 Bent Creek Blvd. Mechanicsburg, PA 17050 www.latusrealty.com	\$9.52 million	Laura J. Martin Broker and owner 717-795-6102	1 1/2	DNR	40% office, 20% retail, 20% land, 20% industrial	1/1 Silver Spring Twp. 2005	DNR
12	NR	SPRINGWOOD COMMERCIAL REALTY LLC 146 Pine Grove Circle, Suite 200 York, PA 17403 www.springwoodcommercial.com	\$5.84 million	David H. Hogg Broker of record 717-505-1000	3 3/0	Zions View Road Business Park	21% retail, 15% office, 64% industrial	1/1 York Twp. 1997	DNR
13	NR	HOWARD HANNA REAL ESTATE SERVICES 3310 Market St. Camp Hill, PA 17011 www.howardhanna.com	\$4.28 million	Iva Fiorina Regional VP 717-920-9600 800-656-7356	1 16/0	DNR	70% residential, 3% commercial, 12% mortgage, 10% title, 5% insurance	5/92 Pittsburgh 1964	DNR
14	NR	WOLFE & COMPANY LLC DBA WOLFE & COMPANY REALTORS 33 S. Pitt St. Carlisle, PA 17013 www.wolfecompanyrealtors.com	\$1.75 million	Ray "Buz" Wolfe Jr. Broker and owner 717-243-1551 800-377-3027	DNR 8/6	NA	50% commercial, 50% industrial	1/1 Carlisle 1986	DNR

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Central PA's #1 Commercial
Real Estate Firm by sales
volume since 2007*

*Based on CPBJ Book of Lists cumulative from 2007-2011



Real estate investment trusts

Ranked by local square footage owned

Rank	Prev. rank	Company Address	Local/total square footage owned	Website Phone	Industry	Counties	Local/total locations Headquarters Year established locally	Services provided
1	4	LIBERTY PROPERTY TRUST 1510 Valley Center Parkway Bethlehem, PA 18017	4.32 million 79.4 million	www.libertyproperty.com 717-545-6869	Industrial	Cumberland and York	5/DNR Malvern, Chester Co. 1972	DNR
2	1	CEDAR REALTY TRUST INC. 3307 Trindle Road Camp Hill, PA 17011	3.07 million 9.59 million	www.cedarrealtytrust.com 717-737-6527	Shopping centers	Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry, York	21/70 Port Washington, N.Y. 1984	Full-service real estate investment trust
3	5	PENNSYLVANIA REAL ESTATE INVESTMENT TRUST 200 S. Broad St. Philadelphia, PA 19102-3803	2.79 million 33.1 million	www.preit.com 215-875-0700 866-875-0700	DNR	Cumberland, Dauphin, Lancaster and York	6/46 Philadelphia DNR	DNR
4	3	PROLOGIS 4900 Ritter Road, Suite 150 Mechanicsburg, PA 17055	1.81 million 569 million	www.prologis.com 717-790-2285	Industrial parks	Cumberland	10/3,100 San Francisco 2004	Owns, acquires and develops bulk industrial properties
5	6	GENERAL GROWTH PROPERTIES INC. 142 Park City Center Lancaster, PA 17601	1.44 million 141.7 million	www.ggp.com 717-393-3851	Retail	Lancaster	1/130 Chicago DNR	DNR
6	7	CBL & ASSOCIATES PROPERTIES INC. 2030 Hamilton Place Blvd., Suite 500 Chattanooga, TN 37421-6038	1.38 million 92.5 million	www.cblproperties.com 423-855-0001	Malls	Dauphin and York	3/165 Chattanooga, Tenn. DNR	DNR
7	2	FIRST INDUSTRIAL REALTY TRUST INC. 2601 Market Place, Suite 450 Harrisburg, PA 17110-9363	1.13 million 56.5 million	www.firstindustrial.com 717-657-0372	Industrial	Cumberland, Dauphin and York	6/705 Chicago 1994	Buys, sells, leases, manages and builds industrial properties
8	10	KIMCO REALTY CORP. 6 Coulter Ave., Suite 1000 Ardmore, PA 19003	815,723 136 million	www.kimcorealty.com 610-896-7560	DNR	Adams, Cumberland, Dauphin, Franklin, York	7/926 Hyde Park, N.Y. DNR	DNR
9	8	GLIMCHER REALTY TRUST Route 22 and Colonial Road Harrisburg, PA 17109	740,974 21.7 million	www.glimcher.com 717-545-3771	Retail	Dauphin	1/29 Columbus, Ohio 1970	DNR
10	13	TANGER FACTORY OUTLET CENTERS INC. 311 Stanley K. Tanger Blvd. Lancaster, PA 17602	501,450 11.62 million	www.tangeroutlet.com 717-392-7260	DNR	Dauphin and Lancaster	2/39 Greensboro, N.C. 1982	Retail factory outlet shopping
11	9	DEVELOPERS DIVERSIFIED REALTY CORP. 3300 Enterprise Drive Beachwood, OH 44122	456,921 89.27 million	www.ddrc.com 216-755-5806	DNR	Cumberland	2/450 Beachwood, Ohio DNR	DNR
12	11	REGENCY CENTERS CORP. 150 Monument Road, Suite 406 Bala Cynwyd, PA 19004	423,827 45.08 million	www.regencycenters.com 610-747-1200 866-256-2058	Retail	Cumberland	1/381 Jacksonville, Fla. 2003	Investment, construction, property management and leasing
13	12	HERSHA HOSPITALITY TRUST 44 Hersha Drive Harrisburg, PA 17102-2234	275,000 DNR	www.hersha.com 717-236-4400	Hotels	Adams, Cumberland and Dauphin	5/57 Harrisburg 1998	Self-advised real estate investment trust that invests in limited- and full-service hotels
14	14	SOVRAN SELF STORAGE INC. 6467 Main St. Buffalo, NY 14221	156,300 22.56 million	www.unclebobs.com 716-633-1850	Self storage	Cumberland and Dauphin	3/434 Williamsville, N.Y. DNR	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of real estate investment trusts was limited to those that own property in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the U.S. Securities and Exchange Commission, the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 28, 2012; updated Jan. 3, 2013; next published Oct. 18, 2013.

Researched by Elaine Keisling

Commercial property managers

Ranked by square footage of local properties managed

Rank	Prev. rank	Company Address Website	Square footage of local/total properties managed	Top local executive Title Phone	Website Phone	Local/total properties managed F-T/P-T local employees Types of properties	Local/total locations Headquarters Year established locally	Products and services
1	4	PROPERTY MANAGEMENT INC. 1300 Market St., Suite 201, P.O. Box 622 Lemoyne, PA 17043	5.36 million 6.04 million	Eric S. Kunkle President and CEO	www.rentpmi.com 717-730-4141	165/191 185/0 70% residential; 30% commercial, retail and industrial	1/1 Lemoyne 1967	Full-service property management, including commercial, residential, homeowner, facilities and manufactured housing
2	1	HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601	5.36 million 8.18 million	Mark Fitzgerald President and COO	www.highassociates.com 717-291-2284 800-638-4414	22/33 98/19 53% industrial, 25% residential, 21% commercial, 1% retail	10/25 E. Lampeter Twp. 1974	Sales and leasing, development, property management, appraisal services
3	2	CBRE INC. 5 Capital Drive, Suite 201 Harrisburg, PA 17110	4.71 million DNR	Robert Walters Executive managing director	www.cbre.com/harrisburg 717-540-2700	12/DNR 11/0 32% office, 62% industrial, 5% retail, 1% medical	1/447 Los Angeles 2000	Commercial real estate services
4	3	PROPERTY MANAGEMENT ALTERNATIVES INC. DBA LMS COMMERCIAL REAL ESTATE 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130	3.94 million 5.27 million	Donna Deerin Ward and Joseph R Deerin Partners	www.lms-pma.com 717-569-9373 800-864-2633	60/84 37/8 72% retail, 10% office, 7% medical, 5% industrial/warehouse 6% residential	2/2 Manheim Twp. 1991	Real estate company specializing in leasing, management, sales, development, acquisition and construction
5	NR	THE FLYNN CO. 1621 Wood St. Philadelphia, PA 19103	3.26 million 22.98 million	Matthew Maloney Salesman	www.flynnco.com 717-561-7878	17/176 1/0 Industrial, flex and office	0/4 Philadelphia 2001	Commercial property mgt., brokerage, investment sales and construction
6	6	ROCK COMMERCIAL REAL ESTATE LLC 221 W. Philadelphia St., Suite 19 York, PA 17401	1.49 million 1.49 million	David L. Bode Managing partner	www.rockrealestate.net 717-854-5357	55/55 25/0 51% industrial, 43% office, 6% retail	1/1 York 2001	Real estate sales, leasing, consulting, property management, buyer/tenant representation, marketing and research
7	7	TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112	1.36 million 1.55 million	Mark X. DiSanto CEO	www.triplecrowncorp.com 717-657-5729	22/27 77/0 45% commercial, 52% residential, 3% retail	4/4 Lower Paxton Twp. 1977	Leasing, brokerage, sales, real estate development, construction
8	8	BURLE BUSINESS PARK LP 1004 New Holland Ave. Lancaster, PA 17601	1.3 million 1.3 million	Althea Ramsay Carrigan Vice President	www.burlepark.com 717-295-6510	1/1 21/0 60% office, 20% industrial, 20% warehouse	1/1 Lancaster 1942	Commercial, industrial and parking leasing; property management; facilities services; tenant services; construction coordination; adaptive re-use.
9	5	CROSSGATES MANAGEMENT INC. 470 Friendship Road Harrisburg, PA 17111	1 million 1.32 million	Gregg A. Schwolzer President and CEO	www.crossgatesinc.com 717-561-1200	11/55 3/0 13% industrial/warehouse, 20% office, 50%, 14% retail, 3% other	1/2 McMurray, Washington Co. 1970	Real estate development, property management, business and industrial parks, build-to-suit facilities and full service real estate consulting services
10	9	BENNETT WILLIAMS REALTY INC. 110 N. George St., Fourth Floor York, PA 17401	876,365 876,365	Chad A. Stine President and CEO	www.bennettwilliams.com 717-843-5555	41/41 31/0 25% commercial, 40% retail, 35% residential	2/2 York 1956	Full-service real estate brokerage, property management, consulting and development
11	NR	PROGRESSIVE PROPERTY MANAGEMENT INC. 233 N. Duke St. Lancaster, PA 17602	623,063 623,063	Tracy L. Horst Broker and owner	www.pppmproperties.com 717-394-3374	24/25 4/1 69.89% commercial, 18.69% industrial, 10.77% retail, 0.65% residential	1/1 Lancaster 1990	DNR
12	10	REALTY MANAGEMENT ASSOCIATES LLC 5006 E. Trindle Road, Suite 203 Mechanicsburg, PA 17050	608,840 608,840	Wendi A. Aldinger VP of property mgt.	www.rmcentralpa.com 717-790-0111	17/17 2/2 51% warehouse/industrial, 46% office, 2% residential and 1% retail	1/1 Hampden Twp. 1988	Property management, commercial leasing and sales
13	13	CARROW REAL ESTATE SERVICES PA LLC 150 Corporate Center Drive, Suite 106 Camp Hill, PA 17011	475,000 DNR	Helen L. Latchford Property manager	www.carrowrealestateservices.com 717-761-1444	8/DNR 2/1 100% commercial	2/10 Albany, N.Y. 2008	Leasing, sales and property management
14	NR	OLD MAIN INVESTMENTS LLC DBA INTERSTATE COMMERCIAL MANAGEMENT 540B Industrial Drive Lewisberry, PA 17339	464,245 569,245	Brett A. Crans President	www.interstatecommercialmanagement.com 717-554-9550	13/13 1/1 50% commercial and 50% industrial	1/1 Fairview Twp. 2007	Commercial and industrial property management, project management and leasing services
15	NR	KASUN DEVELOPMENT CORP. 125 Oakridge Drive Mountville, PA 17554	356,750 358,750	Lee Kasun Vice president	www.kasundevelopment.com 717-285-2268	5/6 2/0 100% industrial	1/1 W. Hempfield Twp. 1979	Property management, development of industrial parks
16	15	CIR MANAGEMENT INC. 1015 Mumma Road Wormleysburg, PA 17043-1118	125,000 DNR	Robin R. Zellers SIOR COO	www.naicir.com 717-761-5070	10/DNR 1/1 35% office, 65% retail	1/1 Wormleysburg 1988	DNR
17	NR	HORST PROPERTY MANAGEMENT 320 Granite Run Drive, P.O. Box 3330 Lancaster, PA 17604-3330	108,921 108,921	Randall L. Horst CEO	www.horstgroup.com 717-581-9850 888-248-9309	4,609/4,828 41/43 92% condo and homeowners association, 5% assisted living, 3% commercial	1/1 Manheim Twp. 1969	Condominium and homeowner association, commercial and senior-care facility management
18	NR	STERLING PROPERTY MANAGEMENT INC 337 Lincoln St. Carlisle, PA 17013	96,000 96,000	J. Michael Adler President and broker	www.Sterlingpmi.com 717-258-5800	1,060/1,060 12/1 90% residential, 10% commercial	1/1 Carlisle 1989	Full-service property mgt. services, homeowner and condominium association mgt., residential and commercial leasing and residential rehabilitation
19	NR	IBS DEVELOPMENT CORP. 950 Homestead Road Newport, PA 17074	48,000 48,000	William I. Roberts President	717-567-0173	10/DNR 2/0 80% office, 20% commercial retail	1/1 Newport 1982	Real estate development, adaptive reuse projects, property management
20	16	PROSPECT LEASING & MANAGEMENT LLC 3545 Marietta Ave., Suite P Lancaster, PA 17601	40,000 40,000	Eric J. Morgan Managing partner	www.prospectleasing.com 717-285-4555	30/30 2/2 94% residential, 6% commercial	1/1 West Hempfield 2007	Leasing and management of residential, multi-family residential and light commercial property in Lancaster and York counties

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisting

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SPRING - 2013

- TOP LISTS**
 Engineers
 Commercial Real Estate Agencies
 Commercial/Industrial Developers
 Home Builders
 General Contractors
 HVAC
 Business and Industrial Parks
 Disaster Restoration

FALL - 2013

- TOP LISTS**
 Residential Real Estate Agencies
 Electrical Contractors
 Warehouse Space Available
 Commercial Property Managers
 Commercial Appraisers
 Architects

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SPRING

Publication Date: May 3, 2013
 Space Reservation: March 15, 2013

FALL

Publication Date: September 20, 2013
 Space Reservation: August 2, 2013

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Residential real estate agencies

Ranked by dollar volume of sales

Rank	Prev. rank	Company Address	2011 local/total residential sales and lease volume	Top local executive Title	Website Phone	Local/total homes sold in 2011/ Average sale price Multi-list memberships	F-T local/total res. agents F-T/P-T local employees	Local/total locations Headquarters Year established locally	Services provided
1	1	HOMESALE REAL ESTATE SERVICES GROUP INC. DBA PRUDENTIAL HOMESALE SERVICES GROUP 215 S. Centerville Road Lancaster, PA 17603	\$1.28 billion \$1.51 billion	Mark S. Korman; Douglas W. Rebert; Paul H. Slauch Jr. and Ronald Landis Managing directors	www.prudentialhomesale.com 717-393-0783 800-383-3535	7,200/8,865 \$177,245 Keystone, Rayac, CPML	722/902 97/45	19/23 Manor Twp. 1997	Residential sales, relocation, new construction, mortgage, title services and property management
2	2	REALTY SELECT INC. DBA COLDWELL BANKER SELECT PROFESSIONALS 1000 N. Prince St. Lancaster, PA 17603	\$417.98 million \$417.98 million	Ryan C. Hess and Quentin Miller Partners	www.cbasp.com 717-569-0608 800-223-9690	2,195/2,195 \$190,423 Trend, Keystone, CPML, Rayac	237/237 15/12	10/10 Manheim Twp. 2002	Providing top professional real estate sales, mortgage, title and transfer services, property management, building services and insurance
3	4	RE/MAX REALTY ASSOCIATES INC. 3425 Market St. Camp Hill, PA 17011	\$174.15 million \$17.41 billion	Louis S. Puliti and Ronald Freedman Broker and owners	www.capitalareahomes.com 717-761-6300 888-761-6300	950/950 \$183,311 CPML, Keystone, Rayac, FLEXMLS	60/DNR 4/4	1/1 Camp Hill 1980	Listings, sales, appraising, new construction, commercial, investment, title insurance, settlement services, property management, referral service
4	6	HOWARD HANNA REAL ESTATE SERVICES 3310 Market St. Camp Hill, PA 17011	\$103.52 million \$5.38 billion	Iva Fiorina Regional VP	www.howardhanna.com 717-920-9600 800-656-7356	593/30,797 \$174,825 CPML, Rayac, Keystone	100/3,500 16/0	5/92 Pittsburgh 1964	Residential real estate, mortgage, title, insurance, relocation, 100% money-back guarantee
5	7	ROTHMAN SCHUBERT & REED LLC DBA RSR REALTORS 3 Lemoyne Drive Lemoyne, PA 17050	\$56 million \$56 million	W. Greg Rothman MAI MRICS CPE CCIM President and CEO	www.rsrealtors.com 717-763-1212	350/350 \$160,000 CPML, Keystone, Rayac, Trend	32/DNR 5/0	1/1 Lemoyne 1970	Full-service real estate company
6	9	HOOKE HOOKE & ECKMAN REALTORS LLC 977 Walnut Bottom Road Carlisle, PA 17015	\$40.17 million \$40.17 million	David W. Hooke Partner	www.thinkhhe.com 717-249-1844	190/190 \$211,406 CPML, Rayac	13/13 16/2	1/2,003 Carlisle 2003	Real estate agency: residential, relocation, new construction, resale; land lots, farms, subdivisions; commercial sales and leasing

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of residential real estate agencies is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 28, 2012; updated Jan. 3, 2013; next published Oct. 18, 2013.**

Researched by Alaine Keisling

Commercial real estate agents

Ranked by sales volume

Rank	Name	2011 sales/lease volume	Company Address	Email Phone	Website Company phone	Years with company Years experience	Expertise/specialization
1	W. JASON GRACE CCIM, SIOR	\$57.27 million	Landmark Commercial Realty Inc. 20 Erford Road, Suite 215 Lemoyne, PA 17043	jgrace@landmarkcr.com 717-421-1943	www.landmarkcr.com 717-731-1990	12 12	Office, industrial and institutional investment brokerage; acquisitions, dispositions, leasing negotiations, portfolio analysis, logistical consulting and site selection
2	TOM POSAVEC SIOR	\$53.31 million	Landmark Commercial Realty Inc. 20 Erford Road, Suite 215 Lemoyne, PA 17043	tposavec@landmarkcr.com 717-731-1990	www.landmarkcr.com 717-731-1990	24 26	Office services group
3	JIM KOURY	\$28 million	Rothman Schubert & Reed LLC dba RSR Realtors 3 Lemoyne Drive Lemoyne, PA 17050	jkoury@rsrealtors.com 717-763-1212	www.rsrealtors.com 717-763-1212	15 30	Commercial and office sales
4	CHUCK HELLER	\$23.19 million	Landmark Commercial Realty Inc. 20 Erford Road, Suite 215 Lemoyne, PA 17043	cheller@landmarkcr.com 717-731-1990	www.landmarkcr.com 717-731-1990	12 12	Commercial investment sales
5	CHAD A. STINE	\$19.76 million	Bennett Williams Realty Inc. 110 N. George St., Fourth Floor York, PA 17401	cstine@bennettwilliams.com 717-843-5555	www.bennettwilliams.com 717-843-5555	13 13	Tenant representation, sales/leasing, portfolio management, retail construction and acquisition
6	BRADLEY A. ROHRBAUGH	\$18.3 million	Bennett Williams Realty Inc. 110 N. George St., Fourth Floor York, PA 17401	brohrbaugh@bennettwilliams.com 717-843-5555	www.bennettwilliams.com 717-843-5555	13 13	Tenant representation, sales/leasing, portfolio management, retail construction and acquisition
7	KEITH KAHLBAUGH	\$5.84 million	Springwood Commercial Realty LLC 146 Pine Grove Circle, Suite 200 York, PA 17403	kkahlbaugh@springwood.net 717-505-1000	www.springwoodcommercial.com 717-505-1000	7 7	DNR
8	BOB COX	\$5 million	Cox Realty 2550 Kingston Road, Suite 106 York, PA 17402	coxrealtypa@aol.com 717-755-7490	DNR 717-755-7490	16 DNR	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Urban dwellings

Ranked by number of units

Rank	Prev. rank	Community Address	Total units	Management company Manager	Website Phone	Units Studio/1 BR 2 BR/3 BR	School district Municipality	% occupied Year built	Amenities
1	1	PENNSYLVANIA PLACE 301 Chestnut St. Harrisburg, PA 17101	286	AE- Pennsylvania Place Assoc. LP Cathy Hoffman	www.paplace.com 717-233-4870	0/204 75/7	Harrisburg City Harrisburg, Dauphin Co.	DNR 1976	Pool, fitness center, community room, executive business center, 24-hour emerg. maint., cats allowed, dry-cleaning service, coffee and cookies provided daily in the lobby, monthly social functions, card-operated laundry facilities
2	NR	PFAUTZ RENTALS 101 Pfautz Road Duncannon, PA 17020	244	Property Management Inc. Michelle R. Cooper	www.pfautzrentals.com 717-834-4116	0/15 229/0	Susquenita Penn Twp. and Duncannon, Perry Co.	DNR DNR	Pet friendly, 24-hour maintenance, community park and playgrounds
3	2	MARSHALL SQUARE 6 Marshall Drive Camp Hill, PA 17011	144	Keystone Real Estate Group LP MaryAnn Sterner	www.apartmentstore.com 717-732-1553	6/0 138/0	East Pennsboro E. Pennsboro Twp., Cumberland Co.	95% 1972	Large two-bedroom apartments, pool, 24-hour emergency maintenance, pets allowed, off-street parking, coin-op laundry
4	3	TRINITY HOUSE APARTMENTS 400 Mill St. Columbia, PA 17512	133	Housing Development Corp. MidAtlantic DNR	www.hdcweb.com 717-684-4141	67/66	Columbia Columbia, Lancaster Co.	DNR 1978	Laundry room, community room, all utilities included
5	4	WILLIAMSON SQUARE 208 N. President Ave. Lancaster, PA 17603	84	Murry Management Co. DNR	www.murrycos.com 717-569-0491	0/4 56/24	Lancaster Lancaster, Lancaster Co.	DNR 1970	Oversized apartments; abundant closets; prestigious, historic neighborhood; small pets allowed; washer/dryer; garages available
6	5	OLD CITY HALL 423 Walnut St. Harrisburg, PA 17101	82	Beacon Communities LLC DNR	www.oldcityhallbc.com 717-234-4544	4/78 0/0	Harrisburg Harrisburg, Dauphin Co.	DNR 1984	24-hour maintenance, small cats and dogs welcome, limited-access entry
7	NR	KING THEATRE APARTMENTS 419 E. King St. Lancaster, PA 17602	43	Housing Development Corp. MidAtlantic Marilyn Brooks	www.hdcweb.com 717-396-0889	6/29 8/0	Lancaster Lancaster, Lancaster Co.	DNR DNR	24-hour maintenance, no pets, mini-blinds, on-site laundry, carpet
8	NR	THE 1500 CONDOMINIUM 1500 N. Sixth St. Harrisburg, PA 17102	43	Vartan Group Inc. DNR	www.1500project.com DNR	2/22 16/3	Harrisburg Harrisburg, Dauphin Co.	DNR 2012	Roof garden, Art Deco design, 12' exposed ceilings, floor-to-ceiling glass, pet friendly, pet wash, fitness room, parking garage
9	NR	HIGHSPIRE SCHOOL APARTMENTS 201 Penn St. Highspire, PA 17034	42	Housing Development Corp. MidAtlantic Charisse Perez	www.hdcweb.com 717-986-0266	3/30 9/0	Steelton-Highspire Highspire, Dauphin Co.	DNR DNR	Wall-to-wall carpeting, central air conditioning, mini-blinds, electric range, frost-free refrigerator, cable-ready unit for a reduced rate, ceiling fans, smoke detectors, fire extinguishers & sprinkler system, community room w/ kitchenette, off-street parking, tele-entry system, on-site laundry, on-site community management, 24-hour maintenance
10	7	THE FRANKLIN STREET APARTMENTS 55 W. Franklin St. Ephrata, PA 17522	41	Housing Development Corp. MidAtlantic DNR	www.hdcweb.com/the-franklin/ 717-733-9330	1/37 3	Ephrata Area Ephrata, Lancaster Co.	DNR 1989	Laundry facilities, elevator, community room with kitchenette, sprinklers and smoke detectors, tele-entry system, emergency call system, on-site management, 24-hour maintenance
11	8	CODO 241 N. George St. York, PA 17401	35	Sherman Property Management Inc. William Swartz	www.codoyork.com 717-699-2229	1/11 23/0	York York, York Co.	DNR 2009	Roof deck with barbecue grills, Wi-Fi and built-in iPod sound system, 24-hour maintenance; less than two blocks to stadium, Central Market, rail-trail, restaurants and nightlife
12	NR	TABOR PLACE APARTMENTS 440 E. Grant St. Lancaster, PA 17602	26	Housing Development Corp. MidAtlantic Marilyn Brooks	www.hdcweb.com DNR	12/14 0/0	Lancaster Lancaster, Lancaster Co.	DNR DNR	24-hour maintenance, no pets, mini-blinds, carpeted, elderly and disabled individuals
13	9	PLUM TREE APARTMENTS 530 N. Plum St. Lancaster, PA 17602	15	Housing Development Corp. MidAtlantic Marilyn Brooks	www.hdcweb.com 717-396-0889	0/0 9/6	Lancaster Lancaster, Lancaster Co.	DNR DNR	24-hour maintenance, mini-blinds, no pets

DBA-doing business as DNR-did not respond NA-Not applicable NR-not ranked BR-bedroom The Central Penn Business Journal's list of urban dwellings is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access our online database, visit www.CentralPennBusiness.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 24, 2012; updated Jan. 3, 2013.

Researched by Central Penn Business Journal



Retail **CHAPTER**

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Retail MARKET FACTS



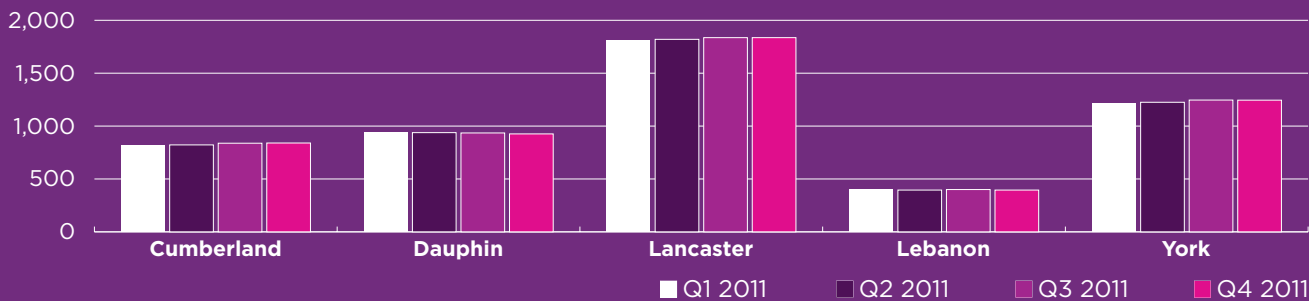
STATE STORE DOLLAR SALES

The following chart shows sums of dollar sales of the Wine & Spirit stores in midstate counties in the 2011-12 fiscal year compared with the 2010-11 fiscal year.



NUMBER OF RETAILERS

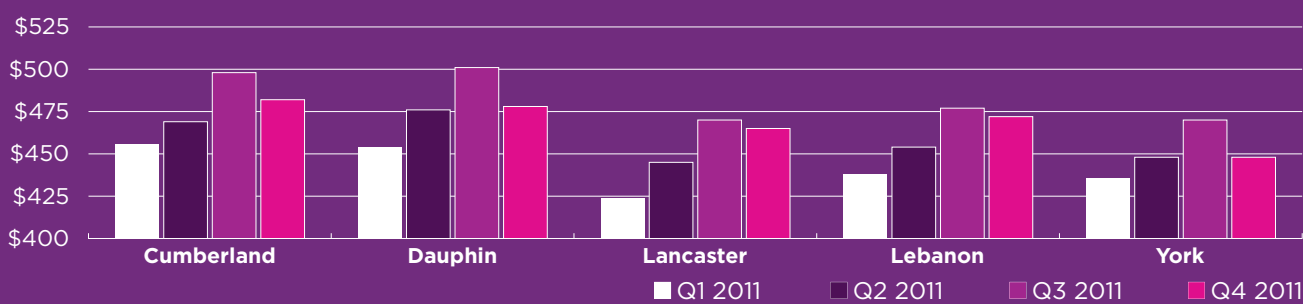
Below are data showing the average number of retail establishments that were open in each midstate county for each quarter in 2011.



SOURCE: CENTER FOR WORKFORCE INFORMATION AND ANALYSIS

AVERAGE WEEKLY RETAIL WAGE

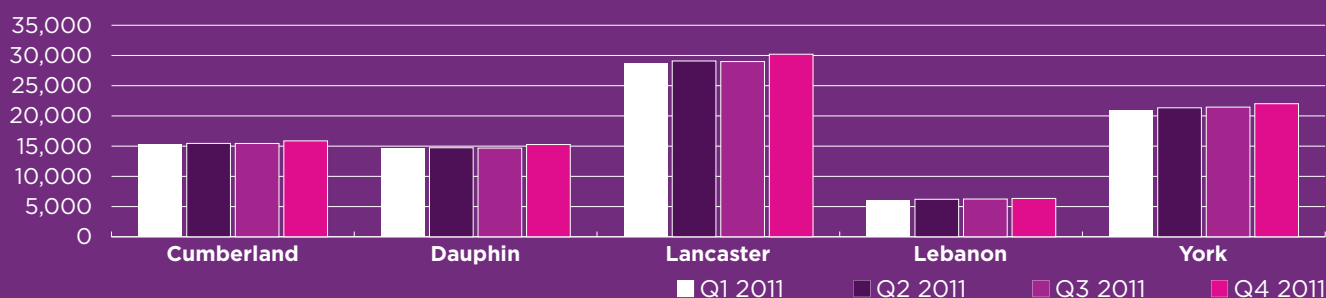
Below are data showing the average weekly retail wage in each midstate county for each quarter in 2011.



SOURCE: CENTER FOR WORKFORCE INFORMATION AND ANALYSIS

NUMBER OF RETAIL WORKERS

This information shows the average number of workers employed by retail establishments that were in operation in each midstate county for each quarter of 2011.



SOURCE: CENTER FOR WORKFORCE INFORMATION AND ANALYSIS

CUMBERLAND COUNTY

\$41,994,531

dollar sales in 2011-12
Compared with \$40,199,916 in 2010-11

10 stores



DAUPHIN COUNTY

\$43,360,192

dollar sales in 2011-12
Compared with \$41,317,660* in 2010-11*

14 stores



LANCASTER COUNTY

\$53,523,830

dollar sales in 2011-12
Compared with \$50,076,595 in 2010-11

16 stores



LEBANON COUNTY

\$10,476,698

dollar sales in 2011-12
Compared with \$10,345,732 in 2010-11

4 stores



YORK COUNTY

\$49,829,590

dollar sales in 2011-12
Compared with \$47,647,099 in 2010-11

12 stores



*An additional store was open in Dauphin County for part of the 2010-11 fiscal year.

SOURCE: PENNSYLVANIA LIQUOR CONTROL BOARD

Golf courses

Ranked by course difficulty

Rank	Prev. rank	Golf course Address Website	Slope rating USGA rating	Top local executive Resident pro Phone	Rounds played in 2011 Public or private? Par	Reservations Weekday/weekend greens fees Cart fees	F-T/P-T employees Architect/designer 2011 revenue	Local/total locations Headquarters Year built	Amenities
1	1	THE LINKS AT GETTYSBURG 601 Mason Dixon Road Gettysburg, PA 17325-8642 www.thelinksatgettysburg.com	144 74.1	Richard A. Klein Jason Pandoli 717-359-8000	DNR Public 72	Suggested \$61/\$78 \$25	DNR/DNR Lindsay B. Ervin and Steve Klein DNR	1/1 Mount Joy Twp. 1999	Dress code, driving range, golf club rental, lessons, practice green, pro shop, snack bar
2	2	HERSHEY LINKS 101 Hanshue Road Hummelstown, PA 17036 www.hersheygolfcollection.com	137 73.6	Ned Graff Bob F. Kreider 717-533-0890 800-437-7439	DNR Public 72	Suggested \$70/\$90 DNR	DNR/DNR Michael Hurdzan and Dana Fry DNR	4/4 Derry Twp. 2003	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
3	3	FELICITA GOLF COURSE 511 Lakewood Drive Harrisburg, PA 17112-9248 www.felicitaresort.com	136 72.9	Ryan Longenecker Don Lowe 717-599-5301 888-321-3713	14,000 Public 72	Suggested DNR/DNR DNR	5/20 David and William Gordon DNR	1/1 Middle Paxton Twp. 1963	Driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
4	NR	COLONIAL GOLF & TENNIS CLUB 4901 Linglestown Road Harrisburg, PA 17112 www.clubsatcolonialridge.com	134 73.1	John Brown Rick Gibney 717-657-3212	20,000 Semi-private 72	Suggested \$50/\$55 \$18	35/35 Arthur Hills and Steve Forrest DNR	1/1 Lower Paxton Twp. 2009	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
5	4	BLUE RIDGE COUNTRY CLUB 3940 Linglestown Road Harrisburg, PA 17110-3632 www.clubsatcolonialridge.com	132 73.4	John Brown Peter Micklewright 717-545-8311	16,500 Semi-private 72	Required \$50/\$55 \$18	15/15 George Morris DNR	1/1 Lower Paxton Twp. 1937	Dress code, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
6	5	OUT DOOR COUNTRY CLUB 1157 Detwiler Drive York, PA 17404-1105 www.odcc.com	130 73.7	Joseph McGuire Jason Gebhart and Richard Prough 717-764-1188	15,992 Private 72	Suggested \$48/\$60 \$18	30/50 Edmund B. Ault DNR	1/1 Manchester Twp. 1959	Dress code, driving range, lessons, practice green, pro shop, restaurant, snack bar
7	6	CARROLL VALLEY GOLF AT LIBERTY MOUNTAIN RESORT 78 Country Club Trail Fairfield, PA 17320 www.libertymountainresort.com	129 72.4	Eric W. Flynn Phil Delpoplo 717-642-8252 800-548-8504	24,200 Public 71	Suggested \$49/\$59 DNR	10/20 Ault Clark & Associates DNR	2/2 Carroll Valley 1965	Golf club rental, practice green, pro shop, restaurant, snack bar
8	7	LANCASTER HOST RESORT & CONFERENCE CENTER 2300 Lincoln Highway E. Lancaster, PA 17602 www.lancasterhost.com	128 71.3	Harry Stevens Howard Kramer and Ira Kramer 717-299-5500 800-233-0121	29,500 Public 71	Required \$30/\$35 \$15	133/68 Various DNR	4/13 E. Lampeter Twp. 1966	Driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
9	8	COUNTRY CLUB OF YORK 1400 Country Club Road York, PA 17403 www.ccyork.org	127 71.3	Thomas M. Czaus Kevin P. Muldoon 717-843-8078	18,500 Private 72	Unnecessary DNR/DNR DNR	50/100 Donald Ross DNR	1/1 Spring Garden Twp. 1927	Dress code, driving range, lessons, practice green, pro shop, restaurant, snack bar
10	11	HERITAGE HILLS GOLF RESORT 2700 Mount Rose Ave. York, PA 17402 www.HeritageHillsResort.com	125 70.7	Matt DeRose Bill Brander 717-755-0123 877-782-9752	27,500 Public 71	Suggested \$66/\$73 DNR	100/300 Russell Roberts DNR	4/5 York 1989	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
11	9	FAIRVIEW GOLF COURSE 2399 Quentin Road Lebanon, PA 17042 www.distinctgolf.com	126 69.4	Jim Jones Matt Cecil 717-273-3411 800-621-6557	36,000 Public 71	Suggested \$23/\$33 \$15	3/40 Franklin Murray and Russell Roberts DNR	5/5 Wayne Twp., Schuylkill Co. 1959	Driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
12	10	RICH VALLEY GOLF CLUB 227 Rich Valley Road Mechanicsburg, PA 17050-1743 www.richvalleygolf.net	123 70.8	Jeff S. Austin DNR 717-691-8805	28,000 Public 71	Suggested \$30/\$42 DNR	10/20 Jeffrey and Jason Austin DNR	1/1 Silver Spring Twp. 2005	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
13	12	GRANDVIEW GOLF COURSE 2779 Carlisle Road York, PA 17408 www.golfgrandview.com	122 71	Doug Barton Derek Barton 717-764-2674	29,200 Public 72	Suggested \$24/\$29 \$15	4/12 Unknown DNR	1/1 Dover Twp. 1929	Golf club rental, practice green, pro shop, restaurant, snack bar
14	14	ARMITAGE GOLF CLUB 800 Orrs Bridge Road Mechanicsburg, PA 17050 www.armitagegolfclub.com	118 67.8	Keith Metts Scott Houseal 717-737-5344	39,614 Public 70	Required \$20/\$30 \$16	2/26 Edmund B. Ault DNR	1/1 Hampden Twp. 1959	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
15	15	DEER VALLEY GOLF COURSE 101 Stoudt Road Hummelstown, PA 17036 www.deervalleygc.com	114 70	Bob and Sally Stern Bill Wall 717-583-4653	37,000 Public 72	Suggested \$18/\$25 \$9	1/40 Bill Wall and Bob Stern DNR	1/1 S. Hanover Twp. 2003	Golf club rental, practice green, pro shop, snack bar
16	16	LIBERTY FORGE GOLF COURSE 3804 Lisburn Road Mechanicsburg, PA 17055 www.libertyforge.net	91 59.4	T. Michael Haugh DNR 717-795-9880	15,067 Public 63	Suggested \$27/\$35 DNR	2/13 DNR DNR	1/1 Lower Allen Twp. 2002	Dress code, driving range, golf club rental, lessons, practice green, pro shop, restaurant, snack bar
17	18	WILLOW VALLEY GOLF COURSE 2416 Willow Street Pike Lancaster, PA 17602-4898 www.willowvalley.com	107 32	Mike Versuk Mike Versuk 717-464-4448	11,611 Public 33	Unnecessary \$15/\$15 \$9	1/4 Unknown \$215,000	1/1 W. Lampeter Twp. 1975	Golf club rental, lessons, practice green, pro shop, restaurant, snack bar

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisinger

Jewelers

Ranked by number of local employees

Rank	Prev. rank	Company Address Website	Local employees F-T/P-T	Top local executive Title Phone	Brands	Types of jewelry	Local/total locations Headquarters Year established locally	Services provided
1	1	MOUNTZ JEWELERS 3780 Trindle Road Camp Hill, PA 17011 www.mountzjewelers.com	46 36/10	Ronald M. Leitzel President and CEO 717-763-1199	Rolex, Hearts On Fire, Scott Kay, A Jaffe, Simon G, JB Star, Ritani, John Hardy, Roberto Coin, Marco Bicego, Pandora, Raymond Weil, Tag Heuer, Michele	Loose diamonds; gold and platinum engagement, wedding bands and anniversary rings; watches; charms; designer jewelry; pearls and gift selection	3/3 Camp Hill 1956	Appraisals; on-site watch and jewelry repair; engraving, custom designs, pearl stringing; in-house gemologists and goldsmiths; buy precious metals
2	NR	LAPORTE JEWELERS LLC 645 Harrisburg Ave. Lancaster, PA 17603 www.laportejewelers.com	15 13/2	Matthew Addy CEO 717-368-4324	Rings, earrings, necklaces and bracelets	Custom jewelry	2/3 Lancaster 2011	Custom-designed jewelry with gemstones from around the world
3	2	INTERNATIONAL DIAMOND CO. INC. DBA VANSKOY MAURER & BASH DIAMOND JEWELERS 830 Plaza Blvd. Lancaster, PA 17601-2738 www.VMBjewelers.com	13 12/1	Mark Maurer President 717-299-4283	David Yurman, Roberto Coin, John Hardy, Rolex watches, Simon G, Verragio, Trollbeads, John Henry, Citizen watches, Bulova watches	Fine jewelry, diamonds and Swiss watches, wedding rings, diamond anniversary rings, pearls, custom-made engagement rings	1/2 Manheim Twp. 1952	Fine jewelers; David Yurman dealer; Rolex watches, on-site appraisals, jewelry repair, gold and diamond buying and jewelry design
4	NR	KOSER JEWELERS 811 E. Main St. Mount Joy, PA 17552 www.koserjewelers.com	13 8/5	Randy Wolgemuth and Betsy Wolgemuth Owners 717-653-4941	Scott Kay, Kabana, Hildago, Citizen, Charles Krypell, Kwiat Elle, Honora	Diamond, gold, platinum, palladium, silver	1/1 Mount Joy 1952	Retail jeweler with on-site repair department, appraisals, watch repair, custom design and knowledgeable staff
5	6	HIGASHI PEARLS & FINE JEWELRY 900 Market St. Lemoyne, PA 17043 www.higashipearls.com	8 5/3	Susan Fotos Owner and president 717-303-0336	Gurhan, Georg Jensen, Kirk Kara, Mark Schneider, Judith Ripka, Konstantino, Alex Sepkus, Chamilia, Reactor Watch, Ball Watch	Fine jewelry, diamond engagement rings and fashion jewelry and accessories	1/1 Lemoyne 1999	Designer jewelry, engagement rings and diamonds, watches; optical dept includes sunglasses and prescription eyewear
6	4	REAM JEWELERS 58 N. Queen St. Lancaster, PA 17603 www.reamjewelers.com	7 4/3	Alan D. Friedland President 717-392-7305	Rolex, Tacori, Mikimoto, Martin Flyer, Chamilia, Marco Bicego, Judith Ripka, Monica Rich Kosann, Citizen, LLadro	Diamonds, gold and platinum engagement rings and wedding bands, watches, designer jewelry, pearls, bead charms and gift items	1/1 Lancaster 1935	Family-owned and operated jeweler specializing in watch and jewelry repairs, appraisals, custom styling and design exclusive with many fine designers
7	5	LEITZEL'S JEWELRY 607 E. Lincoln Ave. Myerstown, PA 17067 www.leitzelsjewelry.com	7 5/2	Ceylon R. Leitzel President and owner 717-866-4274	Pandora, Galatea, Lady Heart, Champagne & Caviar Diamond, Silver Boutique, Gems of Distinction, Benchmark, Camelot, Bulova Accutron, Seiko, Swiss Army	Diamonds, gemstones, pearls, palladium, platinum, gold, sterling silver, engagement rings, wedding bands, watches, children's jewelry, corporate gifts	1/1 Jackson Twp. 1949	Fine diamond jewelers; gemologist and diamond graders; on-site watch and jewelry repairs; design and engraving; appraisals; restringing
8	7	WHITE JEWELERS 204 St. Charles Way York, PA 17402-4645 www.whitejeweler.com	4 2/2	John White Owner 717-747-0012	Rolex, Michele watches, Roberto Coin	Most jewelry made in-house; diamonds, sapphires, rubies, emeralds; pendants, earrings, rings, watches	1/1 York Twp. 1970	Repairs, appraisals, remounting
9	9	VELESKA JEWELRY 2359 Lincoln Highway Lancaster, PA 17602 www.veleska.com	4 2/2	Kathryn Pearce Owner 717-396-1123 800-835-3331	Handmade by designer/owner Kathryn Pearce and other designers, and Trollbeads	Sterling, 14k-22k gold, platinum, pearls, diamonds, gemstones	1/1 E. Lampeter Twp. 2004	Full-service fine jewelry store, featuring handmade jewelry by owner/designer Kathryn Pearce; custom design, repairs and cash for gold
10	NR	PARKER JEWELERS 300 E. St. Carlisle, PA 17013 www.shopparkerjewelers.com	4 4/0	C. Thomas Parker Owner 717-249-3531	Jabel, Kaspar & Esh, Novell, Belair Swiss watches, Carla, Leslie's, Princesse Pearls, Quality Design, Victor, Promesa, Jorge Revilla, Rembrandt Charms	Diamonds and colored diamond jewelry, precious and semi-precious jewelry, pearls, gold jewelry, baby jewelry, sterling silver	1/1 Carlisle 1972	Jewelry repair, watch repair (specializing in antique pocket-watch repair), watch batteries and bands, engraving, remounting, restringing, bronzing

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked.

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Researched by Alaine Keising

Motorcycle dealers

Ranked by number of employees

Rank	Prev. rank	Company Address	Local employees F-T/P-T	Top local executive Title	Website Phone	Local/total locations Headquarters Year established	Services	Brands
1	1	P&P ENTERPRISES INC. DBA APPALACHIAN HARLEY-DAVIDSON 6695 Carlisle Pike Mechanicsburg, PA 17050-1707	41 34/7	Brian Perry President	www.appalachianhd.com 717-766-9366 800-369-7743	1/1 Silver Spring Twp. 2001	Customization, parts, service	New Harley-Davidson motorcycles, all brands used
2	2	BATTLEFIELD MOTORCYCLES INC. 21 Cavalry Field Road Gettysburg, PA 17325-8272	30 25/5	David M. Levan President	www.battlefieldharley-davidson.com 717-337-9005	1/1 Straban Twp. 1999	New, used, parts, service	Harley-Davidson
3	NR	LAUGERMAN HARLEY-DAVIDSON SALES INC. 100 Arsenal Road York, PA 17404-1842	30 20/10	Michael Laugerman Vice president	www.laugermanharleydavidson.com 717-854-3214	DNR/DNR DNR 1957	DNR	Harley-Davidson
4	3	THE COUNTRY GENTLEMEN INC. DBA VELOCITY CYCLES 6653 Carlisle Pike Mechanicsburg, PA 17050-1707	17 11/6	Christopher L. Cuomo President	www.velocitycycle.net 717-766-2523 877-303-2458	1/1 Silver Spring Twp. 1975	New, used, customization, parts, service	BMW, Honda
5	4	THE CYCLE DEN INC. 1115 Lancaster Ave Columbia, PA 17512-1841	5 3/2	J. Richard Noll President	www.thecycleden.com 717-684-9733	1/1 Columbia 1977	Used, customization, parts, service	Pre-owned Harley-Davidson, Honda and others
6	5	ADAMSON SUSQUEHANNA CYCLE INC. 890 W. Broadway Red Lion, PA 17356-1916	4 2/2	Bob Adamson President	www.adamsonsuscycle.com 717-417-2828	1/1 Red Lion 1996	Used, customization, parts, service	Custom Harley-Davidson and other
7	6	BRADFIELD MOTORS SCOOTERS INC. 406-C E. Main St. Mount Joy, PA 17552-9501	3 3/0	Robert Bradfield Owner	www.bradfieldmotors.com 717-653-0683	1/1 Mount Joy 1991	New, used, parts, service	CF Moto motorcycles; Adly, CF Moto, Excalibur, , Linhai Yamaha scooters
8	7	ATTITUDE ALLEY MOTORCYCLE CO. LLC 929 Litz Pike Litzitz, PA 17543-8641	2 2/0	Robert Sload President	www.attitudealley.com 717-626-7112	1/1 Warwick Twp. 2005	Used, customization, parts, service	Pre-owned and custom Harley-Davidson
9	8	BOB'S INDIAN SALES & SERVICE 580 Old York Road Etters, PA 17319-9543	2 2/0	Robert Markey Owner	www.bobsindian.com 717-938-2556	1/1 Fairview Twp. 1956	New, used, parts, service	Honda, vintage Indians and Royal Enfield

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of motorcycle dealers is limited to those with locations in or near Cumberland, Dauphin, Lancaster, Lebanon or York counties that had new vehicles registered between May 2011 and April 2012. Information came from the individual dealerships and other Business Journal research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 29, 2012; updated Jan. 3, 2013.

Researched by Alaine Keising

Shopping centers

Ranked by occupied square feet

Rank	Prev. rank	Shopping center Location Website	Occupied square footage Type of shopping center	Owner Mall manager Mall phone	Leasable footage % occupied/Acreage Year built/last renovation	Leasing agency Agent Phone	Anchor tenants
1	NR	PARK CITY CENTER 142 Park City Center, Lancaster, Lancaster Co. www.parkcitycenter.com	1.38 million Enclosed	General Growth Properties Inc. Rachel Gallagher 717-393-3852	1.44 million 96%/127 1971/2007	General Growth Properties Inc. Beth McFeeley 856-429-4997	Bon-Ton, Boscov's, Kohl's, Sears and JCPenney
2	1	HARRISBURG MALL 3501 Paxton St., Swatara Twp., Dauphin Co. www.shopharrisburgmall.com	700,000 Enclosed	St. John Properties Inc. Lisa Klutchev 717-564-0980	1 million 70%/61 1969/Ongoing	The Daniel Group Rene Daniel 410-435-4300	Bass Pro Shops, Great Escape Theater, Macy's
3	6	GATEWAY HANOVER Eisenhower Drive and Eichelberger Street, Conewago and Penn twps., Hanover, Adams and York Co. www.LMS-PMA.com	365,517 Strip	DNR	456,896 80%/DNR 2010/DNR	LMS Commercial Real Estate Dave Nicholson and Ryan Myers 717-569-9373	Target, Hobby Lobby, PetSmart
4	3	QUEENSGATE TOWNE CENTER 3081 Springwood Road, York Twp., York Co. www.bit.ly/NTEGJs	341,583 Mixed	Queensgate Partners LP Jim Christoffel 717-569-6439	352,147 97%/DNR 1962/2009	LMS Commercial Real Estate Joseph R Deerin and Dave Nicholson 717-569-9373	Weis Markets, The Bon-Ton, Frank Theatres
5	2	HIGH POINTE COMMONS Lindle Road, Swatara Twp., Dauphin Co. www.cblproperties.com	340,525 Strip	High Real Estate Group LLC and CBL & Associates Properties Inc. Lauri Altman DNR	354,714 96%/50 2006/DNR	CBL & Associates Properties Inc. Eric Seebach and Tom Reddy 423-490-8665	JCPenney, Target, Christmas Tree Shops
6	4	UNION SQUARE SHOPPING CENTER 3819-3887 Union Deposit Road, Lower Paxton and Susquehanna twps., Dauphin Co. www.bit.ly/MDmgdE	336,921 Strip	Union Square Shopping Center Associates Ellen Smoll 717-569-6439	350,959 96%/DNR 1989/DNR	LMS Commercial Real Estate Joseph R Deerin and Wilay Boensch 717-569-9373	Weis Markets, Gabriel Bros. and OfficeMax
7	5	YORK TOWN CENTER Mount Zion Road at U.S. 30, Springettsbury Twp., York Co. www.cblproperties.com	282,400 Strip	High Real Estate Group LLC and CBL & Associates Properties Inc. Lucinda Hartshorne 717-840-1322	294,167 96%/32 2007/DNR	CBL & Associates Properties Inc. Eric Seebach and Tom Reddy 423-490-8665	Dick's Sporting Goods, Best Buy, Bed Bath & Beyond, Ross Dress for Less, Staples, Ulta, Christmas Tree Shops
8	NR	MILL CREEK SQUARE 2350 Lincoln Highway E., E. Lampeter Twp., Lancaster Co. www.millcreeksquare.com	249,178 Strip	High Real Estate Group LLC Kim Long 717-209-4015	286,412 87%/35 2010/2011	High Associates Ltd. Jeffrey Kurtz 717-293-4554	Kohl's, Bed Bath & Beyond, Ross Dress for Less, Christmas Tree Shops, Shoe Carnival, Staples, Petco
9	10	HAWTHORNE CENTRE 2038 Fruittville Pike, Manheim Twp., Lancaster Co. www.LMS-PMA.com	232,720 Strip	Hawthorne Centre Associates LP DNR	237,469 98%/22 1992/2003	LMS Commercial Real Estate Dave Nicholson and Jeremiah Hamilton 717-569-9373	Giant Food, Walmart
10	NR	MARKETS AT SHREWSBURY 12025 Susquehanna Trail S., Shrewsbury Twp., York Co.	210,395 Strip	DNR	304,920 69%/22 2001/DNR	Rock Commercial Real Estate LLC 717-854-5357	DNR
11	NR	NEWBERRY COMMONS 10-320 Newberry Commons Drive, Newberry Twp., York Co.	189,268 Strip	DNR	245,803 77%/41 1987/2007	Rock Commercial Real Estate LLC Benjamin M. Chiaro 717-854-5357	Capital Area Christian Church, Rite Aid
12	11	GABRIEL BROS. PLAZA Route 124 and I-83, Springettsbury Twp., York Co. www.bit.ly/MFFAVI	168,560 Strip	Jim Christoffel 717-569-6439	177,432 95%/DNR 1988/2007	LMS Commercial Real Estate Dave Nicholson 717-569-9373	DNR
13	16	WINDSOR COMMONS 3175 Cape Horn Road, Windsor Twp., York Co. http://bit.ly/NPLnu6	152,394 Mixed	Windsor Commons Associates LP Jim Christoffel 717-569-6439	158,744 96%/DNR 2001/2006	LMS Commercial Real Estate Wilay Boensch and Dave Nicholson 717-569-9373	DNR
14	12	SOUTH HANOVER SHOPPING CENTER 793-851 Baltimore Pike, Penn Twp., York Co. www.bit.ly/NTyZX9	143,225 Mixed	South Hanover Partners LP Jim Christoffel 717-569-6439	147,655 97%/DNR 1972/2009	LMS Commercial Real Estate Dave Nicholson; Donna Deerin and Joseph R Deerin 717-569-9373	DNR
15	NR	PAXTON SQUARE Route 22 and Mountain Road, Lower Paxton Twp., Dauphin Co. www.LMS-PMA.com	126,890 Strip	Paxton Square Associates DNR	126,890 100%/16 1989/DNR	LMS Commercial Real Estate Joseph R Deerin 717-569-9373	CVS, Kams, Planet Fitness
16	14	MANHEIM SHOPPING CENTER 85-133 Doe Run Road, Penn Twp., Lancaster Co. www.bit.ly/LLptlG	125,296 Strip	Doe Run Partners LP Jim Christoffel 717-569-9373	129,171 97%/DNR 1975/2003	LMS Commercial Real Estate Wilay Boensch DNR	CVS Pharmacy and Weis Markets
17	15	PEEBLES PLAZA U.S. routes 30 and 15, Straban Twp., Adams Co. www.bit.ly/NPKMZ9	123,871 Strip	Ellen Smoll 717-569-6439	123,871 100%/DNR 1999/DNR	LMS Commercial Real Estate Dave Nicholson 717-569-9373	Staples and Peebles
18	13	MUHLENBERG SHOPPING PLAZA 3240 N. Fifth St., Muhlenberg Twp, Berks Co. www.LMS-PMA.com	114,550 Mixed	Hidrock Realty Inc. DNR	145,000 79%/DNR 1965/1993	LMS Commercial Real Estate Michael S. Boden SCSM 717-569-9373	Weis Markets, SuperPetz and Family Dollar
19	NR	THE SHOPPES AT SUSQUEHANNA MARKETPLACE 2525 Brindle Road, Susquehanna Twp., Dauphin Co. www.theshoppesatsusquehannamarketplace.com	110,418 Strip	Stanbery Harriaburg LP Karen Cahill DNR	110,418 100%/12 2004/DNR	Stanbery Harriaburg LP Ray Brunt 732-996-4189	Bath & Body Works, Banana Republic, William Sonoma
20	17	COLUMBIA SHOPPING CENTER Route 462 and 18th Street, W. Hempfield Twp., Lancaster Co. www.bit.ly/LLfQcQ	110,162 Strip	Plaza K Realty - Columbia LP Ellen Smoll 717-569-6439	123,777 89%/DNR 1979/1998	LMS Commercial Real Estate Joseph R Deerin and Wilay Boensch 717-569-9373	Ace Hardware, Columbia Chiropractic Center, Rite Aid Pharmacy, Weis Markets
21	NR	THE SHOPPE'S AT SHILLINGTON 600 E. Lancaster Ave., Shillington, Berks Co. www.bit.ly/NTRue1	102,816 Strip	Laree Gottschall DNR	102,816 100%/DNR DNR/DNR	Dave Nicholson 717-569-9373	DNR
22	19	MAIN STREET SHOPPING CENTER 800 E. Main St., Mount Joy, Lancaster Co. www.bit.ly/NTEKnA	97,241 Strip	Mount Joy Group LP Laree Gottschall 717-569-6439	99,225 98%/DNR 2006/2011	LMS Commercial Real Estate Wilay Boensch DNR	Giant Food, Susquehanna Bank, Dollar Tree
23	NR	GRANDVIEW PLAZA SHOPPING CENTER 1446 Baltimore St., Penn Twp., York Co.	91,600 Strip	DNR	100,000 92%/12 2007/NA	Rock Commercial Real Estate LLC 717-854-5357	Shurfine Markets, Rite Aid, Starbucks
24	NR	CLEARVIEW SHOPPING CENTER 1000 Carlisle St., Hanover, York Co. www.LMS-PMA.com	78,213 Strip	DNR	120,327 65%/DNR 1950/DNR	LMS Commercial Real Estate Ryan Myers and Travis Riley 717-569-9373	Kleffel's, Dollar General, Monro Muffler, Empire Beauty School
25	20	DAIRYLAND SQUARE SHOPPING CENTER DNR, York Twp., York Co.	73,852 Strip	DNR	144,807 51%/19 1970/DNR	Rock Commercial Real Estate LLC Larry O'Brien 717-854-5357	Jerry's Great Value, Beer & Soda Mart

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

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Researched by Alaine Keisinger



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Women of Influence

Listed by award and name

Name Title	Company Address	Website Phone	Products and services
MARY WEBBER WESTON Principal Lifetime Achievement Award	Webber Associates 1 Westwind Drive Lemoyne, PA 17043-1234	717-731-6057	Lobbying firm
LINDSAY STARLING BIXLER CPA Audit and accounting services manager Woman to Watch Award	ParenteBeard LLC 320 Market St., Suite 600 Harrisburg, PA 17101-2225	www.parentebeard.com 717-236-1100	Accounting firm
JENNIFER K. ENGLE Owner and principal Community Achievement Award	jke marketing & communications 1845 Brubaker Run Road Lancaster, PA 17603-2336	www.jkecommunications.com 717-295-1685	Marketing services and consulting
JOSEPHINE C. AMES CEO	Ames Sales and Services Ltd. 240 Hinkle Road Annville, PA 17003-8877	www.amesaleservicesltd.com 717-833-3000 888-925-8387	Total janitorial and maintenance services, carpet and window cleaning, general cleaning, construction cleanup and a variety of special services
JENNIFER L. BUEHLER Senior VP of investments	Wells Fargo Advisors LLC dba Buehler Wealth Management Group 3 Lemoyne Drive Lemoyne, PA 17043-1231	www.wellsfargoadvisors.com 717-761-7344 800-468-8685	Advisory and brokerage services, asset management, estate and retirement planning, portfolio analysis
LORI DANIELS Principal	Momentum Inc. 2120 Market St. Camp Hill, PA 17011	www.m-inc.com 717-214-8000	Management consulting, process improvement, project management and implementation support
DONNA DEERIN Partner	Property Management Alternatives Inc. dba LMS Commercial Real Estate 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130	www.lms-pma.com 717-569-9373 800-864-2633	Real estate company specializing in leasing, management, sales, development, acquisition and construction
ANN D. DENNISON PT, DPT, OCS, ATC Owner and physical therapist	Advanced Physical Therapy and Fitness 102 W. Allen St. Mechanicsburg, PA 17055-6203	www.advancedptinpa.com 717-790-9994	One-on-one outpatient physical therapy treatments, specializing in orthopedic care and sports and balance rehabilitation
NANCY DERING MOCK President	Nancy Dering Inc. 3 Creek Bank Drive Mechanicsburg, PA 17050-1814	www.nancydering.com 717-766-5747	Management consulting
CAROL FASTERICH ARANOS VP of marketing	AmeriChoice Federal Credit Union 2175 Bumble Bee Hollow Road Mechanicsburg, PA 17055-5563	www.americhoice.org 717-697-3474 800-240-4364	Checking, savings, IRA, money market, home banking, electronic bill payment, Christmas and vacation clubs
REBECCA HOWELL FOOTE Owner and VP	Foote Capital Mortgage Co. 3 E. Mulberry Ave. Carlisle, PA 17013-3057	www.footecapital.com 717-249-7500	Full-service mortgage brokerage
DEBORAH D. FOUST Transportation division manager	Navarro & Wright Consulting Engineers Inc. 151 Reno Ave. New Cumberland, PA 17070-2029	www.navarrowright.com 717-441-2216	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
KERRY E. FULTON PE Projects administrator	C.S. Davidson Inc. 38 N. Duke St. York, PA 17401-1210	www.csdavidson.com 717-846-4805	Civil and structural design services
SUSAN GRAHAM President	Susan Graham Consulting LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033	www.susangconsulting.com 717-533-4470	Information-technology recruiting, staffing and project management
NIKKI M. HOFFMAN CPA Shareholder and director of accounting and auditing	Stambaugh Ness PC 252 Frederick St. Hanover, PA 17331-3613	www.stambaugh-ness.com 717-637-7131 888-220-6033	Serving architects, engineers, contractors, manufacturing and distribution, medical practices, professional services, government and nonprofits
ROBERTA A. HOFFMAN Senior VP and HR director	Mid Penn Bank 349 Union St. Millersburg, PA 17061-1611	www.midpennbank.com 717-692-2133 866-642-7736	Personal and business checking and savings, residential and commercial loans and lines of credit, online banking, wealth management and insurance
BARBARA SWARTZ KAUFFMAN Founder and president	Kauffman Creative Services Inc. 250 Lyndel Drive Palmyra, PA 17078-8959	www.kauffmancreative.com 717-838-3668	Marketing and communications
JANEL M. LEYMEISTER Benefit consultant	Conrad M. Siegel Inc. dba Conrad Siegel Actuaries 501 Corporate Circle, P.O. Box 5900 Harrisburg, PA 17110-0900	www.conradsiegel.com 717-652-5633	Actuarial and other business services
L. RENEE LIEUX Partner	Bybel Rutledge LLP 1017 Mumma Road, Suite 302 Lemoyne, PA 17043-1145	www.bybelrutledge.com 717-731-1700	Boutique firm focusing on corporate, mergers and acquisitions, securities, executive compensation and banking law
CARLY A. KELLETT MONDSCHAN Director	Soccer Shots of Harrisburg and York 1621 Fulton St. Harrisburg, PA 17102-1630	www.soccershots.org/harrisburg 717-602-3615	Introductory soccer sessions for 3-to-8 year olds
CHRISTINE C. NERI Group VP and area manager	M&T Bank 13 Baltimore St. Hanover, PA 17331-3109	www.mtb.com 717-630-4507 800-724-2440	Financial institution
LYNDA O'BYRNE RANDALL Partner	New Level Advisors LLC 3601 Cimmeron Road York, PA 17402-4439	www.newleveladvisors.com 717-478-1738	Management and business consultants focused on strategic planning, operational excellence, leadership/team development and change management
DIANA L. ROBERTS President and CEO	Hershey Federal Credit Union 232 Hershey Road Hummelstown, PA 17036-9218	www.hersheyfcu.org 717-533-9174 800-832-4328	Loans, savings, credit cards, debit cards, online banking, bill payer, online statements, online loan applications, money orders, insurance products
PAMELA SCHLOSSER Managing partner	PricewaterhouseCoopers LLP 1 S. Market Square Harrisburg, PA 17101-2141	www.pwc.com 717-231-5900	Assurance, tax, human resource advisory, financial advisory services, health care consulting
GINA LOUISE SHAW VP of product development	York Wallcoverings Inc. 750 Linden Ave. York, PA 17404-3373	www.yorkwall.com 717-846-4456 800-375-9675	Paint and supplies merchant wholesaler, wallcovering manufacturer
TAMMY SHEARER Vice president and co-owner	Shearer Enterprises Inc. dba The Camera Box 2001 Market St. Camp Hill, PA 17011-4704	www.camerabox.com 717-761-2017	Full-service portrait, wedding and commercial photography studio
CLAUDIA MORENO WILLIAMS Partner	Rhoads & Sinon LLP 213 Market St., 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146	www.rhoads-sinon.com 717-233-5721	Banking, litigation, environ., labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, energy
DEBRA LYNNE YATES Owner and esthetician	Plastic Surgery Center Ltd. 205 Grandview Ave., Suite 401 Camp Hill, PA 17011-1708	www.yatesmd.com 717-763-7814	Head, neck, body, breast and reconstructive surgeries and alternative-instrumentation procedures

Women of Influence is a program of the Central Penn Business Journal. Information came from the recipients and other Journal Publications Inc. research. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. Business Journal surveys are available at www.CPBjsurveys.info. Published May 18, 2012; updated Jan. 11, 2013.

Researched by Journal Multimedia

Top 50 Fastest Growing Companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	% revenue growth 2009-2011	Top local executive Title	Phone Website	F-T/P-T employees Headquarters Year established	Products and services
1	13	AMERIGREEN ENERGY INC. 1862 Charter Lane, Suite 101 Lancaster, PA 17601	357.80%	Seth Obetz President	717-665-1402 888-423-8357 www.amerigreen.com	15/0 E. Lampeter Twp. 2005	Alternative fuels
2	6	CLARK ASSOCIATES INC. 2205 Old Philadelphia Pike Lancaster, PA 17602	105.65%	Fred E. Clark President	717-392-7550 800-942-0412 www.clarkinc.biz	430/95 E. Lampeter Twp. 1971	Wholesale and retail food-service equipment, including design, installation and service
3	NR	WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429	90.90%	Jeffrey B. Lyons President and CEO	717-665-6891 800-697-6891 www.worleyobetz.com	112/19 Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
4	NR	RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	104.50%	Mark P. Lauriello PE President	717-394-3721 800-738-8395 www.rettew.com	431/2 Manor Twp. 1969	Civil, transportation, environmental and structural engineering; planning; surveying; and environmental consulting
5	NR	TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 1411 Stoneridge Drive, P.O. Box 280 Middletown, PA 17057	106.79%	Michele M. Doner President	717-944-8440 888-312-3524 www.flaggerforce.com	694/129 Swatara Twp. 2002	Provides temporary traffic control solutions to utilities, utility and road construction companies and engineers and surveyors
6	NR	TRAVEL TIME TRAVEL AGENCY INC. DBA TRAVEL TIME/BAILEY TRAVEL 1044 New Holland Ave. Lancaster, PA 17601-5606	131.19%	Shaun N. Balani President	717-299-6600 800-343-9594 www.trvltime.com	22/4 Manheim Twp. 1977	Travel policy formulation, online travel reservation system, tickets, hotel and car rental reservations, luxury car transportation, tours, cruises
7	NR	PRIMITIVES BY KATHY INC. 1817 William Penn Way Lancaster, PA 17601-5820	144.80%	Kathy Phillips CEO	717-394-4220 866-295-2849 www.primitivesbykathy.com	51/24 E. Lampeter Twp. 1997	Designs and distributes primitive and country-style home decor, tabletop and gift items
8	35	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	77.86%	James D. Schaedler CEO	717-233-1621 800-998-1621 www.sydlist.com	232/15 Swatara Twp. 1924	Electrical supply distributor
9	7	SMILEBUILDERZ LLC 1685 Crown Ave. Lancaster, PA 17601	158.91%	Anthony Skiadas DMD Owner and CEO	717-481-7645 www.smilebuilderz.com	173/0 Manheim Twp. 2005	General and specialty dental practice
10	NR	SHIPLEY GROUP DBA SHIPLEY ENERGY 415 Norway St. York, PA 17403	56.68%	William Shipley III CEO	717-848-4100 800-839-1849 www.shipleyenergy.com	334/184 York 1929	Provides natural gas, heating oil, propane, and heating and cooling equipment, as well as convenience stores and spring water
11	NR	HERSHA HOSPITALITY TRUST 44 Hersha Drive Harrisburg, PA 17102-2234	53.58%	Hasu P. Shah Chairman	717-236-4400 www.hersha.com	36/0 Harrisburg 1998	Self-advised real estate investment trust that invests in limited- and full-service hotels
12	NR	PARAMOUNT CONTRACTING INC. 219 Witmer Road Lancaster, PA 17602-1167	102.84%	Jeffrey Mylin President	717-393-9900 www.paramountcontracting.biz	87/8 E. Lampeter Twp. 2005	Commercial wall and ceiling contractor
13	NR	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	51.86%	Noble C. Quandel Chairman and CEO	717-657-0909 www.quandel.com	361/11 Harrisburg 1882	Construction management, general construction, energy and sustainable construction
14	23	CENTRIC BANK 4320 Linglestown Road Harrisburg, PA 17112	146.06%	Patricia A. Husic President and CEO	717-657-7727 888-274-9973 www.centricbank.com	44/3 Lower Paxton Twp. 2007	Financial services
15	27	RUTTER'S FARM STORES 2295 Susquehanna Trail N., Suite C York, PA 17404	49.47%	Scott E. Hartman President and CEO	717-848-9827 www.rutters.com	1,382/0 Manchester Twp. 1967	Convenience-store operations
16	28	CJ PONY PARTS INC. 7461 Allentown Blvd. Harrisburg, PA 17112	54.70%	Jay Zeigler CEO	717-657-9252 800-888-6473 www.cjponyparts.com	65/15 W. Hanover Twp. 1985	Automotive parts distributor
17	12	THOSE REMODELING GUYS LLC 3679 Concord Road York, PA 17402	142.77%	Mark Curry President and CEO	717-718-4163 www.thosere remodelingguys.com	25/30 Springettsbury Twp. 2007	Home improvements and remodeling
18	NR	NRB (USA) INC. 440 Wenger Drive Ephrata, PA 17522	68.06%	Donald F. Engle General manager	717-733-1794 877-455-2160 www.nrb-inc.com	30/0 Ephrata 2003	Permanent off-site construction for building projects completed in up to 50 percent less time than site-built projects
19	9	OLLIE'S BARGAIN OUTLET INC. 6295 Allentown Blvd., Suite 1 Harrisburg, PA 17112-2606	35.19%	Mark L. Butler President and CEO	717-657-2300 www.olliesbargainoutlet.com	300/1,000 Lower Paxton Twp. 1982	Retail chain of closeout stores
20	NR	FIRST CAPITAL FIBERS INC. 500 N. State St., P.O. Box 867 York, PA 17403	96.33%	Joseph M. Stover Owner and president	717-812-9601 www.firstcapitalfibers.com	16/0 Spring Garden Twp. 1998	Locally owned recycling processor; customized recycling and shredding for industrial accounts
21	NR	LONG NYQUIST & ASSOCIATES LLC 121 State St. Harrisburg, PA 17101	163.24%	Michael S. Long CEO	717-234-5424 www.longnyquist.com	9/0 Harrisburg 2009	Government and public relations
22	NR	MARINE TECH WIRE AND CABLE INC. 631 S. Richland Ave., P.O. Box 7309 York, PA 17404	94.13%	Mark Lindsay President	717-854-1992 www.marinetechwire.com	24/5 Spring Garden Twp. 2000	Wholesale manufacturer of electrical wire and cable, specializing in commercial and navy shipboard cable
23	29	APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531	42.27%	Scott M. Weaver President and CEO	717-274-5999 www.aprsupply.com	190/20 Lebanon 1922	Wholesale distributor of air-conditioning, plumbing and heating products and supplies
24	24	BLACK CONSULTING SERVICES INC. 5115 E. Trindle Road Mechanicsburg, PA 17050-3744	184.83%	Ruthann Black President	717-620-3042 www.blackcsi.com	20/0 Hampden Twp. 2002	Access control, CCTV, surveillance, integrated security systems, IP video, wireless access control
25	NR	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	54.59%	William S. Tafuto PE President	717-533-8600 www.armgroup.net	133/17 Derry Twp. 1998	Providing engineering and permitting; construction quality assurance and surveying; environmental services; geophysics; geotechnical/civil engineering; health and safety

DBA-doing business as NA-not applicable NR-not ranked Companies were required to provide three years of financial information, demonstrating a minimum of \$500,000 in revenue in each year, as well as an increase in revenue between 2009 and 2011. Final rankings were based on revenue growth and percentage of growth from year one to year three. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. Business Journal surveys are available at www.CPBjsurveys.info. **Published Sept. 12, 2012; updated Jan. 11, 2013.**

Researched by Journal Multimedia

Top 50 Fastest Growing Companies

Ranked by revenue growth

Rank	Prev. rank	Company Address	% revenue growth 2009-2011	Top local executive Title	Phone Website	F-T/P-T employees Headquarters Year established	Products and services
26	47	KOURT SECURITY PARTNERS LLC DBA SELECT SECURITY P.O. Box 1707 Lancaster, PA 17608	76.68%	Patrick M. Egan Founder and president	717-481-7400 877-877-0345 www.SelectSecurity.com	58/4 Lancaster 2003	Security & fire alarms, fire sprinklers, video and access systems; 24/7 monitoring provided from our in-house, UL-listed 5-Diamond central station
27	NR	MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-4899	33.85%	Robert L. Marquette President and CEO	717-697-1161 800-283-2328 www.members1st.org	601/111 Lower Allen Twp. 1950	Full-service financial institution
28	3	BASIC OVERNIGHT QUARTERS LLC 1007 Mumma Road, Suite 100 Wormleysburg, PA 17043	71.31%	William F. Foos President and CEO	NA 800-267-1159 www.boqinc.com	14/1 Wormleysburg 2007	Corporate housing
29	NR	LANDMARK COMMERCIAL REALTY INC. 20 Erford Road, Suite 215 Lemoyne, PA 17043	110.19%	David J. Remmel PE, SIOR President	717-731-1990 www.landmarkcr.com	17/0 East Pennsboro Twp. 1988	Commercial real estate sales and leasing
30	16	INTEGRITY BANK 3345 Market St. Camp Hill, PA 17011-4424	46.87%	James T. Gibson President and CEO	717-920-4900 877-442-8348 www.integritybankonline.com	100/0 Camp Hill 2003	Commercial bank
31	10	CLIENT SOLUTION ARCHITECTS LLC 52 Gettysburg Pike Mechanicsburg, PA 17055-5603	49.88%	Neftali Arroyo CEO	717-795-9104 www.csaassociates.com	116/6 Upper Allen Twp. 2003	Engineering services
32	38	WEBPAGEFX INC. 453 Lincoln St., Suite 101 Carlisle, PA 17013-1867	174.97%	William S. Craig Jr. President	717-609-0360 888-449-3239 www.webpagefx.com	38/6 Carlisle 2002	Internet marketing company, including Web design, search-engine optimization, pay-per-click management and social media
33	NR	MILLENNIUM CIRCUITS LTD. 4550A Chambers Hill Road Harrisburg, PA 17111	242.45%	Daniel Thau President	717-558-5975 www.mclpcb.com	1/5 Swatara Twp. 2005	Supplier of bare printed circuit boards
34	NR	AUNTIE ANNE'S INC. 48-50 W. Chestnut St., Suite 200 Lancaster, PA 17603	29.84%	William P. Dunn Jr. President and COO	717-435-1435 www.auntieannes.com	188/152 Lancaster 1988	Franchises hand-rolled soft-pretzel stores and manufactures Auntie Anne's fundraising and retail products
35	22	ADVANCED COOLING TECHNOLOGIES INC. 1046 New Holland Ave. Lancaster, PA 17601-5688	66.17%	Jon Zuo President	717-295-6061 www.1-act.com	69/0 Manheim Twp. 2003	Performs complex design, analysis, manufacturing and testing work
36	NR	WASTE RECOVERY SOLUTIONS INC. 343 King St. Myerstown, PA 17067	74.13%	Bernard C. Reiley President	717-866-9955 877-866-9955 www.wrsinc.com	19/0 Myerstown 1999	Industrial by-product disposal and recycling services
37	NR	JFC GLOBAL 1520 Market St. Camp Hill, PA 17011	66.66%	Linda A. Carchidi President	717-761-8095 888-532-5627 www.jfcglobal.com	21/300 Camp Hill 1992	Specialized recruiting in accounting, finance, engineering and information technology; contract and direct hire
38	NR	ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110	27.03%	Richard J. Seitz President	717-234-7041 www.alexanderbuilding.com	49/10 Harrisburg 1928	Construction management, general construction and design/build services
39	NR	SELECT SERVICES INC. 1000 N. Prince St. Lancaster, PA 17603-2736	44.21%	Quentin Miller Partner	717-569-0608 www.selectbuildingservices.com	81/18 Manheim Twp. 2002	Real estate, title, mortgage and property-management, building and insurance services
40	NR	HOFFMAN FORD SALES INC. DBA HOFFMAN FORDLAND 5200 Jonestown Road Harrisburg, PA 17112	26.87%	Earl B. Hoffman Jr. President	717-657-1600 800-995-3673 www.hoffmanford.com	94/5 Lower Paxton Twp. 1953	Ford dealership
41	NR	GREINER INDUSTRIES INC. 1650 Steel Way Mount Joy, PA 17552-9515	27.33%	Franklin Greiner Jr. President	717-653-8111 800-782-2110 www.greinerindustries.com	241/6 Mount Joy Twp. 1976	Steel fabrication, CNC machining, rolling and forming, blasting and coatings, mechanical and electrical contracting, crane service
42	15	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887	28.49%	Larry J. Miller Vice chairman, president and CEO	717-846-1970 888-846-1970 www.peoplesbanknet.com	192/24 York Twp. 1864	Full-service financial institution offering consumer and business banking and wealth-management services
43	NR	AQUAPHOENIX SCIENTIFIC INC. 9 Barnhart Drive, P.O. Box 1042 Hanover, PA 17331-0042	40.52%	Franklin Lecrone III President	717-632-1291 866-632-1291 www.aquaphoenixsci.com	75/58 Penn Twp. 2003	Manufactures and distributes industrial water test kits, reagents and laboratory supplies
44	NR	MGS INC. 178 Muddy Creek Church Road Denver, PA 17517-9328	36.24%	Andrew S. Gehman President and CEO	717-336-7528 800-952-4228 www.mgsincorporated.com	165/0 E. Cocalico Twp. 1962	Manufactures specialty-equipment trailers for the power generation, public utility and retail markets
45	NR	NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029	51.03%	Paul J. Navarro PE President	717-441-2216 www.navarrowright.com	75/19 New Cumberland 1996	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
46	NR	PREMIER CONSTRUCTION GROUP INC. 39 S. York Road, Suite A Dillsburg, PA 17019-9535	42.20%	Jeffrey Mealey President	717-791-1018 www.premierconstructiongroupinc.com	68/0 Monaghan Twp. 1999	General contracting, design/build, construction management
47	NR	VIGOR CONSULTING GROUP LLC DBA CENTRAL STATE OVERHEAD DOOR SERVICE 5400 Paxton St. Harrisburg, PA 17111	78.08%	Dan Boarman President and CEO	717-232-1033 800-315-1680 www.csdoors.com	18/0 Swatara Twp. 1941	Sales, service and installation of residential and commercial overhead garage doors
48	20	FULTON FINANCIAL CORP. 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604-4887	7.63%	E. Philip Wenger Chairman, president and CEO	717-291-2411 800-385-8664 www.fult.com	3,142/662 Lancaster 1982	Multibank financial holding company
49	NR	VALLEY AG & TURF LLC 817 Tobias Road Halifax, PA 17032-9422	26.70%	George L. Kotkiewicz Owner	717-362-3132 www.valleyagturf.com	84/24 Halifax Twp. 2000	Agricultural equipment and consumer products
50	42	E&E IT CONSULTING SERVICES INC. 5026 Arthur Ave. Mechanicsburg, PA 17050	38.93%	Linda K. Etter and Tracy D. Etter Co-owners	717-975-1664 www.ene-it-consulting.com	83/1 Hampden Twp. 2002	Applications design/development; Internet and intranet development; database admin and design; infrastructure admin and configuration

DBA-doing business as NA-not applicable NR-not ranked Companies were required to provide three years of financial information, demonstrating a minimum of \$500,000 in revenue in each year, as well as an increase in revenue between 2009 and 2011. Final rankings were based on revenue growth and percentage of growth from year one to year three. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. Business Journal surveys are available at www.CPBJSurveys.info. **Published Sept. 12, 2012; updated Jan. 11, 2013.**

Researched by Journal Multimedia

CFO of the Year

Listed by category and award

Name Title	Award Category	Company Address	Phone Website	Products and services
CHARLES "ED" GOOD President	Lifetime Achievement Award	S-L Distribution Co. Inc. 1250 York St., P.O. Box 6917 Hanover, PA 17331-0917	717-632-4477 www.snyderslance.com	Distribution subsidiary of North Carolina-based Snyder's-Lance Inc.
JOHN P. JACUNSKI Senior VP and CFO	Winner Public Company	P.H. Glatfelter Co. dba Glatfelter 96 S. George St., Suite 500 York, PA 17401-1434	717-225-4711 www.glatfelter.com	Specialty paper and engineered products
MICHAEL B. JOHNSON MBA CFO	Finalist Public Company	Lancaster Regional Medical Center 250 College Ave. Lancaster, PA 17603-3363	717-291-8211 www.lancasterregional.com	For-profit subsidiary of Florida-based Health Management Associates Inc.
LAUREL L. LEITZEL Executive VP and CFO	Finalist Public Company	Integrity Bank 3345 Market St. Camp Hill, PA 17011-4424	717-920-4900 877-442-8348 www.integritybankonline.com	Commercial bank
KEVIN M. SHOOK Executive VP, treasurer and CFO	Finalist Public Company	Eastern Insurance Holdings Inc. 25 Race Ave. Lancaster, PA 17603-3179	717-396-7095 855-533-3444 www.eihi.com	Specialty underwriter of niche products for commercials markets, focusing on workers' comp
MARK A. ZODY CPA Executive VP and CFO	Finalist Public Company	Metro Bancorp Inc. 3801 Paxton St., P.O. Box 4999 Harrisburg, PA 17111-0999	717-412-6601 888-937-0004 www.mymetrobank.com	Financial services retailer with commercial banking services including term loans, commercial mortgages, lines of credit and cash management
R. JAMES SAYLOR Treasurer and controller	Winner Large Private Company	Edwin L. Heim Co. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247	717-233-8711 800-692-7317 www.elheim.com	Electrical and mechanical contracting, service, motor sales and service, apparatus sales
BRIAN J. FINLEY CMA CFO	Finalist Large Private Company	Property Management Alternatives Inc. dba LMS Commercial Real Estate 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130	717-569-9373 800-864-2633 www.lms-pma.com	Real estate company specializing in leasing, management, sales, development, acquisition and construction
LYNN E. KNEPP Senior VP and CFO	Finalist Large Private Company	Gannett Fleming Inc. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	717-763-7211 800-233-1055 www.gannettfleming.com	Infrastructure planning and design; environmental compliance; information technology and GIS; construction management
WILLIAM C. LUDWIG CFO	Finalist Large Private Company	York Container Co. 138 Mount Zion Road, P.O. Box 3008 York, PA 17402-0008	717-757-7611 800-772-9675 www.yorkcontainer.com	Manufacturer of corrugated shipping boxes and point of purchase displays
JAMES H. MAURER JR. CFO	Finalist Large Private Company	Sechan Electronics Inc. 525 Furnace Hills Pike Lititz, PA 17543-8902	717-627-4141 www.sechan.com	Defense electronics design and manufacturing
ARLENE JOHNSON CALLAHAN MBA CFO and HR director	Winner Small/Medium Private Company	Navarro & Wright Consulting Engineers Inc. 151 Reno Ave. New Cumberland, PA 17070-2029	717-441-2216 www.navarrowright.com	Natural-gas services, water/wastewater, municipal, site/civil, transportation, highway/bridge design, geotechnical, environ. and cultural resources
MARCEL RUHLAND CEO	Finalist Small/Medium Private Company	Tex Visions LLC 453 Lincoln St. Carlisle, PA 17013-1814	717-249-3273 877-503-5247 www.texvisions.com	Manufacturer of custom-printed products and display hardware such as flags, banners, banner stands, Bowflag flags, tradeshow displays and flagpoles
DANIEL P. RYAN CPA, CRFA, DABFA CEO and CFO	Finalist Small/Medium Private Company	Information Network Associates Inc. 5235 N. Front St., P.O. Box 60515 Harrisburg, PA 17106-0515	717-599-5505 800-443-0824 www.ina-inc.com	Provides investigative and security services
VAUGHN G. SILAR JR. PE President	Finalist Small/Medium Private Company	Paragon Engineering Services Inc. 2201 S. Queen St. York, PA 17402-4630	717-854-7374 www.peservices.org	Mechanical, electrical and plumbing engineering services
BRUCE A. YERGER Vice president and CFO	Finalist Small/Medium Private Company	Herbert Rowland & Grubic Inc. 369 East Park Drive Harrisburg, PA 17111-2730	717-564-1121 www.hrg-inc.com	Land development; transportation; water resources; water and energy, environmental; mechanical, electrical, plumbing; surveying; GIS, natural gas

CFO of the Year is a program of the Central Penn Business Journal. Qualifying individuals were nominated and must be employed as the top executive responsible for a company's finances for at least two years and work in Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York county. Information came from the recipients and other Journal Multimedia research. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@journalpub.com. **Published June 8, 2012; updated Jan. 11, 2013.**

Researched by Journal Multimedia

CFO of the Year

Listed by category and award

Name Title	Award Category	Company Address	Phone Website	Products and services
JODIE REINHART Vice president and CFO	Winner Large Nonprofit Organization	Susquehanna Association for the Blind and Vision Impaired 244 N. Queen St. Lancaster, PA 17603-3512	717-291-5951 800-606-1349 www.sabvi.com	Health and disability services including prevention, rehabilitation and more
DEBORAH L. BRADY CPA VP of finance and support services	Finalist Large Nonprofit Organization	United Way of the Capital Region 2235 Millennium Way Enola, PA 17025-1497	717-732-0700 www.uwcr.org	Fundraising, fund distribution, community building, volunteer center
HEATHER PACHKOSKI VP of finance	Finalist Large Nonprofit Organization	PA Coalition Against Rape 125 N. Enola Drive Enola, PA 17025-2500	717-728-9740 877-585-1091 www.pcar.org	Works to eliminate all forms of sexual violence and to advocate for the rights and needs of victims of sexual assault
WILLIAM H. PUGH Senior VP, CFO and treasurer	Finalist Large Nonprofit Organization	Pinnacle Health System 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17104-8700	717-231-8900 www.pinnaclehealth.org	Multi-hospital health system with inpatient and outpatient services throughout Central Pennsylvania
TIMOTHY L. KOLLER VP of finance	Winner Small/Medium Nonprofit Organization	Children's Home of York 77 Shoe House Road York, PA 17406-8025	717-755-1033 www.choyork.org	Social services for children and families
VICKI MILLER Chief fiscal officer	Finalist Small/Medium Nonprofit Organization	Typical Life Corp. 707 Loucks Road York, PA 17404-1730	717-718-1215 www.typical-life.org	Provides support to individuals diagnosed with intellectual disabilities via group homes, semi-independent apartments, in-home support and adult training
JOHN W. PACKER CPA CFO	Finalist Small/Medium Nonprofit Organization	Team Pennsylvania Foundation 100 Pine St., Ninth Floor Harrisburg, PA 17101-1223	717-233-1375 www.teampa.com	Nonprofit public-private partnership working for the betterment of Pennsylvania
SANDRA E. PECK Director of finance and HR	Finalist Small/Medium Nonprofit Organization	Dauphin County Library System 101 Walnut St. Harrisburg, PA 17101-1610	717-234-4961 www.dcls.org	Public library system
REXANN RICHARDSON Director of fiscal operations	Finalist Small/Medium Nonprofit Organization	Planned Parenthood of Central PA Inc. 728 S. Beaver St., P.O. Box 1469 York, PA 17405-1469	717-845-9683 www.pccpa.org	Provides comprehensive reproductive medical and educational services and advocates for privacy and rights of individuals
SUSAN ANN KREIDLER CFO	Winner Turnaround Specialist Award	Girl Scouts in the Heart of Pennsylvania 350 Hale Ave., P.O. Box 2837 Harrisburg, PA 17105-2837	717-233-1656 800-692-7816 www.gshpa.org	Leadership and learning activities for girls ages 5 to 17 in 30 Pennsylvania counties
F. JOSEPH BYORICK III CFO	Winner Community Service Award	Lancaster General Health 555 N. Duke St., P.O. Box 3555 Lancaster, PA 19604-3555	717-544-5511 www.LancasterGeneralHealth.org	Lancaster General and Women & Babies hospitals; outpatient, urgent and medical retail centers and physician practices
CHRIS FRAMPTON CFP Financial planner and partner	Finalist Community Service Award	Frampton Kimmel Group LLP 2415 N. Front St. Harrisburg, PA 17110-1152	717-236-0480 www.framptonkimmelgroup.com	Financial services
KERWIN STETLER CFO	Finalist Community Service Award	Pyramid Construction Services Inc. 840 N. Front St. Wormleysburg, PA 17043-1024	717-732-8210 www.pyramidconstr.com	General contracting and construction management

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Researched by Journal Multimedia

Best Places to Work in PA — Small/Medium Companies

Ranked by quality of workplace

Rank	Prev. rank	Company Address	Top local executive Title	Website Phone	Company contact Phone Fax E-mail	F-T/P-T Pa. U.S. employees Headquarters Year established	Products/Services
1	1	NXTBOOK MEDIA LLC 480 New Holland Ave., Suite 9000 Lancaster, PA 17602-2292	Michael Biggerstaff CEO	www.nxtbookmedia.com 717-735-9740 866-268-1219	Alicia Bradley 717-735-9766 717-735-9742 abradley@nxtbookmedia.com	48/3 48/3 Lancaster 2003	Digital publishing
2	NR	NORTHWESTERN MUTUAL LIFE INSURANCE CO. DBA NORTHWESTERN MUTUAL 48 E. Market St., Suite 3 York, PA 17401-1613	Timothy Mulroy ChFC Managing director	www.northwesternmutual.com 717-843-5511	Christian M. Wagman Jr. 717-887-6297 NA christian.wagman@nmfn.com	26/1 26/1 Milwaukee 1857	Financial services and insurance
3	4	PENTEC HEALTH INC. 4 Creek Parkway, Suite A Boothwyn, PA 19061-3132	Joseph Cosgrove President and CEO	www.pentechhealth.com 610-494-8700 800-223-4376	Nora Brennan 484-480-2226 484-480-2119 nbrennan@pentechhealth.com	145/4 235/8 Upper Chichester Twp., Delaware Co. 1983	Provides specialty infusion services nationwide for patients who require access to complex pharmaceutical products and services outside of a hospital setting
4	2	ALL4 INC. 2393 Kimberton Road, P.O. Box 299 Kimberton, PA 19442-0299	William Straub President	www.all4inc.com 610-933-5246	Anne Vitale 610-413-4266 610-933-5127 avitale@all4inc.com	25/5 30/5 Kimberton, Chester Co. 2002	Environmental consultant specializing in air-quality services
5	9	ADVANCED FACILITY MANAGEMENT SERVICES INC. DBA AFMS INC. 60 S. Washington St. Greencastle, PA 17225-1352	Robert C. Smith President	www.afmsinc.com 717-593-4600	Robert C. Smith 717-593-9905 717-593-9907 robert.smith@afmsinc.com	25/5 52/5 Greencastle 2001	Technical, administrative and managerial support
6	7	WILLIAM A. GRAHAM CO. DBA THE GRAHAM CO. 1 Penn Square West Philadelphia, PA 19102-4826	William A. Graham IV CEO	www.grahamco.com 215-567-6300 888-472-4262	Karen Boyle 215-701-5327 215-525-0217 kboyle@grahamco.com	138/5 144/5 Philadelphia 1950	Insurance brokers and consultants
7	10	WESSEL & CO. 215 Main St. Johnstown, PA 15901-1553	Robert J. Eyer CPA Managing shareholder	www.wesselcpa.com 814-536-7864	Angela L. Novak 814-536-7864 814-535-5950 anovak@wesselcpa.com	44/0 44/0 Johnstown 1958	Certified public accounting
8	11	HOROVITZ, RUDROY & ROTEMAN LLC 436 Seventh Ave., Suite 600 Pittsburgh, PA 15219-1832	Paul K. Rudoy CPA, PFS Managing partner	www.hrrcpa.com 412-391-2920	Alice Sande Spataro 412-391-2920, ext. 161 412-391-4703 asande@hrrcpa.com	39/0 39/0 Pittsburgh 1956	Certified public accounting
9	15	QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	Marie Lutkus 570-544-4400, ext. 110 570-544-2050 mlutkus@quandel.com	105/0 210/8 Harrisburg 1882	Construction management, general construction, energy and sustainable construction
10	13	DVL INC. 115 Sinclair Road Bristol, PA 19007-1522	Michael P. Murphy Chairman	www.dvlnet.com 215-785-5950	Patricia Martin 215-826-1163 215-785-6807 pmartin@dvlnet.com	74/1 74/1 Bristol Twp., Bucks Co. 1985	Sales and service of mission critical HVAC and power sources
11	NR	ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797	William S. Tafuto PE President	www.armgroup.net 717-533-8600	William S. Tafuto PE 717-533-8600 717-533-8605 wtafuto@armgroup.net	79/5 87/6 Derry Twp. 1998	Providing engineering and permitting; construction quality assurance and surveying; environmental services; geophysics; geotechnical/civil engineering; health and safety
12	37	JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504	S. Lucas Kempinski President	www.JPLcreative.com 717-558-8048 800-421-7697	Melissa Washington 717-901-4179 717-558-8349 mwashington@jplcreative.com	86/5 86/5 Swatara Twp. 1989	Integrated agency specializing in digital, B2B marketing, advertising, media production and internal communications
13	40	UTILITIES EMPLOYEES CREDIT UNION 11 Meridian Blvd. (Wyomissing), P.O. Box 14864 Reading, PA 19612-4864	Glen Yeager President and CEO	www.uecu.org 610-927-4047 800-288-6423	Wendy Beitinger 610-927-4011 610-927-4085 wbeitinger@uecu.org	81/6 87/6 Wyomissing 1934	Financial services
14	60	AD-BASE GROUP INC. DBA ABG CAPITAL 8 Penn Center West, Suite 101 Pittsburgh, PA 15276-0137	Jeff Tapolci CEO	www.abgcapital.com 412-440-2000 866-912-6335	Sharon Kolesar 412-440-2078 412-291-2766 sharonk@abgcapital.com	36/4 37/4 Pittsburgh 1992	Venture holding company
15	18	KINETIC PHYSICAL THERAPY LLC 163 Pottstown Pike Chester Springs, PA 19425-9518	Darren A. Rodia DPT Owner and president	www.kineticptpa.com 610-458-6464	Cyndi Hill DPT 610-458-6464 610-458-6465 cyndih@kineticptpa.com	21/12 21/12 Chester Springs, Chester Co. 2006	Physical therapy facilities
16	47	MCKONLY & ASBURY LLP 415 Fallowfield Road Camp Hill, PA 17011-4908	Terry L. Harris Managing partner	www.macpas.com 717-761-7910 800-569-5199	Katie Nix 717-972-5753 717-761-7944 knix@macpas.com	56/11 56/11 Hampden Twp. 1973	Audit, tax, accounting and management consulting; accounting outsourcing; business valuations; information-technology and benefit-plan audits
17	NR	BALA CONSULTING ENGINEERS INC. 443 S. Gulph Road King of Prussia, PA 19406-3152	Michael G. Anastasio PE President	www.bala.com 610-649-8000	Henry W. Hudson IV 610-649-8000 610-649-8475 info@bala.com	60/2 60/2 King of Prussia 1982	Multidiscipline engineering firm
18	NR	AMERICAN BANK 4029 W. Tilghman St. Allentown, PA 18104-4454	Mark W. Jajndl President and CEO	www.ambk.com 610-366-1800 888-366-6622	Mark W. Jajndl 610-366-1800 610-366-1900 mjajndl@ambk.com	43/9 43/9 Allentown 1997	Banking
19	8	DIRECT IMAGE AND DESIGN LLC DBA DID 424 S. Bethlehem Pike Fort Washington, PA 19034-2300	Rick Sannem and Peter Kenney Partners	www.directid.net 215-619-8650	Patty Henhoeffter 215-619-8650 215-283-6005 contact@directid.net	34/3 34/3 Fort Washington, Montgomery Co. 2004	Health care communications
20	20	1ST SUMMIT BANK 125 Donald Lane Johnstown, PA 15904-2829	Elmer C. Laslo President and CEO	www.1stsummit.com 814-262-4000 888-262-4010	Pamela Carroll 814-262-4148 814-269-4612 pcarroll@1stsummit.com	154/5 154/5 Richland Twp., Cambria Co. 1924	Community bank with trust and investment services
21	15	VITAE PHARMACEUTICALS INC. 502 W. Office Center Drive Fort Washington, PA 19034-3215	Jeffrey Hatfield CEO	www.vitae-pharma.com 215-461-2000	Susan Little 215-461-2038 215-461-2016 slittle@vitaerx.com	54/0 54/0 Fort Washington, Montgomery Co. 2002	Clinical-stage biopharmaceutical company
22	NR	SIERRA W/O WIRES INC. 2 Robinson Plaza, Suite 300 Pittsburgh, PA 15205-1017	Bruce Freshwater CEO	www.sierraexperts.com 412-722-1700	Bruce Freshwater 412-722-1701 412-774-2469 pr@sierraexperts.com	25/0 25/0 Pittsburgh 2006	Remotely monitors, maintains and fixes computer systems
23	NR	HAMILTON LANE ADVISORS INC. 1 Presidential Blvd., Fourth Floor Bala Cynwyd, PA 19004-1017	Mario Giannini CEO	www.hamiltonlane.com 610-934-2222	Alice Lindenaer 610-617-6032 610-617-9853 alindenaer@hamiltonlane.com	124/0 138/1 Bala Cynwyd 1991	Private equity management
24	5	BOYER & RITTER CPAS AND CONSULTANTS 211 House Ave., P.O. Box 8300 Camp Hill, PA 17001-8300	Robert J. Murphy CPA, CVA Managing partner	www.cpabr.com 717-761-7210 800-842-1120	Jennifer DeGaetano 717-761-7210 717-761-7134 jdegatano@cpabr.com	69/12 69/12 E. Pennsboro Twp 1926	Accounting, auditing, business and tax consulting, litigation support, business valuations, cost segregation studies, forensic investigations
25	NR	MONTATE INC. 951 E. Hector St. Conshohocken, PA 19428-2307	David Brussin CEO	www.monetate.com 484-323-6313 877-666-3828	Marifran Manzo Ritchie 215-987-4441 NA mmanzoritchie@monetate.com	87/0 103/0 Conshohocken 2008	Software development, website and marketing management and services
26	27	CRABTREE, ROHRBAUGH & ASSOCIATES INC. 401 E. Winding Hill Road Mechanicsburg, PA 17055-4924	G. Douglas Rohrbaugh Chairman	www.cra-architects.com 717-458-0272 866-458-0272	Joanne Jesiolowski 717-458-0274 717-458-9468 jj@cra-architects.com	87/1 89/1 Upper Allen Twp. 1984	Full-service architecture, engineering, planning and interior design in higher education, K-12, health care, retail, government and corporate

DBA-doing business as NA-not available The Best Places to Work in PA program was managed by Best Companies Group, a division of Journal Multimedia. BCG evaluated the data collected from participating companies and determined rankings. Twenty-five percent of each company's score was based on an employer survey of company benefits, policies, practices and other information. Seventy-five percent of each score was based on confidential employee surveys that evaluated the employees' workplace experience, engagement and satisfaction. Small/medium companies are those with 25 to 249 U.S. employees. To access the Business Journal's online database, visit www.CPBNow.com/ListCentral. Business Journal surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. **Published Dec. 7, 2012; updated Jan. 11, 2013.**

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Best Places to Work in PA — Small/Medium Companies

Ranked by quality of workplace

Rank	Prev. rank	Company Address	Top local executive Title	Website Phone	Company contact Phone Fax E-mail	F-T/P-T Pa. U.S. employees Headquarters Year established	Products/Services
27	30	PENN STATE FEDERAL CREDIT UNION 123 Amberleigh Lane Bellefonte, PA 16823-8488	Constance Wheeler CEO	www.pennstatefederal.com 814-865-7728 800-828-4636	Donna Trapp 814-933-1666 814-863-6183 donnatrapp@pennstatefederal.com	48/1 48/1 Bellefonte, Centre Co. 1959	Financial services
28	28	IMPLEMENTATION MANAGEMENT ASSISTANCE INC. DBA IMA CONSULTING 3 Christy Drive, Suite 100 Chadds Ford, PA 19317-9663	Robert DeLuca Managing partner	www.ima-consulting.com 484-840-1984 866-840-0151	Nicole Biddle 484-840-1984 484-840-0124 nbiddle@ima-consulting.com	58/1 96/2 Chadds Ford, Delaware Co. 1996	Consulting and interim management for health care provider organizations
29	NR	WEBPAGEFX INC. 453 Lincoln St., Suite 101 Carlisle, PA 17013-1867	William S. Craig Jr. President	www.webpagefx.com 717-609-0360 888-449-3239	William S. Craig Jr. 717-609-0362 877-611-5945 wcraig@webpagefx.com	30/2 30/2 Carlisle 2002	Internet marketing company, including Web design, search-engine optimization, pay-per-click management and social media
30	NR	THREE WIRE SYSTEMS LLC 313 W. High St., Suite 116 Ebensburg, PA 15931-1549	Troy Van Scoyoc COO	www.threewiresys.com 814-419-0020 800-521-6786	Troy Van Scoyoc 814-419-0020 814-419-8178 tvanscoyoc@threewiresys.com	52/0 62/8 Falls Church, Va. 2006	Customized information technology infrastructure and government contractor
31	NR	1847FINANCIAL LLC 161 Washington St., Suite 700 Conshohocken, PA 19428-2083	James J. Meehan MSM Managing partner	www.1847financial.com 610-771-0800	Marmie Brown 610-771-1024 610-771-1000 mbrown@1847financial.com	40/6 46/6 Conshohocken 2011	Financial services and insurance
32	NR	CARGAS SYSTEMS INC. 1310 Marshall Ave. Lancaster, PA 17601-4507	Chip Cargas CEO	www.cargas.com 717-560-9928 888-611-3138	Sandy Folts 717-945-1099 717-560-9149 sfolts@cargas.com	47/2 47/2 Manheim Twp. 1988	Business software and consulting firm
33	NR	BETHANY HOSPICE SERVICES OF WESTERN PENNSYLVANIA LLC 875 Greentree Road, Suite 100 Pittsburgh, PA 15220-3508	Diane Mead RN President and CEO	www.bethanyhospice.com 412-921-2209 877-781-2221	Diane Mead RN 412-921-2209 412-921-2552 dmead@bethanyhospice.com	34/0 34/0 Pittsburgh 2004	Hospice and health care provider
34	43	MXL INDUSTRIES INC. 1764 Rohrerstown Road Lancaster, PA 17601-2320	James A. Eberle CEO	www.mxl-industries.com 717-569-8711 800-233-0159	Jude Krady 717-569-8711 717-569-8716 jkrady@mxl-industries.com	49/4 49/4 E. Hempfield Twp. 1968	Optical-quality injection molding
35	NR	MINERS BANK 431 Dowdertown Road, P.O. Box L Minersville, PA 17954-0226	George H. Groves President and CEO	www.theminersbank.com 570-577-4787	Jennifer Reiner 570-429-4304 570-385-1049 jreiner@theminersbank.com	40/7 40/7 Minersville, Schuylkill Co. 1935	Banking
36	32	CONTINENTAL BANK 620 W. Germantown Pike, Suite 350 Plymouth Meeting, PA 19462-2219	H. Wayne Griest President and CEO	www.thecontinentalbank.com 610-684-4200 800-705-5500	H. Wayne Griest 610-684-4200 610-684-4300 wgriest@thecontinentalbank.com	118/7 118/7 Plymouth Meeting 2005	Banking
37	35	HYDROWORX INTERNATIONAL INC. 1420 Stoneridge Drive, Suite C Middletown, PA 17057-5989	Anson Flake CEO	www.hydroworx.com 717-902-1923 800-753-9633	Nicole Biesecker 717-902-1923 717-902-1933 nbiesecker@hydroworx.com	30/4 40/4 Lower Swatara Twp. 1997	Aquatic rehab and fitness pools
38	NR	PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887	Larry J. Miller Vice chairman, president and CEO	www.peoplesbanknet.com 717-846-1970 888-846-1970	Matthew Clemens 717-747-1507 717-747-0633 mclemens@peoplesbanknet.com	181/28 194/29 York Twp. 1864	Full-service financial institution offering consumer and business banking and wealth-management services
39	34	BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715	Kenneth B. Wolfe CPA President and principal	www.bssf.com 717-761-7171 800-294-7360	Susan Yohn 717-761-7171 717-737-6655 SusanYohn@bssf.com	77/9 77/9 E. Pennsboro Twp. 1990	Accounting, auditing, tax services, litigation support, business valuations, small-business accounting services, technology services
40	29	KU RESOURCES INC. 22 S. Linden St. Duquesne, PA 15110-1091	Mark Urbassik Principal	www.kuresources.com 412-469-9331	Kate Sinkus 412-469-9331 412-469-9336 ksinkus@kuresources.com	28/0 33/0 Duquesne, Allegheny Co. 1997	Environmental management and consulting services
41	31	CLIENT SOLUTION ARCHITECTS LLC 52 Gettysburg Pike Mechanicsburg, PA 17055-5603	Neftali Arroyo CEO	www.csaassociates.com 717-795-9104	Brenda Johnson 717-795-9104 717-795-9470 bjohnson@cssassociates.com	37/5 117/6 Upper Allen Twp. 2003	Engineering services
42	NA	RELIANCE BANK 1119 12th St. Altoona, PA 16601-3419	Timothy P. Sissler President and CEO	www.reliancebank.com 814-949-6263	Lisa Michelone 814-949-6260 814-949-6294 lmichelone@reliancebank.com	84/10 84/10 Altoona 1940	Banking
43	26	CIOCCA ENTERPRISES INC. DBA CIOCCA HONDA 8001 Allentown Blvd. Harrisburg, PA 17112-9796	Andrew Guelcher General manager	www.cioccahonda.com 717-901-4700 800-501-0925	Megan S. Barto 717-831-8487 717-920-6654 mbarto@cioccahonda.com	39/2 39/2 W. Hanover Twp. 1976	Automobile dealerships
44	54	OSS ORTHOPAEDIC HOSPITAL LLC 1861 Powder Mill Road York, PA 17402-4723	Todd M. Lord CEO	www.osshospital.com 717-718-2000	Maureen M. Putnam 717-747-8378 717-741-9603 mputnam@osshealth.com	103/20 103/20 York Twp. 2010	Orthopedic surgery hospital
45	NR	LACHER & ASSOCIATES INSURANCE AGENCY INC. 632 E. Broad St., P.O. Box 64398 Souderton, PA 18964-0398	Chad Lacher and Mark Lacher Partners	www.lacherinsurance.com 215-723-4378 888-723-5010	Maura Derstein 215-723-4378 215-723-8604 maurad@lacherinsurance.com	24/8 24/8 Souderton, Montgomery Co. 1958	Family-owned and operated insurance agency
46	NR	REYNOLDS CONSTRUCTION MANAGEMENT INC. 3300 N. Third St. Harrisburg, PA 17110-1407	David S. Angle CEO	www.reynolds-companies.com 717-238-5737	Deirda A. Foore 717-238-5737 717-233-2570 dfoore@reynoldsconstruction.com	96/0 99/0 Harrisburg 1994	Full-service construction, including management, general const., commissioning, fire/water damage restoration, consulting engineering, energy services
47	16	YORK TRADITIONS BANK 235 St. Charles Way, Suite 150 York, PA 17402-4636	Michael E. Kochenour Chairman, president and CEO	www.yorktraditionsbank.com 717-741-1770 877-741-1770	Maureen Shive 717-747-2630 717-718-0570 mshive@yorktraditionsbank.com	58/1 58/12 York Twp. 2002	Full-service state-chartered community bank
48	45	LABORATORY TESTING INC. 2331 Topaz Drive Hatfield, PA 19440-1936	Michael J. McVaugh President	www.labtesting.com 215-997-9080 800-219-9095	Timothy D. Snyder 215-716-7393 215-997-9414 tsnyder@labtesting.com	128/7 128/7 Hatfield, Montgomery Co. 1984	Materials testing and calibration laboratory
49	53	WAVERLY HEIGHTS LTD. DBA WAVERLY HEIGHTS RETIREMENT COMMUNITY 1400 Waverly Road Gladwyne, PA 19035-1254	Thomas P. Garvin President and CEO	www.waverlyheightsltd.org 610-645-8600	Kathleen M. Jungclaus 610-645-8610 610-645-8814 kathy.jungclaus@waverlyheightsltd.org	162/84 162/84 Gladwyne, Montgomery Co. 1986	Continuing care retirement community
50	NR	FAULKNER-CIOCCA FORD OF QUAKERTOWN INC. 321 S. West End Blvd. Quakertown, PA 18951-1403	Gregg R. Ciocca President	www.fcfordquakertown.com 215-536-8600 800-500-6696	Aaron Winiarz 215-892-1364 215-536-1474 awiniarz@fcdealerships.com	83/6 83/6 Quakertown 1993	Automobile dealership
51	NR	MID PENN BANK 349 Union St. Millersburg, PA 17061-1611	Rory G. Ritrievi President and CEO	www.midpennbank.com 717-692-2133 866-642-7736	Roberta A. Hoffman 717-692-7109 717-692-0137 roberta.hoffman@midpennbank.com	178/23 178/23 Millersburg 1868	Personal and business checking and savings, residential and commercial loans and lines of credit, online banking, wealth management and insurance
52	NR	ECUMENICAL RETIREMENT COMMUNITY 3525 Canby St. Harrisburg, PA 17109-4758	Judi Baker Executive director	www.ecumenicalretirement.org 717-561-9982	Brandi Levenduski 717-533-2474 717-520-4293 blevenduski@countrymeadows.com	101/19 101/19 Derry Twp. 1989	Independent living, personal care and memory-support care

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Researched by Journal Multimedia

Best Places to Work in PA — Small/Medium Companies

Ranked by quality of workplace

Rank	Prev. rank	Company Address	Top local executive Title	Website Phone	Company contact Phone Fax E-mail	F-T/P-T Pa. U.S. employees Headquarters Year established	Products/Services
53	NR	SYNAPSE INTERACTIVE LLC DBA SYNAPSE MARKETING SOLUTIONS 2950 Old Tree Drive Lancaster, PA 17603-4082	Robert Deraco Founder and CEO	www.synapserevents.com 717-735-8311 888-799-2770	Tracey Brubaker 717-517-5196 717-735-8270 tbrubaker@synapserevents.com	28/0 28/0 E. Hempfield Twp. 2007	Integrated marketing campaigns, website development/support, technology, e-marketing products, print materials, creative services
54	62	MUTUAL BENEFIT INSURANCE CO. 409 Penn St. Huntingdon, PA 16652-1601	Steven C. Sliver President and CEO	www.mutualbenefitgroup.com 814-643-3000 800-283-3531	Frances V. Vaughn 814-643-3000, ext. 2216 814-643-3416 fvaughn@mutualbenefitgroup.com	155/2 158/2 Huntingdon 1908	Insurance
55	63	RAYLON CORP. 345 Morgantown Road Reading, PA 19611-2058	Joshua Hafetz President	www.raylon.com 610-376-4871 800-422-8166	Brenda Stine 610-376-4871, ext. 1206 610-372-1810 brendas@raylon.com	141/19 141/19 Reading 1953	Beauty product distribution
56	NR	SHORTFUSE GASFIELD TRUCKING LLC 179 Walker Road, P.O. Box 390 Bigler, PA 16825-0390	Derek A. Walker Secretary and treasurer	www.shortfuse.biz 814-857-7377	Danielle J. Prebe 814-857-7377 814-857-7590 dprebe@shortfuse.com	32/1 32/1 Bigler, Clearfield Co. 2010	Provides water sourcing and vacuum truck services for drilling and production of unconventional natural-gas wells in the Marcellus and Utica shale formations
57	NR	MEETME INC. 100 Union Square Drive New Hope, PA 18938-1365	John Abbott Chairman and CEO	www.meetmecorp.com 215-862-1162	Amanda Elefante 215-862-1162, ext. 261 215-862-0465 amanda@meetme.com	115/8 138/8 New Hope 1997	Social networking
58	64	KELLER ENGINEERS INC. 420 Allegheny St. Hollidaysburg, PA 16648-2014	Joseph G. Keller PE President	www.keller-engineers.com 814-696-7430	Joseph G. Keller PE 814-696-7430 814-696-0150 jkeller@keller-engineers.com	57/2 57/2 Hollidaysburg, Blair County 1991	Civil engineering
59	NR	TRIFECTA TECHNOLOGIES INC. 5012 Medical Center Circle Allentown, PA 18106-9549	Douglas Pelletier Founder and CEO	www.trifecta.com 610-530-7200	Deb Snyderman 610-530-7200, ext. 2623 610-530-7207 deb@trifecta.com	50/1 51/1 Allentown 1991	Web application development including e-commerce applications, custom Web applications and mobile apps
60	19	FITZPATRICK LENTZ & BUBBA PC 4001 Schoolhouse Lane, P.O. Box 219 Center Valley, PA 18034-0219	Edward J. Lentz President	www.flblaw.com 610-797-9000	Joanne Casey 610-797-9000 NA jcasey@flblaw.com	48/7 48/7 Center Valley, Lehigh Co. 1988	Law
61	57	KEYSTONE INSURERS GROUP INC. 1995 Point Township Drive Northumberland, PA 17857-8856	David E. Boedker Sr. President and CEO	www.keystoneinsgrp.com 570-473-4302 800-416-5498	Beth Bedisky 570-473-2828 570-473-2829 bbedisky@keystoneinsgrp.com	48/3 58/5 Northumberland 1983	Independent insurance agencies franchisor
62	NR	AWEBER COMMUNICATIONS 3103 Philmont Ave., Suite 200 Huntingdon Valley, PA 19006-4266	Tom Kulzer CEO	www.aweber.com 215-825-2196 877-293-2371	Liz Cies 877-293-2371, ext. 722 NA lizc@aweber.com	74/0 74/0 Huntingdon Valley, Montgomery Co. 1998	Technology
63	NR	PENNSYLVANIA PACE INC. DBA SENIORLIFE JOHNSTOWN 401 Broad St. Johnstown, PA 15906-2716	Kristie Voyda Executive director	www.seniorlifejohnstown.com 814-535-6000	Mary Beth Rykala 814-535-6000 814-248-7900 mrykala@SeniorLifeJohnstown.com	54/5 54/5 Pittsburgh 2006	Provides services for low-income chronically ill seniors
64	25	ADAPTİK CORP. 1495 Valley Center Parkway, Suite 120 Bethlehem, PA 18017-2280	John Pettit President and CEO	www.adaptik.com 610-814-4845 800-306-1062	Melis Ersoy 610-814-4845, ext. 122 610-814-4836 mersoy@adaptik.com	52/0 52/0 Bethlehem 2000	Property casualty insurance software development
65	41	GUNN MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900	G. Greg Gunn Managing partner	www.gunnmowery.com 717-761-4600 800-840-1243	Robert Snyder 717-761-4600, ext. 3024 717-761-6159 rsnyder@gunnmowery.com	54/4 54/4 Lemoyne 1985	Insurance, benefits and surety bond brokerage for individuals and businesses
66	14	INVESTEDGE INC. 1 Belmont Ave., Suite 200 Bala Cynwyd, PA 19004-1603	Robert Stewart President and CEO	www.investedge.com 610-747-0123 800-830-1839	Lisa Binotto 412-310-3256 412-220-7519 lbinotto@investedge.com	43/3 43/3 Bala Cynwyd, Montgomery Co. 2000	Designs Web-based software for managing and reporting on high-net-worth and ultra-high-net-worth portfolios
67	44	PEOPLES NEIGHBORHOOD BANK 82 Franklin Ave., P.O. Box A Hallstead, PA 18822-0571	Alan W. Dakey President and CEO	www.PeoplesNatBank.com 570-879-2175 866-527-7077	Diane Conigliaro 570-879-6102 570-879-4372 DianeC@PeoplesNatBank.com	111/18 126/20 Hallstead, Susquehanna Co. 1905	Financial services
68	46	SEALSTRIP CORP. 103 Industrial Drive Gilbertsville, PA 19525-8832	Heather Chandler President	www.sealstrip.com 610-367-6282 888-658-7997	Heather Chandler 610-367-6282 610-367-7727 hchandler@sealstrip.com	32/5 32/5 Gilbertsville, Montgomery Co. 1984	Flexible packaging products
69	21	ADAMS ELECTRIC COOPERATIVE INC. 1338 Biglerville Road, P.O. Box 1055 Gettysburg, PA 17325-1055	Steve Rasmussen CEO and general manager	www.adamsec.coop 717-334-9211 800-232-6732	Dawn Bodenber 717-344-9211, ext. 231 717-334-3980 dawnb@adamsec.coop	87/1 87/1 Cumberland Twp. 1935	Electricity co-op
70	NR	GATEWAY TICKETING SYSTEMS INC. 315 E. Second St. Boyertown, PA 19512-1601	Michael M. Andre President and CEO	www.gatewayticketing.com 610-987-4000	Tiffany Stoudt 610-473-4202 610-675-2642 tstoudt@gatewayticketing.com	84/2 96/2 Boyertown 1987	Access-control, admission-control and ticketing software for the attraction, amusement and intercity bus transportation industries
71	NR	L/B WATER SERVICE INC. 540 S. High St. Selinsgrove, PA 17870-1302	Fred Steimling CEO	www.lbh2o.com 570-374-2355	Ben Reichley 570-238-4669 570-374-7045 ben.reichley@lbh2o.com	126/2 145/2 Selinsgrove 1970	Provides water and sewer products and services for contractors and municipalities

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Researched by Journal Multimedia

Best Places to Work in PA — Large Companies

Ranked by quality of workplace

Rank	Prev. rank	Company Address	Top local executive Title	Website Phone	Company contact Phone Fax E-mail	F-T/P-T Pa. U.S. employees Headquarters Year established	Products or services
1	NR	RYAN LLC 1 PPG Place, Suite 2810 Pittsburgh, PA 15222-5416	Helen Lemmon Principal	www.ryan.com 412-535-4400	Delta Emerson 972-934-0022 972-980-4627 delta.emerson@ryan.com	28/0 819/2 Dallas 1991	Tax services
2	NR*	SOMERSET TRUST CO. 151 W. Main St., P.O. Box 777 Somerset, PA 15501-0777	G. Henry Cook President and CEO	www.somersettrust.com 814-443-9221	Gloria J. Pritts 814-443-9221 814-445-7393 pritts@somersettrust.com	220/43 220/43 Somerset 1889	Financial services
3	6	NPC INC. 13710 Dunning Highway, P.O. Box 373 Claysburg, PA 16625-0373	Mark N. Barnhart Owner and CEO	www.npcweb.com 814-239-8787 800-847-5757	Sherri L. Steward 814-239-8787, ext. 1176 814-239-5758 Sherri.Steward@NPCweb.com	413/13 414/13 Claysburg, Blair Co. 1954	Printing and information services

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4	NR	THE NORTH HIGHLAND CO. 100 Matsonford Road, Suite 444 Radnor, PA 19087-4560	Albert Rees Vice president	www.northhighland.com 484-654-2020	Holly Robinson-Darby 484-654-2039 484-654-2079 holly.robinson-darby@northhighland.com	53/0 881/9 Atlanta 1992	Business consulting
5	3	TRUMARK FINANCIAL CREDIT UNION 1000 Northbrook Drive Trevose, PA 19053-8430	Richard F. Stipa CEO	www.trumarkonline.org 215-953-5308 877-878-6275	JoAnn T. McCausland 215-953-5360 215-396-6378 jmccausland@trumark.org	241/45 241/45 Trevose, Bucks Co. 1939	Financial services
6	5	EAST PENN MANUFACTURING CO. INC. 1 Deka Road, P.O. Box 147 Lyon Station, PA 19536-0147	Sally Miksiewicz CEO	www.dekabatteries.com 610-682-6361	Alison Snyder 610-682-6361 610-641-8200 alisons@dekabatteries.com	6,108/22 7,493/29 Lyon Station, Berks Co. 1946	Automotive and industrial battery manufacturing
7	2	EDWARD D. JONES AND CO. 1300 Market Street, Suite 11 Lemoyn, PA 17043-1420	Sean Ferguson Regional leader	www.edwardjones.com 717-731-5432 888-891-1491	Sean Ferguson 717-731-5432 NA sean.ferguson@edwardjones.com	425/14 28,028/8,591 St. Louis 1922	Full-service investments and financial services
8	NR*	SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990	James D. Schaedler CEO	www.sydist.com 717-233-1621 800-998-1621	Christine Notarfrancesco 717-233-1621 NA cnotarfrancesco@sydist.com	247/8 247/8 Swatara Twp. 1924	Electrical supply distributor
9	13	BENCO DENTAL CO. 295 CenterPoint Blvd. Pittston, PA 18640-6136	Charles F. Cohen and Richard Cohen Managing directors	www.benco.com 570-602-7781	George A. Rable 570-602-6858 570-602-4910 grable@benco.com	473/8 1,234/28 Pittston, Luzerne Co. 1930	Distribution of dental supplies and equipment, practice development consulting and office design
10	7	MCNEES WALLACE & NURICK LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166	David M. Kleppinger Chairman	www.mwn.com 717-232-8000	Daphne Moore 717-237-5309 717-260-1628 dmoore@mwn.com	229/5 249/8 Harrisburg 1935	Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate, transportation law
11	9	FARMERS & MERCHANTS TRUST CO. DBA F&M TRUST CO. 20 S. Main St., P.O. Box 6010 Chambersburg, PA 17201-6010	William E. Snell Jr. President and CEO	www.fmtrustonline.com 717-264-6116 888-264-6116	Karen Carmack 717-261-3547 717-261-3611 karen.carmack@f-mtrust.com	267/26 267/26 Chambersburg 1906	Financial services
12	1	ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leaders Heights Road, P.O. Box 2726 York, PA 17405-2726	Anthony P. Campisi President and CEO	www.glatfelters.com 717-741-0911 800-233-1957	Sandra J. Brown 717-741-0911, ext. 7216 717-747-7098 sbrown@glatfelters.com	392/18 486/24 York Twp. 1951	Insurance agents and brokers
13	NR	THE HITE CO. 3101 Beale Ave. Altoona, PA 16601-1509	Lee Hite Chairman	www.hiteco.com 814-944-6121 800-252-3598	Charissa Krumenacker 814-944-6121 814-505-1015 ckrumenacker@hiteco.com	265/23 279/23 Altoona 1949	Electrical distribution, plus automation and control, data communications, electronic components, heating and ventilation, professional audio and video, power quality
14	NR	SABRE HOLDINGS CORP. DBA TRAVELOCITY 1061 Hanover St. Wilkes-Barre, PA 18706-2028	Sara Ercolani Sales and customer care manager	www.travelocity.com 570-301-1252	Victoria Feller 570-301-1252 682-606-7033 victoria.feller@sabre.com	215/1 4,238/54 Southlake, Texas 1996	Online travel site
15	8	MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610	Thomas F. "Chip" Brown Jr. PE President	www.mcclureco.com 717-232-9743	Lynn DeSantis 717-255-3819 717-236-5239 lynnedesantis@mcclureco.com	255/1 255/1 Susquehanna Twp. 1953	Integrated design/build and energy services, construction and service for institutional, health care, commercial, industrial and pharma
16	11	SHEETZ INC. 5700 Sixth Ave. Altoona, PA 16602-1111	Stan Sheetz CEO	www.sheetz.com 814-946-3611 800-487-5444	Earl Springer 814-941-5215 814-941-5147 espringer@sheetz.com	4,229/3,926 6,745/7,041 Altoona 1952	Convenience stores
17	NR	PREFERRED PROPPANTS LLC DBA PREFERRED SANDS 100 Matsonford Road, Suite 101 Radnor, PA 19087-4566	Michael O'Neill CEO and founder	www.preferredsands.com 610-834-1969	Jeanie O'Neill 484-684-1293 484-684-1296 joneill2@preferred.com	86/0 540/0 Radnor, Montgomery Co. 2011	Mines sand for use as proppants in hydraulic fracturing
18	30	GETTYSBURG COLLEGE 300 N. Washington St., P.O. Box 2443 Gettysburg, PA 17325-1400	Janet Morgan Riggs PhD President	www.gettysburg.edu 717-337-6000 800-431-0803	Regina Z. Campo 717-337-6207 717-337-6624 rcampo@gettysburg.edu	734/119 734/119 Gettysburg 1832	College
19	15	GEORGE M. LEADER FAMILY CORP. DBA COUNTRY MEADOWS RETIREMENT COMMUNITIES 830 Cherry Drive Hershey, PA 17033-2007	G. Michael Leader President and CEO	www.countrymeadows.com 717-533-2474 800-322-3441	Brandi Levenduski 717-533-2474 717-520-4293 blevenduski@countrymeadows.com	1,455/251 1,552/273 Derry Twp. 1983	Health care and retirement communities
20	23	PENN NATIONAL INSURANCE 2 N. Second St., P.O. Box 2361 Harrisburg, PA 17105-2361	Kenneth R. Shufts President and CEO	www.pennnationalinsurance.com 717-234-4941 800-388-4764	Christopher Markley 717-255-6895 717-255-6319 cmarkley@pnat.com	561/2 768/2 Harrisburg 1919	Property-casualty insurance for business and personal auto, homeowners, and umbrella insurance
21	14	CITRIN COOPERMAN & CO. LLP 1800 JFK Blvd. Philadelphia, PA 19103-7421	Mark Carrow Managing partner	www.citrincooperman.com 215-545-4800	Angel Raffanello 215-545-4800 215-545-4810 araffanello@citrincooperman.com	46/3 443/32 New York City 1979	Accounting
22	NR*	PHOENIX REHABILITATION AND HEALTH SERVICES INC. 520 Philadelphia St. Indiana, PA 15701-3902	David D. Watson MS, PT President and CEO	www.phoenixrehab.com 724-463-7478 888-644-7747	Shelly Nippes 724-471-2431 724-463-0895 snippes@phoenixrehab.com	152/134 152/134 Indiana 1997	Physical therapy and rehabilitation, including occupational, speech and massage therapy and industrial and home-health rehabilitation
23	35	HOLY SPIRIT HEALTH SYSTEM 503 N. 21st St. Camp Hill, PA 17011-2204	Sister Romaine Niemeyer SCC President and CEO	www.hsh.org 717-763-2100	Jessica A. Spelas 717-763-2145 717-763-2351 jaspelas@hsh.org	1,838/724 1,838/724 E. Pennsboro Twp. 1963	Provides inpatient and outpatient health care services, home health and prehospital services
24	NR	ATI HOLDINGS LLC DBA ATI PHYSICAL THERAPY 9475 E. Roosevelt Blvd. Philadelphia, PA 19114-2212	Ralph Franceschini Senior VP of operations	www.atipt.com 215-464-6200 877-284-2455	Kim Waterman 630-296-2222, ext. 7158 630-759-9502 kimberly.waterman@atipt.com	93/38 1,754/357 Bolingbrook, Ill. 1995	Physical therapy practitioners
25	20	MEMORIAL HOSPITAL 325 S. Belmont St. York, PA 17403-2608	Sally J. Dixon President and CEO	www.mhyork.org 717-843-8623 800-436-4326	Josette M. Myers 717-849-5363 717-849-5471 jmyers@mhyork.org	637/196 637/196 Spring Garden Twp. 1945	Nonprofit, community teaching hospital that promotes the health and well-being of the York community
26	29	MARIS GROVE INC. 100 Maris Grove Way Glen Mills, PA 19342-3336	Maureen E. Heckler Executive director	www.ericksonliving.com 610-459-1090 800-920-0856	Kelley Arredondo 610-387-4570 610-387-4574 kelley.arredondo@erickson.com	263/33 7,100/2,900 Catonville, Md. 1983	Gated 87-acre continuing-care retirement community
27	32	CONCURRENT TECHNOLOGIES CORP. 100 CTC Drive Johnstown, PA 15904-1935	Edward J. Sheehan Jr. President and CEO	www.ctc.com 814-266-2874 800-282-4392	Kathy J. Jones 814-269-2601 814-269-2601 jonesk@ctc.com	632/60 1,156/118 Richland Twp., Cambria Co. 1987	Applied research, development and professional-services firm that provides management and technology-based solutions
28	NR	HOME NURSING AGENCY AFFILIATES 201 Chestnut Ave. Altoona, PA 16601-4927	Robert R. Packer President and CEO	www.homenursingagency.com 814-946-5411 800-445-6262	Michele Scanlan 800-992-2554 814-505-1559 mscanlan@homenursingagency.com	691/76 691/76 Altoona 1968	Home health care provider
29	4	G.A. & F.C. WAGMAN INC. 3290 N. Susquehanna Trail York, PA 17406-9754	Michael B. Glezer CEO	www.wagman.com 717-764-8521	William C. McCrudden 717-764-8521 717-764-2799 wcmccrudden@wagman.com	93/1 253/1 Manchester Twp. 1902	Highway and heavy construction

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Researched by Journal Multimedia

Business of the Year

Listed alphabetically by award and company name

Company Address	Award Category	Top executive Title	Website Phone	F-T/P-T employees Headquarters Year founded	Company description
WEBPAGEFX INC. 453 Lincoln St., Suite 101 Carlisle, PA 17013-1867	Business of the Year 1-50 employees	William S. Craig Jr. President	www.webpagefx.com 717-609-0360 888-449-3239	38/6 Carlisle 2002	Internet marketing company, including Web design, search-engine optimization, pay-per-click management and social media
DECHERT DYNAMICS CORP. 713 W. Main St., P.O. Box 272 Palmyra, PA 17078	Finalist 1-50 employees	Bruce Miller and Arthur Arnold Jr. Vice presidents	www.decherts.com 717-838-1326	34/0 Palmyra 1946	Machine shop manufacturing
G.S. MADISON LLC DBA 1-800-GOT-JUNK? 1301 Harrisburg Pike, P.O. Box 4705 Lancaster, PA 17604-4705	Finalist 1-50 employees	David Wise II President	www.1800gotjunk.com 717-715-3102 800-468-5865	31/0 Manheim Twp. 2006	Junk removal
PARAGON ENGINEERING SERVICES INC. 2201 S. Queen St. York, PA 17402-4630	Finalist 1-50 employees	Vaughn G. Silar Jr. PE President	www.peservices.org 717-854-7374	25/4 York Twp. 2002	Mechanical, electrical and plumbing engineering services
PREMIERE #1 LIMOUSINE SERVICE LLC 2000 Vine St. Middletown, PA 17057-3093	Finalist 1-50 employees	Douglas H. Rydbom CEO	www.premiere1limousine.com 717-616-8995	15/21 Londonderry Twp. 2001	Group motorcoach, airport transportation via sedan, van and limo
VIGOR CONSULTING GROUP LLC DBA CENTRAL STATE OVERHEAD DOOR SERVICE 5400 Paxton St. Harrisburg, PA 17111	Finalist 1-50 employees	Dan Boarman President and CEO	www.csdoors.com 717-232-1033 800-315-1680	18/0 Swatara Twp. 1941	Sales, service and installation of residential and commercial overhead garage doors
WASTE RECOVERY SOLUTIONS INC. 343 King St. Myerstown, PA 17067	Finalist 1-50 employees	Bernard C. Reiley President	www.wrsinc.com 717-866-9955 877-866-9955	19/0 Myerstown 1999	Industrial by-product disposal and recycling services
PAUL DAVIS SYSTEMS OF LANCASTER INC. DBA PAUL DAVIS RESTORATION 1704 Hempstead Road Lancaster, PA 17601	Business of the Year 51-100 employees	Stephen A. Rotay President and CEO	www.pdr-pa.com 717-291-6000 800-765-0773	78/25 E. Lampeter Twp. 2000	30-minute emergency response 24 hours, 365 days a year; commercial and residential; water, fire, mold; emergency and business continuity planning
AQUAPHOENIX SCIENTIFIC INC. 9 Barnhart Drive, P.O. Box 1042 Hanover, PA 17331-0042	Finalist 51-100 employees	Franklin Lecrone III President	www.aquaphoenixsci.com 717-632-1291 866-632-1291	75/58 Penn Twp. 2003	Manufactures and distributes industrial water test kits, reagents and laboratory supplies
ARRO CONSULTING INC. 270 Granite Run Drive Lancaster, PA 17601-6804	Finalist 51-100 employees	G. Matthew Brown President and CEO	www.thearrogroup.com 717-569-7021	95/0 Manheim Twp. 1946	Water and wastewater, surveying and mapping, planning, land development, hydraulic modeling, GIS, mechanical, electrical, structural, environmental
THE BENECON GROUP INC. 147 W. Airport Road (Litz), P.O. Box 5406 Lancaster, PA 17605-5406	Finalist 51-100 employees	Samuel N. Lombardo Chairman and CEO	www.benecon.com 717-723-4600 888-400-4647	68/3 Manheim Twp. 1948	Employee-benefit-plan administrators and consultants
CJ PONY PARTS INC. 7461 Allentown Blvd. Harrisburg, PA 17112	Finalist 51-100 employees	Jay Zeigler CEO	www.cjponyparts.com 717-657-9252 800-888-6473	65/15 W. Hanover Twp. 1985	Automotive parts distributor
E&E IT CONSULTING SERVICES INC. 5026 Arthur Ave. Mechanicsburg, PA 17050	Finalist 51-100 employees	Linda K. Etter and Tracy D. Etter Co-owners	www.ene-it-consulting.com 717-975-1664	83/1 Hampden Twp. 2002	Applications design/development; Internet and intranet development; database admin and design; infrastructure admin and configuration
ENVIRONMENTAL SERVICE LABORATORIES INC. 1803 Philadelphia St. Indiana, PA 15701	Finalist 51-100 employees	Elizabeth M. Gregg President and CEO	www.environmentalservicelab.com 724-463-8378	57/10 White Twp., Indiana Co. 1988	Environmental testing
CLARK ASSOCIATES INC. 2205 Old Philadelphia Pike Lancaster, PA 17602	Business of the Year 101 or more employees	Fred E. Clark President	www.clarkinc.biz 717-392-7550 800-942-0412	430/95 E. Lampeter Twp. 1971	Wholesale and retail food-service equipment, including design, installation and service
CELERITY IT OF PA LLC 4270 Gettysburg Road, Suite 204 Mechanicsburg, PA 17055	Finalist 101 or more employees	James J. Bailoni President	www.celerity.com 717-795-3600	223/0 McLean, Va. 2004	Technology adoption and integration, business process efficiency, strategy and alignment, talent
GGs INFORMATION SERVICES INC. 3265 Farmtrail Road York, PA 17406	Finalist 101 or more employees	Paul V. Kilker President and CEO	www.ggsinc.com 717-764-2222 800-927-4474	637/0 Manchester Twp. 1969	Technical information-mgt. services, including technical writing and illustrations, database mgt., computer-based training
QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224	Finalist 101 or more employees	Noble C. Quandel Chairman and CEO	www.quandel.com 717-657-0909	361/11 Harrisburg 1882	Construction management, general construction, energy and sustainable construction
RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011	Finalist 101 or more employees	Mark P. Lauriello PE President	www.rettew.com 717-394-3721 800-738-8395	431/2 Manor Twp. 1969	Civil, transportation, environmental and structural engineering; planning; surveying; and environmental consulting
VIBRA HEALTHCARE LLC 4550 Lena Drive, Suite 225 Mechanicsburg, PA 17055	Finalist 101 or more employees	Brad E. Hollinger Chairman and CEO	www.vibrahealthcare.com 717-591-5700	3,500/1,000 Lower Allen Twp. 2004	Acute rehabilitation hospitals, long-term acute care hospitals and outpatient rehab centers

NA-not available Business of the Year awards were given to companies based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties; have achieved notable success; and have demonstrated strong leadership within their industries and communities. To access the Business Journal's online database, visit www.CPBInow.com/ListCentral. Surveys available at www.CPBJSurveys.info. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. Published Nov. 8, 2012; updated Jan. 11, 2013.

Researched by Journal Multimedia

Emerging Business of the Year

Listed alphabetically by award and company name

Company Address	Award	Top Executive Title	Website Phone	F-T/P-T employees Headquarters Year founded	Company description
CENTRAL PENN MANAGEMENT GROUP LLC 1600 Cloister Drive Lancaster, PA 17601	Emerging Business of the Year	Lee A. Meyers CEO	www.cpmgmso.com 717-391-7092	82/14 E. Hempfield Twp. 2008	Medical office management services, including medical billing, consulting, administration and practice management
CARNEY ENGINEERING GROUP INC. 1110 E. Princess St., P.O. Box 3712 York, PA 17402-0136	Finalist	Joshua M. Carney PE President	www.carneyengineeringgroup.com 717-852-1260	9/2 York 2009	Structural engineering, forensic engineering, steel detailing, steel-connection engineering, construction engineering, BIM, constructibility reviews
GAVIN COMMUNICATIONS LLC DBA GAVIN ADVERTISING 17 E. Philadelphia St. York, PA 17401	Finalist	Mandy P. Arnold President	www.gavinadvertising.com 717-848-8155	7/0 York 2011	Advertising, marketing and public relations agency
KIWI MARKETING GROUP LLC 214 W. Grant St. Lancaster, PA 17603	Finalist	Bede A. Fahey President	www.kiwimarketinggroup.com 717-380-0203	2/3 Lancaster 2009	Internet marketing
PARADISE ENERGY SOLUTIONS LLC 875 Brackbill Road Gap, PA 17527	Finalist	Timothy L. Beiler CEO	www.paradisolarenergy.com 717-407-5152 877-851-9269	37/11 Salisbury Twp. 2009	Sell, design, install and service solar renewable energy systems
RLS CONSTRUCTION GROUP LLC 21 Sheffield Drive Dillsburg, PA 17019	Finalist	Robert L. Schopfer President and CEO	www.RLSCG.com 717-502-6680	20/1 Carroll Twp. 2010	General construction; design/build; construction management; building maintenance
SNYDER SECARY & ASSOCIATES LLC 2000 Linglestown Road, Suite 304 Harrisburg, PA 17110	Finalist	James S. Snyder PE and Ronald M. Secary PE Principal and partners	www.snydersecary.com 717-651-1010	8/1 Susquehanna Twp. 2008	Civil engineering and land development

DBA-doing business as NA-not available The Emerging Business of the Year award was given as part of the Business Journal's Business of the Year awards program to companies based in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties that have been in business for five years or less and are recognized as "rising stars" within their industries and communities. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. **Published Nov. 8, 2012; updated Jan. 11, 2013.**

Researched by Journal Multimedia

Executive of the Year

Listed alphabetically by award and last name

Name Title	Award	Company Address	Website Phone	Headquarters Year founded	Company description
JEFFREY B. LYONS President and CEO	Executive of the Year	Worley & Obetz Inc. 85 White Oak Road, P.O. Box 429, Manheim, PA 17545-0429	www.worleyobetz.com 717-665-6891 800-697-6891	Penn Twp. 1946	HVAC sales and service; solar, wind and geothermal; card-locks; propane; plumbing; fleet fueling; biodiesel; electricity and natural gas
ANN K. LUCIANI CEO	Finalist	First Capital Engineering Inc. 48 S. Richland Ave., York, PA 17404	www.fcapi.com 717-845-3227	York 1995	Provides civil engineering, landscape architecture, planning, design and construction inspection services
GEORGE S. WEAVER III Senior executive VP	Finalist	Hazlett Burt & Watson Inc. 100 E. King St., P.O. Box 1267, Lancaster, PA 17608-1267	www.HazlettBurt.com 717-397-5988 800-657-9944	Wheeling, W.Va. 1994	Security brokerage, money management and trust service
JOSEPH D. WIRBICK President	Finalist	Boyd Senior Planning Ltd. dba Sequinox 941 Wheatland Ave., Suite 301, Lancaster, PA 17603	www.sequinox.com 717-397-7957 800-348-5250	Lancaster 2002	Financial advisory firm

NA-not available The Executive of the Year award was given as part of the Business Journal's Business of the Year awards program in recognition of the executive's success and dedication to both business and the community. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. Surveys available at www.CPBjsurveys.info. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. **Published Nov. 8, 2012; updated Jan. 11, 2013.**

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Nonprofit Innovation Awards

Listed alphabetically by category, award and name

Company Address	Award Category	Top Executive Title Phone	Website Headquarters Year founded	Innovation
HUMANE LEAGUE OF LANCASTER COUNTY 2195 Lincoln Highway E. Lancaster, PA 17602	Winner Brand identity/Unique marketing campaign	Joan E. Brown President 717-393-6551	www.humaneleague.com E. Lampeter Twp. 1917	Cats of the Caribbean
CENTRAL PENNSYLVANIA YOUTH BALLET 5 N. Orange St., Suite 3 Carlisle, PA 17013-2727	Finalist Brand identity/Unique marketing campaign	Alan Hineine CEO 717-245-1190	www.cpyb.org Carlisle 1955	Strategic rebranding
CURE INTERNATIONAL INC. 701 Bosler Ave. Lemoyne, PA 17043	Finalist Brand identity/Unique marketing campaign	Scott Harrison CEO 717-730-6706	www.cure.org Lemoyne 1996	CUREkids
DAUPHIN COUNTY LIBRARY SYSTEM 101 Walnut St. Harrisburg, PA 17101-1610	Finalist Brand identity/Unique marketing campaign	Richard Bowra Executive director 717-234-4961	www.dcls.org Harrisburg 1914	Rebranding of "The Library"
THE NATIONAL CIVIL WAR MUSEUM 1 Lincoln Circle at Reservoir Park Harrisburg, PA 17103	Finalist Brand identity/Unique marketing campaign	Wayne E. Motts CEO 717-260-1861 866-258-4729	www.nationalcivilwarmuseum.org Harrisburg 2001	In Their Footsteps: On the March to Pennsylvania
VICKIE'S ANGEL WALK 511 Bridge St. New Cumberland, PA 17070	Finalist Brand identity/Unique marketing campaign	Mickey Minnich President 717-774-3800	www.vickiesangelwalk.org New Cumberland 2007	Pie fight fundraiser
YWCA OF YORK 320 E. Market St. York, PA 17403	Finalist Brand identity/Unique marketing campaign	Debra M. Stock CEO 717-845-2631	www.ywcayork.org York 1891	Human trafficking awareness and resource campaign
UNITED WAY OF YORK COUNTY 800 E. King St. York, PA 17403-1781	Winner Collaboration	Robert J. Woods Executive director 717-843-0957	www.unitedway-york.org York 1921	York County truancy prevention initiative
BIG BROTHERS BIG SISTERS OF THE CAPITAL REGION INC. 1500 N. Second St., Suite H Harrisburg, PA 17102-2528	Finalist Collaboration	Maddie Young CEO 717-236-0199	www.capbigs.org Harrisburg 1981	Alpha Brothers mentoring at-risk youth
CAPITAL REGION EXOFFENDERS SUPPORT COALITION INC. DBA CRESC 500 Maclay St., P.O. Box 10563 Harrisburg, PA 17105	Finalist Collaboration	Vladimir R. Beaufls President 717-238-7318	www.reentrynow.org Harrisburg 2008	Successful ex-offender mentoring support group
THE FACTORY YOUTH CENTER 27 Paradise Lane, P.O. Box 282 Paradise, PA 17562	Finalist Collaboration	Chuck Holt Director 717-687-9594	www.thefactoryyouthcenter.com Paradise Twp. 2002	Poverty task force
GIRLS ON THE RUN OF LANCASTER P.O. Box 262 Landisville, PA 17538	Finalist Collaboration	Carrie Johnson Executive director 717-330-7893	www.gotrlancaster.org W. Hempfield Twp. 2009	Collaborations with colleges and universities
LUTHERAN SOCIAL SERVICES OF SOUTH CENTRAL PA 1050 Pennsylvania Ave. York, PA 17404	Finalist Collaboration	Katherine E. Saidis Executive director 717-854-3971 888-404-3500	www.lutheranscp.org York 1951	Walk A Mile In Their Shoes
NUTRICORE NORTHEAST INC. 144 Roosevelt Ave., Suite 100 York, PA 17404	Finalist Collaboration	Darrell W. Auterson CEcD, EDFP President 717-846-8879	www.nutricorenortheast.org York 2003	YorkKitchen
THE PROGRAM FOR FEMALE OFFENDERS OF SOUTH CENTRAL PA INC. DBA THE PROGRAM "IT'S ABOUT CHANGE" 1515 Derry St. Harrisburg, PA 17104-3325	Finalist Collaboration	Valerie G. Simmons CEO 717-238-9950	www.theprograminc.org Harrisburg 1979	GED collaboration
LEG UP FARM INC. 4880 N. Sherman St. Mount Wolf, PA 17347	Winner Management operations	Louis J. Castriota Jr. President and CEO 717-266-9294	www.legupfarm.org E. Manchester Twp. 1997	Circle of Care
COMMUNITY FIRST FUND 30 W. Orange St., P.O. Box 599 Lancaster, PA 17608-0524	Finalist Management operations	Daniel Betancourt President and CEO 717-393-2351 866-822-3863	www.commfirstfund.org Lancaster 1992	Small cities strategy
GOODWILL KEYSTONE AREA 1150 Goodwill Drive Harrisburg, PA 17101	Finalist Management operations	Ronald Kratofil CEO 717-232-1831 800-432-4483	www.yourgoodwill.org Harrisburg 1948	Management operations
RONALD MCDONALD HOUSE CHARITIES OF CENTRAL PA 745 W. Governor Road Hershey, PA 17033-2304	Finalist Management operations	Kathleen B. Denton Executive director 717-533-4001	www.rmhc-centralpa.org Derry Twp. 1984	Ronald McDonald House expansion
YORK COUNTY CHILDREN'S ADVOCACY CENTER 28 S. Queen St. York, PA 17403	Finalist Management operations	Deborah S. Harrison Executive director 717-718-4253	www.yorkcac.org York 2002	Digital recording technology installation
YORK LITTLE THEATRE 27 S. Belmont St. York, PA 17403	Finalist Management operations	Mike Ausherman Board president 717-854-3894	www.ylt.org York 1933	Management and operations changes
DIAKON LUTHERAN SOCIAL MINISTRIES 960 Century Drive Mechanicsburg, PA 17055	Winner Programs	Mark T. Pile MSHA, MSW President and CEO 717-795-0300 877-342-5667	www.diakon.org Allentown 1868	The Flight Program
HORN FARM CENTER FOR AGRICULTURAL EDUCATION 4945 Horn Road York, PA 17406	Finalist Programs	Warren Evans President 717-757-6441	www.hornfarmcenter.org Hellam Twp. 2004	Incubator farm project
JUNIOR ACHIEVEMENT OF SOUTH CENTRAL PA INC. 610 S. George St. York, PA 17401	Finalist Programs	Tom Russell President 717-843-8028	www.jascpa.org York 1961	STEM career initiative
LEBANON VALLEY FAMILY YMCA 201 N. Seventh St. Lebanon, PA 17046	Finalist Programs	Phil E. Tipton CEO 717-273-2691	www.lebanonymca.org Lebanon 1902	Lebanon Community Youth Center
OLIVIA'S HOUSE - A GRIEF AND LOSS CENTER FOR CHILDREN 830 S. George St. York, PA 17403	Finalist Programs	K.C. Delp Executive director 717-699-1133	www.oliviashouse.org York 2001	The Confessional at Olivia's House

NA-Not available

The Nonprofit Innovation awards are given to organizations that demonstrate innovation in their daily operations and establish original, forward-thinking and effective means to overcome challenges. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. Published online; updated Jan. 16, 2013. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com.

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Nonprofit Innovation Awards

Listed alphabetically by category, award and name

Company Address	Award Category	Top Executive Title Phone	Website Headquarters Year founded	Innovation
TABOR COMMUNITY SERVICES INC. 308 E. King St., P.O. Box 1676 Lancaster, PA 17608-1676	Finalist Programs	Robert Thomas President 717-397-5182	www.tabornet.org Lancaster 1968	Tabor home program
TREASURES OF THE TRUTH 1371 Spring House Road Middletown, PA 17057	Finalist Programs	D. Renee Gray Founder and executive director 717-421-1926	Lower Swatara Twp. 2011	Middletown teen girl mentoring
UNITED WAY OF CARLISLE & CUMBERLAND COUNTY 145 S. Hanover St. Carlisle, PA 17013-3437	Finalist Programs	Sherrie L. Davis Executive director 717-243-4805	www.carlisleunitedway.org Carlisle 1960	United Way Student Leadership Council

NA-Not available

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Nonprofit Leadership Excellence

Listed alphabetically by award and name

Name Title	Award	Company Address	Phone Website	Headquarters Year founded
PHILIP K. GOROPOULOS President and CEO	Winner	Alder Health Services Inc. 100 N. Cameron St., Suite 301-East Harrisburg, PA 17101	717-233-7190 www.alderhealth.org	Harrisburg 1986
KATHLEEN BENTLEY Executive director	Finalist	Perry County Literacy Council 133 S. Fifth St., P.O. Box 37 Newport, PA 17074-0037	717-567-7323, 866-781-7323 www.perryliteracy.com	Newport 1984
CARRIE BRESCHI Executive director	Finalist	Carlisle Arts Learning Center Inc. 19 N. Hanover St. Carlisle, PA 17013	717-249-6973 www.carlislearts.org	Carlisle 1992
JUANITA EDRINGTON-GRANT Founder and CEO	Finalist	Christian Recovery Aftercare Ministry Inc. dba CRAM Inc. 509 Division St., P.O. Box 5464 Harrisburg, PA 17110	717-234-3664 www.craminc.org	Harrisburg 2002
JAMES R. WASHINGTON JR. Executive director	Finalist	Hope Station Opportunity Area Neighborhood Council 149 W. Penn St. Carlisle, PA 17013	717-249-5144 www.hopestationcarlislepa.com	Carlisle 2001
CARRIE WISSLER-THOMAS President	Finalist	Art Association of Harrisburg 21 N. Front St. Harrisburg, PA 17101	717-236-1432 www.artassocofhbg.com	Harrisburg 1926

NA-not available The Nonprofit Leadership Excellence award was given as part of the Business Journal's Nonprofit Innovation Awards program in recognition of the executive's success and dedication. To access the Business Journal's online database, visit www.CPBJnow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com. Published online; updated Jan. 16, 2013.

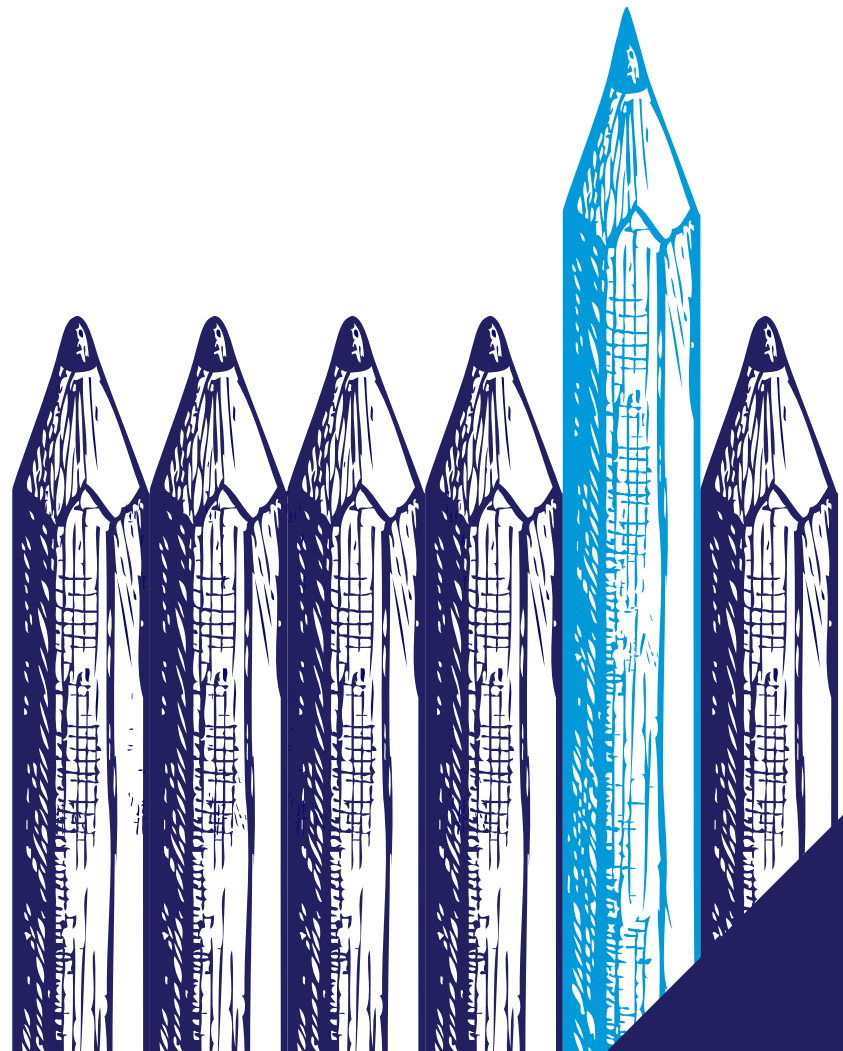
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Forty Under 40

Listed alphabetically

Name Title	Age	Company Address	Phone Website	Company description
AMBER AUGUSTOWSKI-GREEN VP of operations	28	Manor Management Corp. et al dba The Manor Group 1377C Spencer Ave. Lancaster, PA 17603	717-393-0463 www.themanorgroup.com	Develops, builds, owns and manages apartments and hotels
MARK A. BONSALL FSA President and consulting actuary	39	Conrad M. Siegel Inc. dba Conrad Siegel Actuaries 501 Corporate Circle, P.O. Box 5900 Harrisburg, PA 17110-0900	717-652-5633 www.conradsiegel.com	Actuarial and other business services
MICHAEL T. BROWN PE Senior project manager and principal engineer	38	Gannett Fleming Inc. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100	717-763-7211 800-233-1055 www.gannettfleming.com	Infrastructure planning and design; environmental compliance; information technology and GIS; construction management
VINCENT L. CHAMPION Partner	39	Rhoads & Sinon LLP 213 Market St., 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146	717-233-5721 www.rhoads-sinon.com	Banking, litigation, environ., labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, energy
ANTHONY M. CONTE MSFS, CFP Managing partner	35	Conte Wealth Advisors LLC 2009 Market St. Camp Hill, PA 17011	717-975-8800 www.contewealthadvisors.com	Wealth management, annuities and insurance
TIMOTHY R. DECKERT Member	39	McNees Wallace & Nurick LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166	717-232-8000 www.mwn.com	Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate, transportation law
LINDSAY DREW-COULTER President and founder	29	iChase Solutions LLC 206 Berkley Way Hummelstown, PA 17036	717-319-0600	Business services
STEVE ECONOMOPOULOS CFP, CHFC Managing principal	39	Econ Financial Services Corp. dba Econ Wealth Management 4755 Linglestown Road, Suite 204 Harrisburg, PA 17112	717-545-5870 www.econwealth.com	Financial services
SUSAN R. EWING Director of digital and social media	31	PA Capital Regions Vacation Bureau dba Hershey Harrisburg Regional Visitors Bureau 17 S. Second St. Harrisburg, PA 17101	717-231-7788 877-727-8573 www.hersheyharrisburg.org	Partnership-based destination marketing organization for Dauphin and Perry counties
JAMIE C. FRENCH CFP, CPA Wealth adviser	38	Thrivent Financial for Lutherans 214 Senate Ave., Suite 100 Camp Hill, PA 17011	717-525-9535 www.thrivent.com	Financial services
EDWARD CARTER GALLAGHER VP and partner	33	EHC Associates Inc. dba Environmental Hazards Control 2502 Horseshoe Road Lancaster, PA 17601	717-656-3008 800-338-3424 www.ehcassociates.com	Environmental consulting and contracting for asbestos, lead, mold, indoor air quality; Phase 1 and 2 audits
MICHAEL R. GILLESPIE CPA Chief accounting officer	39	Hersha Hospitality Trust 44 Hersha Drive Harrisburg, PA 17102-2234	717-236-4400 www.hersha.com	Self-advised real estate investment trust that invests in limited- and full-service hotels
JASON HARSHBARGER CPA Managing partner	38	Harshbarger & Co. LLC 16 W. Main St. Camp Hill, PA 17011	717-525-9760 www.HCoAccounting.com	Accounting and financial services
BARBARA R. HOSTETLER CBC President	38	HostetlerBenefits LLC 2148 Embassy Drive, Suite 209 Lancaster, PA 17603	717-201-3318 www.hostetlerbenefits.com	Insurance specialists focusing on employee benefits, individual and short-term medical, medicare, life insurance and voluntary benefits
PATRICK J. HUGHES MS Associate dean	38	Central Penn Inc. dba Central Penn College 600 Valley Road, P.O. Box 309 Summerdale, PA 17093-0309	717-732-0702 800-759-2727 www.centralpenn.edu	Career-focused college offering bachelor's and associate degrees and certificate programs
APRIL L. HUTCHESON Owner and principal	38	Sterling Communication Management LLC 1125 Windsor Road Mechanicsburg, PA 17050	717-979-4959 www.findyourvoice.net	Full-service association and communications management firm
JOSEPH JOHN IANDOLO MBA, RCIS, CNMT Cardiovascular service line director	36	Memorial Hospital 325 S. Belmont St. York, PA 17403-2608	717-843-8623 800-436-4326 www.mhyork.org	Nonprofit, community teaching hospital that promotes the health and well-being of the York community
DEVON M. JACOB Of counsel	39	Boyle Autry & Murphy 4660 Trindle Road, Suite 200 Camp Hill, PA 17011	717-737-2430 866-691-7930 www.dennisboylelaw.com	Law firm practice areas: civil rights, crim. defense, commercial, crisis mgt., white collar, nursing home abuse, emp. law and bankruptcy
NICOLE STEZAR KAYLOR Partner	33	Bybel Rutledge LLP 1017 Mumma Road, Suite 302 Lemoyne, PA 17043-1145	717-731-1700 www.bybelrutledge.com	Boutique firm focusing on corporate, mergers and acquisitions, securities, executive compensation and banking law
KELLEY CLEMENTS KELLER Founding and managing member	38	The Keller Law Firm LLC 401 E. Louthier St., Suite 209 Carlisle, PA 17013	717-386-5035 www.thekellerlawfirm.com	Intellectual property law

DBA-doing business as NA-not available Award recipients must be less than 40 years old on Oct. 10, 2012, and nominated by themselves or others. Information came from recipients and other Journal Multimedia research. To access the Business Journal's online database, visit www.CPBjnow.com/ListCentral. For information about Business Journal competitions, please contact Beth Feltenberger at bethf@centralpennbusiness.com; surveys for the Business Journal's industry lists are available at www.CPBjsurveys.info. **Published Oct. 12, 2012; updated Jan. 11, 2013.**

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Forty Under 40

Listed alphabetically

Name Title	Age	Company Address	Phone Website	Company description
J. NEIL KETCHUM PG Senior hydrogeologist and project director	38	Groundwater Sciences Corp. 2601 Market Place, Suite 310 St. Harrisburg, PA 17110	717-652-6832 www.groundwatersciences.com	Specializes in remediating contaminated groundwater and soil, developing water supplies and providing geologic advice
MICHELE C. KILLIAN CPA Senior manager	35	PricewaterhouseCoopers LLP 1 S. Market Square Harrisburg, PA 17101-2141	717-231-5900 www.pwc.com	Assurance, tax, human resource advisory, financial advisory services, health care consulting
MATTHEW J. LACKLIN CPA Senior manager	33	Brown Schultz Sheridan & Fritz 210 Grandview Ave. Camp Hill, PA 17011-1715	717-761-7171 800-294-7360 www.bssf.com	Accounting, auditing, tax services, litigation support, business valuations, small-business accounting services, technology services
MATTHEW MALKIE Director of marketing	34	Military and Commercial Fasteners Corp. 11 Grumbacher Road York, PA 17406	717-767-6856 www.mfccorp.com	Manufacturer and distributor of military and commercial fasteners
JARED E. MILLER CPA, MST Partner	39	Reinsel Kuntz Leshner LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408	717-394-5666 www.rklcpa.com	Auditing, tax compliance and planning, information technology, management and advisory services
ABBY L. (WHITACRE) MYER CPA Senior manager	37	Seligman, Friedman & Co. dba SF&Company 235 St. Charles Way, Suite 250 York, PA 17402	717-741-0004 www.sfc-cpa.com	Accounting, business consulting, bookkeeping, payroll, business valuation, estate planning, wealth mgt., succession and strategic planning, taxes
MARCIA L. PERRY Director of brand integration and strategic partnerships	37	WITF Inc. dba Top Flight Media 4801 Lindle Road Harrisburg, PA 17111	717-704-3000 800-729-5021 www.topflightmedia.com	Advertising, promotion, PR and events
JASON LAWRENCE REIMER Associate	30	Post & Schell PC 17 N. Second St. Harrisburg, PA 17101	717-731-1970 www.postschell.com	Appellate, bankruptcy, construction, energy, health law, IT, labor, litigation, white collar, employment collective/class actions and workers' comp.
MARCEL RUHLAND CEO	32	Tex Visions LLC 453 Lincoln St. Carlisle, PA 17013-1814	717-249-3273 877-503-5247 www.texvisions.com	Manufacturer of custom-printed products and display hardware such as flags, banners, banner stands, Bowflag flags, tradeshow displays and flagpoles
TANIA SROUJI Co-owner	37	Eye Candy Accessories 5223 Trindle Road Mechanicsburg, PA 17050	717-576-4333 www.eyecandyaccessories.com	Jewelry, handbags and accessories
ROB STEINMETZ EDD VP of student affairs and enrollment management	34	Harrisburg Area Community College 1 HACC Drive Harrisburg, PA 17110-2999	717-780-2300 800-222-4222 www.hacc.edu	Community college granting associate degrees, certificates and diplomas and noncredit training that can be customized.
JEN STROBEL SPHR Human resources manager	39	Traffic Control Services LLC dba Flagger Force 1411 Stoneridge Drive, P.O. Box 280 Middletown, PA 17057	717-944-8440 888-312-3524 www.flaggerforce.com	Provides temporary traffic control solutions to utilities, utility and road construction companies and engineers and surveyors
ERIC THIEGS President and managing partner	39	Stage of Life LLC 24 S. Franklin St. Dallastown, PA 17313	717-244-0006 www.stageoflife.com/corporate	Loyalty and rewards programs, partnerships, branding, sales and marketing plan development, member benefit programs, coupons and discount strategies
DAVID VASSILAROS Director of health care reform and regulatory affairs	35	Capital Blue Cross 2500 Elmerton Ave. Harrisburg, PA 17177-9799	717-541-7000 800-962-2242 www.capbluecross.com	Products for groups and individuals, including medical, dental, vision, prescription drug, life, disability, TPA
DAVID A. WARREN JD President and CEO	39	Bridgeford Trust Co. LLC 415 Fallowfield Road Camp Hill, PA 17011	717-972-5733 www.bridgefordtrust.com	Independent full service trust company
JUSTIN G. WEBER Attorney	36	Pepper Hamilton LLP 100 Market St., Suite 200, P.O. Box 1181 Harrisburg, PA 17108-1181	717-255-1155 866-737-7372 www.pepperlaw.com	Practices include government relations, municipal finance, administrative, corporate finance, complex litigation, environment
MICHAEL R. WILSON MBA COO	31	Central Pennsylvania Wine Marketing LLC dba Hershey Harrisburg Wine Country 600 Schoolhouse Road Middletown, PA 17057	717-616-8228 www.HersheyHarrisburgWineCountry.com	Promotes family-owned wineries in Central Pennsylvania
TRACY WINGENROTH Partner	35	Pennsylvania Energy Resources Group LLC dba ERG Partners 223 State St., P.O. Box 1205 Harrisburg, PA 17101	717-233-8606 www.pa-erg.com	Consulting, project development and public affairs, specializing in alternative energy projects
RICKY WOOD MBA President and general manager	34	Faulkner Oldsmobile Inc. dba Faulkner BMW 1530 Manheim Pike Lancaster, PA 17601	717-569-4269 800-570-9815 www.faulknerbmw.com	BMW dealership
MERON YEMANE Financial adviser	27	MorganStanley Smith Barney 214 Senate Ave. Camp Hill, PA 17011	717-730-1800 800-237-1700 www.MorganStanleySmithBarney.com	Financial services

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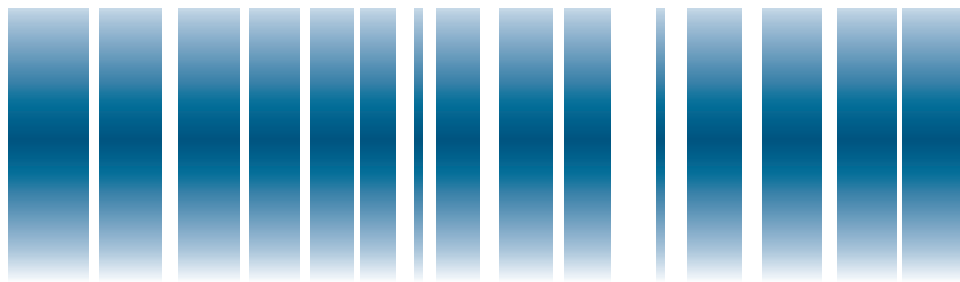
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