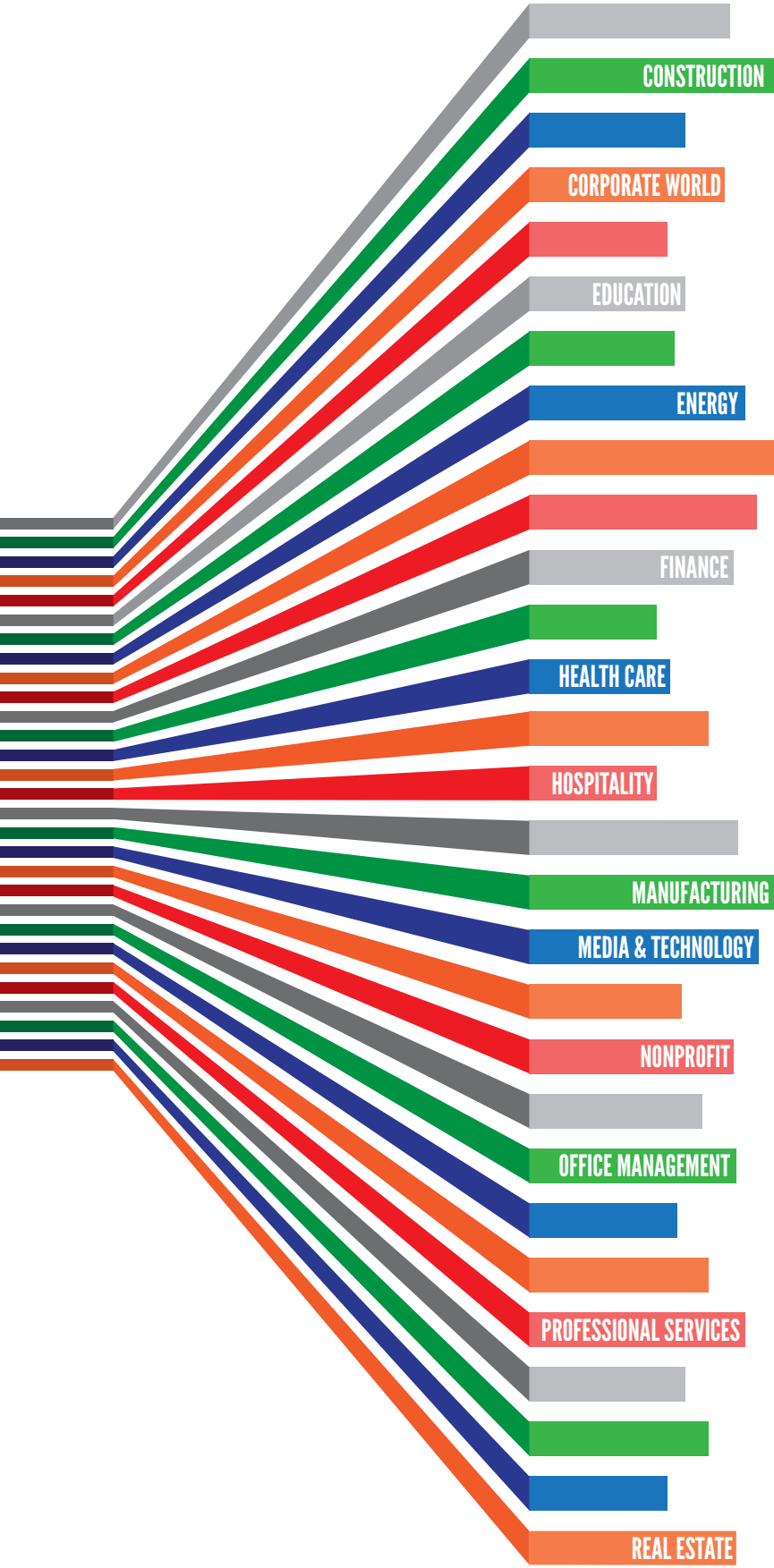


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BOOK LISTS 2017

This year's print edition of CPBJ's Book of Lists features 126 lists, with information about more than 1,200 companies and top executives. But our goal is to be a comprehensive source of information for business in Central Pennsylvania and our online database at www.CPBJ.com/lists includes so much more. The 2017 Book of Lists zipfile includes 159 lists and information about more than 2,500 companies and 3,700 top executives, and the database itself has information about thousands more companies and business people.

Where do we get all this information?

Most Business Journal lists are created with the help of opt-in surveys that take place throughout the year. Surveys are free, and businesses don't have to be advertisers or subscribers to participate. The only requirement is that they have a physical presence in the region and be willing to share information with our readers. Surveys are available by emailing lists@cpbj.com or going to www.CPBJsurveys.info.

In addition, we have information about organizations that won our competitions during the past year, companies and people about which we've written, and others. If you don't see your organization in the Book of List index that starts on page 176, get on our radar by completing a basic information survey at www.bit.ly/CPBJ2017basic. We also give survey contacts the option to include a cell number, so we can text you if we haven't received a survey back from you before a list goes to print.

Once information is in place, the Journal staff edits it for accuracy and consistency. Company names are verified with the Pennsylvania Department of State, employee and revenue numbers are reviewed, company descriptions are expanded or shortened for clarity, and clarification is requested from businesses when necessary — all to make lists as useful for our readers as possible.

CPBJ premium subscribers have unlimited access to all of this online data in both spreadsheet and PDF formats.

In addition, we create new projects each year, like the contact information now available online for the new hires and promotions featured in our Newsmakers section. During the coming year, we plan to create lists of certified risk managers, women CEOs, forensic accountants, fast-growing Franklin County companies, academic entrepreneurship programs, family business advisers and other projects still in the planning stages. Would you like to learn more, or do you have suggestions for improving our data? Email me at lists@cpbj.com.

Alaine Keisling
Researcher, Central Penn Business Journal

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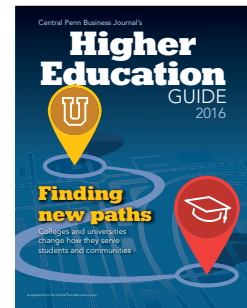
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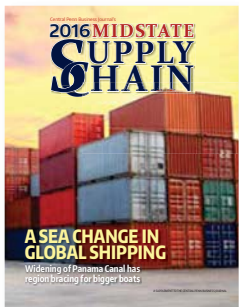
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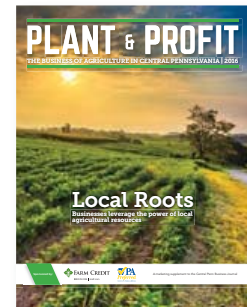
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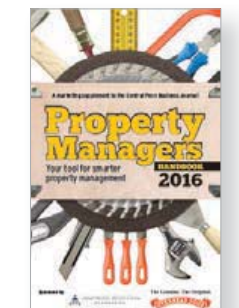
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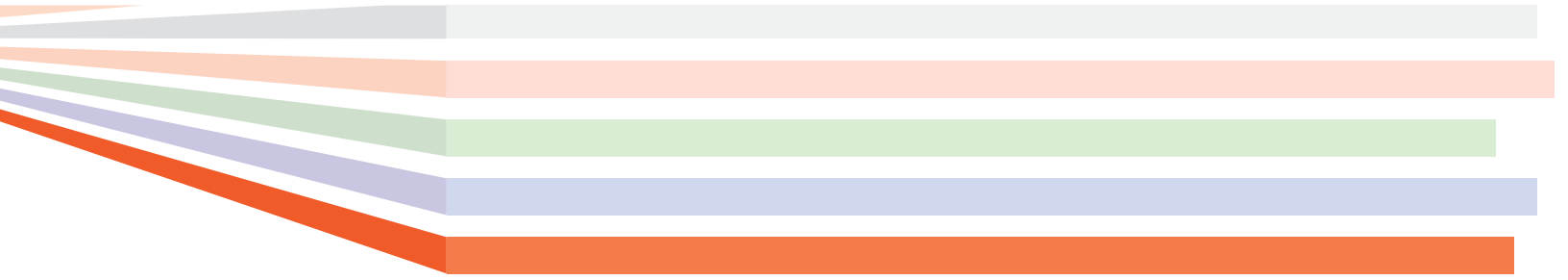
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CHAPTER 1

CONSTRUCTION

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A worker operates a robotic demolition machine.

GOING ROBOT

Robots. Drones. Hemp.

These are some of the latest innovations to hit the construction industry. A few already are in use in Central Pennsylvania, while others are in development.

- **IN USE:** Robots are currently being used to help with tasks like building demolition. Other contractors are using robotics to lay bricks. Meanwhile, drones are taking pictures of construction sites from the air, a good way for companies to market their capabilities because they can get unique shots of a job site before and after construction.

- **IN THE WORKS:** Hemp comes from the cannabis plant. Pennsylvania recently launched a program to allow for pilot studies of industrial hemp. Hemp-based building materials include hempcrete, which is a mixture of hemp, lime and water. It is being used in Europe, but has been slow to catch on in the U.S., where it has been used mostly in new homes.

— Jason Scott

PHOTO/THINKSTOCK



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Construction projects

Ranked by cost

| Rank | Project Address Municipality | Aggregate cost Square footage | Began Completed | General contractor or construction manager Address | Website Phone | Project type Special features |
|------|--|---------------------------------|---------------------------------|---|---|---|
| 1 | READING DOUBLETREE HOTEL 701 Penn St. Reading, Berks Co. | \$46.05 million 201,330 | January 2014 November 2015 | Wohlsen Construction Co. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | Hotel DNR |
| 2 | TEL HAI RETIREMENT - STONECROFT 1200 Tel Hai Circle Honeybrook, Chester Co. | \$41.78 million 220,800 | January 2014 July 2015 | Wohlsen Construction Co. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | Senior care DNR |
| 3 | PROLOGIS GEORGIA PACIFIC DISTRIBUTION CENTER @ PARK 81 234 Walnut Bottom Road Southampton Twp., Cumberland Co. | \$40.54 million 1.50 million | September 2014 July 2015 | R.S. Mowery & Sons Inc. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | www.rsmowery.com 717-506-1000 | Warehouse/distribution DNR |
| 4 | PROLOGIS PARK CARLISLE II 221 Allen Road West Pennsboro Twp., Cumberland Co. | \$35.33 million 1.03 million | October 2014 December 2015 | R.S. Mowery & Sons Inc. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | www.rsmowery.com 717-506-1000 | Warehouse/distribution DNR |
| 5 | MARTIN'S FAMOUS PASTRY SHOPPE 1000 Potato Roll Lane Chambersburg, Franklin Co. | \$34.70 million 197,621 | June 2014 October 2015 | Wohlsen Construction Co. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | Manufacturing Warehouse addition and new corporate office |
| 6 | MOUNT NITTANY HEALTH PERIOPERATIVE SERVICES WING 1800 E. Park Ave. State College, Centre Co. | \$32.24 million 78,468 | July 2012 June 2015 | Alexander Building Construction Co. 315 Vaughn St. Harrisburg, PA 17110-1327 | www.alexanderbuilding.com 717-234-7041 | Hospital expansion Perioperative services wing, including new operating rooms, pre-op and post-anesthesia care unit and pharmacy |
| 7 | MILLERSVILLE UNIVERSITY EAST SUITES 210 E. Residence Hall Circle Millersville, Lancaster Co. | \$31.21 million 155,000 | May 2014 July 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Education Student housing |
| 8 | I-83 WIDENING NA Lemoyne, Cumberland Co. | \$22 million DNR | August 2013 December 2015 | Michael Baker International Inc. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | www.mbakerial.com 717-221-2000 800-642-2537 | Highway Road widening |
| 9 | MASONIC VILLAGE AT LAFAYETTE HILL APARTMENT BUILDING 801 Ridge Pike, Lafayette Hill Whitemarsh Twp., Montgomery Co. | \$21 million 97,000 | May 2014 August 2016 | Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520 | www.warfelcc.com 717-299-4500 | Senior living apartments DNR |
| 10 | RENAISSANCE ACADEMY 40 Pine Crest St. Schuylkill Twp., Chester Co. | \$19.10 million 120,000 | October 2013 August 2015 | Reynolds Enterprises Inc. 3300 N. Third St. Harrisburg, PA 17110-1407 | www.reynoldssolutions.com 717-238-5737 | Education Charter school |
| 11 | NORTH CORNWALL MEDICAL CENTER 1701 Cornwall Road North Cornwall Twp., Lebanon Co. | \$17.40 million 73,500 | October 2014 October 2015 | Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520 | www.warfelcc.com 717-299-4500 | Health care Medical center, including urgent care |
| 12 | ENOLA BRIDGE NA East Pennsboro Twp., Cumberland Co. | \$17 million DNR | November 2012 December 2015 | Michael Baker International Inc. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | www.mbakerial.com 717-221-2000 800-642-2537 | Bridge Highway bridge construction |
| 13 | ALLEN DISTRIBUTION BUILDING #15 75 Logistics Drive South Middleton Twp., Cumberland Co. | \$15.93 million 505,000 | May 2014 January 2015 | R.S. Mowery & Sons Inc. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | www.rsmowery.com 717-506-1000 | Warehouse/distribution DNR |
| 14 | PLYMOUTH MEETING TURNPIKE MAINTENANCE BUILDINGS Milepost 333 eastbound Plymouth Twp., Montgomery Co. | \$14.23 million 73,542 | March 2014 July 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Maintenance Turnpike maintenance facility |
| 15 | MIFFLIN COUNTY JUNIOR HIGH SCHOOL 201 Eighth St. Lewistown, Mifflin Co. | \$13 million 130,114 | December 2013 August 2015 | Reynolds Enterprises Inc. 3300 N. Third St. Harrisburg, PA 17110-1407 | www.reynoldssolutions.com 717-238-5737 | Education DNR |
| 16 | VILLAGE AT SPRENKLE DRIVE 1802 Folkemer Circle Manchester Twp., York Co. | \$12.54 million 60,500 | July 2014 September 2015 | Warfel Construction Co. 1110 Enterprise Road East Petersburg, PA 17520 | www.warfelcc.com 717-299-4500 | Senior care Assisted living and memory care facility expansion and renovations |
| 17 | INDIANA UNIVERSITY OF PA FOLGER HALL EXPANSION AND RENOVATION Pratt Drive Indiana, Indiana Co. | \$10.44 million 48,000 | October 2014 September 2015 | Alexander Building Construction Co. 315 Vaughn St. Harrisburg, PA 17110-1327 | www.alexanderbuilding.com 717-234-7041 | Higher education Phase II dining facilities expansion |
| 18 | WILSON COLLEGE'S JOHN STEWART MEMORIAL LIBRARY 1015 Philadelphia Ave. Chambersburg, Franklin Co. | \$8.78 million 36,540 | September 2014 December 2015 | R.S. Mowery & Sons Inc. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | www.rsmowery.com 717-506-1000 | Library Renovation and addition |
| 19 | LYCOMING COLLEGE LYNN SCIENCE CENTER Washington Street Williamsport, Lycoming Co. | \$8.78 million 31,500 | July 2014 July 2015 | Alexander Building Construction Co. 315 Vaughn St. Harrisburg, PA 17110-1327 | www.alexanderbuilding.com 717-234-7041 | Higher education New science building including physics laboratories, classrooms, and a state-of-the-art planetarium |
| 20 | MRPI FULLING MILL ROAD WAREHOUSE 140 Fulling Mill Road Lower Swatara Twp., Dauphin Co. | \$8.69 million 249,600 | July 2014 February 2015 | R.S. Mowery & Sons Inc. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | www.rsmowery.com 717-506-1000 | Warehouse/distribution DNR |

DNR=did not respond ES=elementary school HS=high school MS=middle school SD=school district WWTW=wastewater treatment plant The Central Penn Business Journal's list of construction projects is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys.info; follow @CPBJListCentral on Twitter. **Published July 1, 2016.**

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Construction projects

Ranked by cost

| Rank | Project Address Municipality | Aggregate cost Square footage | Began Completed | General contractor or construction manager Address | Website Phone | Project type Special features |
|------|---|-------------------------------|--------------------------------|---|---|--|
| 21 | QUALITY BICYCLE PRODUCTS 2501 Noll Drive East Hempfield Twp., Lancaster Co. | \$8.48 million 120,000 | March 2014 February 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Office/warehouse Office and distribution center |
| 22 | VALLEY FORGE TRAVEL PLAZA 1495 Valley Forge Road Tredyffrin Twp., Chester Co. | \$6.76 million 8,300 | January 2015 August 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Tumpike plaza DNR |
| 23 | PA NATIONAL GUARD COMBINED COMMUNICATIONS, OPERATIONS AND TRAINING FACILITY Fort Indiantown Gap Annville Twp., Lebanon Co. | \$6.65 million 21,500 | September 2014 October 2015 | Lobar Associates Inc. 4 Barlo Circle, P.O. Box 432 Dillsburg, PA 17019 | www.lobarassoc.com 717-432-3429 | Military Multipurpose military facility constructed using insulated concrete forms for foundation and core area |
| 24 | DONEGAL MUTUAL INSURANCE 1195 River Road East Donegal Twp., Lancaster Co. | \$6.15 million 3,840 | May 2014 November 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Office building Boiler house replacement |
| 25 | NORTH MIDWAY TRAVEL PLAZA 1152 Shed Road Bedford Twp., Bedford Co. | \$5.40 million 8,000 | September 2014 May 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Tumpike plaza DNR |
| 26 | RISING SUN WASTE WATER TREATMENT PLANT 1 E. Main St Rising Sun, Cecil Co., Maryland | \$5 million DNR | August 2014 September 2015 | Wickersham Construction and Engineering Inc. 777 E. Ross St Lancaster, PA 17602 | www.wickershamconstruction.com 717-397-8282 | Wastewater treatment plant Includes new headworks building, influent pump station, orbital oxidation ditch, post and anoxic reactors, two clarifiers, filter facility, plant operations building and process piping |
| 27 | BETHLEHEM CSO #12 10 E. Church St Bethlehem, Lehigh Co. | \$3 million DNR | July 2014 December 2015 | Wickersham Construction and Engineering Inc. 777 E. Ross St Lancaster, PA 17602 | www.wickershamconstruction.com 717-397-8282 | Wastewater treatment plant Combined sewer overflow storage and pumping facility |
| 28 | EAST PUMP STATION Wiker Road East Lampeter Twp., Lancaster Co. | \$2.61 million 1,633 | September 2014 July 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Municipal DNR |
| 29 | HOMWOOD SUITES-READING 2801 Paper Mill Road Wyomissing, Berks Co. | \$2.58 million 90,000 | July 2014 July 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Hotel Renovations |
| 30 | WHITFORD COUNTRY CLUB 600 Whitford Hills Road West Whiteland Twp., Chester Co. | \$2.45 million 22,223 | November 2014 June 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Country club Maintenance and tennis building replacement |
| 31 | HOMWOOD SUITES-MECHANICSBURG 5001 Ritter Road Upper Allen Twp., Cumberland Co. | \$2.12 million 90,000 | November 2014 July 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Hotel Renovations |
| 32 | FULTON BANK PINE GROVE BRANCH 53 S. Tulpehocken St. Pine Grove, Schuylkill Co. | \$1.61 million 5,115 | December 2014 August 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-221-2000 | Bank DNR |
| 33 | CLARKS FERRY ROCK FENCE NA Upper Paxton Twp., Dauphin Co. | \$1.60 million DNR | March 2015 October 2015 | Michael Baker International Inc. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | www.mbakerial.com 717-221-2000 800-642-2537 | Highway DNR |
| 34 | HERSHEYPARK LAFF TRAKK 100 W. Hersheypark Drive Derry Twp., Dauphin Co. | \$1.41 million 23,445 | February 2015 May 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Theme park DNR |
| 35 | NORTH MUSEUM OF NATURE & SCIENCE 400 College Ave. Lancaster, Lancaster Co. | \$1.13 million 27,582 | October 2014 March 2015 | High Construction Co. 1853 William Penn Way Lancaster, PA 17601 | www.highconstruction.com 717-291-2276 | Museum Renovation |
| 36 | HUNTINGDON VALLEY COUNTRY CLUB 2295 Country Club Drive Upper Moreland Twp., Montgomery Co. | \$966,538 3,090 | December 2014 April 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Country club Kitchen renovation |
| 37 | LNP MEDIA GROUP INC. 8 W. King St. Lancaster, Lancaster Co. | \$550,000 3,000 | December 2014 March 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Office Renovation |
| 38 | CALVARY HOMES 502 Elizabeth Drive Manheim Twp., Lancaster Co. | \$515,165 3,300 | October 2014 February 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Senior living Kitchen and dining renovation |
| 39 | LANCASTER GENERAL HEALTH AND PENN MEDICINE 2100 Harrisburg Pike East Hempfield Twp., Lancaster Co. | \$273,750 1,550 | August 2015 September 2015 | Benchmark Construction Co. Inc. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | www.benchmarkgc.com 717-626-9559 | Health care Linear accelerator renovation of existing radiation treatment vault |

DNR did not respond ES-elementary school HS-high school MS-middle school SD-school district WTP-wastewater treatment plant The Central Penn Business Journal's list of construction projects is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys.info; follow @CPBJListCentral on Twitter. **Published July 1, 2016.**

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Agency construction managers

Ranked by local agency construction-management revenue

| Rank | Prev. rank | Company Address | 2015 local agency construction mgt./total revenue | Top local executive Title | Website Phone | % of bus.: comm./ind./res. Markets/industries | Largest local project Cost F-T/P-T local employees | Local/total locations Headquarters Year established locally | Contract mgt. services |
|------|------------|--|---|--|---|---|--|---|---|
| 1 | 1 | MICHAEL BAKER INTERNATIONAL INC. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | \$10.1 million \$578.04 million | Steven L. Barber PE VP and office executive | www.mbakerial.com 717-221-2000 800-642-2537 | 100%/0%/0% Transportation, transit facilities, Marcellus Shale, colleges and universities, govt. agencies | State Route 322 Paving at Clarks Ferry \$7.68 million 130/12 | 2/90 Moon Twp., Allegheny Co. 1948 | Construction management, construction inspection, scheduling, cost estimating, claims support, engineering support |
| 2 | 2 | REYNOLDS ENTERPRISES INC. 3300 N. Third St. Harrisburg, PA 17110-1407 | \$4.85 million \$43 million | David S. Angle CEO | www.reynoldsolutions.com 717-233-5737 | 90%/10%/0% Health care, education, govt., corrections, industrial, transportation, office and hospitality | DNR DNR 70/5 | 1/4 Harrisburg 1994 | Preconstruction services, program budgeting, cost estimating, value eng., life-cost analysis, cost control and scheduling, bid and project mgt. |
| 3 | 5 | JOHNSON MIRMIRAN & THOMPSON INC. 214 Senate Ave., Suite 102 Camp Hill, PA 17011 | \$2.52 million \$190 million | Barry A. Epley PE Senior VP | www.jmt.com 717-562-5000 800-266-5488 | 100%/0%/0% Transportation projects including roads, bridges, airports and transit facilities | PennDOT rapid bridge replacement program \$899 million 65/10 | 2/36 Sparks, Md. 1983 | Program management, construction management and inspection, value engineering, scheduling, claims review and analysis |
| 4 | 4 | QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224 | \$1.69 million \$274.82 million | Noble C. Quandel Chairman and CEO | www.quandel.com 717-657-0909 | 95%/5%/0% Health care, K-12 and higher education, office, retail, distribution, churches, wastewater treatment | West York Area School District \$40 million 210/3 | 2/12 Harrisburg 1882 | Preconstruction planning, estimating, coordination of bids, scheduling, administration, construction management, closeout |
| 5 | 6 | EASTERN PCM LLC 645 N. 12th St., Suite 200 Lemoyne, PA 17043-1219 | \$1.15 million \$1.15 million | William P. Morgan President and CEO | www.easternpcm.com 717-233-3816 | 90%/10%/0% Higher education, health care, senior living, commercial, nonprofit | Cooper Student Center renovations \$12.15 million 10/1 | 1/1 Lemoyne 2003 | Construction management, owner's representation, program management, relocation management, project management |
| 6 | 7 | ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110-1327 | \$708,000 \$211.78 million | Richard J. Seitz President | www.alexanderbuilding.com 717-234-7041 | 100%/0%/0% Health care, higher education, corporate office, parking structures, manufacturing | Northumberland County Prison \$18 million 55/10 | 1/5 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, Franklin, 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 contractors list for information about firms that provide at-risk construction-management and other services. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Nov. 25, 2016.**

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Electrical contractors

Ranked by local electrical-contracting revenue

| Rank | Prev. rank | Company Address | 2015 local electrical- contracting/total revenue | Top local executive Title | Website Phone | % of business: comm./res./indus. F-T/P-T local employees | Local/total locations Headquarters Year established locally | Specialties |
|------|------------|---|---|--|---|---|---|---|
| 1 | 2 | I.B. ABEL INC. 620 S. Edgar St. York, PA 17403 | \$55 million \$97.1 million | Patrick A. Kinsley President | www.ib-abel.com 717-845-1639 | 20%/0%/80% 240/0 | 1/3 York 1913 | Electrical, utility, voice, data, video, 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 | \$38.62 million \$66.43 million | Larry D. Shore President | www.elheim.com 717-233-8711 800-692-7317 | 40%/0%/60% 325/0 | 1/1 Harrisburg 1931 | Manufacturing, processing, hospitals, government, food, educational |
| 3 | 3 | GETTLE INC. 2745 Blackbridge Road York, PA 17406-7920 | \$32 million \$38 million | George E. Buss President and CEO | www.gettle.com 717-843-1231 800-758-0780 | 60%/0%/40% 200/3 | 1/2 Manchester Twp. 1954 | Comm./ind. electrical, automation systems, data comm., fire/security, pole/line construction, panel fabrication, thermal imaging, arc flash hazards |
| 4 | 6 | HALLER ENTERPRISES INC. 212 Bucky Drive Litz, PA 17543 | \$14.24 million \$59.12 million | J. Richard Haller Founder and president | www.hallerent.com 717-625-1500 888-625-1500 | 74%/25%/1% 366/23 | 4/6 Manheim Twp. 1981 | DNR |
| 5 | NR | BBEC INC. 51 Texaco Road Mechanicsburg, PA 17050 | \$12.64 million \$12.64 million | Mark A. Nelson President | www.bbəcinc.com 717-697-5425 | 70%/5%/25% 65/0 | 1/1 Silver Spring Twp. 1978 | Design/build, commercial, industrial |
| 6 | 4 | G.R. SPONAUGLE & SONS INC. 4391 Chambers Hill Road, P.O. Box 4456 Harrisburg, PA 17111-0456 | \$11.62 million \$29.79 million | Glen R. Sponaugle President | www.grsponaugle.com 717-564-1515 | 60%/0%/40% 110/0 | 1/1 Swatara Twp. 1956 | Commercial and industrial design and construction |
| 7 | 10 | CV SERVICES INC. 6365 Basehore Road Mechanicsburg, PA 17050 | \$7.14 million \$7.14 million | Myrd A. Hersh President | www.cvselectric.com 717-697-3320 | 90%/0%/10% 45/2 | 1/1 Hampden Twp. 2002 | Design/build construction, specializing in senior living, higher education, warehousing and logistics |
| 8 | 9 | HURST ELECTRIC LLC 91 Bomberger Road Litz, PA 17543 | \$5.53 million \$5.53 million | Randall S. Hurst Owner | 717-626-6324 | 80%/DNR/20% 30/2 | 1/2 Elizabeth Twp. 1958 | Commercial, industrial, institutional, fire alarm, voice/data, lighting upgrades, service |
| 9 | 11 | EDWARDS ELECTRIC & TELECOM INC. 30 Park St. Stevens, PA 17578 | \$5.45 million \$5.45 million | Richard A. Edwards President | www.edwardselectricinc.com 717-336-7188 | 80%/0%/20% 23/0 | 1/1 E. Cocalico Twp. 1996 | DNR |
| 10 | 7 | INNOVATIVE ELECTRICAL TESTING CONSTRUCTION LLC 5410 Mount Pisgah Road York, PA 17406-9243 | \$4.12 million \$4.12 million | George Whitcomb PE President | www.ietc-team.com 717-252-4730 | 50%/0%/50% 22/1 | 1/1 Lower Windsor Twp. 1995 | Industrial, institutional, utility, commercial, education, design/build, testing, bucket truck, substation, controls, LED lighting, emergency power |
| 11 | 12 | WILCO ELECTRIC INC. 701 Prospect Road Columbia, PA 17512-8907 | \$3.76 million \$3.96 million | Roger S. Brubaker President | www.wilcoelectric.com 717-684-8221 877-684-8221 | 80%/15%/5% 33/1 | 1/1 W. Hempfield Twp. 1937 | Commercial construction and service, residential remodeling/wiring service, green energy audits, electricity sales |
| 12 | 15 | SHANNON A. SMITH INC. 420 S. Cherry St. Myerstown, PA 17067 | \$3.71 million \$8.06 million | Shannon A. Smith President | www.sasinc.us 717-866-6643 888-296-6782 | 100%/0%/0% 41/1 | 1/1 Myerstown 1973 | Electrical, mechanical and plumbing construction |
| 13 | NR | ASCOM INC. 4590 Davidsburg Road, P.O. Box 99 Dover, PA 17315 | \$3.4 million \$3.6 million | Jeff Georg President | www.ascomelectric.com 717-292-9323 | 70%/20%/10% 24/2 | 1/1 Dover Twp. 1988 | Design/build electrical services; commercial electrical contracting; solar installation; Kohler generator installer |
| 14 | 14 | ELECTECH CONTRACTING INC. 205 E. Front St., P.O. Box 321 Lewisberry, PA 17339-0321 | \$2.75 million \$2.75 million | Wm. Todd Runkle President | www.electech.us 717-938-5000 | 50%/5%/45% 18/3 | 1/1 Lewisberry 2003 | Bucket truck service, fiber optics, fiber-optic splicing, electrical and technology design services, voice/data cabling, electrical service |
| 15 | 16 | HENRY ELECTRIC INC. 3101 Eastern Blvd. York, PA 17402 | \$1.28 million \$1.28 million | Henry Koblitz President | www.henryelectricinc.com 717-757-7694 | 60%/20%/20% 12/1 | 1/1 Springettsbury Twp. 1986 | Electrical construction, maintenance, fire alarm, bucket truck services |
| 16 | 17 | K.L. TYNDALE INC. 7604 Allentown Blvd. Harrisburg, PA 17112 | \$1.02 million \$1.02 million | Kenneth L. Tyndale President | www.klyndaleinc.com 717-545-9607 | 65%/15%/20% 8/1 | 1/1 W. Hanover Twp. 1975 | Parking lot lighting design and installation; residential and commercial Kohler generators; LED lighting upgrades; flag pole sales and installation |
| 17 | 18 | JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514 | \$679,907 \$15.04 million | Chris Leaman President | www.jkmechanical.com 717-464-0111 800-556-0028 | 40%/60%/DNR 80/8 | 1/1 Pequea Twp. 1979 | Solar PV and thermal, roof-mount or ground-mount; electrical sales and service; whole-house generators |
| 18 | 19 | BEN ILGENFRITZ ELECTRIC LLC DBA GENESIS LIGHTING + ELECTRIC 1019 Weiss Ave. Lebanon, PA 17042-7135 | \$250,300 \$250,300 | Ben Ilgenfritz Owner | www.genesisle.com 717-450-2878 | 50%/30%/20% 3/1 | 1/1 S. Lebanon Twp. 2012 | Lighting audits and LED installation, residential and commercial electrical contracting |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published March 18, 2016.**

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- Commercial property mgt
- Commercial real estate agents
- Commercial waste-hauling services
- Commonwealth agencies, commissions and more
- Computer consultants
- Construction projects
- Copy-service providers
- CPA firms
- Credit unions
- Database mgt. and software development firms
- **Defense contractors**
- Dental practices
- Document-management providers
- Downtown development associations
- Economic development organizations
- Electrical contractors
- Emerging business of the year
- Employee benefit administrators
- Energy consultants
- Engineering firms
- Entrepreneur of year
- Environmental consultants
- Estate planners
- **Event planners**
- Excavating contractors
- Executive management
- Executive raises
- Executive recruiters
- Family owned and operated
- Fastest of the fast
- Fastest-growing cos
- Fast-growing Adams
- Fast-growing Cumberland
- **Fast-growing D**
- Fast-growing Lancaster
- Fast-growing Lebanon
- Financial consultants
- Food manufacturers
- Forty under 40
- Foundations
- Fuel companies
- General contractors
- Golf courses
- Health/life agencies
- Homebuilders
- Home-care providers
- Hospital executives
- Hospitals and health systems
- Hotel meeting
- Hotels
- HVAC, mechanical & plumbing contractors
- Information-technology services
- Insurers, dental/vision
- **Insurers, health**
- Insurers, HMO
- Insurers, property/casualty
- Investment brokers
- Investors
- Physical therapists
- Physician groups
- Private companies survey
- Property/casualty agencies
- Public companies
- Public-company executives
- Real estate - commercial
- Real estate - residential
- Real estate - universities
- Nonprofit wish list
- Nursing homes
- Office-equipment
- Office-furniture
- Outpatient surgical centers
- Payroll companies
- Personal-care & assisted-living facilities
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Excavating contractors

Ranked by local excavating revenue

| Rank | Prev. rank | Company Address | 2015 local excavating/total revenue | Top local executive Title | Website Phone | Largest local 2015 project Project cost | % of business: roads./comm./indus./res./other | Local estimators F-T/P-T employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|---|-------------------------------------|---------------------------------|--|--|---|------------------------------------|---|--|
| 1 | | BRUBACHER EXCAVATING INC. 825 Reading Road, P.O. Box 528 Bowmansville, PA 17507-0528 | \$55.6 million \$66.1 million | Keith A. Brubacher President | www.brubacher.net 717-445-4571 | Weatherstone \$4.8 million | 20%/10% 10%/55% 5% | 7 257/2 | 1/3 Brecknock Twp. 1971 | Excavation, storm/sanitary sewers, water lines, paving, drilling, blasting, clearing, directional drilling, vacuum excavation, energy services |
| 2 | | LIBERTY EXCAVATORS INC. 4402 Gettysburg Road Camp Hill, PA 17011 | \$53.5 million \$53.5 million | Richard R. Evans President | www.libertyinc.net 717-761-8461 | Goodman Logistics near Carlisle \$8.39 million | 2%/23% 57%/8% 10% | 5 35/111 | 1/1 Upper Allen Twp. 1977 | Site work, utilities, fast-track completion, industrial, commercial, residential, Marcellus Shale, rock crushing, vacuum excavation and snow removal |
| 3 | | B.R. KREIDER & SON INC. 63 Kreider Lane Manheim, PA 17545-8869 | \$34.24 million \$37.42 million | Brent R. Kreider President | www.brkreider.com 717-898-7651 | DNR DNR | 1%/78% 1%/18% 2% | 8 164/11 | 1/1 E. Hempfield Twp. 1936 | Excavating, paving, site management, utilities, crushing/recycling, stormwater management, pervious paving, stream/flood plain remediation |
| 4 | | YORK EXCAVATING CO. LLC 1010 Plymouth Road York, PA 17402 | \$24.4 million \$24.4 million | Jeff Walker President | www.yorkexcavating.com 717-755-0607 | ACP 3/4 \$6.4 million | 5%/45% 5%/20% 25% | 3 86/1 | 1/1 Windsor Twp. 2010 | Excavating, storm/sanitary sewer, water lines, grading, paving, milling for commercial/government/residential projects |
| 5 | | ABEL CONSTRUCTION CO. INC. 3925 Columbia Ave., P.O. Box 476 Mountville, PA 17554-0476 | \$21.85 million \$21.85 million | Troy Abel President | www.abelconst.com 717-265-3103 | Panorama Hills \$8.7 million | 15%/10% 10%/65% 0% | 4 100/0 | 2/2 W. Hempfield Twp. 1972 | Installation of site infrastructure, including erosion control, excavation, utilities, curbing, paving, bridges, railyards, oil and gas sites |
| 6 | | D.H. FUNK & SONS LLC 3995 Continental Drive Columbia, PA 17512-9710 | \$21.22 million \$22.71 million | Dennis A. Funk President | www.dhfunk.com 717-684-0708 | Lancaster Northwest Gateway \$4.58 million | 0%/90% 0%/7% 3% | 3 83/6 | 1/1 W. Hempfield Twp. 1976 | Excavating contractor, including site development, site utilities, commercial and residential excavation |
| 7 | | CH+N SITE CONSTRUCTION INC. 1190 Dillerville Road Lancaster, PA 17601 | \$16.17 million \$16.17 million | Matt Eshelman DNR | 717-490-8020 | Woodbridge, Phase 1 \$3 million | 15%/30% 0%/45% 10% | 2 52/0 | 1/1 Lancaster 1980 | Site preparation, earth moving, utilities, curb, paving and materials crushing and recycling |
| 8 | | R.L. LIVINGSTON EXCAVATION & PAVING INC. 1 Blair Mountain Road Dillsburg, PA 17019 | \$10.89 million \$10.89 million | Rick L. Livingston President | 717-432-4011 | Rutter's #36 project \$2.33 million | 2%/40% 10%/30% 18% | 2 45/1 | 1/1 Carroll Twp. 1998 | Total site development, earthwork, utilities and paving services |
| 9 | | MAINLINE EXCAVATING INC. 2325 Paxton Church Road Harrisburg, PA 17110 | \$5.7 million \$5.7 million | Andrew Williams President | www.mlexc.com 717-909-5578 | Sheetz on Lindle Road \$1.2 million | 0%/82% 0%/18% 0% | 3 26/0 | 1/1 Susquehanna Twp. 2000 | Site layout, grading, utilities, stormwater and infiltration systems, pavement designs and sustainability |
| 10 | NR | C.E. WILLIAMS SONS INC. 1141 Highland Avenue Road Gettysburg, PA 17325 | \$5 million \$5 million | James E. Williams President | www.cewilliams.com 717-334-5511 | DNR DNR | 20%/70% 0%/10% 0% | DNR 23/2 | 1/1 Gettysburg 1942 | Commercial sitework, land development, excavating and paving contractor |

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

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Researched by Alaine Keisling

Homebuilders

Ranked by local settled-sales volume

| Rank | Prev. rank | Company Address | 2015 local settled-sales volume/total revenue | Top local executive Title | Website Phone | 2015 homes started/completed % single/multifamily | F-T/P-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 | 2 | CHARTER HOMES BUILDING CO. DBA CHARTER HOMES & NEIGHBORHOODS 1190 Dillerville Road Lancaster, PA 17601-3989 | \$88.3 million \$88.3 million | Robert P. Bowman President | www.charterhomes.com 717-560-1400 800-325-3030 | DNR/DNR 55% 45% | 136/0 Residential homebuilding, residential development, excavating, general construction | \$170,000- \$700,000 55%/45% | 13/13 Lancaster 1990 | Deer Run, Walden, Spring Hill, Highlands, Veranda, Strasburg, Millcreek, Florin Hill, Meridian, Grandview, Highpoint, Sinclair Park, Sage Hill, etc. |
| 2 | 4 | EG STOLTZFUS HOMES LLC 474 Mount Sidney Road Lancaster, PA 17602 | \$55.2 million \$55.2 million | Brent O. Stoltzfus President | www.egstoltzfus.com 717-393-0212 | 230/230 65% 35% | 37/2 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, Eagles View, Winding Hills, Fieldstone, Landis Farm, Kendale Oaks |
| 3 | NR | J.A. MYERS HOMES LLC 160 Ram Drive Hanover, PA 17331 | \$29.85 million \$26 million | Joseph A. Myers President | www.jamyershomes.com 717-632-9406 800-368-9990 | 115/101 97% 3% | 85/3 Supervision, dozer and backhoe operators, laborers, carpenters, administrative, CAD draftsmen, sales | \$150,000-\$400,000 90%/10% | 1/1 Conewago Twp. 1973 | Chapel View, High Pointe, Cumberland Village, Irish Meadows, Jackson Heights, Whispering Run, Williams Field, Nadines Overlook |
| 4 | NR | SIMERAL CONSTRUCTION CO. INC. 129 W. Airport Road Litz, PA 17543 | \$12.5 million \$12.5 million | Mark R. Simeral CEO | www.simeralconstruction.com 717-560-5992 | 6/4 100% 0% | 21/0 Supervision, framing and millwork | \$500,000 - \$3,500,000 100%/0% | 1/1 Manheim Twp. 1987 | The Farm on Quarry Road |
| 5 | 8 | MUSSER HOME BUILDERS INC. 10 Barrens Valley Road Dillsburg, PA 17019 | \$5.77 million \$5.77 million | Jeffrey L. Musser President | www.musserbuilder.com 717-432-3496 | 5/5 100% 0% | 8/4 Design, management, finish carpentry, framing, deck construction | \$375,000-\$1,000,000 100%/0% | 1/1 Franklin Twp. 1972 | Legacy Landing, Forevergreen Farms, Woods At Barmitz, Woodland Hills, scattered lots |
| 6 | 9 | ENSMINGER BUILDER INC. 1223 E. Chocolate Ave. Hershey, PA 17033 | \$1.5 million \$1.5 million | Jacob D. Ensminger Jr. Owner | www.ensmingerbuilder.com 717-520-0882 | 2/0 50% 50% | 7/0 All phases of framing, home construction, remodeling | \$350,000 100%/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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Researched by Alaine Keisling

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General contractors


Ranked by local revenue


| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | % of bus.: comm./ind./res. Largest local project Cost | F,T/P,T local employees % of business: govt./priv. | Local/total locations Headquarters Year established locally | Markets/industries |
|------|------------|--|--------------------------------------|--|---|--|--|---|--|
| 1 | 2 | KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886 | \$257.9 million \$432.7 million | Robert A. Kinsley Chairman and CEO | www.rkinsley.com 717-741-3841 | DNR DNR | 1,137/9 20%/80% | 1/5 York Twp. 1963 | Education, health care, office/retail, manufacturing, distribution, multi-unit residential, cultural |
| 2 | 3 | WOHLEN CONSTRUCTION CO. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | \$181.46 million \$313.19 million | J. Gary Langmuir President and CEO | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | Reading DoubleTree Hotel \$46.05 million | 144/6 1%/99% | 2/7 Lancaster 1890 | Senior living, health care, higher education, commercial, industrial & institutional |
| 3 | 2 | WAGMAN INC. 3290 N. Susquehanna Trail York, PA 17406-9754 | \$162.86 million \$211.51 million | Michael B. Glezer President and CEO | www.wagman.com 717-764-8521 | DNR DNR | 380/2 65%/35% | 2/4 Manchester Twp. 1902 | Senior living, health care, higher education, urban, institutional, heavy/highway, geotech, concrete |
| 4 | 9 | R.S. MOWERY & SONS INC. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | \$137.59 million \$137.59 million | Donald H. Mowery Chairman and CEO | www.rsmowery.com 717-506-1000 | Prologis Georgia Pacific distribution center \$40.54 million | 62/0 DNR/100% | 1/1 Silver Spring Twp. 1925 | Senior care, corporate office/health care, warehouse/distribution, college/university, churches |
| 5 | 6 | WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520 | \$131.1 million \$131.1 million | Ralph E. Simpson Jr. PE CEO | www.warfelcc.com 717-299-4500 | Upper Perkiomen YMCA \$10.3 million | 180/0 DNR/100% | 2/DNR E. Hempfield Twp. 1911 | Senior care, education, hospitality, institutional, corporate and historic restoration |
| 6 | NR | ECIGONSTRUCTION LLC 124 Church St., P.O. Box 459 Dillsburg, PA 17019-0459 | \$120.02 million \$120.02 million | William P. Eichelberger President and CEO | www.ecigroup.us 717-638-2000 | PEMA headquarters \$21.92 million | 204/7 50%/50% | 1/1 Dillsburg 2002 | Health care, senior living, office buildings, churches, education, government, retail, hospitality |
| 7 | 5 | QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224 | \$106.49 million \$274.82 million | Noble C. Quandel Chairman and CEO | www.quandel.com 717-657-0909 | York County Resource Recovery Center \$32.73 million | 210/3 50%/50% | 2/12 Harrisburg 1882 | Health care, K-12 and higher education, office, retail, distribution, churches, wastewater treatment |
| 8 | 7 | BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | \$102.41 million \$102.41 million | Michael K. Callahan President | www.benchmarkgc.com 717-626-9559 | Millersville University East Suites student housing \$31.21 million | 155/7 0%/100% | 1/1 W. Earl Twp. 1985 | Health care, senior living, education, commercial, institutional, industrial |
| 9 | 4 | CONEWAGO ENTERPRISES INC. 660 Edgegrove Road, P.O. Box 407 Hanover, PA 17331-7759 | \$95.6 million \$95.6 million | Donald B. Smith Jr. President and CEO | www.conewago.com 717-632-7722 | DNR DNR | 288/16 20%/80% | 1/1 Conewago Twp. 1956 | Manufacturing/distribution warehouses, corporate offices, hotels, retail, tenant fit-outs, sitework |
| 10 | NR | LOBAR INC. 1 Old Mill Road, P.O. Box 50 Dillsburg, PA 17019-0050 | \$92.11 million \$174.49 million | Frank A. Eichelberger President and CEO | www.lobar.com 717-432-9728 | Lamberton & Wilson Middle School \$20.01 million | 194/0 98%/2% | 1/4 Carroll Twp. 1967 | Commercial construction |
| 11 | 8 | STEWART AND TATE INC. 950 Smile Way York, PA 17404 | \$84.9 million \$164 million | Timothy R. Tate PE President and CEO | www.stewartandtate.com 717-854-9581 | Carlisle Construction Materials plant expansion \$16.4 million | 186/0 50%/50% | 2/3 York 1935 | Industrial, commercial, institutional, health care, senior living, religious, residential |
| 12 | 10 | HIGH CONSTRUCTION CO. 1853 William Penn Way Lancaster, PA 17601 | \$83.16 million \$83.16 million | Richard L. Stoudt Jr. President | www.highconstruction.com 717-291-2276 | Pennsylvania Turnpike Commission Plymouth Meeting maintenance facility \$14.23 million | 53/0 5%/95% | 1/1 E. Lampeter Twp. 1978 | Hotel, multifamily, educational, office, retail, health care, industrial |
| 13 | 11 | ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110-1327 | \$68.86 million \$211.78 million | Richard J. Seitz President | www.alexanderbuilding.com 717-234-7041 | WellSpan Health York Hospital emergency department expansion \$32.13 million | 55/10 0%/100% | 1/5 Harrisburg 1928 | Health care, higher education, corporate office, parking structures, manufacturing |
| 14 | 13 | LOBAR ASSOCIATES INC. 4 Barlo Circle, P.O. Box 432 Dillsburg, PA 17019 | \$50.73 million \$50.73 million | Lee E. Eichelberger President and CEO | www.lobarassoc.com 717-432-3429 | PA Air National Guard combined communications, operations and training facility \$6.65 million | 132/6 40%/60% | 1/1 Carroll Twp. 1989 | Retail, grocery, health care, offices, churches, financial, higher education, industrial, bridges and government |
| 15 | 12 | REYNOLDS ENTERPRISES INC. 3300 N. Third St. Harrisburg, PA 17110-1407 | \$40 million \$43 million | David S. Angle CEO | www.reynoldssolutions.com 717-238-5737 | DNR DNR | 70/5 80%/20% | 1/4 Harrisburg 1994 | Health care, education, govt., corrections, industrial, transportation, office and hospitality |
| 16 | NR | EGSTOLTZFUS CONSTRUCTION LLC 2127 New Holland Pike Lancaster, PA 17601 | \$36.14 million \$36.14 million | Brent O. Stoltzfus President | www.egstoltzfus.com 717-735-6010 | DNR DNR | 14/1 0%/100% | 1/1 E. Lampeter Twp. 1968 | Office, retail, health care, apartment, historic reuse, affordable housing, restaurant, churches |
| 17 | 14 | CCS BUILDING GROUP LLC 100 Willow Valley Lakes Drive Willow Street, PA 17584 | \$35.1 million \$35.1 million | Bill Koch Sr. President | www.ccsbuilds.com 717-490-8090 | DNR DNR | 46/7 0%/100% | 1/1 W. Lampeter Twp. 2008 | Senior living, health care, private colleges, churches, retail, specialty construction |
| 18 | 19 | TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112-2938 | \$29.73 million \$29.73 million | Mark X. DiSanto CEO | www.triplecrowncorp.com 717-657-5729 | DNR DNR | 83/1 DNR/DNR | 1/1 Lower Paxton Twp. 1977 | DNR |
| 19 | 18 | JOHNSTON CONSTRUCTION CO. 4331 Fox Run Road, P.O. Box 98 Dover, PA 17315 | \$28.15 million \$28.15 million | Trey Johnston President and CEO | www.johnstonconstructioncompany.com 717-292-3606 | DNR DNR | 85/2 80%/20% | 1/2 Dover Twp. 1976 | Semiconductors, electronics, basic materials, food, chemical, petroleum, water companies, landfill |
| 20 | 16 | WICKERSHAM CONSTRUCTION AND ENGINEERING INC. 777 E. Ross St. Lancaster, PA 17602 | \$28 million \$28 million | Bradford Smith President | www.wickershamconstruction.com 717-397-8282 | DNR DNR | 45/0 70%/30% | 1/1 Lancaster 1906 | Commercial, industrial, environmental churches, nonprofits, health care, special projects |


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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General contractors

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | % of bus.: comm./ind./res. Largest local project Cost | F-T/P-T local employees % of business: gov./priv. | Local/total locations Headquarters Year established locally | Markets/industries |
|------|------------|--|------------------------------------|---|---|---|---|---|--|
| 21 | 15 | AMES CONSTRUCTION INC. 826 E. Main St., P.O. Box 515 Ephrata, PA 17522 | \$27.29 million \$27.29 million | James M. Stauffer President | www.amesconstructioninc.com 717-733-4141 | DNR DNR | 63/1 0%/100% | 1/1 Ephrata 1974 | Retail, grocery, commercial, religious, fitness |
| 22 | 21 | A.P. WILLIAMS INC. 2325 Paxton Church Road Harrisburg, PA 17110 | \$13.6 million \$13.6 million | Paul F. Williams President | www.apwilliams.com 717-540-3902 | Bank of Landisburg \$1.9 million | 27/0 10%/90% | 1/1 Susquehanna Twp. 1994 | Retail, health care, offices, warehouses, gyms, residential |
| 23 | 22 | SIMERAL CONSTRUCTION CO. INC. 129 W. Airport Road Lititz, PA 17543 | \$12.5 million \$12.5 million | Mark R. Simeral CEO | www.simeralconstruction.com 717-560-5992 | DNR DNR | 21/0 10%/90% | 1/1 Manheim Twp. 1987 | Medical office, financial, historic restoration, retirement communities, custom homes, renovations |
| 24 | 20 | JEM GROUP LLC 509 N. Second St. Harrisburg, PA 17101 | \$12.29 million \$12.29 million | Jessica E. Meyers President and owner | www.jemgroup.net 717-238-7709 | Speedway renovations \$5.32 million | 23/1 5%/95% | 1/1 Harrisburg 2003 | Office/corporate, higher education, retail, health care, government and light industrial |
| 25 | 24 | RLS CONSTRUCTION GROUP LLC 3 Crossgate Drive, Suite 201 Mechanicsburg, PA 17050 | \$8.9 million \$8.9 million | Robert L. Schopfer CHC President and CEO | www.rlscg.com 717-502-6680 | Building 81 at New Cumberland Army Depot \$5.66 million | 27/0 80%/20% | 1/1 Hamden Twp. 2010 | Commercial, health care, institutional, industrial, government |
| 26 | NR | PROTO CONSTRUCTION MANAGEMENT LLC 436 W. James St., Suite 200 Lancaster, PA 17603 | \$2.5 million \$2.5 million | D. Hunter Johnson AIA Managing principal | www.tonogroup.com 717-735-8167 | Oxford Square Community Center \$1.05 million | 10/1 0%/100% | 1/2 Lancaster 2011 | Health care, offices, retail, churches, recreation, adaptive re-use, senior living, residential |
| 27 | 28 | ENSMINGER BUILDER INC. 1223 E. Chocolate Ave. Hershey, PA 17033 | \$1.5 million \$1.5 million | Jacob D. Ensminger Jr. Owner | www.ensmingerbuilder.com 717-520-0882 | DNR DNR | 7/0 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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Specialty contractors

Ranked by local revenue

| Rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | F-T/P-T local employees % bus. comm./res. | Local/total locations Headquarters Year established locally | Services provided |
|------|---|-----------------------------------|---|--|---|---|---|
| 1 | TOUCH OF COLOR FLOORING INC. DBA TOUCH OF COLOR DESIGN GROUP 6303 Allentown Blvd. Harrisburg, PA 17112 | \$32 million \$32 million | Scott J. Appel Co-founder and CEO | www.tocdesigngroup.com 717-939-4390 | 115/5 DNR/DNR | 1/1 Lower Paxton Twp. 2001 | Carpet and flooring dealer focusing on multifamily/apartment replacement, single-family new-home construction, main street/light-to-medium commercial |
| 2 | WITMER MASONRY INC. DBA WITMER RESTORATION 1003 Cornerstone Drive Mount Joy, PA 17552-9416 | \$18.5 million \$23 million | Todd M. Witmer CEO | www.thewitmergroup.com 717-653-1428 | 195/20 DNR/DNR | 1/1 Rapho Twp. 1967 | New masonry, masonry restoration, waterproofing, caulking, air/vapor barrier systems |
| 3 | RICHARD L. SENSENIG CO. 183 S. Market St., P.O. Box 715 Ephrata, PA 17522-0715 | \$9.8 million \$9.8 million | Kirby R. Sensenig President | www.rsensenig.com 717-733-0364 | 70/3 98%/2% | 1/1 Ephrata 1958 | Commercial roofing and metal fabrication |
| 4 | SHILOH PAVING & EXCAVATING INC. 300 Cloverleaf Road York, PA 17406 | \$8.6 million \$8.6 million | Vincent T. Rice and Kathy Rice Owners | www.shilohpaving.com 717-854-1777 | 34/0 95%/5% | 1/1 Conewago Twp. 1957 | Commercial and residential asphalt paving and excavation |
| 5 | WEAVER'S GLASS & BUILDING SPECIALTIES INC. 60 S. 41 St., P.O. Box 4067 Harrisburg, PA 17111-4067 | \$6.8 million \$6.8 million | Guy Weaver Owner | www.weaversglass.com 717-233-8888 | 28/1 DNR/DNR | 1/1 Swatara Twp 1986 | Commercial subcontractor, glass and aluminum |
| 6 | TRIANGLE FIRE PROTECTION INC. 20 Roadway Drive Carlisle, PA 17015 | \$6.7 million \$6.7 million | Mark E. Potteiger President and owner | 717-241-9662 | 25/3 95%/5% | 1/1 Middlesex Twp. 1994 | Fire sprinkler systems installation, inspection, service and design |
| 7 | DAVIS LANDSCAPE LTD. 2340 Paxton Church Road Harrisburg, PA 17110 | \$6.68 million \$17.31 million | Scot Davis President | www.davislandscapeltd.com 717-545-4235 | 100/20 95%/5% | 1/2 Susquehanna Twp. 2000 | Commercial and residential landscape installation, hardscape, irrigation and maintenance |
| 8 | CITY FLOORS OF YORK INC. 340 W. Market St. York, PA 17401 | \$4.8 million \$4.8 million | Tom Gemmill Vice president | www.cityfloorsyork.com 717-848-2178 | 9/0 100%/0% | 1/1 York 1937 | Flooring installation, including wood floors, carpeting, tile, athletic floors |
| 9 | STRUCTURAL RESTORATION SERVICES INC. 259 W. Ore St., P.O. Box 485 Loganville, PA 17342-0485 | \$3.88 million \$3.88 million | Daniel E. Warner President | www.restore-it.com 717-428-3128 800-775-1004 | 35/1 DNR/DNR | 1/1 Loganville 1992 | Coatings, concrete, stone and masonry restoration and repair; epoxy injection; grouting and waterproofing; repairs building leak problems |
| 10 | CENTRAL PENN WELDING & IRONWORKS LLC 650 Division St., P.O. Box 3709 Harrisburg, PA 17105-3709 | \$2.1 million \$2.1 million | Bryant Jefferson President and owner | www.cpwironworks.com 717-972-8765 | 10/2 90%/10% | 1/1 Harrisburg 2006 | Miscellaneous metal fabrication, structural steel, installation, erection, commercial/decorative handrail, pipe handrailings, ADA-compliant handrails |

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

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HVAC, mechanical and plumbing contractors

Ranked by combined HVAC, mechanical and plumbing local revenue

| Rank | Prev. rank | Company Address | 2015 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 2015 Project cost | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|---|---|---|---|---|---|--|
| 1 | 2 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | \$60.21 million \$66.9 million | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | 294/0 48%/9% 33% | Amazon \$2.1 million | 1/3 Harrisburg 1914 | Full-service design/build mechanical contractor; commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal |
| 2 | 3 | HALLER ENTERPRISES INC. 212 Bucky Drive Litz, PA 17543 | \$41.4 million \$59.12 million | J. Richard Haller Founder and president | www.hallerent.com 717-625-1500 888-625-1500 | 366/23 77%/0% 23% | DNR DNR | 4/6 Manheim Twp. 1981 | Residential and commercial plumbing, heating, cooling, electrical, water conditioning and AV and automation services |
| 3 | NR | FREY LUTZ CORP. 1195 Ivy Drive Lancaster, PA 17601 | \$41 million \$41 million | Richard J. Donnelly Jr. CEO | www.freylutz.com 717-898-6808 800-280-6794 | 170/2 65%/0% 33% | Millersville University student housing phase II \$6 million | 1/1 W. Hempfield Twp. 1977 | Plumbing, heating, ventilation and air conditioning |
| 4 | 4 | WALTON AND CO. 565 Industrial Highway York, PA 17402 | \$36.17 million \$37.43 million | John Hettie President | www.waltonco.com 717-755-9030 | 225/0 30%/40% 30% | McHenry Row \$2.33 million | 1/1 Springettsbury Twp. 1989 | HVAC and plumbing design engineering and construction, pipefitting and welding, sheet metal and specialty metal fabrication, HVAC and ATC services |
| 5 | 7 | JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008 | \$30.52 million \$30.52 million | James L. Craft President | www.jamescraftson.com 717-266-6629 | 150/2 40%/30% 30% | S. Gobain tenant fitout \$5.06 million | 1/1 Newberry Twp. 1900 | Mechanical contractor; commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service |
| 6 | 1 | MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610 | \$20.72 million \$103.6 million | Thomas F. "Chip" Brown Jr. PE President | www.mcclureco.com 717-232-9743 | 221/0 30%/45% 15% | Northern York School District \$3.8 million | 1/5 Susquehanna Twp. 1953 | Integrated design/build and energy services, construction and service for institutional, health care, commercial, industrial and pharmaceutical |
| 7 | 5 | G.R. SPONAUGLE & SONS INC. 4391 Chambers Hill Road, P.O. Box 4456 Harrisburg, PA 17111-0456 | \$18.17 million \$29.79 million | Glen R. Spoungle President | www.grspoungle.com 717-564-1515 | 110/0 28%/29% 4% | Penn State HUB \$6.69 million | 1/1 Swatara Twp. 1956 | Mechanical and electrical commercial and industrial design and construction |
| 8 | 6 | EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247 | \$17.02 million \$66.43 million | Larry D. Bashore President | www.elheim.com 717-233-8711 800-692-7317 | 325/0 45%/45% 10% | McNees Wallace project \$1.09 million | 1/1 Harrisburg 1931 | Electrical and mechanical contracting and service; electrical motor and apparatus sales and service, controls and systems integration |
| 9 | NR | ENGINUTY LLC 203 Lyndale Court Mechanicsburg, PA 17050-2893 | \$14.27 million \$18.57 million | James Mooney President and CEO | www.enginuty-llc.com 717-796-9226 | 68/1 45%/45% 10% | Lindt Chocolate \$4.7 million | 1/2 Hampden Twp. 2002 | Commercial, industrial and health care design/build, construction and mechanical services |
| 10 | NR | STOUFFER MECHANICAL CONTRACTOR LLC 1697 Opportunity Ave. Chambersburg, PA 17201-7834 | \$11.76 million \$11.88 million | Jared H. Stouffer Managing member | www.stouffermechanical.com 717-262-0078 | 41/0 50%/10% 40% | Waynesboro Hospital medical office building \$1.6 million | 1/1 Greene Twp. 1999 | Mechanical contractor with HVAC, plumbing, air conditioning, sheet metal and design plans for commercial, industrial and government entities |
| 11 | 8 | JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514 | \$11.14 million \$15.04 million | Chris Leaman President | www.jkmechanical.com 717-464-0111 800-556-0028 | 80/8 70%/4% 0% | Brunswick Farms \$606,359 | 1/1 Pequea Twp. 1979 | Installs and services solar and HVAC systems; maintenance, emergency repair, equipment replacement; home energy audits, air and water quality products |
| 12 | 10 | TRIANGLE REFRIGERATION CO. 3200 Oregon Pike, P.O. Box 487 Leola, PA 17540-0487 | \$9.49 million \$24.7 million | David B. Neslund President | www.trianglerefrigeration.com 717-656-2711 800-669-2711 | 130/10 24%/68% 5% | St. Leo's The Great School \$784,861 | 3/3 Manheim Twp. 1969 | Refrigeration, heating and air conditioning, plumbing, energy management, restaurant equipment |
| 13 | NR | SHIPLEY ENERGY CO. 415 Norway St. York, PA 17403 | \$8.47 million \$56.18 million | David Gruno CEO | www.shipleyenergy.com 717-848-4100 800-839-1849 | 191/3 14%/0% 0% | DNR DNR | 2/6 York 1929 | Provides natural gas, electricity, propane, heating oil, HVAC, diesel and gasoline, bulk fuel and asphalt deliveries, preventive maintenance |
| 14 | 11 | CONTROLS SERVICE & ENGINEERING CO. INC. AKA CSE 330 Second St. New Cumberland, PA 17070 | \$7.7 million \$7.7 million | Theodore S. Christiansen President | www.cse2222.com 717-774-2222 | 53/5 96%/0% 4% | DNR DNR | 4/4 New Cumberland 1973 | Commercial and industrial HVAC service, MRI chillers, Liebert computer rooms, cell towers plus HVAC retrofits |
| 15 | 17 | SPANGLER AND BOYER MECHANICAL INC. 5175 Commerce Drive York, PA 17408 | \$7.5 million \$7.5 million | Steven Spangler President | www.spanglerboyer.com 717-792-8854 | 32/1 40%/15% 45% | Jewish Community Center renovations \$1.86 million | 1/1 Jackson Twp. 1984 | Commercial, industrial plumbing, HVAC and service; restaurant service |
| 16 | 9 | BORTNER BROS. INC. 160 Crossway Drive York, PA 17402 | \$6.86 million \$6.86 million | Larry L. Bortner President | www.bortnerbros.com 717-741-4631 | 47/0 65%/10% 25% | Carlisle Syntec \$1.22 million | 1/1 York Twp. 1951 | Commercial and industrial mechanical contractor |
| 17 | 16 | A.C. RIMMER INC. 3 Keystone Drive Mechanicsburg, PA 17050-1571 | \$5.6 million \$5.6 million | Alan C. Rimmer President and owner | www.acrimmer.com 717-795-7533 | 43/2 80%/0% 20% | DNR DNR | 1/1 Silver Spring Twp. 2001 | HVAC and plumbing, including service and installation, geothermal heat pumps, radiant heat systems, solar systems, air quality and water treatment |
| 18 | 13 | W.C. ESHENAUER & SON INC. 200 S. 41st St. Harrisburg, PA 17111 | \$5.5 million \$14.5 million | W. Craig Eshenauer President | www.eshenaurs.com 717-236-5031 | 65/5 15%/15% 15% | Lemoyne waste water treatment plant \$500,000 | 1/1 Swatara Twp. 1929 | Plumbing, heating, air conditioning, sheet metal, wells, water treatment, machine shop, welding, propane, diesel, gasoline, fuel oil |
| 19 | 12 | GOHN & STAMBAUGH INC. 175 North Hills Road York, PA 17402 | \$5.48 million \$5.48 million | Benrus L. Stambaugh II CEO | www.gohnstambaugh.com 717-840-9697 | 34/3 60%/0% 40% | DNR DNR | 1/1 Springettsbury Twp. 1982 | Residential and commercial plumbing and HVAC construction and service; whole-house insulation and duct cleaning |
| 20 | 21 | ACCU-AIRE MECHANICAL SERVICES INC. 3545 Marietta Ave. Lancaster, PA 17601-1161 | \$5.3 million \$5.3 million | D.B. Graybill, D.E. Huber and M.M. Graybill Owners | www.accu-aire.com 717-285-2228 | 25/0 90%/10% 0% | DNR DNR | 1/1 W. Hempfield Twp. 1994 | Commercial and industrial heating, ventilation and air-conditioning service and installation |
| 21 | 18 | C.F. ACRI & SON INC. 3601 N. Sixth St., Rear Harrisburg, PA 17110 | \$5.04 million \$5.04 million | Mark A. Acri Vice president | www.cfacri.com 717-234-1675 | 29/0 50%/0% 50% | The Masonic Building in Millersburg \$195,520 | 1/1 Susquehanna Twp. 1963 | Plumbing, heating, air conditioning, geothermal systems, sheet metal; commercial/residential, construction/service |
| 22 | 19 | JEROME H. RHODS INC. DBA RHODS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17603-1198 | \$4.58 million \$52.22 million | Michael F. DeBardine III President and CEO | www.rhodsenergy.com 717-397-5277 800-673-2423 | 90/4 14%/0% 1% | DNR DNR | 6/6 Lancaster 1917 | Heating oil, kerosene, propane, natural gas, gasoline, HVAC installation and service, fleet fueling |
| 23 | 14 | SHANNON A. SMITH INC. 420 S. Cherry St. Myerstown, PA 17067 | \$4.34 million \$8.06 million | Shannon A. Smith President | www.sasinc.us 717-866-6643 888-296-6782 | 41/1 65%/0% 0% | DNR DNR | 1/1 Myerstown 1973 | Electrical and mechanical contractor |
| 24 | 22 | CENTRAL PENN PLUMBING SERVICE INC. 631 Gettysburg Pike Mechanicsburg, PA 17055 | \$4.03 million \$4.03 million | Scott A. Campbell President | www.centralpennplumbing.com 717-591-1344 | 41/1 45%/0% 45% | DNR DNR | 1/1 Upper Allen Twp. 2001 | Residential and light commercial electrical, plumbing, heating and air conditioning and service |
| 25 | 15 | DJA PLUMBING HVAC INC. DBA THE WITMER CO. 286 Locust St., P.O. Box 338 New Holland, PA 17557-0338 | \$4.01 million \$4.01 million | Daniel H. Siegrist President | www.witmercompany.com 717-354-4281 | 18/0 60%/0% 40% | Urban Outfitters \$499,000 | 1/1 New Holland 2006 | Plumbing and HVAC contractor for residential, commercial and light industrial customers |

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, Franklin, 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.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Feb. 5, 2016.

Researched by Elaine Keisling

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CENTRAL PENN
BUSINESS JOURNAL

Regional construction occupations

Ranked by average salary

| Rank | Prev. rank | Profession (Standard occupation code) | 2015 average salary | Adams County | Cumberland County | Dauphin County | Lancaster County | Lebanon County | Perry County | York County | Background/training |
|------|------------|---|---------------------|--------------|-------------------|----------------|------------------|----------------|--------------|-------------|---------------------------------|
| 1 | | 1 FIRST-LINE CONSTRUCTION TRADES SUPERVISORS AND MANAGERS (47-1011) | \$62,245 | \$60,120 | \$64,920 | \$64,920 | \$59,360 | \$64,070 | \$64,920 | \$62,340 | Work experience |
| 2 | NR | REINFORCING IRON AND REBAR WORKERS (47-2171) | \$61,593 | \$61,760 | \$61,760 | \$61,760 | \$59,180 | \$61,760 | \$61,760 | \$63,000 | Long-term on-the-job training |
| 3 | 14 | PAVING, SURFACING AND TAMPING EQUIPMENT OPERATORS (47-2071) | \$57,366 | \$52,090 | \$101,440 | \$53,290 | \$41,340 | \$52,090 | \$53,290 | \$53,300 | Medium-term on-the-job training |
| 4 | 4 | CONSTRUCTION AND BUILDING INSPECTORS (47-4011) | \$52,823 | \$48,780 | \$52,750 | \$49,900 | \$46,940 | \$54,070 | \$52,750 | \$55,550 | Work experience |
| 5 | NR | EXPLOSIVES WORKERS, ORDNANCE HANDLING EXPERTS, AND BLASTERS (47-5031) | \$51,110 | \$51,110 | \$51,110 | \$51,110 | NA | \$51,110 | \$51,110 | \$51,110 | Work experience |
| 6 | 8 | ELECTRICIANS (47-2111) | \$49,578 | \$41,390 | \$52,350 | \$53,280 | \$46,110 | \$48,560 | \$62,990 | \$45,860 | Long-term on-the-job training |
| 7 | 5 | BOILERMAKERS (47-2011) | \$49,501 | \$50,740 | \$41,810 | \$50,740 | NA | \$50,740 | \$50,740 | \$51,000 | Long-term on-the-job training |
| 8 | 11 | PLUMBERS, PIPEFITTERS AND STEAMFITTERS (47-2152) | \$47,735 | \$48,760 | \$44,160 | \$44,920 | \$44,740 | \$43,570 | \$44,730 | \$50,840 | Long-term on-the-job training |
| 9 | 9 | FLOOR, CEILING AND WALL INSULATION WORKERS (47-2131) | \$47,347 | \$46,380 | \$53,150 | \$46,380 | NA | \$46,380 | \$46,380 | \$46,380 | Short-term on-the-job training |
| 10 | 2 | DRYWALL AND CEILING TILE INSTALLERS (47-2081) | \$46,098 | \$46,230 | \$49,400 | \$49,010 | \$41,740 | \$46,230 | \$49,010 | \$40,930 | Medium-term on-the-job training |
| 11 | 21 | PAPERHANGERS (47-2142) | \$45,980 | \$46,640 | \$46,640 | \$42,020 | NA | \$46,640 | \$46,640 | \$46,640 | Long-term on-the-job training |
| 12 | NR | EARTH DRILLERS, EXCEPT OIL AND GAS (47-5021) | \$45,474 | \$45,310 | \$45,990 | \$45,400 | \$45,320 | \$45,310 | \$45,400 | \$45,750 | Medium-term on-the-job training |

NA-not available The Central Penn Business Journal's list of regional construction occupations is based on occupational-wage data from the Pennsylvania Department of Labor & Industry and limited to occupations for which county or regional information was available. To access the Business Journal's online database, visit www.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Alaine Keisling

Restoration contractors

Ranked by local restoration-contracting revenue

| Rank | Prev. rank | Company Address | 2015 local restoration/total revenue | Top local executive Title | Website Phone | Largest local project in 2015 Project cost | % of business: comm./res./indus. F-T/P-T local employees | Local/total locations Headquarters Year established locally | Restoration specialties |
|------|------------|--|--------------------------------------|---|--|--|--|---|---|
| 1 | 2 | ACCORD RESTORATION OF PA INC. 4510 Paxton St., Suite 100 Harrisburg, PA 17111 | \$12.24 million DNR | Frank J. Nemshick President | www.accordrestoration.com 717-564-4000 888-277-0651 | DNR DNR | 30%/60%/10% 50/0 | 1/3 Baltimore, Md. 2009 | Full-service, turn-key restoration for residential, commercial and industrial properties |
| 2 | 1 | SAMTAY INC. DBA PAUL DAVIS RESTORATION OF CENTRAL PA 1704 Hempstead Road Lancaster, PA 17601-6706 | \$9.14 million \$11.96 million | Stephen A. Rotay President and CEO | www.pdr-pa.com 717-291-6000 866-765-0773 | Blackford Real Estate commercial structure \$1.5 million | 44%/40%/16% 57/5 | 2/5 E. Lampeter Twp. 2000 | Full-service restoration specializing in time-sensitive, complex and/or facilities for public use; 24/7 service |
| 3 | 4 | REYNOLDS RESTORATION SERVICES INC. 3300 N. Third St. Harrisburg, PA 17110-1407 | \$6.4 million \$44.5 million | A.P. Worrall, D.S. Angle and J.P. Merritt Owners | www.reynoldsrestoration.com 717-238-5737 | DNR DNR | 60%/35%/5% 110/0 | 1/1 Harrisburg 2005 | Fire, water, wind, mold and consulting |
| 4 | 5 | CAMEO SERVICES INC. 420 S. Sherman St. York, PA 17403 | \$6.13 million \$6.13 million | R. Scott Knaub President | www.cameoyork.com 717-843-8893 | Hotel mold remediation and remodel \$250,000 | 55%/35%/10% 23/12 | 1/1 York 1980 | Commercial and residential cleaning, mitigation, remediation and construction repairs from damage caused by fire, smoke, water, storm, mold or trauma |
| 5 | 7 | SERVICE1ST RESTORATION & REMODELING LLC 330 East Park Drive Harrisburg, PA 17111 | \$3.5 million \$3.5 million | Jaime S. Novinger-Toigo President | www.serve1st.com 717-232-5444 | DNR DNR | 35%/65%/0% 25/0 | 1/1 Lower Swatara Twp. 2005 | 24/7/365 property disaster recovery services for damages from fire, water, wind, mold or catastrophes; emergency preparedness program |
| 6 | NR | IMPACT DISASTER SERVICES LLC 1900 W. Mason Ave. York, PA 17404 | \$2.5 million \$2.5 million | Michael W. Rose President | www.impactdisasterservices.com 717-885-2290 800-581-9722 | Residential house fire \$307,000 | 35%/65%/0% 13/2 | 1/1 York 2013 | Water, fire, wind, storm, insurance claim reconstruction, mitigation, cleaning, emergency services, boardup, demolition |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 15, 2016.**

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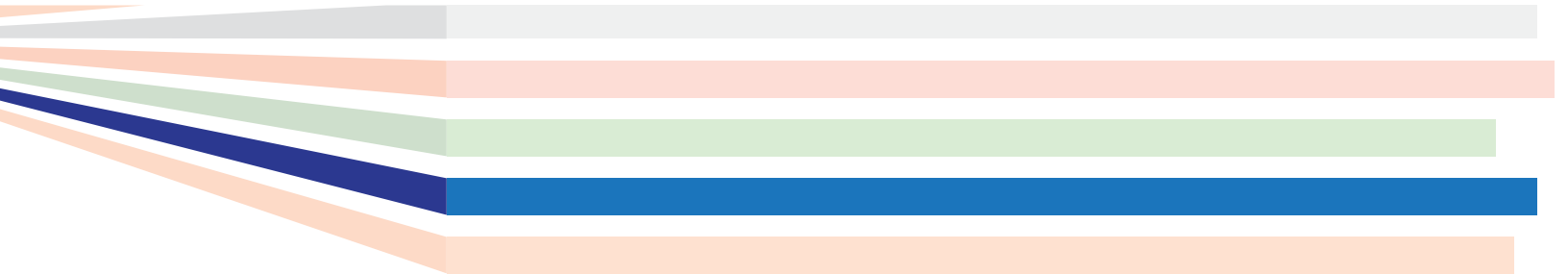
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CHAPTER 2

CORPORATE WORLD

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Geisha Williams,
president,
PG&E Corp.

LONELY AT THE TOP

It's still lonely for women at the top. At the beginning of 2017, only 22 of S&P 500 companies had women as CEOs, or just 4.4 percent. The number was set to increase by two this spring, with the appointment of Michele Buck to the helm of The Hershey Co., and Geisha Williams as leader of electric utility PG&E Corp. What is the overall outlook for increased gender diversity in the boardroom and upper-level management? The outlook was mixed as a new year dawned. So-called "zero-zero" companies — no women in the boardroom or executive suite — are on the decline, but not quickly. A December Wall Street Journal analysis found that the share of women directors on Fortune 1000 boards had increased steadily over the previous five years, but was still at 19.7 percent. In fact, the paper noted, during the past decade 76 public companies in the U.S. still had no female directors.

— Roger DuPuis, staff writer

PHOTO/SUBMITTED

Defense contractors

Ranked by dollar value of contracts awarded

| Rank | Prev. rank | Company Address | Contracts awarded in 2015 | Top local executive Title | Website Phone | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|---------------------------|---|---|---|--|
| 1 | 1 | BAE SYSTEMS LAND & ARMAMENTS LP 1100 Balis Road, P.O. Box 15512 York, PA 17405-1512 | \$515.64 million | Todd Harrold VP of operations | www.uniteddefense.com 717-225-8000 | 1/NA London 2005 | Upgrades Bradley combat vehicles for use in Iraq |
| 2 | 2 | UNITED CONCORDIA COS. INC. DBA UNITED CONCORDIA DENTAL 4401 Deer Path Road Harrisburg, PA 17110 | \$110.72 million | Chip Merkel Executive VP of diversified businesses | www.unitedconcordia.com 717-260-6800 888-884-8224 | 1/23 Susquehanna Twp. 1992 | Dental insurance and administration, including DHMO, PPO and HCR |
| 3 | 5 | ODYSSEY INTERNATIONAL INC. 1225 Opportunity Ave Chambersburg, PA 17201 | \$56.17 million | Whitney McBride President | 717-261-9860 800-958-8582 | NA/NA Chambersburg 2006 | General construction |
| 4 | 4 | NOVA CORP. 1445 Sheffer Drive Chambersburg, PA 17201 | \$46.27 million | John Snider President and CEO | www.nova-dine.com 717-262-9750 | 1/4 Chambersburg 2009 | Network infrastructure, information assurance and disaster recovery |
| 5 | 7 | CLIENT SOLUTION ARCHITECTS LLC 52 Gettysburg Pike Mechanicsburg, PA 17055-5603 | \$27.65 million | Neftali Arroyo Chairman and president | www.csaassociates.com 717-795-9104 | NA/NA Upper Allen Twp. 2003 | Management consulting |
| 6 | 6 | SECHAN ELECTRONICS INC. 525 Furnace Hills Pike Lititz, PA 17543-8902 | \$21.66 million | David G. Williams President | www.sechan.com 717-627-4141 | 1/1 Warwick Twp. 1984 | Defense electronics design and manufacturing |
| 7 | 16 | GROVE U.S. LLC DBA MANITOWOC CRANES 1565 Buchanan Trail E., P.O. Box 21 Shady Grove, PA 17256-0021 | \$14.94 million | NA NA | www.manitowoccranes.com 717-597-8121 | 1/NA Manitowoc, Wis. 1998 | Manufactures cranes and other heavy equipment |
| 8 | 15 | GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100 | \$13.21 million | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | 3/65 E. Pennsboro Twp. 1915 | Infrastructure planning and design for the transportation, water, earth sciences, facilities, power, GIS and construction services |
| 9 | 12 | TAPESTRY TECHNOLOGIES INC. 5000 Letterkenny Road, Suite 250 Chambersburg, PA 17201 | \$12.24 million | Jacquie Sipes CEO | www.tapestrytech.com 717-264-6777 | 1/1 Greene Twp. 2005 | Cyber defense and security |
| 10 | NR | L-3 COMMUNICATIONS CORP. 101 N. Queen St. Lancaster, PA 17604 | \$11.16 million | Joseph C. Homko President | www.l-3com.com/btфуze 717-735-0300 | NA/NA New York City 2001 | Broad range of aerospace and defense products; BT Fuze Products division is based in Lancaster |
| 11 | NR | JLG INDUSTRIES INC. 560 Walnut Bottom Road Shippensburg, PA 17257 | \$10.49 million | NA NA | www.jlg.com 717-530-9000 | NA/NA NA NA | NA |
| 12 | 9 | PENN DETROIT DIESEL ALLISON LLC 355 Sipe Road York Haven, PA 17370-9219 | \$10.19 million | Kim Justus Operations manager | www.pennddagovt.com 717-938-5141 | NA/8 Philadelphia NA | Service and repairs of truck tractors |
| 13 | 11 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$9.76 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 14 | 44 | JOHNSON CONTROLS INC.- YORK INTERNATIONAL 631 S. Richland Ave. York, PA 17403-3445 | \$9.05 million | NA NA | www.york.com 717-771-7890 | 2/26 Milwaukee 1874 | Manufacturer of heating, ventilation and air-conditioning equipment |
| 15 | 41 | RLS CONSTRUCTION GROUP LLC 3 Crossgate Drive, Suite 201 Mechanicsburg, PA 17050 | \$8.9 million | Robert L. Schopfer CHC President and CEO | www.rlscg.com 717-502-6680 | 1/1 Hampden Twp. 2010 | General contractor for commercial, health care, institutional, industrial and government construction |
| 16 | 45 | USA SPARES INC. 1729 W. Trindle Road Carlisle, PA 17055 | \$8.83 million | Stewart W. Byers President | www.usaspares.com 717-241-9222 | 1/1 Middlesex Twp. 2002 | Mechanical power transmission equipment |
| 17 | 14 | PHOTONIS USA PENNSYLVANIA INC. 1000 New Holland Ave. Lancaster, PA 17601-5606 | \$7.87 million | Jeffrey M. Baker VP and general manager | www.photonisusa.com 717-295-6000 800-366-2875 | 1/3 Bordeaux, France 1987 | Manufactures electronic tubes and electro-optic components |
| 18 | NR | ASTRO MACHINE WORKS INC. 470 Wenger Drive, P.O. Box 328 Ephrata, PA 17522 | \$5.36 million | Eric Blow President | www.astromachineworks.com 717-738-4281 | 1/1 Ephrata 1984 | Custom machine manufacturing |
| 19 | 20 | MID-ATLANTIC COOPERATIVE SOLUTIONS INC. DBA AERO ENERGY 230 Lincoln Highway E. New Oxford, PA 17350-1213 | \$4.77 million | Thompson T. Washburn President | www.aeroenergy.com 717-624-4311 800-998-4311 | 3/7 New Oxford 1929 | Fuel, HVAC service and installation |
| 20 | 10 | VOLVO CONSTRUCTION EQUIPMENT NORTH AMERICA LLC 312 Volvo Way Shippensburg, PA 17257-9209 | \$4.6 million | Martin Weissburg President | www.volvoce.com 717-530-6200 | 2/NA Shippensburg 2012 | Heavy-equipment manufacturer |
| 21 | NR | REYNA INFORMATION TECHNOLOGY SERVICES LLC DBA REYNA ITS 590 Centerville Road, Suite 179 Lancaster, PA 17601 | \$4.36 million | Patricia Bryner Managing director | www.reynaits.com 717-940-3426 | NA/NA E. Hempfield Twp. 2008 | Information technology consulting |
| 22 | 8 | TECPORT SOLUTIONS INC. 470 Friendship Road Harrisburg, PA 17111 | \$4.26 million | Roy W. Blose President and CEO | www.tecportsolutions.com 717-651-3238 | 1/2 Swatara Twp. 2005 | Computer services and management |
| 23 | 23 | DENTSPLY SIRONA INC. 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 | \$4 million | Bret W. Wise Chairman and CEO | www.dentsply.com 717-845-7511 800-877-0020 | 5/120 York 1899 | Manufacturer of professional dental products |
| 24 | 24 | ADVANCED COOLING TECHNOLOGIES INC. 1046 New Holland Ave. Lancaster, PA 17601-5688 | \$3.24 million | Jon Zuo President | www.1-act.com 717-295-6061 | 1/1 Manheim Twp. 2003 | Performs complex design, analysis, manufacturing and testing work |
| 25 | 17 | GICHNER SYSTEMS GROUP INC. 490 E. Locust St. Dallastown, PA 17313 | \$3.11 million | NA NA | www.gichner.us 717-244-7611 | NA/NA Dallastown NA | Manufactures portable prefabricated structures |

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, Franklin, 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 and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys/info; follow @CPBjListCentral on Twitter. **Published May 27, 2016.**

Researched by Alaine Keisling

Family-owned and -operated businesses

Ranked by number of family employees

| Rank | Prev. rank | Company Address | Family members working in business Years/percent family owned | Top local executive Title | Website Phone | Local F-T/P-T employees 2015 local/total revenue | Local/total locations Headquarters Year established | Services provided |
|------|------------|---|--|---|--|---|---|--|
| 1 | 1 | LAKE TOBIAS WILDLIFE PARK 760 Tobias Road Halifax, PA 17032-9474 | 18 52 100% | E.E. Tobias; J.E. Miller; J.R. Tobias; R.E. Ogden; J.E. Tobias-Kieffer; P.E. Jury and T.E. Hoffman Owners | www.laketobias.com 717-362-9126 | 11/140 DNR DNR | 1/1 Halifax Twp. 1965 | Safari tours, zoo exhibits, reptiles and exotics building, petting zoo, concessions, picnic facilities; wild and exotic animals from six continents |
| 2 | 2 | HORNUNG'S TRUE VALUE INC. 509 S. 29th St. Harrisburg, PA 17104 | 14 30 100% | Mary Jane Hornung President | www.hornungstruevalue.com 717-558-9935 | 15/33 \$407,400 \$407,400 | 4/4 Paxtang 1985 | Power equipment, hardware, paint, repair equipment, rentals, special orders, pickup and delivery, propane, industrial supplier and Costars member |
| 3 | 6 | KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886 | 13 53 100% | Robert A. Kinsley Chairman and CEO | www.rkinsley.com 717-741-3841 | 1,137/9 \$257.9 million \$432.7 million | 1/5 York Twp. 1963 | Construction management, general contracting and related services |
| 4 | 3 | STEWART GROUP INC. DBA STEWART COS. 950 Smile Way York, PA 17404 | 13 81 100% | David J. Stewart CEO | www.stewartcompanies.com 717-771-3500 | 1,117/333 DNR DNR | 27/47 York 1935 | Family of companies involved in construction, raw aggregates, land development, concrete products, outdoor media and automotive dealerships |
| 5 | 7 | TRANSPLY INC. 1005 Vogelsong Road, P.O. Box 7727 York, PA 17404-7727 | 11 44 98% | Brian S. Gross President | www.transply.com 717-767-1005 888-726-7759 | 41/2 \$16.95 million \$28.25 million | 2/8 York 1972 | Power transmission equipment distributor; industrial distributor |
| 6 | 5 | CONEWAGO ENTERPRISES INC. 650 Edgemoor Road, P.O. Box 407 Hanover, PA 17331-7759 | 10 60 100% | Donald B. Smith Jr. President and CEO | www.conewago.com 717-632-7722 | 288/16 \$95.6 million \$95.6 million | 1/1 Conewago Twp. 1956 | Design/build general contractor, precast manufacturing; tilt-up construction, steel fabrication and erection, site development and concrete services |
| 7 | NR | ZIMMEY'S AUTO PARTS LLC 564 Horseshoe Pike Lebanon, PA 17042 | 10 26 100% | Dale E. Zimmerman Partner | www.zimmeydiesel.com 717-867-1644 | 29/12 \$13.22 million \$13.22 million | 3/3 S. Annville Twp. 1990 | Automotive and diesel truck repair and parts stores |
| 8 | NR | SIGHT & SOUND THEATRES 300 Hartman Bridge Road, P.O. Box 310 Strasburg, PA 17579-0310 | 10 40 80% | Matt Neff CEO | www.sight-sound.com 717-687-4220 800-377-1277 | 400/50 DNR DNR | 2/DNR Strasburg Twp. 1976 | Christian theater, specializing in bringing Bible stories to life on stage |
| 9 | 4 | JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008 | 9 116 100% | James L. Craft President | www.jamescraftson.com 717-266-6629 | 150/2 \$30.52 million \$30.52 million | 1/1 Newberry Twp. 1900 | Mechanical contractor, commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service |
| 10 | NR | PENN-AIR & HYDRAULICS CORP. 1750 Industrial Highway York, PA 17402 | 8 48 100% | Cheryl A. Rhein CEO and owner | www.pennair.com 717-840-8100 888-631-7638 | 65/4 \$30.48 million \$30.48 million | 1/1 Springettsbury Twp. 1968 | Distributor of hydraulic and pneumatic components and motion-control systems |
| 11 | NR | WEAVER'S GLASS & BUILDING SPECIALTIES INC. 60 S. 41 St., P.O. Box 4067 Harrisburg, PA 17111-4067 | 8 30 100% | Guy Weaver Owner | www.weaversglass.com 717-233-8888 | 28/1 \$6.8 million \$6.8 million | 1/1 Swatara Twp. 1986 | Commercial subcontractor, glass and aluminum |
| 12 | 13 | GEORGE M. LEADER FAMILY CORP. DBA COUNTRY MEADOWS RETIREMENT COMMUNITIES 830 Cherry Drive Hershey, PA 17033-2007 | 8 36 100% | G. Michael Leader President and CEO | www.countrymeadows.com 717-533-2474 800-322-3441 | 836/239 DNR DNR | 5/11 Derry Twp. 1983 | Senior living services, including independent living, personal care, memory support and restorative care services; numerous amenities |
| 13 | NR | LOBAR INC. 1 Old Mill Road, P.O. Box 50 Dillsburg, PA 17019-0050 | 7 49 100% | Frank A. Eichelberger President and CEO | www.lobar.com 717-432-9728 | 194/0 \$92.11 million \$174.49 million | 1/4 Carroll Twp. 1967 | Commercial general contractor |
| 14 | 8 | SKH MANAGEMENT CO. DBA STAUFFER'S OF KISSEL HILL 813 Litz Pike, P.O. Box 1500 Litz, PA 17543-7025 | 7 84 93% | J.M., J.M. and E. Stauffer; D.L. Miller; D.S. and S.S. Oberholzer; S. Norman and D. Julian Owners | www.skh.com 717-626-4771 | 379/480 \$112.67 million \$112.67 million | 11/11 Warwick Twp. 1932 | Wholesale and retail sales of supermarket and home and garden products |
| 15 | NR | DATUM FILING SYSTEMS INC. DBA DATUM STORAGE SOLUTIONS 89 Church Road, P.O. Box 355 Emigsville, PA 17318 | 7 48 100% | Thomas Potter President | www.datumstorage.com 717-656-2711 800-828-8018 | 125/10 \$25 million \$25 million | 1/2 Manchester Twp. 1992 | Manufactures high-density storage systems, shelving, physical computer security products, mail-room furniture, LAN furniture, wardrobe accessories |
| 16 | 9 | TRIANGLE REFRIGERATION CO. 3200 Oregon Pike, P.O. Box 487 Leola, PA 17540-0487 | 7 47 100% | David B. Neslund President | www.trianglerefrigeration.com 800-669-2711 | 130/10 \$24.7 million \$24.7 million | 3/3 Manheim Twp. 1969 | Refrigeration, heating and air conditioning, plumbing, energy management, restaurant equipment |
| 17 | 19 | BEHNEY CORP. 517 King St. Lebanon, PA 17042 | 7 51 100% | Jay M. Behney President and CEO | www.behneycorp.com 717-866-7475 | 33/2 \$5.4 million \$5.4 million | 1/DNR Jackson Twp. 1965 | Manufactures underground precast concrete products; steel fabrication job shop |
| 18 | 14 | SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990 | 6 93 54% | James D. Schaedler CEO | www.sydist.com 717-233-1621 800-998-1621 | 302/4 \$72 million \$136 million | 5/21 Swatara Twp. 1924 | Electrical supply distributor |
| 19 | 17 | KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050 | 6 57 100% | D. Scott Karns Owner and CEO | www.karnsfoods.com 717-766-7477 | 316/908 \$135 million \$135 million | 8/8 Silver Spring Twp. 1959 | Grocery stores with full-service meat department, bakery, fresh produce and local products |
| 20 | 15 | B.R. KREIDER & SON INC. 63 Kreider Lane Manheim, PA 17545-8869 | 6 80 100% | Brent R. Kreider President | www.brkreider.com 717-898-7651 | 164/11 \$37.42 million \$37.42 million | 1/1 E. Hempfield Twp. 1936 | Excavating, paving, site management, utilities, crushing/recycling, stormwater management, pervious paving, stream/100d plain remediation |
| 21 | NR | RITTER INSURANCE MARKETING LLC 2600 Commerce Drive Harrisburg, PA 17110 | 6 10 100% | Craig J. Ritter President | www.ritterim.com 717-540-3720 800-769-1847 | 93/2 \$35.16 million \$35.16 million | 2/6 Susquehanna Twp. 2005 | Markets insurance products for Medicare and under 65 to agents, agencies and consumers |
| 22 | 18 | C.F. ACRI & SON INC. 3601 N. Sixth St., Rear Harrisburg, PA 17110 | 6 53 100% | Mark A. Acri Vice president | www.cfacri.com 717-234-1675 | 29/0 \$5.04 million \$5.04 million | 1/1 Susquehanna Twp. 1963 | Plumbing, heating, air conditioning, geothermal systems, sheet metal, commercial/residential, construction/service |
| 23 | 22 | LOSHAW THERMAL TECHNOLOGY LLC 59 N. Main St., P.O. Box 396 Spring Grove, PA 17362-1013 | 6 5 100% | Marci J. Bittner and Wendy M. Bittner Owners | www.loshaw.us 717-229-9900 | 5/0 \$598,455 \$598,455 | 1/1 Spring Grove 2011 | Mechanical insulation subcontractor; insulation services on duct, piping, equipment, tanks and vessels, generator exhaust mufflers; jacketing |
| 24 | NR | WILLOW VALLEY ASSOCIATES INC. DBA WILLOW VALLEY 100 Willow Lakes Drive Willow Street, PA 17584-9456 | 6 50 100% | Diane Poillon President and CEO | www.willowvalley.com 717-464-2741 888-251-4379 | 141/185 DNR DNR | 1/3 W. Lampeter Twp. 1965 | Hotels, golf courses and property management; affiliated nonprofit retirement communities |
| 25 | NR | VISAGGIO'S INC. 6990 Wertzville Road Enola, PA 17025 | 6 36 100% | Rosemary Visaggio Lumadue Executive chef, president and CEO | www.visaggios.com 717-697-8082 | 10/42 DNR DNR | DNR/DNR DNR 1980 | Visaggio's Ristorante, hotel and Castel Castagna banquet facility |

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 businesses is limited to those based in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties with 51 percent or more of the company family owned and a family member as CEO. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys.info; follow @CPBJListCentral on Twitter. **Published March 4, 2016.**

Researched by Elaine Keisling



WALTERS APPRAISAL SERVICES, INC.

Litigation Support, Financing,
Acquisition/Divestiture, Tax Assessment,
Project Development, Estate Planning,
and Condemnation.



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Fast-growing Cumberland and Franklin companies

Ranked by revenue growth

| Rank | Prev. rank | Company Address | 2015/2014/2013 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 | R.S. MOWERY & SONS INC. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | \$137.59 million \$72.17 million \$46.8 million 194.01% | Donald H. Mowery Chairman and CEO | www.rsmowery.com 717-506-1000 | 62/0 62/0 | 1/1 Silver Spring Twp. 1925 | Construction management, design/build and general construction; specializing in warehouse, senior care, education, auto dealers and nonprofits |
| 2 | NR | LIBERTY EXCAVATORS INC. 4402 Gettysburg Road Camp Hill, PA 17011 | \$53.5 million \$37.5 million \$30.8 million 73.7% | Richard R. Evans President | www.libertyinc.net 717-761-8461 | 35/111 35/111 | 1/1 Upper Allen Twp. 1977 | Site work, utilities, fast-track completion, industrial, commercial, residential, Marcellus Shale, rock crushing, vacuum excavation and snow removal |
| 3 | 27 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$48.5 million \$36.5 million \$18.75 million 158.67% | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 235/13 280/18 | 4/6 Chambersburg 1995 | Application development, data center, 24/7 multilingual service desk, desktop lifecycle mgt., project mgt., staffing, networking and infrastructure |
| 4 | 28 | IBUSINESS SOLUTION LLC 5000 Lenker St., Suite 200 Mechanicsburg, PA 17050 | \$20.33 million \$13.17 million \$8.56 million 137.56% | Pramod Srivastava President | www.ibusinesssolution.com 717-540-1209 | 200/0 70/10 | 1/DNR Hampden Twp. 2000 | IT consulting, mobile and web application development |
| 5 | 1 | VIBRA HEALTHCARE LLC 4550 Lena Drive, Suite 225 Mechanicsburg, PA 17055 | \$1.07 billion \$967 million \$697 million 53.08% | Brad E. Hollinger Chairman and CEO | www.vibrahealthcare.com 717-591-5700 | 9,000/1,000 DNR/DNR | 1/90 Lower Allen Twp. 2004 | Owns and operates specialty long-term acute-care hospitals, acute medical rehabilitation hospitals and outpatient rehab centers in 18 states |
| 6 | NR | SELECT MEDICAL HOLDINGS CORP. 4714 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 | \$3.74 billion \$3.07 billion \$2.98 billion 25.78% | David S. Chernow President and CEO | www.selectmedicalcorp.com 717-972-1100 | DNR/DNR 28,400/12,600 | DNR/1,056 Lower Allen Twp. 1997 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 7 | NR | KEYMARK IMR INC. DBA KEYMARK 1104 Fernwood Ave. Camp Hill, PA 17011 | \$28.1 million \$19.4 million \$16.97 million 65.59% | Jim Wanner Chief expectations officer | www.keymarkinc.com 717-364-3700 866-494-0500 | 14/0 130/DNR | 14/130 Lower Allen Twp. 1995 | Documents, data and information management |
| 8 | 2 | PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. Mechanicsburg, PA 17055 | \$10.07 million \$7.23 million \$2.26 million 345.87% | Debra A. Pierson President | www.pierson.it 717-796-0493 | 12/20 12/20 | 2/2 Silver Spring Twp. 1993 | Server consulting and implementation; audio/video, PC, laptop and peripherals installation; networking equipment |
| 9 | 32 | CV SERVICES INC. 6365 Basehore Road Mechanicsburg, PA 17050 | \$7.14 million \$4.2 million \$4.45 million 60.45% | Myrl A. Hersh President | www.cvselectric.com 717-697-3320 | 45/2 45/2 | 1/1 Hampden Twp. 2002 | Commercial and industrial electrical service and construction |
| 10 | NR | ADVANTAGE ENGINEERS LLC 435 Independence Ave., Suite C Mechanicsburg, PA 17055 | \$25.02 million \$20.46 million \$16.72 million 49.63% | Edward L. Balsavage PE CEO | www.advantageengineers.com 717-458-0800 | 64/3 202/8 | 2/9 Upper Allen Twp. 2001 | Geotechnical and construction phase, environmental, and telecommunications engineering and consulting services |
| 11 | NR | MID-PENN HOMECARE LLC DBA SYNERGY HOMECARE OF MID PENN 1514 Commerce Ave., Suite 203 Carlisle, PA 17015 | \$1.2 million \$650,000 \$300,000 300% | Michelle Lisk CEO | www.synergyhomecare.com/midpenn 717-243-8473 800-538-7650 | 5/90 5/90 | 2/2 Carlisle 2012 | Home care, including personal assistance, meals, light housekeeping, caregiver respite and care management |
| 12 | NR | GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100 | \$352 million \$327.45 million \$326.33 million 7.87% | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | 552/166 1,614/413 | 3/65 E. Pennsboro Twp. 1915 | Infrastructure planning and design for the transportation, water, earth sciences, facilities, power, GIS and construction services |
| 13 | 6 | SUN MOTOR CARS INC. 6677 Carlisle Pike Mechanicsburg, PA 17050 | \$233.58 million \$220.36 million \$202.56 million 15.32% | Daniel K. Sunderland President | www.sunmotorcars.com 717-691-3333 877-316-3030 | 204/100 204/100 | 3/3 Silver Spring Twp. 1983 | Luxury German car dealership, including Mercedes-Benz, BMW, Sprinter, Porsche and Audi sales, service and collision repair |
| 14 | 12 | UTILITY SERVICES GROUP INC. DBA USG 1304 State Hill Road Camp Hill, PA 17011 | \$5.27 million \$4.2 million \$3.76 million 39.95% | Robert H. Kalbach III President | www.usginc.net 717-737-6092 | 41/2 41/2 | 1/1 Lower Allen Twp. 2005 | Underground utility robotic camera inspection, cleaning, trenchless repair and installation, stormwater maintenance, industrial maintenance |
| 15 | 23 | MANAGEMENT RECRUITERS OF CARLISLE INC. DBA THE CARLISLE GROUP 21 State Ave., Suite 103 Carlisle, PA 17013 | \$3.8 million \$2.9 million \$2.8 million 35.71% | Bert F. Wendeln CEO and managing partner | www.tgrecruit.com 717-249-2626 | 21/0 21/0 | 1/1 S. Middleton Twp. 1996 | Retained executive search and recruitment, professional/interim contract staffing, consulting, talent acquisition, emotional intelligence assessment |
| 16 | 11 | KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050 | \$135 million \$127 million \$120 million 12.5% | D. Scott Kams Owner and CEO | www.karnsfoods.com 717-766-7477 | 316/908 316/872 | 8/8 Silver Spring Twp. 1959 | Grocery stores with full-service meat department, bakery, fresh produce and local products |
| 17 | NR | MOMENTUM INC. 2120 Market St., Suite 100 Camp Hill, PA 17011-4709 | \$11.07 million \$9.3 million \$8.96 million 23.53% | S. Clay, L. Daniels and K.L. Sarabok Principals | www.m-inc.com 717-214-8000 | 54/2 54/2 | 1/1 Camp Hill 1998 | Management consulting, process improvement, project management and implementation support |
| 18 | 10 | MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797 | \$25.5 million \$24 million \$19 million 34.21% | John D. Morefield President | www.morefield.com 717-761-6170 800-382-1266 | 91/7 84/6 | 1/2 Hampden Twp. 1945 | Technology and IT services, VoIP, computer networking, video conferencing, security, audiovisual; enterprise and small business |
| 19 | 13 | JOHN GROSS & CO. INC. 400 Cheryl Ave. Mechanicsburg, PA 17055 | \$51.6 million \$48.75 million \$44.45 million 16.09% | Brian J. Gross President | www.jgrosso.com 717-766-2508 800-368-6800 | 88/7 88/7 | 1/1 Mechanicsburg 1950 | Food service distributor |
| 20 | 15 | A.C. RIMMER INC. 3 Keystone Drive Mechanicsburg, PA 17050-1571 | \$5.6 million \$5.1 million \$4.6 million 21.74% | Alan C. Rimmer President and owner | www.acrimmer.com 717-795-7533 | 43/2 43/2 | 1/1 Silver Spring Twp. 2001 | HVAC and plumbing, including service and installation, geothermal heat pumps, radiant heat systems, solar systems, air quality and water treatment |

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 and Franklin companies is limited to those based in Cumberland or Franklin counties. Ranking formula is based on increases in revenue volume and percent of growth between 2013 and 2015. Information was obtained from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBjListCentral on Twitter. **Published July 22, 2016.**

Researched by Alaine Keisling

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Fast-growing Dauphin companies

Ranked by revenue growth

| Rank | Prev. rank | Company Address | 2015/2014 /2013 total revenue % 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 | TOUCH OF COLOR FLOORING INC. DBA TOUCH OF COLOR DESIGN GROUP 6303 Allentown Blvd. Harrisburg, PA 17112 | \$32 million \$24 million \$18 million 77.78% | Scott J. Appel Co-founder and CEO | www.tocdesigngroup.com 717-939-4390 | 115/5 125/5 | 1/1 Lower Paxton Twp. 2001 | Carpet and flooring dealer focusing on multifamily/apartment replacement, single-family new-home construction, main street/light-to-medium commercial |
| 2 | 7 | PREMIERE #1 LIMOUSINE SERVICE LLC 2000 Vine St. Middletown, PA 17057-3093 | \$5.4 million \$2.95 million \$1.62 million 232.38% | Douglas H. Rydborn Senior member | www.premiere1limousine.com 717-616-8995 | 20/42 20/42 | 1/1 Londonderry Twp. 2001 | Group motor coach, airport transportation via sedan, van and limo |
| 3 | 5 | TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 8170 Adams Drive Hummelstown, PA 17036-8624 | \$59.73 million \$48.12 million \$39.42 million 51.53% | Michele M. Doner President, CEO and co-founder | www.flaggerforce.com 717-482-8801 888-312-3524 | 370/0 1,336/0 | 2/11 Swatara Twp. 2002 | Temporary traffic control services for utilities, utility and road construction companies, engineers and surveyors |
| 4 | 23 | ANNAGEN LLC DBA NETREPID 2330 Vartan Way, Suite 185 Harrisburg, PA 17110 | \$7 million \$4 million \$3 million 133.33% | Samuel D. Coyl President | www.netrepid.com 717-730-0780 800-577-6981 | 25/2 25/2 | 1/1 Susquehanna Twp. 2013 | Data center and private cloud provider |
| 5 | NR | TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112-2938 | \$29.73 million \$19.73 million \$17.85 million 66.49% | Mark X. DiSanto CEO | www.triplecrowncorp.com 717-657-5729 | 83/1 83/7 | 1/1 Lower Paxton Twp. 1977 | Leasing, sales, real estate development, construction, construction management and remodeling |
| 6 | NR | MILO SERVICE ENTERPRISES LLC DBA LEADUP 2012 Laurel Glen Drive Harrisburg, PA 17110-3432 | \$5 million \$3.25 million \$1.76 million 184.58% | Myles D. Miller CEO | www.leadup.biz 717-329-7073 | 1/0 1/0 | 1/1 Susquehanna Twp. 2009 | Customized online and in-classroom training; all industries; worldwide locations |
| 7 | 3 | HERSHA HOSPITALITY TRUST 44 Hersha Drive, Second Floor Harrisburg, PA 17102-2234 | \$470.39 million \$417.41 million \$338.41 million 39% | Jay H. Shah CEO | www.hersha.com 717-236-4400 | DNR/DNR 51/0 | 5/57 Harrisburg 1999 | Self-advised real estate investment trust that invests in limited- and full-service hotels |
| 8 | NR | CREDO TECHNOLOGY SOLUTIONS INC. DBA CREDO TECHNICAL STAFFING 110 Sunset Ave. Harrisburg, PA 17112 | \$8.55 million \$6.97 million \$3.38 million 152.87% | Jogi Daita CEO | www.credotechsolutions.com 717-657-7015 844-633-9011 | 50/2 70/2 | 1/1 Lower Paxton Twp. 2010 | Technical staffing, IT consulting services |
| 9 | NR | MID PENN BANCORP INC. 349 Union St. Millersburg, PA 17061-1611 | \$40.58 million \$33.88 million \$32.27 million 25.73% | Rory G. Ritievi President and CEO | www.midpennbank.com 717-692-2133 866-642-7736 | DNR/DNR DNR/DNR | 15/15 Millersburg 1868 | Bank holding company |
| 10 | 27 | STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126 | \$94.31 million \$82.38 million \$78.62 million 19.94% | Dennis J. Heller President and CEO | www.stephensonequipment.com 717-564-3434 | 60/2 140/4 | 1/7 Swatara Twp. 1957 | Full-service dealer of construction equipment, specializing in lifting and paving equipment |
| 11 | NR | BENJAMIN LEWIS DRYWALL LLC DBA TRADESMAN DRYWALL 4309 Linglestown Road, Suite 105 Harrisburg, PA 17112 | \$1.66 million \$900,259 \$627,409 164.6% | Benjamin Lewis CEO | www.tradesmandrywall.com 717-614-7080 | 17/1 17/1 | 1/1 Lower Paxton Twp. 2003 | Drywall installation, acoustical ceilings, metal and wood framing, plaster repair, finished basements, finished garages |
| 12 | NR | ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111 | \$9.5 million \$7.32 million \$7.6 million 25% | Deborah A. Abel President | www.abelpersonnel.com 717-561-2222 888-223-5562 | 12/338 12/338 | 2/2 Swatara Twp. 1969 | Full-service staffing and recruiting firm with a focus on office and professional staffing |
| 13 | 26 | TANNER FURNITURE INC. 7813 Derry St. Harrisburg, PA 17111-5265 | \$8.14 million \$6.7 million \$6.2 million 31.29% | Gary Alan Poffenberger President | www.gotanner.com 717-985-9700 800-251-8437 | 17/15 17/15 | 2/2 Swatara Twp. 1989 | New and used contract furniture sales; space planning, interior design, project management, storage and relocation services |
| 14 | 1 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | \$66.9 million \$65.4 million \$37.6 million 77.93% | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | 294/0 484/4 | 1/3 Harrisburg 1914 | Full-service design/build mechanical contractor, commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal |
| 15 | 19 | PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17105-8700 | \$960.81 million \$859.25 million \$830.55 million 15.68% | Michael A. Young FACHE President and CEO | www.pinnaclehealth.org 717-231-8900 | 3,929/2,245 DNR/DNR | 100/100 Harrisburg 1995 | Multi-hospital health system with inpatient and outpatient services throughout Central Pennsylvania |
| 16 | 12 | PENN STATE MILTON S. HERSHEY MEDICAL CENTER AND COLLEGE OF MEDICINE 500 University Drive, P.O. Box 850 Hershey, PA 17033 | \$1.78 billion \$1.7 billion \$1.6 billion 10.87% | A. Craig Hillemeier MD CEO and dean | www.pennstatehershey.org 717-531-8521 800-243-1455 | 8,941/1,595 9,127/1,626 | 52/58 Derry Twp. 1970 | Health care, medical and science education, biomedical research |
| 17 | 16 | D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110 | \$3.5 billion \$3.35 billion \$3.19 billion 9.65% | Dan Schwab and Michael Schwab Co-presidents | www.dandh.com 717-236-8001 800-340-1001 | 789/41 1,130/138 | 3/7 Harrisburg 1918 | Wholesale-only distributor of technology products |
| 18 | NR | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$45.36 million \$41.1 million \$39.84 million 13.84% | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128/5 147/5 | 4/6 Lower Swatara Twp. 1940 | Document mgt., MFPs and printers, electronic content mgt., network services; workplace interiors, office furniture, design and planning, project mgt. |
| 19 | 31 | MILLENNIUM CIRCUITS LTD. 7703 Derry St. Harrisburg, PA 17111 | \$4.86 million \$3.72 million \$3.72 million 30.67% | Daniel T. Thau President | www.mclpcb.com 717-558-5975 | 8/2 8/2 | 1/1 Swatara Twp. 2005 | Printed circuit boards |
| 20 | 10 | SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033 | \$3.2 million \$2.7 million \$1.6 million 100% | Susan Graham President | www.susangconsulting.com 717-533-4470 | 40/3 40/3 | 1/1 Derry Twp. 2006 | Information technology staffing, direct placement, recruiting and project management |

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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Published July 22, 2016.

Researched by Elaine Keisling

Fast-growing Lancaster companies

Ranked by revenue growth

| Rank | Prev. rank | Company Address | 2015/2014/2013 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 | CHARTWELL STAFFING SERVICES INC. 245 Centerville Road Lancaster, PA 17603 | \$214.51 million \$12.15 million \$5.23 million 3,998.61% | Tracy Kidan President | www.chartwellstaff.com 717-370-7003 855-782-3372 | 40/0 263/2 | 4/41 E. Hempfield Twp. 2011 | Staffing |
| 2 | NR | ELAM G. STOLTZFUS JR. INC. DBA EGSTOLTZFUS 474 Mount Sidney Road Lancaster, PA 17602-1012 | \$76.47 million \$50.12 million \$50.83 million 50.44% | Brent O. Stoltzfus President | www.egstoltzfus.com 717-393-0212 | 58/3 55/8 | 2/2 E. Lampeter Twp. 1968 | Designs and builds neighborhood homes and communities; custom homes; remodeling, commercial construction |
| 3 | NR | LISTRAK LTD. 529 E. Main St. Lititz, PA 17543-2121 | \$35.12 million \$25.12 million \$19 million 84.82% | Ross W. Kramer CEO and co-founder | www.listrak.com 717-627-4528 877-362-4556 | 214/1 241/1 | 5/6 Warwick Twp. 1999 | Automated digital marketing platform that lets retailers engage shoppers online and in store through email, mobile and social media |
| 4 | NR | IRA G. STEFFY & SON INC. 460 Wenger Drive Ephrata, PA 17522-9269 | \$60.57 million \$47.71 million \$30.99 million 95.43% | Gary R. Erb President | www.iragsteffyandson.com 717-733-2001 | 100/2 96/2 | 1/1 Ephrata 1976 | Structural-steel fabricator and erector |
| 5 | 19 | HVAC DISTRIBUTORS INC. 2 Old Market St., P.O. Box 160 Mount Joy, PA 17552-0160 | \$67.4 million \$49.71 million \$44.57 million 51.22% | David W. McIlwaine President | www.hvacdist.com 717-653-6674 800-228-4822 | 69/1 141/3 | 2/14 Mount Joy 1987 | Distributor and manufacturers' representative of heating and air conditioning equipment and supplies |
| 6 | | BRUBACHER EXCAVATING INC. 825 Reading Road, P.O. Box 528 Bowmansville, PA 17507-0528 | \$66.1 million \$51 million \$42.3 million 56.26% | Keith A. Brubacher President | www.brubacher.net 717-445-4571 | 257/2 315/2 | 1/3 Brecknock Twp. 1971 | Excavation, storm/sanitary sewers, water lines, paving, drilling, blasting, clearing, directional drilling, vacuum excavation, energy services |
| 7 | NR | PARADISE ENERGY SOLUTIONS LLC 875 Brackbill Road Gap, PA 17527 | \$16.25 million \$11.96 million \$9.64 million 68.65% | Timothy L. Beiler CEO | www.paradisolarenergy.com 717-407-5152 877-851-9269 | 32/1 63/2 | 1/6 Salisbury Twp. 2009 | Sells, designs, installs and services solar renewable energy systems |
| 8 | 1 | PRIMITIVES BY KATHY INC. 1817 William Penn Way Lancaster, PA 17601-5830 | \$56.62 million \$47.49 million \$32.45 million 74.51% | Kathy K. Phillips CEO | www.primitivesbykathy.com 717-394-4220 866-295-2849 | 132/8 132/9 | 4/4 E. Lampeter Twp. 1997 | Designs and distributes unique sentiment-driven home and holiday decor for the wholesale giftware industry |
| 9 | 8 | WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520 | \$131.1 million \$109.57 million \$92.46 million 41.79% | Ralph E. Simpson Jr. PE CEO | www.warfelcc.com 717-299-4500 | 180/0 180/0 | 2/DNR E. Hempfield Twp. 1911 | Construction services including development, preconstruction, construction management, design/build and general contracting |
| 10 | 11 | WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429 | \$520.53 million \$466.96 million \$383.22 million 35.83% | Jeffrey B. Lyons President and CEO | www.worleyobetz.com 717-665-6891 800-697-6891 | 152/24 152/35 | 2/3 Penn Twp. 1946 | Residential/commercial propane, ultra-bioheat, electricity, natural gas, HVAC service and installation, fuel card programs, on-site fleet fueling |
| 11 | NR | CARGAS SYSTEMS INC. 1310 Marshall Ave. Lancaster, PA 17601-4507 | \$13.24 million \$10.2 million \$8.63 million 53.43% | Chip Cargas Chairman and CEO | www.cargas.com 717-560-9928 888-611-3138 | 86/5 86/5 | 1/1 Manheim Twp. 1988 | Business software and consulting company specializing in Intacct cloud accounting, Microsoft Dynamics, custom software and Cargas Energy software. |
| 12 | 23 | CSB TECHNOLOGY PARTNERS LLC 1595 S. Mount Joy St., Suite 109 Elizabethtown, PA 17022 | \$5.43 million \$4.1 million \$2.67 million 102.85% | Jason Moyer and Timothy Maier Partners | www.csbtech.net 717-689-3990 | 9/0 9/0 | 1/1 Elizabethtown 2005 | Computer networking and consulting, wired and wireless networking, voice over IP phone systems, network security, storage area networks |
| 13 | 51 | DERCK & EDSON ASSOCIATES 33 S. Broad St. Lititz, PA 17543-1415 | \$4.25 million \$2.8 million \$2.6 million 63.46% | James A. Wenger RLA Managing partner | www.derckandedson.com 717-626-2054 | 22/1 26/1 | 1/2 Lititz 1940 | Landscape architecture, civil engineering, land planning, master planning and implementation, especially for campuses, downtowns and athletics |
| 14 | NR | TONO ARCHITECTS LLC 436 W. James St., Suite 100 Lancaster, PA 17603 | \$1.73 million \$1.19 million \$657,000 162.77% | D. Hunter Johnson AIA Managing principal and owner | www.tonogroup.com 717-735-8166 | 15/0 16/0 | 1/2 Lancaster 2001 | Architecture, planning, interior design, structural engineering, construction management |
| 15 | NR | HALL MEDIA SOLUTIONS INC. 600 Eden Road, Suite J Lancaster, PA 17601-4205 | \$4.15 million \$3.05 million \$2.5 million 65.99% | Dawn Hall President and CEO | www.hallmediasolutions.com 717-569-5000 | 2/2 DNR/DNR | 1/1 Manheim Twp. 1988 | Full-service ad agency specializing in television and radio; media placement in local, statewide and Mid-Atlantic markets |
| 16 | 18 | CCS BUILDING GROUP LLC 100 Willow Valley Lakes Drive Willow Street, PA 17584 | \$35.1 million \$29 million \$27.5 million 27.64% | Bill Koch Sr. President | www.ccsbuilds.com 717-490-8090 | 46/7 46/7 | 1/1 W. Lampeter Twp. 2008 | Design/build, preconstruction management, general contracting and construction management, new construction, renovations, operational consulting |
| 17 | 13 | MONARCH ENTERPRISE INC. 2030 Alpha Court Manheim, PA 17545 | \$3.8 million \$3 million \$1.8 million 111.11% | Aaron Camara President | 717-278-9350 | 5/2 DNR/DNR | 1/1 Rapho Twp. 2003 | Commercial construction company specializing in restaurants, retail, office builds and renovation; multiple in-house trades |
| 18 | NR | THE WITMER GROUP LLC 1003 Cornerstone Drive Mount Joy, PA 17552-9416 | \$23.44 million \$19.71 million \$16.97 million 38.09% | Todd M. Witmer CEO | www.thewitmergroup.com 717-653-1428 | 200/0 200/0 | 1/1 Rapho Twp. 1967 | New masonry, masonry restoration, waterproofing, caulking, air/vapor barrier systems |
| 19 | 6 | DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601 | \$192.45 million \$177.01 million \$147.79 million 30.22% | Nancy J. Gamber Olcott President and CEO | www.dutchgoldhoney.com 717-393-1716 | 68/0 90/0 | 1/2 E. Hempfield Twp. 1946 | Manufactures honey and maple syrup |
| 20 | NR | COMMONWEALTH FIRE PROTECTION CO. INC. 2749 Creek Hill Road Leola, PA 17540 | \$14.13 million \$11.5 million \$10.04 million 40.69% | Paul W. Hoffnagle CEO | www.cfpsprinkler.com 717-656-2981 | 79/8 82/8 | 1/2 Upper Leacock Twp. 1977 | Commercial, industrial, residential fire protection contractor; dedicated service, inspection and construction departments; in-house design/build team |

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 Elaine Keisinger

Fast-growing Adams-York companies

Ranked by revenue growth

| Rank | Prev. rank | Company Address | 2015/2014/2013 total revenue % of growth | Top local executive Title | Website Phone | F-T/P-T local emp. F-T/P-T total emp. | Local/total locations Headquarters Year established locally | Type of business |
|------|------------|---|---|--|--|---------------------------------------|---|--|
| 1 | NR | JAMES CRAFT & SON INC. 2780 York Haven Road, P.O. Box 8 York Haven, PA 17370-0008 | \$30.52 million \$17.34 million \$17.56 million 73.8% | James L. Craft President | www.jamescraftson.com 717-266-6629 | 150/2 150/2 | 1/1 Newberry Twp. 1900 | Mechanical contractor; commercial and industrial plumbing, sheet metal, heating and air conditioning, electrical, service |
| 2 | 2 | S&H EXPRESS INC. 400 Mulberry St. York, PA 17403 | \$63.87 million \$50.43 million \$37.18 million 71.79% | Stephen L. Shellenberger Chairman and CEO | www.sandhexpress.com 717-848-5015 | 291/8 393/10 | 3/5 York 1987 | Freight hauling, freight brokerage, jockey services |
| 3 | 23 | YORK EXCAVATING CO. LLC 1010 Plymouth Road York, PA 17402 | \$24.4 million \$16.6 million \$14 million 74.29% | Jeff Walker President | www.yorkexcavating.com 717-755-0607 | 86/1 86/1 | 1/1 Windsor Twp. 2010 | Excavating, storm/sanitary sewer, water lines, grading, paving, milling for commercial/government/residential projects |
| 4 | 14 | THE YGS GROUP INC. 3650 W. Market St. York, PA 17404 | \$42.84 million \$34.31 million \$26.9 million 48.23% | James M. Kell CEO | www.theysgroup.com 717-505-9701 800-501-9571 | 189/6 202/18 | 3/5 W. Manchester Twp. 2002 | Creative marketing and publishing services |
| 5 | NR | STEWART AND TATE INC. 950 Smile Way York, PA 17404 | \$164 million \$135 million \$122.5 million 33.88% | Timothy R. Tate PE President and CEO | www.stewartandtate.com 717-854-9581 | 186/0 DNR/DNR | 2/3 York 1935 | General construction, construction management, design/build, heavy/highway and industrial construction, custom metal fabrication |
| 6 | 6 | WELLSPAN HEALTH 45 Monument Road, Suite 200 York, PA 17403 | \$1.63 billion \$1.43 billion \$1.24 billion 31.5% | Kevin Mosser MD President and CEO | www.wellspan.org 717-851-2705 | 11,837/2,304 11,841/2,960 | 135/135 York Twp. 1880 | Health care |
| 7 | 25 | EICHELBERGER CONSTRUCTION INC. DBA ECIGROUP 124 W. Church St., P.O. Box 459 Dillsburg, PA 17019-0459 | \$120.02 million \$101.33 million \$92.77 million 29.37% | William P. Eichelberger President and CEO | www.ecigroup.us 717-638-2000 | 204/7 204/7 | 1/1 Dillsburg 1992 | General contracting, design/build, construction management, wireless/communication construction and service, 24/7 facility maintenance |
| 8 | NR | BUSINESS INFORMATION GROUP INC. 156 N. George St. York, PA 17401 | \$18.56 million \$14.13 million \$13.16 million 41.01% | Scott A. Dolmetsch Founder and CEO | www.businessinformationgroup.com 717-854-9983 877-508-9983 | 78/7 78/7 | 1/1 York 1992 | 24/7 IT support services and consulting, including networking, application development and wireless communication |
| 9 | NR | ST. ONGE CO. 1400 Williams Road York, PA 17402-7628 | \$26.69 million \$20.98 million \$19 million 40.45% | P. Michael Jones President | www.stonge.com 717-840-8181 | 78/0 120/5 | 1/4 Springettsbury Twp. 1983 | Supply-chain strategy, network and inventory optimization, distribution and manufacturing facility design, supply-chain execution systems consulting |
| 10 | 26 | I.B. ABEL INC. 620 S. Edgar St. York, PA 17403 | \$97.1 million \$82.3 million \$80.9 million 20.02% | Patrick A. Kinsley President | www.ib-abel.com 717-845-1639 | 240/0 348/2 | 1/3 York 1913 | Electrical, voice, data, video, utility, industrial automation, infrared imaging, emergency services, engineering and design, maintenance |
| 11 | NR | LOBAR ASSOCIATES INC. 4 Barlo Circle, P.O. Box 432 Dillsburg, PA 17019 | \$50.73 million \$41.06 million \$40.91 million 23.98% | Lee E. Eichelberger President and CEO | www.lobarassoc.com 717-432-3429 | 132/6 132/6 | 1/1 Carroll Twp. 1989 | Design/build construction and engineering firm, construction mgt., property development and facility mgt., site development and bridge construction |
| 12 | NR | W.J. STRICKLER SIGNS INC. 3999 Carlisle Pike, P.O. Box 175 New Oxford, PA 17350-0175 | \$4.8 million \$3 million \$3.2 million 50% | Bryan Strickler President | www.stricklersigns.com 717-624-8450 | 27/1 28/1 | 1/2 Berwick Twp. 1972 | Designs, manufactures and installs electric and electronic signs in five-state area |
| 13 | NR | Q-DOT ENGINEERING LLC 280 W. Market St. York, PA 17401 | \$1.3 million \$547,200 \$380,600 241.78% | Richard E. Merck Managing partner | www.qdotengineering.com 717-744-8315 | 7/19 7/19 | 2/2 York 2011 | Fire protection engineering, third-party inspection and plan review, evidence storage |
| 14 | 40 | D.E. GEMMILL INC. 10174 Chapel Church Road Red Lion, PA 17356 | \$5.3 million \$3.75 million \$3.6 million 47.22% | David E. Gemmill President | www.degemmill.com 717-755-9794 | 45/3 45/3 | 2/2 Chanceford Twp. 1986 | Sign manufacturing and installation; pavement markings, traffic control rentals and safety equipment sales |
| 15 | 9 | NEW HOPE MINISTRIES INC. 211 S. Baltimore St., P.O. Box 448 Dillsburg, PA 17019 | \$7.12 million \$5.74 million \$4.45 million 60.19% | Eric Saunders Executive director | www.nhm-pa.org 717-432-2087 | 17/7 17/7 | 5/5 Dillsburg 1982 | Christian social service agency that assists neighbors in times of need and supports efforts toward stability |
| 16 | NR | R.L. LIVINGSTON EXCAVATION & PAVING INC. 1 Blair Mountain Road Dillsburg, PA 17019 | \$10.89 million \$7.8 million \$8.15 million 33.72% | Rick L. Livingston President | 717-432-4011 | 45/1 DNR/DNR | 1/1 Carroll Twp. 1998 | Total site development, earthwork, utilities and paving services |
| 17 | NR | GAVIN COMMUNICATIONS LLC DBA GAVIN ADVERTISING 328 W. Market St. York, PA 17401 | \$1.5 million \$965,000 \$600,000 150.08% | Mandy P. Arnold President | www.gavinadvertising.com 717-848-8155 | 18/3 19/5 | 1/1 York 2011 | Digitally minded creative, public relations, marketing and advertising |
| 18 | NR | JOHNSTON CONSTRUCTION CO. 4331 Fox Run Road, P.O. Box 98 Dover, PA 17315 | \$28.15 million \$21.21 million \$24.26 million 16.03% | Trey Johnston President and CEO | www.johnstonconstructioncompany.com 717-292-3606 | 85/2 85/2 | 1/2 Dover Twp. 1976 | General environmental contractor, including water/wastewater treatment plants, pump stations, landfills, tank foundations |
| 19 | NR | INSIDE OUT CONSULTING LLC DBA ELITE DIGITAL GROUP 14 W. King St. York, PA 17401 | \$2 million \$1.2 million \$1.2 million 66.67% | Kim J. Walsh-Phillips CEO | www.elitedigitalgroup.com 717-848-9339 | 15/5 17/5 | 1/3 York 2001 | Social media and direct-response digital marketing agency |
| 20 | NR | IMPACT DISASTER SERVICES LLC 1900 W. Mason Ave. York, PA 17404 | \$2.5 million \$2.1 million \$300,000 733.33% | Michael W. Rose President | www.impactdisasterservices.com 717-885-2290 800-581-9722 | 13/2 14/3 | 1/1 York 2013 | Insurance general contractor; mitigation and repairs to homes and businesses with fire, water, wind or vehicle structural damages |

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Researched by Elaine Keisling

Fast-growing Lebanon companies

Ranked by revenue growth

| Rank | Prev. rank | Company Address | 2015/2014/2013 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 | 3 | SECHLER FAMILY FOODS INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510 | \$313 million \$289 million \$255 million 22.75% | Scott I. Sechler Chairman, president and owner | www.bellandevans.com 717-865-6626 | DNR/1,357 DNR/1,357 | 3/4 Bethel Twp. 1939 | Organic and natural poultry processor |
| 2 | 2 | PPC LUBRICANTS INC. 305 Micro Drive Jonestown, PA 17038-8744 | \$185.72 million \$171.6 million \$142.2 million 30.6% | David Klingner President | www.pplubricants.com 717-865-9993 800-772-5823 | 46/0 202/0 | 1/6 Union Twp. 2000 | Delivery of finished lubricants, filtering of lubricants, diesel exhaust fluid, loaned lubrication equipping for customer sites |
| 3 | 6 | PRL INC. 64 Remont Road, P.O. Box 142 Cornwall, PA 17016-0142 | \$22.55 million \$19.96 million \$16.33 million 38.07% | Janis Herschkowitz President and CEO | www.prlinc.com 717-273-6787 | 153/7 153/7 | 5/5 Cornwall 1969 | Manufactures high-specification, finished-machined castings for military, nuclear and industrial applications |
| 4 | 10 | ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388 | \$51.11 million \$44.69 million \$42.48 million 20.32% | Wendie DiMatteo Holsinger President and CEO | www.askfoods.com 717-838-6356 800-879-4275 | 269/94 269/94 | 3/2 Palmyra 1948 | Manufactures deli salads, entrees and desserts |
| 5 | 1 | CANDORIS TECHNOLOGIES LLC 9 E. Main St. Annville, PA 17003-1412 | \$15.18 million \$13.74 million \$9.93 million 52.88% | Stephan Van Der Ploog Chief accountability officer | www.candoris.com 717-228-1600 844-486-4652 | 36/0 44/0 | 2/2 Annville Twp. 2011 | Data center infrastructure services, IT services and consulting, custom software development, Salesforce.com consulting |
| 6 | 4 | APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531 | \$107.65 million \$100.76 million \$89.17 million 20.72% | Scott M. Weaver President and CEO | www.aprsupply.com 717-274-5999 | 153/9 254/22 | 11/34 Lebanon 1922 | Wholesale distributor of air-conditioning, plumbing and heating products and supplies |
| 7 | NR | SHANNON A. SMITH INC. 420 S. Cherry St. Myerstown, PA 17067 | \$8.06 million \$7.12 million \$6.45 million 24.96% | Shannon A. Smith President | www.sasinc.us 717-866-6643 888-296-6782 | 41/1 41/1 | 1/1 Myerstown 1973 | Electrical and mechanical contractor |
| 8 | NR | BEN ILGENFRITZ ELECTRIC LLC DBA GENESIS LIGHTING + ELECTRIC 1019 Weiss Ave. Lebanon, PA 17042-7135 | \$250,300 \$197,000 \$141,151 77.33% | Ben Ilgenfritz Owner | www.genesisle.com 717-450-2878 | 3/1 3/1 | 1/1 S. Lebanon Twp. 2012 | Residential and commercial electrical repairs, maintenance, new construction, remodeling and generators; lighting audits and energy efficient upgrades |
| 9 | 5 | LIGHT-HEIGEL AND ASSOCIATES INC. 430 E. Main St. Palmyra, PA 17078 | \$2.9 million \$2.7 million \$2.1 million 38.1% | Keith L. Heigel President | www.light-heigel.com 717-838-1351 800-257-2190 | 30/2 30/2 | 6/6 Palmyra 1959 | Engineering, surveying, code compliance, grant writing and sewage enforcement |
| 10 | NR | PLAIN & FANCY CUSTOM CABINETRY INC. Oak Street and Route 501 Schaefferstown, PA 17088 | \$13.5 million \$12.8 million \$12.4 million 8.87% | George H. "Butch" Achey President | www.plainfancycabinetry.com 717-949-6571 800-447-9006 | 105/10 105/10 | 1/1 Schaefferstown 1968 | Manufacturer of residential custom cabinetry |
| 11 | 8 | JONESTOWN BANK & TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 | \$20.23 million \$20.09 million \$17.47 million 15.79% | Troy A. Peters President and CEO | www.bankjbt.com 717-274-5180 | 114/16 114/16 | 12/12 Jonestown 1873 | Full range of business and consumer banking products |
| 12 | 13 | LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380 | \$16.8 million \$16.2 million \$15.9 million 5.66% | Joseph G. Barry President | www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356 | 75/20 75/20 | 1/1 Heidelberg Twp. 1964 | Solid waste collection, recycling and disposal services in southcentral Pennsylvania |
| 13 | 15 | THE HOME INSPECTOR INC. 2061 Kenbrook Road Lebanon, PA 17046-7902 | \$250,000 \$239,915 \$229,145 9.1% | David E. Glick President | www.thehomeinspectorinc.com 717-926-1206 | 2/0 DNR/DNR | 1/1 Swatara Twp. 1990 | Home inspections, radon testing, septic inspections, hydraulic-load tests, water tests, wood-destroying insect inspections and moisture consultations |

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Published Sept. 23, 2016. Ⓞ Unable to separate full- and part-time Ⓞ Unable to breakout F-T and P-T

Researched by Elaine Keisling



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Coming Spring 2017
NORTH CORNWALL
COMMONS



Byler Holdings

Public companies


Ranked by total company revenue

| Rank | Prev. Rank | Company Address | 2015/2014 total revenue % growth | Top local executive Title | Website Phone | Exchange affiliation Ticker symbol 2015/2014 earnings (loss) | Local/total locations/ Headquarters Year founded | Type of business |
|------|------------|--|--|---|--|---|--|--|
| 1 | 1 | RITE AID CORP. 30 Hunter Lane Camp Hill, PA 17011 | \$26.53 billion \$25.53 billion 3.93% | John T. Standley CEO | www.riteaid.com 717-761-2633 800-748-3243 | NYSE and PCX RAD \$2.11 billion \$249.41 million | 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 17033-0810 | \$7.39 billion \$7.42 billion -0.47% | John P. Bilbrey Chairman, president and CEO | www.hersheys.com 717-534-4000 800-468-1714 | NYSE HSY \$512.95 million \$846.91 million | 3/23 Derry Twp. 1927 | Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products |
| 3 | 3 | SELECT MEDICAL HOLDINGS CORP. 4714 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 | \$3.74 billion \$3.07 billion 22.11% | David S. Chernow President and CEO | www.selectmedicalcorp.com 717-972-1100 | NYSE SEM \$130.74 million \$120.63 million | NA/1,056 Lower Allen Twp. 1997 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 4 | 5 | WEIS MARKETS INC. 1000 S. Second St., P.O. Box 471 Sunbury, PA 17801-0471 | \$2.88 billion \$2.78 billion 3.6% | Jonathan H. Weis Chairman, president and CEO | www.weismarkets.com 570-286-4571 | NYSE WMK \$59.33 million \$59.17 million | 41/165 Sunbury 1912 | Grocery and other retail stores |
| 5 | 7 | PENN NATIONAL GAMING INC. 825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 | \$2.84 billion \$2.59 billion 9.57% | Timothy J. Wilmott President and CEO | www.pngaming.com 610-373-2400 | Nasdaq PENN \$686,000 (\$183.82 million) | NA/NA Wyomissing, Berks Co. 1972 | Operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course |
| 6 | 6 | BON TON STORES INC. 2801 E. Market St. York, PA 17402 | \$2.72 billion \$2.76 billion -1.4% | Kathryn Bufano President and CEO | www.bonton.com 717-757-7660 | Nasdaq BONT (\$57.05 million) (\$6.97 million) | 10/272 Springettsbury Twp. 1898 | Department stores |
| 7 | 4 | DENTSPLY SIRONA INC. 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 | \$2.67 billion \$2.92 billion -8.5% | Bret W. Wise Chairman and CEO | www.dentsply.com 717-845-7511 800-877-0020 | Nasdaq XRAY \$251.1 million \$322.85 million | 5/120 York 1899 | Manufacturer of professional dental products |
| 8 | 8 | ARMSTRONG WORLD INDUSTRIES INC. 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001 | \$2.42 billion \$2.52 billion -3.79% | Matthew J. Espe President and CEO | www.armstrong.com 717-397-0611 | NYSE AWI \$52.6 million \$102 million | 3/40 Manor Twp. 1860 | Manufactures and sells residential and commercial ceilings |
| 9 | 9 | HARSCO CORP. 350 Poplar Church Road Camp Hill, PA 17011 | \$1.72 billion \$2.07 billion -16.59% | F. Nicholas Grasberger III President and CEO | www.harsco.com 717-763-7064 | NYSE HSC \$6.19 million (\$22.17 million) | 4/450 Wormleysburg 1956 | Diversified multinational provider of industrial services for major global markets |
| 10 | 10 | P.H. GLATFELTER CO. DBA GLATFELTER 96 S. George St., Suite 500 York, PA 17401-1434 | \$1.66 billion \$1.8 billion -7.84% | Dante C. Parni Chairman and CEO | www.glatfelter.com 717-225-4711 | NYSE GLT \$64.58 million \$69.25 million | 2/11 York 1864 | Specialty paper and engineered products |
| 11 | NR | OLLIE'S BARGAIN OUTLET INC. 6295 Allentown Blvd., Suite 1 Harrisburg, PA 17112-2606 | \$762.37 million \$637.98 million 19.5% | Mark L. Butler President and CEO | www.ollies.us 717-657-2300 | NA NA \$35.84 million \$26.92 million | 6/154 Lower Paxton Twp. 1982 | Retailer of closeouts, excess inventory and salvage merchandise |
| 12 | 12 | FULTON FINANCIAL CORP. 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604-4887 | \$756.56 million \$761.42 million -0.64% | E. Philip Wenger Chairman, president and CEO | www.fult.com 717-291-2411 | Nasdaq FULT \$149.5 million \$157.89 million | 100/286 Lancaster 1982 | Multibank financial holding company |
| 13 | 13 | DONEGAL GROUP INC. 1195 River Road, P.O. Box 302 Marietta, PA 17547 | \$636.39 million \$586.55 million 8.5% | Kevin G. Burke President and CEO | www.donegalgroup.com 717-426-1931 800-877-0600 | Nasdaq DGICA, DGICB \$20.99 million \$14.54 million | 1/6 E. Donegal Twp. 1986 | Regional insurance and bank holding company |
| 14 | NR | GAMING AND LEISURE PROPERTIES INC. 845 Berkshire Blvd., Suite 200 Wyomissing, PA 19610-1234 | \$575.05 million \$591.07 million -2.71% | Peter M. Carlino Chairman and CEO | www.gpropinc.com 610-401-2900 | Nasdaq GLPI \$128.12 million \$138.81 million | 1/NA Wyomissing, Berks Co. 2013 | Real estate investment trust specializing in gaming properties spun off from Penn National Gaming Inc. |
| 15 | 14 | HERSHA HOSPITALITY TRUST 44 Hersha Drive, Second Floor Harrisburg, PA 17102-2234 | \$470.39 million \$417.41 million 12.69% | Jay H. Shah CEO | www.hersha.com 717-236-4400 | NYSE HT \$42.21 million \$68.27 million | 5/57 Harrisburg 1999 | 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 | \$190.45 million \$200.36 million -4.95% | Douglas S. Brossman President and CEO | www.burnhamholdings.com 717-390-7800 | Over the counter BURCA \$7.75 million \$8.57 million | 4/15 Lancaster 1856 | Manufactures boilers and other products |
| 17 | 17 | CODORUS VALLEY BANCORP INC. 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887 | \$65.05 million \$58.55 million 11.09% | Larry J. Miller Chairman, president and CEO | www.peoplesbanknet.com 717-846-1970 888-846-1970 | Nasdaq CVLY \$11.14 million \$11.77 million | 14/14 York Twp. 1864 | Full-service financial institution offering consumer, business banking and wealth management services |
| 18 | 19 | ACNB CORP. 16 Lincoln Square, P.O. Box 3129 Gettysburg, PA 17325-3129 | \$51.87 million \$49.43 million 4.94% | Thomas A. Ritter President and CEO | www.aenb.com 717-334-3161 888-334-2262 | Nasdaq ACNB \$11.02 million \$10.29 million | 21/21 Gettysburg 1857 | Community bank |
| 19 | 18 | ORRSTOWN FINANCIAL SERVICES INC. 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307 | \$49.98 million \$48.4 million 3.26% | Thomas R. Quinn Jr. President and CEO | www.orrstown.com 717-532-6114 888-677-7869 | Nasdaq ORRF \$7.87 million \$29.14 million | 13/20 Shippensburg 1919 | Financial-services firm specializing in personal and business banking services and wealth management |
| 20 | 20 | THE YORK WATER CO. 130 E. Market St. York, PA 17405 | \$47.09 million \$45.9 million 2.59% | Jeffrey R. Hines PE President and CEO | www.yorkwater.com 717-845-3601 800-750-5561 | Nasdaq YORW \$12.49 million \$11.48 million | 4/4 York 1816 | Impounder, purifier and distributor of water in 46 municipalities in York and Adams counties |

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

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Researched by Alaine Keisling



VISION / CULTURE / DESIGN

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Public companies

Ranked by total company revenue

| Rank | Prev. Rank | Company Address | 2015/2014 total revenue % growth | Top local executive Title | Website Phone | Exchange affiliation Ticker symbol 2015/2014 earnings (loss) | Local/total locations/ Headquarters Year founded | Type of business |
|------|------------|--|---|---|--|---|--|--|
| 21 | 22 | MID PENN BANCORP INC. 349 Union St. Millersburg, PA 17061-1611 | \$40.58 million \$33.88 million 19.78% | Rory G. Ritriev President and CEO | www.midpennbank.com 717-692-2133 866-642-7736 | Nasdaq MPB \$6.53 million \$5.35 million | 15/15 Millersburg 1868 | Bank holding company |
| 22 | 21 | ENB FINANCIAL CORP. 31 E. Main St., P.O. Box 457 Ephrata, PA 17522-0457 | \$36.9 million \$36.69 million 0.58% | Aaron L. Groff Jr. Chairman, president and CEO | www.epnb.com 717-733-4181 877-773-6605 | Over the counter ENBP \$6.91 million \$7.09 million | 10/10 Ephrata 1881 | Full-service bank |
| 23 | 24 | JONESTOWN BANK & TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 | \$20.23 million \$20.09 million 0.72% | Troy A. Peters President and CEO | www.bankjbt.com 717-274-5180 | Over the counter JNES \$4.18 million \$3.47 million | 12/12 Jonestown 1873 | Full range of business and consumer banking products |
| 24 | 23 | RIVERVIEW FINANCIAL CORP. 3901 N. Front St. Harrisburg, PA 17110 | \$19.31 million \$20.55 million -6.04% | Kirk D. Fox CEO | www.riverviewbankpa.com 717-957-2196 | Over the counter RIVE (\$1.9 million) \$3.45 million | 3/3 Susquehanna Twp. NA | Banking and financial services |
| 25 | 25 | YORK TRADITIONS BANK 226 Pauline Drive, P.O. Box 3658 York, PA 17402-0136 | \$14.55 million \$14.9 million -2.36% | Michael E. Kochenour Founder, chairman and CEO | www.yorktraditionsbank.com 717-741-1770 877-741-1770 | NA NA \$2 million \$1.87 million | 5/5 York Twp. 2002 | Full-service state-chartered community bank |
| 26 | 26 | UNILIFE CORP. 250 Cross Farm Lane York, PA 17406 | \$13.16 million \$14.69 million -10.42% | John Ryan Interim CEO | www.unilife.com 717-384-3400 | Nasdaq UNIS (\$90.85 million) (\$57.9 million) | 1/3 Conewago Twp. 2009 | Designs, develops, manufactures and supplies proprietary range of retractable syringes |
| 27 | NR | BANK OF BIRD-IN-HAND 309 N. Ronks Road Ronks, PA 17505 | \$2.98 million \$1.12 million 165.54% | Alan W. Dakey President and CEO | www.bihbank.com 717-768-8811 | NA NA (\$398,000) (\$1.36 million) | 1/1 Leacock Twp. 2013 | Community bank |

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

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Researched by Elaine Keisling

Minority-owned businesses

Ranked by local revenue

| Rank | Prev. Rank | Company Address | 2015 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 | 1 | TRAVEL TIME TRAVEL AGENCY INC. 951 Rohrerstown Road Lancaster, PA 17601-5606 | \$27.09 million \$27.09 million | Shaun N. Balani CEO | www.trvtime.com 717-299-6600 800-343-9594 | Asian Indian 51% 30/0 | 2/2 E. Hempfield Twp. 1977 | Corporate and personal travel services |
| 2 | 3 | CREDO TECHNOLOGY SOLUTIONS INC. DBA CREDO TECHNICAL STAFFING 110 Sunset Ave. Harrisburg, PA 17112 | \$8.55 million \$8.55 million | Jogi Daita CEO | www.credotechsolutions.com 717-657-7015 844-633-9011 | Asian 51% 50/2 | 1/1 Lower Paxton Twp. 2010 | Technical staffing, IT consulting services |
| 3 | 2 | NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029 | \$6.97 million \$9.18 million | Paul J. Navarro PE President and CEO | www.navarrowright.com 717-441-2216 | Hispanic 51% 93/2 | 1/4 New Cumberland 1996 | Transportation, geotechnical, environment, cultural resources, surveying, water/wastewater, municipal, site/civil, landscape arch., construction insp. |
| 4 | 4 | DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$6.33 million \$6.33 million | Nathan Balagopal President | www.dominotech.net 717-730-6265 | Asian 100% 51/3 | 2/2 Harrisburg 1996 | Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery planning |
| 5 | 6 | MONARCH ENTERPRISE INC. 2030 Alpha Court Manheim, PA 17545 | \$3.8 million \$3.8 million | Aaron Camara President | 717-278-9350 | Spanish 100% 5/2 | 1/1 Rapho Twp. 2003 | Commercial construction company specializing in restaurants, retail, office builds and renovation; multiple in-house trades |
| 6 | 7 | 12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 | \$2.5 million \$2.5 million | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | Hispanic 100% 16/2 | 1/1 E. Lampeter Twp. 1998 | Microsoft partner; IT support for small businesses; Microsoft, Dell, ESET, Watchguard, Barracuda; hosting services, development services |
| 7 | 5 | CENTRAL PENN WELDING & IRONWORKS LLC 650 Division St., P.O. Box 3709 Harrisburg, PA 17105-3709 | \$2.1 million \$2.1 million | Bryant Jefferson President and owner | www.cpironworks.com 717-972-8765 | African American 100% 10/2 | 1/1 Harrisburg 2006 | Miscellaneous metal fabrication, structural steel, installation, erection, commercial/decorative handrail, pipe handrailings, ADA-compliant handrails |
| 8 | 8 | ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300 | \$1.77 million \$1.77 million | Ashis B. Pal President | www.geographit.com 717-399-7007 | Subcontinent Asian American 90% 10/1 | 1/2 Manheim Twp. 1990 | GIS and IT consulting, implementation plans, needs assessments, GIS modeling and analytics, system architecture and database designs; custom desktop |
| 9 | 10 | JAMA ENTERPRISES INC. DBA STRATEGIC CONSULTING PARTNERS 836 Tamanini Way Mechanicsburg, PA 17055 | \$1.1 million \$1.15 million | Monica A. Gould MBA CMC President | www.yourstrategicconsultant.com 717-790-8723 | Asian Indian 100% 4/4 | 1/2 Monroe Twp. 2005 | Strategic planning, organizational development, operations assessments, leadership development, staff training, coaching and mentoring |
| 10 | 11 | DIETRICH NGUYEN INC. DBA TRIPLE STRENGTH 2043 Horseshoe Pike Annville, PA 17003 | \$350,865 \$350,865 | Hung Q. Nguyen President and creative director | www.triplestrength.com 717-868-2172 | Asian 95% 3/1 | 1/1 S. Annville Twp. 1991 | Creative studio focused on graphic design, branding, environmental design and interactive Web development |

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

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Researched by Elaine Keisling

Highest-paying professions

Ranked by average salary

| Rank | Prev. rank | Profession (Standard occupation code) | 2015 average salary | Adams (Rank) | Cumberland (Rank) | Dauphin (Rank) | Franklin (Rank) | Lancaster (Rank) | Lebanon (Rank) | Perry (Rank) | York (Rank) | Background/training |
|------|------------|--|---------------------|--------------------|--------------------|--------------------|--------------------|-------------------|--------------------|--------------------|--------------------|-----------------------------------|
| 1 | 1 | ORTHODONTISTS (29-1023) | \$233,094 | \$237,170 (2)* | \$227,660 (4) | \$227,660 (1)* | \$237,170 (2)* | NA NA | \$237,170 (1)* | \$227,660 (1)* | \$237,170 (1)* | Doctorate |
| 2 | 2 | ANESTHESIOLOGISTS (29-1061) | \$217,671 | \$217,740 (5)* | \$280,080 (1) | \$161,790 (9) | \$217,740 (4)* | NA NA | \$217,740 (3)* | \$210,870 (3)* | \$217,740 (3)* | Doctorate |
| 3 | 4 | GENERAL INTERNISTS (29-1063) | \$217,573 | \$221,160 (4)* | \$221,160 (5)* | \$196,050 (2) | \$221,160 (3)* | NA NA | \$221,160 (2)* | \$221,160 (2)* | \$221,160 (2)* | Doctorate |
| 4 | 5 | PSYCHIATRISTS (29-1066) | \$204,251 | \$210,000 (6)* | \$244,260 (2) | \$155,000 (11) | \$210,000 (5)* | NA NA | \$210,000 (4)* | \$190,500 (4)* | \$210,000 (4)* | Doctorate |
| 5 | 7 | PHYSICIANS AND SURGEONS (29-1069) | \$203,970 | \$243,770 (1) | \$191,520 (6) | \$174,070 (5) | \$250,390 (1) | \$229,890 (1) | \$202,400 (5) | \$178,150 (5)* | \$161,570 (10) | Doctorate |
| 6 | 9 | CHIEF EXECUTIVES (11-1011) | \$192,063 | \$225,130 (3) | \$188,450 (7) | \$169,060 (8) | \$196,770 (6) | \$185,110 (3) | \$191,970 (6) | \$173,690 (7)* | \$206,320 (5) | Bachelor's degree plus experience |
| 7 | 3 | SURGEONS (29-1067) | \$186,644 | \$180,410 (8)* | \$241,810 (3) | \$169,350 (7) | \$180,410 (7)* | NA NA | \$180,410 (7)* | \$173,710 (6)* | \$180,410 (7)* | Doctorate |
| 8 | 8 | NURSE ANESTHETISTS (29-1151) | \$171,619 | \$172,710 (9)* | \$163,030 (12) | \$176,670 (4) | \$172,710 (8)* | NA NA | \$172,710 (8)* | \$170,790 (9)* | \$172,710 (9)* | Doctorate |
| 9 | 11 | FAMILY AND GENERAL PRACTITIONERS (29-1062) | \$165,425 | \$150,000 (10) | \$165,830 (11) | \$153,400 (12) | \$150,110 (10) | \$203,110 (2) | \$169,340 (9)* | \$158,630 (10)* | \$172,980 (8) | Doctorate |
| 10 | 10 | GENERAL DENTISTS (29-1021) | \$163,438 | \$182,470 (7) | \$156,510 (14) | \$186,700 (3) | \$159,780 (9)* | \$157,210 (4) | \$159,780 (10)* | \$171,740 (8)* | \$133,310 (14) | Doctorate |
| 11 | NR | PHYSICISTS (19-2012) | \$148,689 | \$147,170 (11)* | \$147,170 (16)* | \$157,800 (10) | \$147,170 (11)* | NA NA | \$147,170 (11)* | \$147,170 (12)* | \$147,170 (12)* | Doctorate |
| 12 | 15 | PODIATRISTS (29-1081) | \$137,934 | \$130,850 (13)* | \$173,330 (9) | \$143,710 (13) | \$130,850 (13)* | \$117,270 (12) | \$130,850 (14)* | \$156,190 (11)* | \$120,420 (21) | Doctorate |
| 13 | 12 | MARKETING MANAGERS (11-2021) | \$133,159 | \$132,380 (12)* | \$134,060 (18) | \$133,110 (15)* | \$132,380 (12)* | \$139,250 (5) | \$132,380 (13)* | \$133,110 (13)* | \$128,600 (17) | Bachelor's degree plus experience |
| 14 | 14 | ARCHITECTURAL AND ENGINEERING MANAGERS (11-9041) | \$126,639 | \$125,460 (15)* | \$137,150 (17) | \$117,520 (24) | \$120,530 (18) | \$126,170 (7) | \$137,480 (12) | \$127,370 (16)* | \$121,430 (19) | Bachelor's degree plus experience |
| 15 | 13 | NATURAL SCIENCES MANAGERS (11-9121) | \$126,451 | \$113,900 (23)* | \$158,680 (13) | \$102,200 (42) | \$113,900 (21)* | \$104,630 (22) | \$113,900 (23)* | \$106,000 (11)* | \$198,400 (6) | Bachelor's degree plus experience |
| 16 | 17 | FINANCIAL MANAGERS (11-3031) | \$122,923 | \$122,830 (17) | \$124,060 (22) | \$120,290 (22)* | \$111,270 (24) | \$118,440 (10) | \$124,450 (17) | \$120,290 (20)* | \$141,750 (13) | Bachelor's degree plus experience |
| 17 | NR | DENTISTS, ALL OTHER SPECIALISTS (29-1029) | \$121,150 | \$121,150 (20)* | \$121,150 (23)* | \$121,150 (20)* | \$121,150 (17)* | NA NA | \$121,150 (20)* | \$121,150 (19)* | \$121,150 (20)* | Doctorate |
| 18 | 26 | GENERAL PEDIATRICIANS (29-1065) | \$120,279 | \$115,600 (21)* | \$118,660 (25) | \$108,880 (30) | \$115,600 (19)* | NA NA | \$115,600 (21)* | \$111,310 (23)* | \$156,300 (11) | Doctorate |
| 19 | 16 | COMPUTER AND INFORMATION RESEARCH SCIENTISTS (15-1111) | \$120,211 | \$123,260 (16)* | \$92,310 (56) | \$132,870 (16) | \$123,260 (16)* | NA NA | \$123,260 (18)* | \$123,260 (18)* | \$123,260 (18)* | Doctorate |
| 20 | 20 | LAWYERS (23-1011) | \$119,625 | \$126,140 (14)* | \$126,320 (20) | \$131,970 (17) | \$86,350 (56) | \$111,550 (16) | \$126,140 (16)* | \$131,220 (15)* | \$117,310 (25) | Doctorate |
| 21 | 18 | PURCHASING MANAGERS (11-3061) | \$118,506 | \$121,560 (19)* | \$151,860 (15) | \$110,460 (29) | \$99,330 (36) | \$99,240 (26) | \$121,560 (19)* | \$131,840 (14)* | \$112,200 (28) | Bachelor's degree plus experience |
| 22 | 21 | PHARMACISTS (29-1051) | \$117,580 | \$122,460 (18) | \$116,670 (27) | \$116,710 (26) | \$125,750 (14) | \$116,900 (13) | \$105,250 (29) | \$116,610 (22)* | \$120,290 (22) | Doctorate |
| 23 | 22 | TRAINING AND DEVELOPMENT MANAGERS (11-3131) | \$113,564 | \$114,720 (22)* | \$113,870 (30) | \$107,100 (34) | \$114,720 (20)* | \$119,050 (9) | \$114,720 (22)* | \$109,610 (26)* | \$114,720 (26)* | Bachelor's degree plus experience |
| 24 | 28 | COMPUTER AND INFORMATION-SYSTEMS MANAGERS (11-3021) | \$112,593 | \$95,090 (41) | \$118,180 (26)* | \$116,260 (27) | \$125,010 (15) | \$105,090 (20) | \$92,550 (50) | \$118,180 (21)* | \$130,380 (16) | Bachelor's degree plus experience |
| 25 | NR | SALES MANAGERS (11-2022) | \$112,391 | \$103,850 (30) | \$126,820 (19) | \$97,880 (52) | \$112,470 (22) | \$118,290 (11) | \$111,330 (26) | \$108,270 (28)* | \$120,220 (23) | Bachelor's degree plus experience |
| 26 | 24 | COMPENSATION AND BENEFITS MANAGERS (11-3111) | \$109,255 | \$112,020 (24)* | \$104,780 (39)* | \$103,080 (40) | \$112,020 (23)* | \$113,320 (14) | \$112,020 (24)* | \$104,780 (33)* | \$112,020 (29)* | Bachelor's degree plus experience |
| 27 | 32 | VETERINARIANS (29-1131) | \$108,909 | \$89,540 (51) | \$99,000 (44) | \$119,390 (23) | \$109,520 (25)* | \$112,240 (15) | \$99,620 (39) | \$109,730 (25)* | \$132,230 (15) | Doctorate |
| 28 | 29 | MANAGERS (OTHER) (11-9199) | \$106,336 | \$102,600 (34)* | \$106,880 (36) | \$99,900 (47) | \$103,630 (31) | \$119,950 (8) | \$102,600 (35)* | \$101,150 (38)* | \$113,980 (27) | Work experience |
| 29 | 27 | MEDICAL SCIENTISTS (19-1042) | \$106,065 | \$108,980 (25)* | \$69,970 (141) | \$123,290 (18)* | \$108,980 (26)* | \$96,050 (29) | \$108,980 (27)* | \$123,290 (17)* | \$108,980 (31)* | Doctorate |
| 30 | 36 | GENERAL AND OPERATIONS MANAGERS (11-1021) | \$105,726 | \$100,210 (35) | \$125,620 (21) | \$115,360 (28) | \$89,070 (48) | \$105,700 (19) | \$101,970 (37) | \$101,750 (36) | \$106,130 (35) | Associate degree plus experience |

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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published Sept. 16, 2016.

Researched by Alaine Keisling

Largest midstate 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 | HR contact Phone Email | Local/total locations Headquarters Year established locally | Products or services |
|------|------------|---|---|---|--|--|---|--|
| 1 | | COMMONWEALTH OF PENNSYLVANIA Capital Complex Harrisburg, PA 17120 | 20,770 NA/NA 20,770/72,437 | Tom Wolf Governor | www.pa.gov 717-787-2121 | NA | NA/NA Harrisburg 1776 | State government |
| 2 | | U.S. GOVERNMENT Washington, DC | 19,263 NA/NA 19,263/5.73 million | NA | www.usa.gov NA | NA | NA/NA Washington, D.C. 1787 | Federal government |
| 3 | | WELLSPAN HEALTH 45 Monument Road, Suite 200 York, PA 17403 | 14,141 11,837/11,841 2,304/2,960 | Kevin Mosser MD President and CEO | www.wellspan.org 717-851-2705 | Robert Batory 717-851-2062 rbatory@wellspan.org | 135/135 York Twp. 1880 | Health care |
| 4 | | PENN STATE MILTON S. HERSHEY MEDICAL CENTER AND COLLEGE OF MEDICINE 500 University Drive, P.O. Box 850 Hershey, PA 17033 | 10,536 8,941/9,127 1,595/1,626 | A. Craig Hillemeier MD CEO and dean | www.pennstatehershey.org 717-531-8521 800-243-1455 | Lisa Abbott | 52/58 Derry Twp. 1970 | Health care, medical and science education, biomedical research |
| 5 | | LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 17604-3555 | 7,906 6,184/4,436 1,722/3,133 | Jan L. Bergen President and CEO | www.lghealth.org 717-544-5511 888-544-4636 | Regina M. Mingle 717-544-1130 rmmingle@lghealth.org | 67/67 Lancaster 1893 | Nonprofit health system with network of acute care, inpatient and outpatient services, and physician network |
| 6 | | PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17105-8700 | 6,174 3,929/NA 2,245/NA | Michael A. Young FACHE President and CEO | www.pinnaclehealth.org 717-231-8900 | Ann Gormley 717-761-8095 agormley@pinnaclehealth.org | 100/100 Harrisburg 1995 | Multi-hospital health system with inpatient and outpatient services throughout Central Pennsylvania |
| 7 | 6 | JFC STAFFING COS. 1520 Market St. Camp Hill, PA 17011-4815 | 5,875 75/75 5,800/5,802 | James M. Carchidi CSP Chief enthusiasm officer | www.jfcstaffing.com 717-761-8095 888-532-5627 | James M. Carchidi 717-761-8095 jimc@jfcstaffing.com | 7/7 Camp Hill 1975 | Contract, temp and direct-hire placement; screening/testing; on-site workforce mgmt.; recruits and places professional, IT, medical and skilled trades |
| 8 | | HIGHMARK HEALTH 1800 Center St. Camp Hill, PA 17089 | 3,800 NA/NA 3,800/39,200 | Kelly S. Lieblein Senior VP | www.highmark.com NA 800-662-0849 | NA | 10/14 Pittsburgh 1939 | Various forms of health insurance |
| 9 | | SUMMIT HEALTH 112 N. Seventh St. Chambersburg, PA 17201 | 3,258 2,377/2,377 881/881 | Patrick W. O'Donnell President and CEO | www.summithealth.org 717-267-7919 | Cathy Puhl | 20/20 Chambersburg 1995 | 2 hospitals, more than 30 physician practices, 7 lab and imaging locations, 5 health centers, 2 cancer centers, 3 walk-in/urgent care centers |
| 10 | | HARRISBURG AREA COMMUNITY COLLEGE AKA HACC 1 HACC Drive Harrisburg, PA 17110-2999 | 2,651 855/868 1,796/1,658 | John J. "Ski" Sygielski EdD President | www.hacc.edu 717-780-2300 800-222-4222 | Aimee B. Brough 717-736-4122 abbrough@hacc.edu | 5/5 Harrisburg 1964 | Two-year college with associate degrees, certificates and diplomas in 150 programs; workforce training programs for companies and individuals |
| 11 | NR | YORK COUNTY 1 Marketway West York, PA 17401 | 2,570 2,428/2,428 142/142 | Mark E. Derr Administrator | www.york-county.org 717-771-9964 | NA | NA/NA York 1749 | County government |
| 12 | 11 | HOLY SPIRIT 503 N. 21st St. Camp Hill, PA 17011-2204 | 2,441 1,738/1,624 703/964 | Kyle C. Snyder Chief administrative officer | www.hsh.org 717-763-2100 | NA | 43/43 E. Pennboro Twp. 1963 | Community Catholic health system and Geisinger affiliate |
| 13 | | SELECT MEDICAL CORP. 4714 Gettysburg Road Mechanicsburg, PA 17055-2034 | 2,021 1,715/28,358 306/12,628 | Robert A. Ortenzio Executive chairman and co-founder | www.selectmedical.com 717-972-1100 888-735-6332 | Anne Franklin | 5/119 Lower Allen Twp. 1996 | Long-term acute care hospitals, inpatient rehabilitation hospitals, outpatient physical therapy, occupational medicine and contract therapy services |
| 14 | NR | LANCASTER COUNTY 50 N. Duke St., P.O. Box 83480 Lancaster, PA 17608 | 1,969 1,636/1,636 333/333 | Dennis P. Stuckey Chairman | www.co.lancaster.pa.us 717-299-8300 | NA | NA/NA Lancaster 1729 | County government |
| 15 | 13 | HIGH COMPANIES 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008 | 1,840 1,667/1,889 173/219 | Michael F. Shirk CEO | www.high.net 717-293-4444 | Darryl P. Gordon 717-293-4444 | 33/49 E. Lampeter Twp. 1931 | Manufacturer, fabricator, erector and distributor; heavy hauler; safety consulting; real estate; construction; architecture; hotels; investments |
| 16 | | COMCAST CORP. 4601 Smith St. Harrisburg, PA 17109-1526 | 1,801 0/NA 1,801B /NA | Christine Whitaker Regional senior VP | www.comcast.com NA 800-934-6489 | Megan Bayer | 13/NA Philadelphia NA | Residential/commercial digital TV, high-speed Internet and digital voice, along with residential home security |
| 17 | 20 | CAPITAL BLUE CROSS 2500 Elmeron Ave. Harrisburg, PA 17177-9799 | 1,780 1,755/1,910 25/31 | Gary D. St. Hilaire President and CEO | www.capbluecross.com 717-541-7000 800-962-2242 | Steve Krupinski | 2/5 Susquehanna Twp. 1938 | Group and individual insurance, including medical, dental, vision, prescription, life, disability, self-funded, stop-loss, medical mgmt. and Medicare |
| 18 | | MILTON HERSHEY SCHOOL 1201 Homestead Lane, P.O. Box 830 Hershey, PA 17033-0830 | 1,734 1,200/1,100 534/500 | Peter G. Gurd President | www.mhskids.org 717-520-2201 800-322-3248 | Joan Singleton 717-520-2311 singletonj@mhspa.org | 1/1 Derry Twp. 1909 | Cost-free, private home and school for more than 2,000 children in pre-K through 12th grade from low-income families across the U.S. |
| 19 | | RUTTER'S HOLDINGS INC. 2100 N. George St. York, PA 17404 | 1,712 1,712B /1,712 | T.L. Rutter, T.M. Rutter and S.E. Hartman Presidents and CEOs | www.rutters.com 717-848-9827 888-840-1667 | NA | 59/63 Manchester Twp. 1921 | Beverage processing and manufacturing, fuel/diesel fuel retailer, convenience store, quick-service food, real estate development |
| 20 | 15 | CENTRAL DAUPHIN SD 600 Rutherford Road Harrisburg, PA 17109-5227 | 1,650 1,299/1,299 351/351 | Carol Johnson Superintendent | www.cdschools.org 717-545-4703 | Carrie Deichman | 20/20 Lower Paxton Twp. 1952 | Public school district |
| 21 | NR | DAUPHIN COUNTY 2 S. Second St., P.O. Box 1295 Harrisburg, PA 17108-1295 | 1,643 1,397/1,397 246/246 | Jeffrey T. Haste Chairman | www.dauphincounty.org 717-780-6300 800-328-0058 | NA | 29/29 Harrisburg 1785 | County government |
| 22 | 21 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | 1,589 879/1,212 710/1,035 | Joseph E. Murphy CEO | www.masonicvillages.org 717-367-1121 | Claudia J. Stephens | 1/5 W. Donegal Twp. 1910 | Continuing care retirement community, plus a children's home, adult day care, home care, hospice, clinical and therapeutic services |
| 23 | | LIBERTY MOUNTAIN RESORT 78 Country Club Trail Carroll Valley, PA 17320-0703 | 1,550 150/NA 1,400/NA | Eric W. Flynn President and COO | www.libertymountainresort.com 717-642-8282 | NA | 1/1 Carroll Valley 1975 | Four-season resort with lodging, multiple venues for weddings and conferences, golf course, dining, spa, winter skiing, boarding and tubing |
| 24 | NR | LANCASTER-LEBANON INTERMEDIATE UNIT 13 1020 New Holland Ave. Lancaster, PA 17601 | 1,461 1,002/1,002 459/459 | Brian Barnhart Executive director | www.iu13.org 717-606-1600 | Flip Steinour 717-606-1600 flip_steinour@iu13.org | 70/70 Lancaster 1971 | Education service agency delivering services to Pennsylvania schools and communities |
| 25 | 31 | STEWART GROUP INC. DBA STEWART COS. 950 Smile Way York, PA 17404 | 1,450 1,117/1,230 333/333 | David J. Stewart CEO | www.stewartcompanies.com 717-771-3500 | Duane Carter 717-771-3579 dcarter@stewartcompanies.com | 27/47 York 1935 | Family of companies involved in construction, raw aggregates, land development, concrete products, outdoor media and automotive dealerships |

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

The Central Penn Business Journal's list of largest midstate employers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info, follow @CPBJListCentral on Twitter. **Published Feb. 5, 2016.** Ⓞ Unable to separate full- and part-time Ⓢ Approximately 75 people work at JFC itself; additional thousands are staffing placements Ⓣ Last year ranked as Highmark Blue Shield

Researched by Elaine Keisling

Largest midstate 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 | HR contact Phone Email | Local/total locations Headquarters Year established locally | Products or services |
|------|------------|--|---|--|---|---|---|--|
| 26 | 24 | KNOUSE FOODS COOPERATIVE INC. 800 Peach Glen Idaville Road Peach Glen, PA 17375 | 1,441 1,264/NA 177/NA | Kenneth E. Guise President | www.knouse.com 717-677-8181 | NA | 5/6 Huntington Twp. 1949 | Canning of fruits, fruit juices, pie fillings and applesauce |
| 27 | 25 | UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331 | 1,400 1,300/2,600 100/100 | Dylan Lisette President and CEO | www.utzsnacks.com 717-637-6644 800-367-7629 | Dylan Lisette 717-637-6644 dlisette@utzsnacks.com | 10/60 York Hanover 1921 | Snack-food manufacturer |
| 28 | 27 | SPIRITRUST LUTHERAN 1050 Pennsylvania Ave. York, PA 17404 | 1,371 896/896 475/475 | Robert L. Rundle Jr. President and CEO | www.spiritrustlutheran.org 717-232-4597 888-404-3500 | Carol Hess 717-854-3971 chess@spiritrustlutheran.org | 4/8 York 1951 | Residential living for seniors, home care and hospice services, VITA, financial education and coaching, counseling, several volunteer-based programs |
| 29 | 26 | KEYSTONE HUMAN SERVICES 124 Pine St. Harrisburg, PA 17101-1208 | 1,368 1,038/2,800 330/400 | Dennis W. Felty President and CEO | www.keystonehumanservices.org 717-232-4597 888-377-6504 | Jennifer Allison 717-232-7506 jallison@keystonehumanservices.org | 6/26 Harrisburg 1972 | Intellectual disabilities, mental health, autism, children and families, Capitol Area Head Start, Susquehanna Service Dogs |
| 30 | 28 | SECHLER FAMILY FOODS INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510 | 1,357 NA/NA 1,357/1,357 | Scott I. Sechler Chairman, president and owner | www.bellandevans.com 717-865-6626 | Nathan Bryner nbryner@bellandevans.com | 3/4 Bethel Twp. 1939 | Organic and natural poultry processor |
| 31 | 32 | HANOVER HEALTHCARE PLUS INC. 300 Highland Ave. Hanover, PA 17331 | 1,234 910/NA 324/NA | Mike Gaskins President and CEO | www.hanoverhospital.org 717-654-3711 800-673-2426 | Christine Miller 717-666-6477 | 14/14 Hanover 1926 | Nonprofit health care organization serving York, Adams and northern Carroll counties |
| 32 | 34 | KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050 | 1,224 316/316 908/872 | D. Scott Karns Owner and CEO | www.karnsfoods.com 717-766-7477 | Joshua Karns 717-766-6477 josh.karns@karns.net | 8/8 Silver Spring Twp. 1959 | Grocery stores with full-service meat department, bakery, fresh produce and local products |
| 33 | NR | CUMBERLAND COUNTY 1 Courthouse Square Carlisle, PA 17013 | 1,202 1,045/1,045 157/157 | Vincent T. DiFilipo Chairman | www.ccpa.net 717-240-6150 888-697-0371 | NA | 19/NA Carlisle 1750 | County government |
| 34 | 33 | KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886 | 1,146 1,137/1,281 9/9 | Robert A. Kinsley Chairman and CEO | www.rkinsley.com 717-741-3841 | Wendy Ebersole 717-852-1062 webersole@rkinsley.com | 1/5 York Twp. 1963 | Construction management, general contracting and related services |
| 35 | 35 | HARLEY-DAVIDSON INC. DBA HARLEY-DAVIDSON MOTOR CO. YORK VEHICLE OPERATIONS 1425 Eden Road, York, PA 17402-1907 | 1,120 1,000/NA 120/NA | Michael Fisher General manager | www.harley-davidson.com 717-848-1177 | Theresa Kwaiyi | 1/NA Milwaukee 1973 | Motorcycle manufacturing facility |
| 36 | NR | GEORGE M. LEADER FAMILY CORP. DBA COUNTRY MEADOWS RETIREMENT COMMUNITIES 830 Chery Drive Hershey, PA 17033-2007 | 1,075 836/1,631 239/494 | G. Michael Leader President and CEO | www.countrymeadows.com 717-533-2474 800-322-3441 | Brandi Levenduski 717-533-2474, ext. 10130 blevenduski@countrymeadows.com | 5/11 Derry Twp. 1983 | Senior living services, including independent living, personal care, memory support and restorative care services; numerous amenities |
| 37 | 36 | MILLERSVILLE UNIVERSITY 1 S. George St., P.O. Box 1002 Millersville, PA 17551-0302 | 1,043 808/819 235/229 | John M. Anderson PhD President | www.millersville.edu 717-871-4636 800-682-3648 | Melanie A. DeSantis 717-871-4950 melanie.desantis@millersville.edu | 2/2 Millersville 1855 | Public university |
| 38 | 38 | FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179 | 1,037 1,029/1,029 8/8 | Henry Fry Chairman | www.frycomm.com 717-766-0211 800-334-1429 | Frank Hopkins hr@frycomm.com | 5/5 Silver Spring Twp. 1934 | Publication and catalog printing, co-mailing, direct mail, digital editions, web design, portal-based submission tools |
| 39 | 39 | DICKINSON COLLEGE P.O. Box 1773 Carlisle, PA 17013-2896 | 923 838/829 85/97 | Neil B. Weissman PhD Interim president | www.dickinson.edu 717-245-5121 | Debra Hargrove hargrove@dickinson.edu | 1/1 Carlisle 1773 | College |
| 40 | 40 | SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299 | 891 751/751 140/140 | George F. "Jody" Harpster PhD President | www.ship.edu 717-477-7447 | David A. Topper 717-477-1124 datopp@ship.edu | 1/1 Shippensburg Twp. 1871 | Public university |
| 41 | 41 | COMMUNITY SERVICES GROUP INC. 320 Highland Drive, P.O. Box 597 Mountville, PA 17554-0597 | 884 617/1,130 267/528 | Susan C. Blue President and CEO | www.csgonline.org 717-285-7121 877-907-7970 | Emily Hertzler hertzlere@csgonline.org | 5/9 W. Hempfield Twp. 1972 | Provides community mental health and intellectual and developmental disability services to individuals and families |
| 42 | 44 | MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055 | 880 607/612 273/273 | Kim S. Phipps PhD President | www.messiah.edu 717-766-2511 800-233-4220 | Amanda Coffey | 2/2 Upper Allen Twp. 1909 | College campus with more than 80 meeting rooms, performing arts center, dining services; overnight lodging available during summer |
| 43 | 43 | MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-0040 | 860 735/735 125/125 | Robert L. Marquette President and CEO | www.members1st.org 717-697-1161 800-283-2328 | Craig Golfieri | 60/60 Lower Allen Twp. 1950 | Full-service financial institution |
| 44 | 42 | SKH MANAGEMENT CO. DBA STAUFFERS OF KISSEL HILL 813 Litz Pike, P.O. Box 1500 Litz, PA 17543-7025 | 859 379/379 480/480 | J.M., J.M. and E. Stauffer; D.S. and S.S. Oberholtzer; D.L. Miller; S. Norman and D. Julian Owners | www.skh.com 717-626-4771 | Keith Enoch | 11/11 Warwick Twp. 1932 | Wholesale and retail sales of supermarket and home and garden products |
| 45 | 49 | D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110 | 830 789/1,130 41/138 | Dan Schwab and Michael Schwab Co-presidents | www.dandh.com 717-236-8001 800-340-1001 | NA | 3/7 Harrisburg 1918 | Wholesale-only distributor of technology products |
| 46 | 51 | GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100 | 718 552/1,614 166/413 | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | Roderick A. Savidge 717-763-7211 rsavidge@gfnet.com | 3/65 E. Pennsboro Twp. 1915 | Infrastructure planning and design for the transportation, water, earth sciences, facilities, power, GIS and construction services |
| 47 | NR | LEBANON COUNTY 400 S. Eighth St. Lebanon, PA 17042-6794 | 690 579/579 111/111 | Robert J. Phillips Chairman | www.lebcounty.org 717-274-2801 | NA | NA/NA Lebanon 1813 | County government |
| 48 | 53 | BRETHREN HOME COMMUNITY DBA CROSS KEYS VILLAGE 2990 Carlisle Pike New Oxford, PA 17350-9582 | 682 311/311 371/371 | Jeffrey M. Evans President and CEO | www.crosskeysvillage.org 717-624-2161 888-624-8242 | Kelley Mitchell 717-624-5245 k.mitchell@crosskeysvillage.org | 1/1 Oxford Twp. 1908 | Continuing care retirement community providing independent living, personal care, memory care, adult day services, health care, rehabilitation care |
| 49 | 52 | DELTA DENTAL OF PENNSYLVANIA 1 Delta Drive Mechanicsburg, PA 17055-6999 | 659 659/707 0/0 | Robert Budd VP of Mid-Atlantic sales | www.deltadentalins.com 717-766-8500 800-471-7091 | Wendy Moroski 717-766-8500 media@delta.org | 2/3 Upper Allen Twp. 1966 | Individual and group dental benefits provider |
| 50 | 55 | CARLISLE HMA LLC DBA CARLISLE REGIONAL MEDICAL CENTER 361 Alexander Spring Road, Carlisle, PA 17015 | 628 525/525 103/103 | David Steitz CEO | www.carlislermc.com 717-249-1212 | NA | NA/NA Franklin, Tenn. NA | 165-bed acute care hospital |

DBA-doing business as DNR did not respond NA-not available NR-not ranked
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Researched by Elaine Keisling

Women-owned businesses

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | %women owned/WBE? F-T/P-T local employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|--------------------------------------|--|--|---|---|--|
| 1 | 1 | DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601 | \$180.12 million \$192.45 million | Nancy J. Gamber Olcott President and CEO | www.dutchgoldhoney.com 717-393-1716 | 67%/Yes 68/0 | 1/2 E. Hempfield Twp. 1946 | Manufactures honey and maple syrup |
| 2 | 2 | KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050 | \$135 million \$135 million | D. Scott Karns Owner and CEO | www.karnsfoods.com 717-766-7477 | 50%/DNR 316/908 | 8/8 Silver Spring Twp. 1959 | Grocery stores with full-service meat department, bakery, fresh produce and local products |
| 3 | 4 | TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 8170 Adams Drive Hummelstown, PA 17036-8624 | \$59.73 million \$59.73 million | Michele M. Doner President, CEO and co-founder | www.flaggerforce.com 717-482-8801 888-312-3524 | 51%/Yes 370/0 | 2/11 Swatara Twp. 2002 | Temporary traffic control services for utilities, utility and road construction companies, engineers and surveyors |
| 4 | 3 | NRA GROUP LLC 2491 Paxton St. Harrisburg, PA 17111 | \$52.4 million \$52.4 million | Steven C. Kusic CEO | www.nragroup.com 717-540-7636 800-360-9953 | 51%/DNR 185/4 | 2/2 Swatara Twp. 2005 | Non-banking business financial services |
| 5 | 6 | ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388 | \$51.11 million \$51.11 million | Wendie DiMatteo Holsinger President and CEO | www.askfoods.com 717-838-6356 800-879-4275 | 100%/Yes 269/94 | 3/2 Palmyra 1948 | Manufactures deli salads, entrees and desserts |
| 6 | 5 | TALLEY PETROLEUM ENTERPRISES INC. 10046 Allentown Blvd. Grantville, PA 17028 | \$40.6 million \$40.6 million | Judith A. Talley President | www.talleypetro.com 717-469-0338 800-942-9711 | 60%/Yes 17/0 | 1/1 E. Hanover Twp. 1997 | Petroleum products |
| 7 | NR | THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601 | \$25 million \$25 million | Dana A. Chryst CEO | www.jaygroup.com 717-285-6200 888-422-7989 | 85%/NA 300/150 | 2/2 W. Hempfield Twp. 1965 | Fulfillment and contact center services |
| 8 | 8 | PRL INC. 64 Rexmont Road, P.O. Box 142 Cornwall, PA 17016-0142 | \$22.55 million \$22.55 million | Janis Herschkowitz President and CEO | www.prlinc.com 717-273-6787 | 100%/Yes 153/7 | 5/5 Cornwall 1969 | Manufactures high-specification, finished-machined castings for military, nuclear and industrial applications |
| 9 | 9 | SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302 | \$15.2 million \$20.3 million | Sandra Loy Bell CEO | www.skellyloy.com 717-232-0593 800-892-6532 | 51%/No 82/20 | 1/6 Swatara Twp. 1969 | Engineering and environmental consulting |
| 10 | 10 | JEM GROUP LLC 509 N. Second St. Harrisburg, PA 17101 | \$12.29 million \$12.29 million | Jessica E. Meyers President and owner | www.jemgroup.net 717-238-7709 | 100%/Yes 23/1 | 1/1 Harrisburg 2003 | Design/build, general construction and construction management |
| 11 | 11 | MOMENTUM INC. 2120 Market St., Suite 100 Camp Hill, PA 17011-4709 | \$11.07 million \$11.07 million | S. Clay L. Daniels and K.L. Sarabok Principals | www.m-inc.com 717-214-8000 | 67%/Yes 54/2 | 1/1 Camp Hill 1998 | Management consulting, process improvement, project management and implementation support |
| 12 | 13 | MAX INTERNATIONAL CONVERTERS INC. 2360 Dairy Road Lancaster, PA 17601 | \$10.97 million \$10.97 million | Laura C. Douglas Chairman and CEO | www.maxintl.com 717-898-0147 800-233-0222 | 100%/Yes 26/0 | 1/1 E. Hempfield Twp. 1974 | Manufactures small paper rolls for business machines such as ATMs, POS, airline, specialty products for gaming systems, linerless labels; custom rolls |
| 13 | 17 | PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. Mechanicsburg, PA 17055 | \$10.07 million \$10.07 million | Debra A. Pierson President | www.pierson.it 717-796-0493 | 100%/Yes 12/20 | 2/2 Silver Spring Twp. 1993 | Server consulting and implementation; audio/video, PC, laptop and peripherals installation; networking equipment |
| 14 | 16 | ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111 | \$9.5 million \$9.5 million | Deborah A. Abel President | www.abelpersonnel.com 717-561-2222 888-223-5562 | 67%/Yes 12/338 | 2/2 Swatara Twp. 1969 | Full-service staffing and recruiting firm with a focus on office and professional staffing |
| 15 | 15 | CARLISLE CONTAINER CO. 750 Claremont Road, P.O. Box 85 Carlisle, PA 17013 | \$7.5 million \$7.5 million | Diane Wolf CEO | www.carlislecontainer.net 717-249-2444 800-776-0646 | 60%/Yes 43/0 | 1/1 Middlesex Twp. 1965 | Manufacturer of corrugated packaging and point-of-purchase displays; in-house large-format digital printing capabilities |
| 16 | 12 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$7.36 million \$10.02 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-6646 | 51%/No 41/3 | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 17 | 21 | DANIEL B. KRIEG INC. 4200 Paxton St. Harrisburg, PA 17111 | \$5.7 million \$5.7 million | Carolyn Stacks President | www.dbkrieginc.com 717-564-2400 800-334-4929 | 74%/Yes 20/0 | 2/2 Swatara Twp. 1933 | Resale application of asphalt emulsions, cements, sealers and crack fillers; drainage pipe, geotextiles, traffic signs, highway safety products |
| 18 | 22 | H&H GRAPHICS INC. 854 N. Prince St. Lancaster, PA 17603 | \$5.32 million \$5.32 million | Mary Kohler President and CEO | www.thehandgroup.com 717-393-3941 866-338-7569 | 95%/Yes 34/6 | 2/2 Lancaster 1972 | Print, signs and marketing support |
| 19 | 20 | NTM ENGINEERING INC. 130 W. Church St., Suite 200 Dillsburg, PA 17019-1278 | \$4.8 million \$5.7 million | Donna M. Newell MS PE CFM President | www.ntmeng.com 717-432-4425 | 70%/Yes 33/2 | 1/3 Dillsburg 2006 | Hydrology and hydraulics, stormwater design/permitting, waterway permitting, GIS, transportation and bridge design, bridge inspection, training |
| 20 | 23 | ELITE STAFFING SERVICES INC. 4800 Linglestown Road, Suite 200 Harrisburg, PA 17112 | \$4.8 million \$4.8 million | Patricia A. Rose President | www.elitestaffingservicesinc.com 717-540-3530 888-540-3530 | 50%/DNR 7/150 | 3/3 Lower Paxton Twp. 1979 | Medical staffing for facilities and private-duty home care; clerical and industrial staffing for local industries |
| 21 | 28 | HALL MEDIA SOLUTIONS INC. 600 Eden Road, Suite J Lancaster, PA 17601-4205 | \$4.15 million \$4.15 million | Dawn Hall President and CEO | www.hallmediasolutions.com 717-569-5000 | 100%/DNR 2/2 | 1/1 Manheim Twp. 1988 | Full-service ad agency specializing in television and radio; media placement in local, statewide and Mid-Atlantic markets |
| 22 | 24 | C&J LLC DBA C&J CATERING 7441-R Allentown Blvd. Harrisburg, PA 17112 | \$4.05 million \$4.05 million | Jamie M. Berger President | www.candj catering.com 717-576-1610 | 80%/Yes 45/50 | 2/2 W. Hanover Twp. 2004 | Full-service event production for corporate and private events; event and meeting planning; restaurant at the State Capitol; Ironstone Ranch |
| 23 | 27 | AIRBORNE CONTAMINATION IDENTIFICATION ASSOCIATES LTD. 3430 Woodbridge Court York, PA 17406 | \$3.82 million \$3.82 million | Shari L. Leaman President | www.acia-td.com 717-767-1850 | 51%/Yes 12/4 | 1/2 Manchester Twp. 2000 | HVAC filters, fan belts, UV lights, filter housings, dust collection systems, duct cleaning, robotic duct coatings and indoor air quality sampling |
| 24 | NR | SERVICE1ST RESTORATION & REMODELING LLC 330 East Park Drive Harrisburg, PA 17111 | \$3.5 million \$3.5 million | Jaime S. Novinger-Toigo President | www.serve1st.com 717-232-5444 | 100%/Yes 25/0 | 1/1 Lower Swatara Twp. 2005 | Property disaster recovery services from fire, water, wind, mold; emergency preparedness program; commercial and residential properties |
| 25 | 32 | JOY DANIELS REAL ESTATE GROUP LTD. 2793 Old Post Road, Suite 200 Harrisburg, PA 17110-3683 | \$3.37 million \$3.37 million | Joy L. Daniels Broker and CEO | www.joydaniels.com 717-695-3177 800-424-8130 | 50%/DNR 16/2 | 2/2 Susquehanna Twp. 2006 | Real estate services |

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

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Researched by Elaine Keisling

Executive raises

Ranked by compensation increase

| Rank | Prev. rank | Name Title Company | Compensation increase Percentage | 2015 salary/ bonus/ other comp./ all other comp. | 2014 salary/ bonus/ other comp./ all other comp. | Address Website Phone | 2015/2014 revenue % change | Company description |
|------|------------|--|--|---|--|--|---|--|
| 1 | 25 | JOHN T. STANDLEY CEO Rite Aid Corp.Ⓢ | \$2.66 million 31.85% | \$1.15 million \$0 \$9.56 million \$291,279 | \$1.04 million \$0 \$7.04 million \$273,325 | 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com 717-761-2633, 800-748-3243 | \$26.53 billion \$25.53 billion 3.93% | Chain of retail drugstores, third-largest in nation, largest on East Coast |
| 2 | 9 | DAVID S. CHERNOW President and CEO Select Medical Holdings Corp. | \$1.57 million 35.03% | \$839,231 \$2.25 million \$2.89 million \$77,244 | \$740,000 \$1.07 million \$2.36 million \$317,266 | 4714 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com 717-972-1100 | \$3.74 billion \$3.07 billion 22.11% | Operates specialty hospitals and outpatient rehabilitation clinics |
| 3 | 18 | KENNETH A. MARTINDALE President and COO Rite Aid Corp.Ⓢ | \$1.48 million 28.82% | \$900,000 \$0 \$5.41 million \$321,012 | \$878,250 \$0 \$3.96 million \$308,158 | 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com 717-761-2633, 800-748-3243 | \$26.53 billion \$25.53 billion 3.93% | Chain of retail drugstores, third-largest in nation, largest on East Coast |
| 4 | NR | MARK L. BUTLER President and CEO Ollie's Bargain Outlet Inc. | \$1.44 million 135.56% | \$570,952 \$951,586 \$896,938 \$85,588 | \$521,266 \$440,261 \$0 \$101,905 | 6295 Allentown Blvd., Suite 1 Harrisburg, PA 17112-2606 www.ollies.us 717-657-2300 | \$762.37 million \$637.98 million 19.5% | Retailer of closeouts, excess inventory and salvage merchandise |
| 5 | 10 | JONATHAN H. WEIS Chairman, president and CEO Weis Markets Inc. | \$1.38 million 34.14% | \$883,833 \$0 \$4.4 million \$139,607 | \$848,678 \$0 \$3.07 million \$125,135 | 1000 S. Second St., P.O. Box 471 Sunbury, PA 17801-0471 www.weismarkets.com 570-286-4571 | \$2.88 billion \$2.78 billion 3.6% | Grocery and other retail stores |
| 6 | NR | JOHN W. SWYGERT JR. Executive VP and CFO Ollie's Bargain Outlet Inc. | \$1.28 million 128.72% | \$387,741 \$484,676 \$1.38 million \$18,555 | \$353,067 \$223,609 \$396,350 \$19,839 | 6295 Allentown Blvd., Suite 1 Harrisburg, PA 17112-2606 www.ollies.us 717-657-2300 | \$762.37 million \$637.98 million 19.5% | Retailer of closeouts, excess inventory and salvage merchandise |
| 7 | 15 | MARTIN F. JACKSON Executive VP and CFO Select Medical Holdings Corp. | \$1.12 million 36% | \$634,616 \$1.4 million \$2.17 million \$26,854 | \$600,000 \$864,000 \$1.58 million \$70,436 | 4714 Old Gettysburg Road, P.O. Box 2034 Mechanicsburg, PA 17055 www.selectmedicalcorp.com 717-972-1100 | \$3.74 billion \$3.07 billion 22.11% | Operates specialty hospitals and outpatient rehabilitation clinics |
| 8 | NR | PETER F. MINAN Senior VP and CFO Harsco Corp. | \$839,241C 217.33% | \$484,865 \$0 \$704,847 \$35,683 | \$62,115 \$150,000 \$173,090 \$949 | 350 Poplar Church Road Camp Hill, PA 17011 www.harsco.com 717-763-7064 | \$1.72 billion \$2.07 billion -16.59% | Diversified multinational provider of industrial services for major global markets |
| 9 | NR | MATTHEW J. ESPE President and CEO Armstrong World Industries Inc. | \$830,418 15.96% | \$1.01 million \$0 \$4.77 million \$252,088 | \$1 million \$0 \$3.99 million \$212,401 | 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001 www.armstrong.com 717-397-0611 | \$2.42 billion \$2.52 billion -3.79% | Manufactures and sells residential and commercial ceilings |
| 10 | NR | MARC A. STRASSLER Executive VP and general counsel Rite Aid Corp.Ⓢ | \$726,657 42.28% | \$477,532 \$0 \$1.74 million \$232,674 | \$456,968 \$0 \$1.04 million \$220,883 | 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com 717-761-2633, 800-748-3243 | \$26.53 billion \$25.53 billion 3.93% | Chain of retail drugstores, third-largest in nation, largest on East Coast |
| 11 | 27 | DONALD R. MAIERD President and CEO Armstrong Flooring Inc.Ⓢ | \$491,112 29.51% | \$485,725 \$0 \$1.53 million \$144,470 | \$428,466 \$68,710 \$1.03 million \$140,427 | 2500 Columbia Ave., P.O. Box 3025 Lancaster, PA 17604-3025 www.armstrongflooring.com 717-672-9611, 888-276-7876 | NA NA NA | Flooring manufacturer |
| 12 | 19 | DAVID S. SCHULZ Senior VP and CFO Armstrong World Industries Inc. | \$490,568 39.43% | \$473,800 \$0 \$1.21 million \$52,153 | \$435,367 \$0 \$768,160 \$40,678 | 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001 www.armstrong.com 717-397-0611 | \$2.42 billion \$2.52 billion -3.79% | Manufactures and sells residential and commercial ceilings |
| 13 | NR | ROBERT K. THOMPSON Executive VP of store operations Rite Aid Corp.Ⓢ | \$463,328 25.5% | \$500,321 \$0 \$1.64 million \$143,185 | \$477,405 \$0 \$1.21 million \$133,626 | 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com 717-761-2633, 800-748-3243 | \$26.53 billion \$25.53 billion 3.93% | Chain of retail drugstores, third-largest in nation, largest on East Coast |
| 14 | 26 | BRET W. WISE Chairman and CEO Dentsply Sirona Inc. | \$425,285 7.03% | \$975,000 \$1.5 million \$3.76 million \$243,020 | \$940,000 \$1.1 million \$3.8 million \$209,933 | 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com 717-845-7511, 800-877-0020 | \$2.67 billion \$2.92 billion -8.5% | Manufacturer of professional dental products |
| 15 | 21 | KURT A. SCHERTLE COO Weis Markets Inc. | \$409,520 31.52% | \$497,648 \$0 \$980,902 \$230,335 | \$467,613 \$0 \$600,332 \$231,420 | 1000 S. Second St., P.O. Box 471 Sunbury, PA 17801-0471 www.weismarkets.com 570-286-4571 | \$2.88 billion \$2.78 billion 3.6% | Grocery and other retail stores |
| 16 | NR | DONALD H. NIKOLAUS Chairman Donegal Group Inc. | \$333,290 28.94% | \$800,000 \$440,000 \$161,392 \$83,475 | \$800,000 \$100,000 \$175,360 \$76,217 | 1195 River Road, P.O. Box 302 Marietta, PA 17547 www.donegalgroup.com 717-426-1931, 800-877-0600 | \$636.39 million \$586.55 million 8.5% | Regional insurance and bank holding company |
| 17 | 23 | FRANK G. VITRANO Senior executive VP and chief accounting officer Rite Aid Corp.Ⓢ | \$258,591 5.49% | \$844,131 \$0 \$3.82 million \$313,042 | \$819,545 \$0 \$3.59 million \$303,256 | 30 Hunter Lane Camp Hill, PA 17011 www.riteaid.com 717-761-2633, 800-748-3243 | \$26.53 billion \$25.53 billion 3.93% | Chain of retail drugstores, third-largest in nation, largest on East Coast |
| 18 | NR | MARK A. HERSHEY Senior VP and general counsel Armstrong World Industries Inc. | \$234,530 18.42% | \$443,925 \$0 \$994,400 \$69,627 | \$429,450 \$0 \$783,830 \$60,142 | 2500 Columbia Ave., P.O. Box 3001 Lancaster, PA 17604-3001 www.armstrong.com 717-397-0611 | \$2.42 billion \$2.52 billion -3.79% | Manufactures and sells residential and commercial ceilings |
| 19 | 39 | JAMES G. MOSCH Executive VP and COO Dentsply Sirona Inc. | \$223,875 9.31% | \$573,100 \$551,000 \$1.39 million \$114,291 | \$551,100 \$404,000 \$1.35 million \$100,664 | 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com 717-845-7511, 800-877-0020 | \$2.67 billion \$2.92 billion -8.5% | Manufacturer of professional dental products |
| 20 | 35 | CHRISTOPHER T. CLARK President and CFO Dentsply Sirona Inc. | \$196,119 6.65% | \$636,500 \$693,600 \$1.68 million \$134,513 | \$618,000 \$513,400 \$1.7 million \$118,692 | 221 W. Philadelphia St., P.O. Box 872 York, PA 17405-0872 www.dentsply.com 717-845-7511, 800-877-0020 | \$2.67 billion \$2.92 billion -8.5% | 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.CPBJournal.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 16, 2016.** Ⓢ Pending acquisition by Walgreens Ⓢ Joined Harsco in Nov. 2014 Ⓢ As of March 2016, president and CEO of Armstrong Flooring; compensation information is from his previous position with Armstrong World Industries. Ⓢ Spun off from Armstrong World Industries April 2016

Researched by Elaine Keisling

Veteran-owned businesses

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | % veteran-owned Local FT/P-T employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|--------------------------------------|---|--|--|---|---|
| 1 | NR | SUTLIFF AUTO GROUP 1251 Paxton St., P.O. Box 1307 Harrisburg, PA 17105-1307 | \$115.35 million \$139.66 million | Gregory L. Sutliff CEO | www.sutliffauto.com 717-234-4444 | 85% 165/37 | 2/3 Harrisburg 1931 | New and used vehicle sales and service, including Chevrolet, Volkswagen and Buick GMC Cadillac |
| 2 | 3 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$45 million \$48.5 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 80% 235/13 | 4/6 Chambersburg 1995 | Application development, data center, 24/7 multilingual service desk, desktop lifecycle mgt., project mgt., staffing, networking and infrastructure |
| 3 | 2 | ROSS TECHNOLOGY CORP. 104 N. Maple Ave., P.O. Box 646 Leola, PA 17540-0646 | \$35 million \$35 million | Donald E. Speicher Chairman and CEO | www.rosstechnology.com 717-656-2200 800-345-8170 | 90% 145/34 | 3/3 Leola 1962 | Architectural, perimeter and industrial security, including forced-entry, ballistic-resistant and blast-resistant windows and doors; safety products |
| 4 | 5 | ADVANCED CONVERSION TECHNOLOGY INC. 2001 Fulling Mill Road Middletown, PA 17057 | \$16 million \$16 million | Louis M. Reis and Meade Bierly Owners | www.actpower.com 717-939-2300 | 53% 112/3 | 1/1 Lower Swatara Twp. 1981 | Military power supply designer and manufacturer |
| 5 | 6 | RLS CONSTRUCTION GROUP LLC 3 Crossgate Drive, Suite 201 Mechanicsburg, PA 17050 | \$8.9 million \$8.9 million | Robert L. Schopfer CHC President and CEO | www.rfscg.com 717-502-6680 | 100% 27/0 | 1/1 Hamden Twp. 2010 | General contractor for commercial, health care, institutional, industrial and government construction |
| 6 | 8 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$7.36 million \$10.02 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 51% 41/3 | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 7 | 10 | ANNAGEN LLC DBA NETREPID 2330 Vartan Way, Suite 185 Harrisburg, PA 17110 | \$7 million \$7 million | Samuel D. Coyl President | www.netrepid.com 717-730-0780 800-577-6981 | 51% 25/2 | 1/1 Susquehanna Twp. 2013 | Data center and private cloud provider |
| 8 | 11 | PREMIERE #1 LIMOUSINE SERVICE LLC 2000 Vine St. Middletown, PA 17057-3093 | \$5.4 million \$5.4 million | Douglas H. Rydbom Senior member | www.premiere1limousine.com 717-616-8995 | 100% 20/42 | 1/1 Londonderry Twp. 2001 | Group motor coach, airport transportation via sedan, van and limo |
| 9 | 9 | M3T CORP. 2250 Bumble Bee Hollow Road Mechanicsburg, PA 17055 | \$5.3 million \$5.3 million | John F. Maffey President | www.m3tcorporation.com 717-790-0500 | 100% 25/2 | 1/2 Upper Allen Twp. 2001 | Electronic security |
| 10 | 7 | TIGER WASTE DISPOSAL SERVICES INC. DBA TIGER TRASH 110 W. Crone Road, P.O. Box 2444 York, PA 17405-2444 | \$5.3 million \$5.3 million | Jeremy M. Knaub Vice president | www.tigertrash.com 717-699-1111 877-743-1382 | 100% 20/1 | 1/1 Manchester Twp. 1999 | Hauling, disposal, recycling roll-off service, dump truck, residential, commercial, industrial services |
| 11 | NR | YARNELL ELECTRIC INC. DBA YARNELL SECURITY SYSTEMS 131 Elmwood Road Lancaster, PA 17602 | \$5 million \$5 million | Ronald R. Yamell and Teri Yamell Owners | www.yamellsecurity.com 717-399-3900 800-243-3909 | 85% 42/1 | 1/1 E. Lampeter Twp. 1967 | UL-listed alarm company with central station; residential and commercial; burglary, fire, access control, CCTV and monitoring |
| 12 | 13 | BILLET INDUSTRIES INC. 247 Campbell Road York, PA 17402 | \$3.2 million \$3.2 million | Troy Billet President | www.billet-industries.com 717-840-0280 | 100% 25/4 | 1/1 Hellam Twp. 1972 | Precision machining, machined fabrications, contract manufacturing, certified welding, job shop |
| 13 | 14 | WILLIAM A. FRASER INC. DBA FRASER ADVANCED INFORMATION SYSTEMS 5521 Carlisle Pike Mechanicsburg, PA 17050 | \$3 million \$30 million | Joel Martin Branch Sales Manager | www.fraser-ais.com 717-766-1126 800-422-8599 | 100% 12/0 | 1/4 West Reading 1971 | Copiers/MFDs, document management, managed IT services, business data recovery services, cloud IT services, engineered IT services, change management |
| 14 | 12 | INTEGRA GRAPHIX INC. 160 Koser Road Lititz, PA 17543 | \$3 million \$3 million | Larry C. Hess President | www.integrasynergy.com 717-626-7895 | 50% 5/4 | 1/1 Manheim Twp. 2005 | Design, marketing, publishing and printing |
| 15 | 17 | BENJAMIN LEWIS DRYWALL LLC DBA TRADESMAN DRYWALL 4309 Linglestown Road, Suite 105 Harrisburg, PA 17112 | \$1.66 million \$1.66 million | Benjamin Lewis CEO | www.tradesmandrywall.com 717-614-7080 | 66% 17/1 | 1/1 Lower Paxton Twp. 2003 | Drywall installation, acoustical ceilings, metal and wood framing, plaster repair, finished basements, finished garages |
| 16 | 16 | FLINCHY'S RESTAURANT BAR & DECK 1833 Hummel Ave. Camp Hill, PA 17011-5941 | \$1.4 million \$1.4 million | Matthew G. Flinchbaugh President | www.flinchys.com 717-761-9000 | 50% 15/25 | 1/1 Lower Allen Twp. 2003 | Upscale casual dining with Cheers Bar and full deck and bar; catering: quick service, no minimum, customizable menus, music |
| 17 | NR | KEETON'S MARTIAL ARTS ACADEMY LLC DBA TIGER ROCK MARTIAL ARTS OF CENTRAL PENNSYLVANIA 3300 Hartzdale Drive, Suite 111 Camp Hill, PA 17011 | \$175,363 \$175,363 | Brandon Scott Keeton Owner | www.keetonstkd.com 717-763-8775 | 100% 2/2 | 1/1 Lower Allen Twp. 2012 | Taekwondo martial arts |

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

The Central Penn Business Journal's list of veteran-owned businesses was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Dec. 9, 2016.**

Researched by Alaine Keisling

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A: You can search for companies in a particular county or industry at www.bit.ly/CPBJcustomsearch. Free downloads are available to those with a premium subscription. You also can purchase and download data à la carte.

Top private companies

Ranked by total revenue

| Rank | Prev. rank | Company Address | 2015/2014 total revenue % of growth | Top local executive Title | Website Phone | F-T/P-T local employees Headquarters Year established | Type of business |
|------|------------|---|--|--|---|---|---|
| 1 | 1 | D&H DISTRIBUTING CO. INC. 2525 N. Seventh St. Harrisburg, PA 17110 | \$3.5 billion \$3.35 billion 4.38% | Dan Schwab and Michael Schwab Co-presidents | www.dandh.com 717-236-8001 800-340-1001 | 789/41 Harrisburg 1918 | Wholesale-only distributor of technology products |
| 2 | 2 | VIBRA HEALTHCARE LLC 4550 Lena Drive, Suite 225 Mechanicsburg, PA 17055 | \$1.07 billion \$967 million 10.34% | Brad E. Hollinger Chairman and CEO | www.vibrahealthcare.com 717-591-5700 | 9,000/1,000 Lower Allen Twp. 2004 | Owns and operates specialty long-term acute-care hospitals, acute medical rehabilitation hospitals and outpatient rehab centers in 18 states |
| 3 | 6 | HIGH COMPANIES 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008 | \$643.26 million \$593.23 million 8.43% | Michael F. Shirk CEO | www.high.net 717-293-4444 | 1,667/173 E. Lampeter Twp. 1931 | Manufacturer, fabricator, erector and distributor; heavy hauler; safety consulting; real estate; construction; architecture; hotels; investments |
| 4 | 5 | UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331 | \$626 million \$594 million 5.39% | Dylan Lissette President and CEO | www.utzsnacks.com 717-637-6644 800-367-7629 | 1,300/100 Hanover 1921 | Snack-food manufacturer |
| 5 | 3 | RUTTER'S HOLDINGS INC. 2100 N. George St. York, PA 17404 | \$600 million \$715 million -16.08% | T.L. Rutter, T.M. Rutter and S.E. Hartman President and CEOs | www.rutters.com 717-848-9827 888-840-1667 | 0/1,712B Manchester Twp. 1921 | Beverage processing and manufacturing, fuel/diesel fuel retailer, convenience store, quick-service food, real estate development |
| 6 | 7 | WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429 | \$520.53 million \$466.96 million 11.47% | Jeffrey B. Lyons President and CEO | www.worleyobetz.com 717-665-6891 800-697-6891 | 152/24 Penn Twp. 1946 | Residential/commercial propane, ultra-bioheat, electricity, natural gas, HVAC service and installation, fuel card programs, on-site fleet fueling |
| 7 | 8 | KINSLEY CONSTRUCTION INC. 2700 Water St., P.O. Box 2886 York, PA 17405-2886 | \$432.7 million \$414.97 million 4.27% | Robert A. Kinsley Chairman and CEO | www.rkinsley.com 717-741-3841 | 1,137/9 York Twp. 1963 | Construction management, general contracting and related services |
| 8 | 4 | SHIPLEY GROUP DBA SHIPLEY ENERGY 415 Norway St. York, PA 17403-2531 | \$422.46 million \$596.91 million -29.22% | William Shipley III CEO | www.shipleyenergy.com 717-848-4100 800-839-1849 | 201/3 York 1929 | Natural gas, heating oil, propane and heating and cooling equipment, as well as convenience stores and spring water |
| 9 | 11 | GANNETT FLEMING INC. 207 Senate Ave. (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100 | \$352 million \$327.45 million 7.5% | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | 552/166 E. Pennsboro Twp. 1915 | Infrastructure planning and design for the transportation, water, earth sciences, facilities, power, GIS and construction services |
| 10 | 10 | TIM-BAR CORP. DBA TIMBAR PACKAGING & DISPLAY 148 N. Penn St. Hanover, PA 17331 | \$331.5 million \$327.7 million 1.16% | Rick Fritz CFO | www.timbar.com 717-632-4727 800-572-6061 | 614/1 Hanover 1955 | Designs and manufactures corrugated containers, retail packaging and point-of-purchase displays |
| 11 | NR | POST ACUTE MEDICAL LLC 1828 Good Hope Road Enola, PA 17025 | \$323.78 million \$249.25 million 29.9% | Anthony F. Misitano CEO | www.postacutemedical.com 717-731-9660 | 90/5 Hampden Twp. 2006 | Rehabilitation and acute long-term care specialty hospitals |
| 12 | NR | WOHLSEN CONSTRUCTION CO. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | \$313.19 million \$197.8 million 58.33% | J. Gary Langmuir President and CEO | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | 144/6 Lancaster 1890 | General contracting and project management |
| 13 | 13 | SECHLER FAMILY FOODS INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510 | \$313 million \$289 million 8.3% | Scott I. Sechler Chairman, president and owner | www.bellandevans.com 717-865-6626 | DNR/1,357 ^o Bethel Twp. 1939 | Organic and natural poultry processor |
| 14 | 12 | ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leader Heights Road, P.O. Box 2726 York, PA 17405-2726 | \$300.64 million \$290.34 million 3.55% | Anthony P. Campisi CPCU President and CEO | www.glatfelters.com 717-741-0911 800-233-1957 | 41/1 York Twp. 1951 | Insurance agents and brokers |
| 15 | NR | KNOUSE FOODS COOPERATIVE INC. 800 Peach Glen Idaville Road Peach Glen, PA 17375 | \$298.2 million \$302.2 million -1.32% | Kenneth E. Guise President | www.knouse.com 717-677-8181 | 1,264/177 Huntington Twp. 1949 | Canning of fruits, fruit juices, pie fillings and applesauce |
| 16 | 9 | QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224 | \$274.82 million \$332.33 million -17.3% | Noble C. Quandel Chairman and CEO | www.quandel.com 717-657-0909 | 210/3 Harrisburg 1882 | Construction management, general construction, energy and sustainable construction |
| 17 | 14 | SUN MOTOR CARS INC. 6677 Carlisle Pike Mechanicsburg, PA 17050 | \$233.58 million \$220.36 million 6% | Daniel K. Sunderland President | www.sunmotorcars.com 717-691-3333 877-316-3030 | 204/100 Silver Spring Twp. 1983 | Luxury German car dealership, including Mercedes-Benz, BMW, Sprinter, Porsche and Audi sales, service and collision repair |
| 18 | NR | CHARTWELL STAFFING SERVICES INC. 245 Centerville Road Lancaster, PA 17603 | \$214.51 million \$12.15 million 1,666.07% | Tracy Kidan President | www.chartwellstaff.com 717-370-7003 855-782-3372 | 40/0 E. Hempfield Twp. 2011 | Staffing |
| 19 | 15 | FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179 | \$212 million \$216 million -1.85% | Henry Fry Chairman | www.frycomm.com 717-766-0211 800-334-1429 | 1,029/8 Silver Spring Twp. 1934 | Publication and catalog printing, co-mailing, direct mail, digital editions, web design, portal-based submission tools |
| 20 | NR | WAGMAN INC. 3290 N. Susquehanna Trail York, PA 17406-9754 | \$211.51 million \$162.23 million 30.38% | Michael B. Glezer President and CEO | www.wagman.com 717-764-8521 | 380/2 Manchester Twp. 1902 | General construction, heavy civil and geotechnical construction services throughout Mid-Atlantic region |

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

The Central Penn Business Journal's list of top private companies is limited to those based in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 26, 2016. ^o Unable to separate full- and part-time

Researched by Elaine Keisling

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Top private companies

Ranked by total revenue

| Rank | Prev. rank | Company Address | 2015/2014 total revenue % of growth | Top local executive Title | Website Phone | F-T/P-T local employees Headquarters Year established | Type of business |
|------|------------|--|--|---|--|---|--|
| 21 | 17 | DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601 | \$192.45 million \$177.01 million 8.72% | Nancy J. Gamber Olcott President and CEO | www.dutchgoldhoney.com 717-393-1716 | 68/0 E. Hempfield Twp. 1946 | Manufactures honey and maple syrup |
| 22 | NR | PPC LUBRICANTS INC. 305 Micro Drive Jonestown, PA 17038-8744 | \$185.72 million \$171.6 million 8.23% | David Klingler President | www.pplubricants.com 717-865-9993 800-772-5823 | 46/0 Union Twp. 2000 | Delivery of finished lubricants, filtering of lubricants, diesel exhaust fluid, loaned lubrication equipping for customer sites |
| 23 | NR | LOBAR INC. 1 Old Mill Road, P.O. Box 50 Dillsburg, PA 17019-0050 | \$174.49 million \$123.05 million 41.81% | Frank A. Eichelberger President and CEO | www.lobar.com 717-432-9728 | 194/0 Carroll Twp. 1967 | Commercial general contractor |
| 24 | 21 | SUTLIFF AUTO GROUP 1251 Paxton St., P.O. Box 1307 Harrisburg, PA 17105-1307 | \$139.66 million \$123.39 million 13.18% | Gregory L. Sutliff CEO | www.sutliffauto.com 717-234-4444 | 165/37 Harrisburg 1931 | New and used vehicle sales and service, including Chevrolet, Volkswagen and Buick GMC Cadillac |
| 25 | 39 | R.S. MOWERY & SONS INC. 1000 Bent Creek Blvd. Mechanicsburg, PA 17050-1869 | \$137.59 million \$72.17 million 90.65% | Donald H. Mowery Chairman and CEO | www.rsmowery.com 717-506-1000 | 62/0 Silver Spring Twp. 1925 | Construction management, design/build and general construction; specializing in warehouse, senior care, education, auto dealers and nonprofits |
| 26 | 18 | SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Harrisburg, PA 17111-0990 | \$136 million \$144 million -5.56% | James D. Schaedler CEO | www.sydlist.com 717-233-1621 800-998-1621 | 302/4 Swatara Twp. 1924 | Electrical supply distributor |
| 27 | 20 | KARNS PRIME & FANCY FOOD LTD. 675 Silver Spring Road Mechanicsburg, PA 17050 | \$135 million \$127 million 6.3% | D. Scott Karns Owner and CEO | www.karnsfoods.com 717-766-7477 | 316/908 Silver Spring Twp. 1959 | Grocery stores with full-service meat department, bakery, fresh produce and local products |
| 28 | 24 | WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520 | \$131.1 million \$109.57 million 19.65% | Ralph E. Simpson Jr. PE CEO | www.warfelcc.com 717-299-4500 | 180/0 E. Hempfield Twp. 1911 | Construction services including development, preconstruction, construction management, design/build and general contracting |
| 29 | 30 | GROFF TRACTOR & EQUIPMENT INC. 6779 Carlisle Pike Mechanicsburg, PA 17050 | \$128.5 million \$94 million 36.7% | Michael Savastio President and CEO | www.grofftractor.com 717-766-7671 | 45/4 Silver Spring Twp. 1958 | Construction equipment dealer |
| 30 | 28 | EICHELBERGER CONSTRUCTION INC. DBA ECIGROUP 124 W. Church St., P.O. Box 459 Dillsburg, PA 17019-0459 | \$120.02 million \$101.33 million 18.45% | William P. Eichelberger President and CEO | www.ecigroup.us 717-638-2000 | 204/7 Dillsburg 1992 | General contracting, design/build, construction management, wireless/communication construction and service, 24/7 facility maintenance |
| 31 | 23 | LAWN EQUIPMENT PARTS CO. DBA LEPCO 1475 River Road, P.O. Box 466 Marietta, PA 17547 | \$118 million \$117 million 0.85% | Jeffrey S. Clark President | www.lepcoonline.com 717-426-5200 | 76/5 E. Donegal Twp. 1970 | Distributor of outdoor power equipment |
| 32 | 25 | SKH MANAGEMENT CO. DBA STAUFFERS OF KISSEL HILL 813 Litzitz Pike, P.O. Box 1500 Litzitz, PA 17543-7025 | \$112.67 million \$109.52 million 2.88% | J.M., J.M. and E. Stauffer; D.S. and S.S. Oberholzer; D.L. Miller; S. Norman and D. Julian Owners | www.skh.com 717-626-4771 | 379/480 Warwick Twp. 1932 | Wholesale and retail sales of supermarket and home and garden products |
| 33 | 27 | M.H. EBY INC. 1194 Main St., P.O. Box 127 Blue Ball, PA 17506 | \$109 million \$104 million 4.81% | Menno Travis Eby President | www.mheby.com 717-354-4971 800-292-4752 | 180/10 E. Earl Twp. 1938 | Manufactures and distributes trailers and truck bodies for agricultural and commercial applications |
| 34 | 29 | APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531 | \$107.65 million \$100.76 million 6.84% | Scott M. Weaver President and CEO | www.aprsupply.com 717-274-5999 | 153/9 Lebanon 1922 | Wholesale distributor of air-conditioning, plumbing and heating products and supplies |
| 35 | 31 | BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | \$102.41 million \$92.3 million 10.95% | Michael K. Callahan President | www.benchmarkgc.com 717-626-9559 | 155/7 W. Earl Twp. 1985 | Full-service commercial and institutional construction; preconstruction services, design/build and construction management |
| 36 | 37 | I.B. ABEL INC. 620 S. Edgar St. York, PA 17403 | \$97.1 million \$82.3 million 17.98% | Patrick A. Kinsley President | www.ib-abel.com 717-845-1639 | 240/0 York 1913 | Electrical, voice, data, video, utility, industrial automation, infrared imaging, emergency services, engineering and design, maintenance |
| 37 | 22 | CONEWAGO ENTERPRISES INC. 660 Edgegrove Road, P.O. Box 407 Hanover, PA 17331-7759 | \$95.6 million \$119.73 million -20.16% | Donald B. Smith Jr. President and CEO | www.conewago.com 717-632-7722 | 288/16 Conewago Twp. 1956 | Design/build general contractor, precast manufacturing; tilt-up construction, steel fabrication and erection, site development and concrete services |
| 38 | 36 | STEPHENSON EQUIPMENT INC. 7201 Paxton St. Harrisburg, PA 17111-5126 | \$94.31 million \$82.38 million 14.48% | Dennis J. Heller President and CEO | www.stephensonequipment.com 717-564-3434 | 60/2 Swatara Twp. 1957 | Full-service dealer of construction equipment, specializing in lifting and paving equipment |
| 39 | 34 | HOMESALE REALTY SERVICES GROUP INC. 215 S. Centerville Road Lancaster, PA 17603-8831 | \$94.08 million \$86.29 million 9.03% | Douglas W. Rebert and Paul H. Slaugh Jr. Managing directors | www.homesale.com 717-393-0783 800-383-3535 | 197/54 Manor Twp. 1997 | Residential sales, relocation, new construction, mortgage, title services and property management |
| 40 | 33 | CHARTER HOMES BUILDING CO. DBA CHARTER HOMES & NEIGHBORHOODS 1190 Dillerville Road Lancaster, PA 17601-3989 | \$88.3 million \$88.24 million 0.07% | Robert P. Bowman President | www.charterhomes.com 717-560-1400 800-325-3030 | 136/0 Lancaster 1990 | Residential homebuilding, residential development, excavating, general construction |

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

The Central Penn Business Journal's list of top private companies is limited to those based in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJSurveys.com/ListCentral. Surveys available at www.CPBJSurveys.com/info; follow @CPBJListCentral on Twitter. Published Aug. 26, 2016.

Researched by Elaine Keisinger

Top private companies

Ranked by total revenue

| Rank | Prev. rank | Company Address | 2015/2014 total revenue % of growth | Top local executive Title | Website Phone | F/T/P/T local employees Headquarters Year established | Type of business |
|------|------------|---|---|---|---|---|--|
| 41 | 35 | YORK CONTAINER CO. 138 Mount Zion Road, P.O. Box 3008 York, PA 17402-0008 | \$88.22 million \$83.81 million 5.26% | Stephen Tansey President | www.yorkcontainer.com 717-757-7611 800-772-9675 | 258/0 Springettsbury Twp. 1954 | Manufactures corrugated shipping boxes and point-of-purchase displays |
| 42 | 32 | DAILY EXPRESS INC. 1072 Harrisburg Pike, P.O. Box 239 Carlisle, PA 17013-0039 | \$82.98 million \$89.99 million -7.79% | Todd R. Long CEO | www.dailyexp.com 717-243-5757 | 86/3 Middlesex Twp. 1958 | Heavy specialized trucking and logistics |
| 43 | 53 | ELAM G. STOLTZFUS JR. INC. DBA EGSTOLTZFUS 474 Mount Sidney Road Lancaster, PA 17602-1012 | \$76.47 million \$50.12 million 52.57% | Brent O. Stoltzfus President | www.egstoltzfus.com 717-393-0212 | 58/3 E. Lampeter Twp. 1968 | Designs and builds neighborhood homes and communities; custom homes; remodeling; commercial construction |
| 44 | 38 | NAPA TRANSPORTATION INC. 4800 E. Trindle Road, P.O. Box 959 Mechanicsburg, PA 17055-0959 | \$76.16 million \$76.35 million -0.26% | Ronald Accomando President and CEO | www.napatran.com 717-920-9840 800-332-0263 | 296/0 Hampden Twp. 1991 | Transports food and consumer products throughout the northeastern United States |
| 45 | NR | COMMUNITY SERVICES GROUP INC. 320 Highland Drive, P.O. Box 597 Mountville, PA 17554-0597 | \$73.83 million \$70.68 million 4.45% | Susan C. Blue President and CEO | www.csgonline.org 717-285-7121 877-907-7970 | 617/267 W. Hempfield Twp. 1972 | Provides community mental health and intellectual and developmental disability services to individuals and families |
| 46 | 54 | HVAC DISTRIBUTORS INC. 2 Old Market St., P.O. Box 160 Mount Joy, PA 17552-0160 | \$67.4 million \$49.71 million 35.59% | David W. Mollwaine President | www.hvacdist.com 717-653-6674 800-228-4822 | 69/1 Mount Joy 1987 | Distributor and manufacturers' representative of heating and air-conditioning equipment and supplies |
| 47 | 41 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | \$66.9 million \$65.4 million 2.29% | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | 294/0 Harrisburg 1914 | Full-service design/build mechanical contractor; commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal |
| 48 | 40 | EDWIN L. HEIM CO. 1918 Greenwood St., P.O. Box 2247 Harrisburg, PA 17105-2247 | \$66.43 million \$76.15 million -12.76% | Larry D. Bashore President | www.elheim.com 717-233-8711 800-692-7317 | 325/0 Harrisburg 1931 | Electrical and mechanical contracting and service; electrical motor and apparatus sales and service, controls and systems integration |
| 49 | 51 | BRUBACHER EXCAVATING INC. 825 Reading Road, P.O. Box 528 Bowmansville, PA 17507-0528 | \$66.1 million \$51 million 29.61% | Keith A. Brubacher President | www.brubacher.net 717-445-4571 | 257/2 Brecknock Twp. 1971 | Excavation, storm/sanitary sewers, water lines, paving, drilling, blasting, clearing, directional drilling, vacuum excavation, energy services |
| 50 | 52 | S&H EXPRESS INC. 400 Mulberry St. York, PA 17403 | \$63.87 million \$50.43 million 26.65% | Stephen L. Shellenberger Chairman and CEO | www.sandhexpress.com 717-848-5015 | 291/8 York 1987 | Freight hauling, freight brokerage, jockey services |
| 51 | 43 | THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011 | \$63 million \$63 million 0% | Kevin Silva President | www.warrellcorp.com 717-761-5440 800-233-7082 | 300/1 Lower Allen Twp. 1965 | Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private-label and contract manufactured goods |
| 52 | 56 | TRAFFIC CONTROL SERVICES LLC DBA FLAGGER FORCE 8170 Adams Drive Hummelstown, PA 17036-8624 | \$59.73 million \$48.12 million 24.12% | Michele M. Doner President, CEO and co-founder | www.flaggerforce.com 717-482-8801 888-312-3524 | 370/0 Swatara Twp. 2002 | Temporary traffic control services for utilities, utility and road construction companies, engineers and surveyors |
| 53 | 47 | CARLISLE CARRIER CORP. 6380 Brackbill Blvd., P.O. Box 1549 Mechanicsburg, PA 17050 | \$59.28 million \$56.53 million 4.87% | David L. Metzler President and CEO | www.carlislecarr.com 717-691-8600 | 295/0 Hampden Twp. 1990 | Trucking, transportation and logistics |
| 54 | 46 | HOFFMAN FORD SALES INC. DBA HOFFMAN FORDLAND 5200 Jonestown Road Harrisburg, PA 17112 | \$59.22 million \$57.25 million 3.44% | Earl B. Hoffman Jr. President | www.hoffmanford.com 717-657-1600 800-995-3673 | 109/11 Lower Paxton Twp. 1953 | Ford dealership |
| 55 | 50 | HALLER ENTERPRISES INC. 212 Bucky Drive Lititz, PA 17543 | \$59.12 million \$52.94 million 11.67% | J. Richard Haller Founder and president | www.hallerent.com 717-625-1500 888-625-1500 | 366/23 Manheim Twp. 1981 | Residential and commercial plumbing, heating, cooling, electrical, water conditioning and AV and automation services |
| 56 | 45 | RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 | \$59.02 million \$59.27 million -0.43% | Mark P. Lauriello PE President and CEO | www.rettew.com 717-394-3721 800-738-8395 | 186/24 Manor Twp. 1969 | Civil, transportation, environmental, structural and subsurface utility engineering; land planning; surveying; safety consulting; design/build |
| 57 | 48 | PENN WASTE INC. 3955 N. George St. Ext. (Manchester), P.O. Box 3066 York, PA 17402-3066 | \$59 million \$55 million 7.27% | Scott R. Wagner President | www.pennwaste.com 717-767-4456 866-575-8720 | 333/5 E. Manchester Twp. 2000 | Hauling, disposal, recycling collection, processing |
| 58 | 57 | PRIMITIVES BY KATHY INC. 1817 William Penn Way Lancaster, PA 17601-5830 | \$56.62 million \$47.49 million 19.23% | Kathy K. Phillips CEO | www.primitivesbykathy.com 717-394-4220 866-295-2849 | 132/8 E. Lampeter Twp. 1997 | Designs and distributes unique sentiment-driven home and holiday decor for the wholesale giftware industry |
| 59 | 65 | LIBERTY EXCAVATORS INC. 4402 Gettysburg Road Camp Hill, PA 17011 | \$53.5 million \$37.5 million 42.67% | Richard R. Evans President | www.libertyinc.net 717-761-8461 | 35/111 Upper Allen Twp. 1977 | Site work, utilities, fast-track completion, industrial, commercial, residential, Marcellus Shale, rock crushing, vacuum excavation and snow removal |
| 60 | 49 | NRA GROUP LLC 2491 Paxton St. Harrisburg, PA 17111 | \$52.4 million \$51.4 million 1.94% | Steven C. Kusic CEO | www.nragroup.com 717-540-7636 800-360-9953 | 185/4 Swatara Twp. 2005 | Non-banking business financial services |

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

The Central Penn Business Journal's list of top private companies is limited to those based in or near Adams, Cumberland, Dauphin, Franklin, 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.CPB.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBListCentral on Twitter. **Published Aug. 26, 2016.** © National Recovery Agency Inc. was founded in 1976; its second-generation owners reformed it as NRA Group LLC in 2005.

Researched by Elaine Keisling

Public-company executives

Ranked by total compensation

| Rank | Prev. rank | Name Title Company | 2015/2014 total compensation % change | 2015 salary/bonus other compensation all other compensation | 2015/2014 corporate revenue % change | Address | Website Phone | Type of business |
|------|------------|--|---|--|--|---|---|--|
| 1 | 1 | PETER M. CARLINO Chairman and CEO Gaming and Leisure Properties Inc. | \$16.77 million \$20.55 million -18.43% | \$1.88 million/\$3.28 million \$5.42 million \$6.19 million | \$575.05 million \$591.07 million -2.71% | 845 Berkshire Blvd., Suite 200 Wyomissing, PA 19610-1234 | www.gpropinc.com 610-401-2900 | Real estate investment trust specializing in gaming properties spun off from Penn National Gaming Inc. |
| 2 | 5 | JOHN T. STANDLEY CEO Rite Aid Corp.Ⓞ | \$11.01 million \$8.35 million 31.85% | \$1.15 million/\$0 \$9.56 million \$291,279 | \$26.53 billion \$25.53 billion 3.93% | 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 |
| 3 | 2 | JOHN P. BILBREY Chairman, president and CEO The Hershey Co. | \$10.81 million \$17.78 million -39.19% | \$1.2 million/\$0 \$9.43 million \$170,991 | \$7.39 billion \$7.42 billion -0.47% | 100 E. Chocolate Ave. Hershey, PA 17033-0810 | www.hersheys.com 717-534-4000 | Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products |
| 4 | 4 | WILLIAM J. CLIFFORD Senior VP and CFO Gaming and Leisure Properties Inc. | \$8.18 million \$9.37 million -12.67% | \$1.21 million/\$2.12 million \$2.71 million \$2.14 million | \$575.05 million \$591.07 million -2.71% | 845 Berkshire Blvd., Suite 200 Wyomissing, PA 19610-1234 | www.gpropinc.com 610-401-2900 | Real estate investment trust specializing in gaming properties spun off from Penn National Gaming Inc. |
| 5 | 10 | KENNETH A. MARTINDALE President and COO Rite Aid Corp.B | \$6.63 million \$5.15 million 28.82% | \$900,000/\$0 \$5.41 million \$321,012 | \$26.53 billion \$25.53 billion 3.93% | 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 |
| 6 | 7 | BRET W. WISE Chairman and CEO Dentsply Sirona Inc. | \$6.48 million \$6.05 million 7.03% | \$975,000/\$1.5 million \$3.76 million \$243,020 | \$2.67 billion \$2.92 billion -8.5% | 221 W. Philadelphia St. York, PA 17405-0872 | www.dentsply.com 717-845-7511 | Manufacturer of professional dental products |
| 7 | 6 | ROBERT A. ORTENZIO Executive chairman and co-founder Select Medical Holdings Corp. | \$6.46 million \$7.63 million -15.43% | \$995,000/\$2.49 million \$2.89 million \$84,150 | \$3.74 billion \$3.07 billion 22.11% | 4714 Old Gettysburg Road Mechanicsburg, PA 17055 | www.selectmedicalcorp.com 717-972-1100 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 8 | 3 | TIMOTHY J. WILMOTT President and CEO Penn National Gaming Inc. | \$6.18 million \$9.43 million -34.42% | \$1.34 million/\$0 \$4.74 million \$105,132 | \$2.84 billion \$2.59 billion 9.57% | 825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 | www.pngaming.com 610-373-2400 | Operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course |
| 9 | 13 | DAVID S. CHERNOW President and CEO Select Medical Holdings Corp. | \$6.06 million \$4.49 million 35.03% | \$839,231/\$2.25 million \$2.89 million \$77,244 | \$3.74 billion \$3.07 billion 22.11% | 4714 Old Gettysburg Road Mechanicsburg, PA 17055 | www.selectmedicalcorp.com 717-972-1100 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 10 | 9 | MATTHEW J. ESPE President and CEO Armstrong World Industries Inc. | \$6.03 million \$5.2 million 15.96% | \$1.01 million/\$0 \$4.77 million \$252,088 | \$2.42 billion \$2.52 billion -3.79% | 2500 Columbia Ave. Lancaster, PA 17604-3001 | www.armstrong.com 717-397-0611 | Manufactures and sells residential and commercial ceilings |
| 11 | 17 | JONATHAN H. WEIS Chairman, president and CEO Weis Markets Inc. | \$5.42 million \$4.04 million 34.14% | \$883,833/\$0 \$4.4 million \$139,607 | \$2.88 billion \$2.78 billion 3.6% | 1000 S. Second St. Sunbury, PA 17801-0471 | www.weismarkets.com 570-286-4571 | Grocery and other retail stores |
| 12 | 8 | ROCCO A. ORTENZIO Vice chairman and co-founder Select Medical Holdings Corp. | \$5.1 million \$5.71 million -10.78% | \$950,000/\$1.9 million \$2.17 million \$81,276 | \$3.74 billion \$3.07 billion 22.11% | 4714 Old Gettysburg Road Mechanicsburg, PA 17055 | www.selectmedicalcorp.com 717-972-1100 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 13 | 11 | FRANK G. VITRANO Senior executive VP and chief accounting officer Rite Aid Corp.Ⓞ | \$4.97 million \$4.71 million 5.49% | \$844,131/\$0 \$3.82 million \$313,042 | \$26.53 billion \$25.53 billion 3.93% | 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 |
| 14 | NR | DARREN W. KARST Executive VP and CFO Rite Aid Corp.Ⓞ | \$4.53 million \$0 NA | \$419,310/\$0 \$3.98 million \$126,309 | \$26.53 billion \$25.53 billion 3.93% | 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 |
| 15 | 12 | STEVEN T. SNYDER Senior VP of corporate development Gaming and Leisure Properties Inc. | \$4.3 million \$4.7 million -8.66% | \$539,835/\$944,996 \$1.72 million \$1.09 million | \$575.05 million \$591.07 million -2.71% | 845 Berkshire Blvd., Suite 200 Wyomissing, PA 19610-1234 | www.gpropinc.com 610-401-2900 | Real estate investment trust specializing in gaming properties spun off from Penn National Gaming Inc. |
| 16 | 23 | MARTIN F. JACKSON Executive VP and CFO Select Medical Holdings Corp. | \$4.23 million \$3.11 million 36% | \$634,616/\$1.4 million \$2.17 million \$26,854 | \$3.74 billion \$3.07 billion 22.11% | 4714 Old Gettysburg Road Mechanicsburg, PA 17055 | www.selectmedicalcorp.com 717-972-1100 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 17 | 14 | DANTE C. PARRINI Chairman and CEO P.H. Glatfelter Co. dba Glatfelter | \$3.74 million \$4.32 million -13.34% | \$943,208/\$724,253 \$2.06 million \$15,842 | \$1.66 billion \$1.8 billion -7.84% | 96 S. George St., Suite 500 York, PA 17401-1434 | www.glatfelter.com 717-225-4711 | Specialty paper and engineered products |
| 18 | NR | PATRICIA A. LITTLE Senior VP and CFO The Hershey Co. | \$3.7 million \$0 NA | \$482,308/\$0 \$2.97 million \$246,579 | \$7.39 billion \$7.42 billion -0.47% | 100 E. Chocolate Ave. Hershey, PA 17033-0810 | www.hersheys.com 717-534-4000 | Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products |
| 19 | 20 | JAY H. SHAH CEO Hersha Hospitality Trust | \$3.41 million \$3.29 million 3.46% | \$710,000/\$745,500 \$1.95 million \$5,196 | \$470.39 million \$417.41 million 12.69% | 44 Hersha Drive, Second Floor Harrisburg, PA 17102-2234 | www.hersha.com 717-236-4400 | Self-advised real estate investment trust that invests in limited- and full-service hotels |
| 20 | 22 | NEIL H. SHAH President and COO Hersha Hospitality Trust | \$3.37 million \$3.25 million 3.85% | \$685,000/\$719,250 \$1.95 million \$23,462 | \$470.39 million \$417.41 million 12.69% | 44 Hersha Drive, Second Floor Harrisburg, PA 17102-2234 | www.hersha.com 717-236-4400 | Self-advised real estate investment trust that invests in limited- and full-service hotels |
| 21 | 16 | F. NICHOLAS GRASBERGER III President and CEO Harsco Corp. | \$3.31 million \$4.12 million -19.52% | \$809,596/\$0 \$2.37 million \$130,057 | \$1.72 billion \$2.07 billion -16.59% | 350 Poplar Church Road Camp Hill, PA 17011 | www.harsco.com 717-763-7064 | Diversified multinational provider of industrial services for major global markets |
| 22 | 15 | MICHELE G. BUCK COO The Hershey Co. | \$3.15 million \$4.28 million -26.47% | \$655,310/\$0 \$2.42 million \$73,220 | \$7.39 billion \$7.42 billion -0.47% | 100 E. Chocolate Ave. Hershey, PA 17033-0810 | www.hersheys.com 717-534-4000 | Manufacturer of chocolate and nonchocolate confectionery and chocolate-related grocery products |
| 23 | 24 | CHRISTOPHER T. CLARK President and CFO Dentsply Sirona Inc. | \$3.15 million \$2.95 million 6.65% | \$636,500/\$693,600 \$1.68 million \$134,513 | \$2.67 billion \$2.92 billion -8.5% | 221 W. Philadelphia St. York, PA 17405-0872 | www.dentsply.com 717-845-7511 | Manufacturer of professional dental products |
| 24 | NA | MICHAEL E. TARVIN Executive VP, general counsel and secretary Select Medical Holdings Corp. | \$2.92 million \$0 NA | \$485,000/\$970,000 \$1.45 million \$18,395 | \$3.74 billion \$3.07 billion 22.11% | 4714 Old Gettysburg Road Mechanicsburg, PA 17055 | www.selectmedicalcorp.com 717-972-1100 | Operates specialty hospitals and outpatient rehabilitation clinics |
| 25 | 18 | JAY A. SNOWDEN Executive VP and COO Penn National Gaming Inc. | \$2.89 million \$3.66 million -20.84% | \$774,383/\$0 \$2.05 million \$74,120 | \$2.84 billion \$2.59 billion 9.57% | 825 Berkshire Blvd., Suite 200 Wyomissing, PA 19610 | www.pngaming.com 610-373-2400 | Operates casinos, racetracks and off-track wagering facilities, including Penn National Race Course |

NA-not applicable NR-not ranked The Central Penn Business Journal's list of public company executives is limited to those of public companies that are based in or near Cumberland, Dauphin, Franklin, Lancaster, Lebanon or York counties. Information came from the individual companies, documents filed with the U.S. Securities and Exchange Commission and other Business Journal research. To access the Business Journal's online database, visit www.CPBJ.com/ListCentral.
Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published June 17, 2016.** Ⓞ Pending acquisition by Walgreens

Researched by Alaine Keisling

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The Central Penn Business Journal offers advertisers a unique opportunity to reach local business leaders with four special issues in print and online. Top 100 Private Companies, Small Business Week, Manufacturing in the Midstate and POWERBOOK are four supersized issues containing exclusive information that only the Business Journal can provide.



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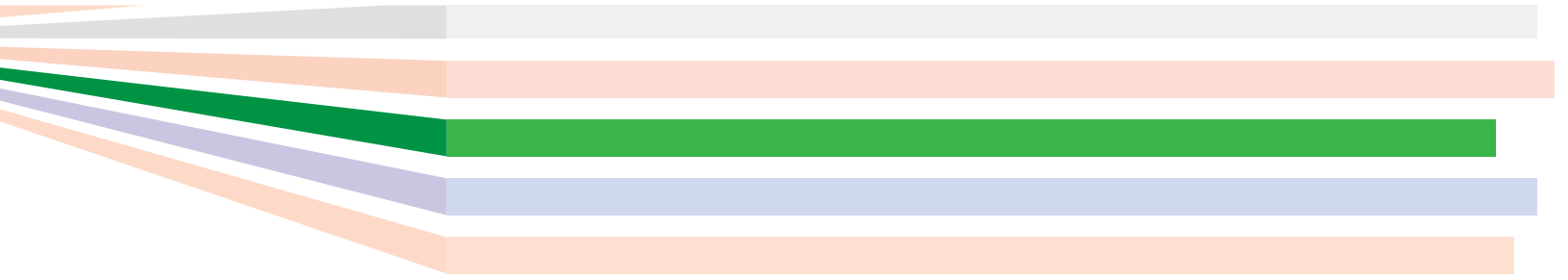


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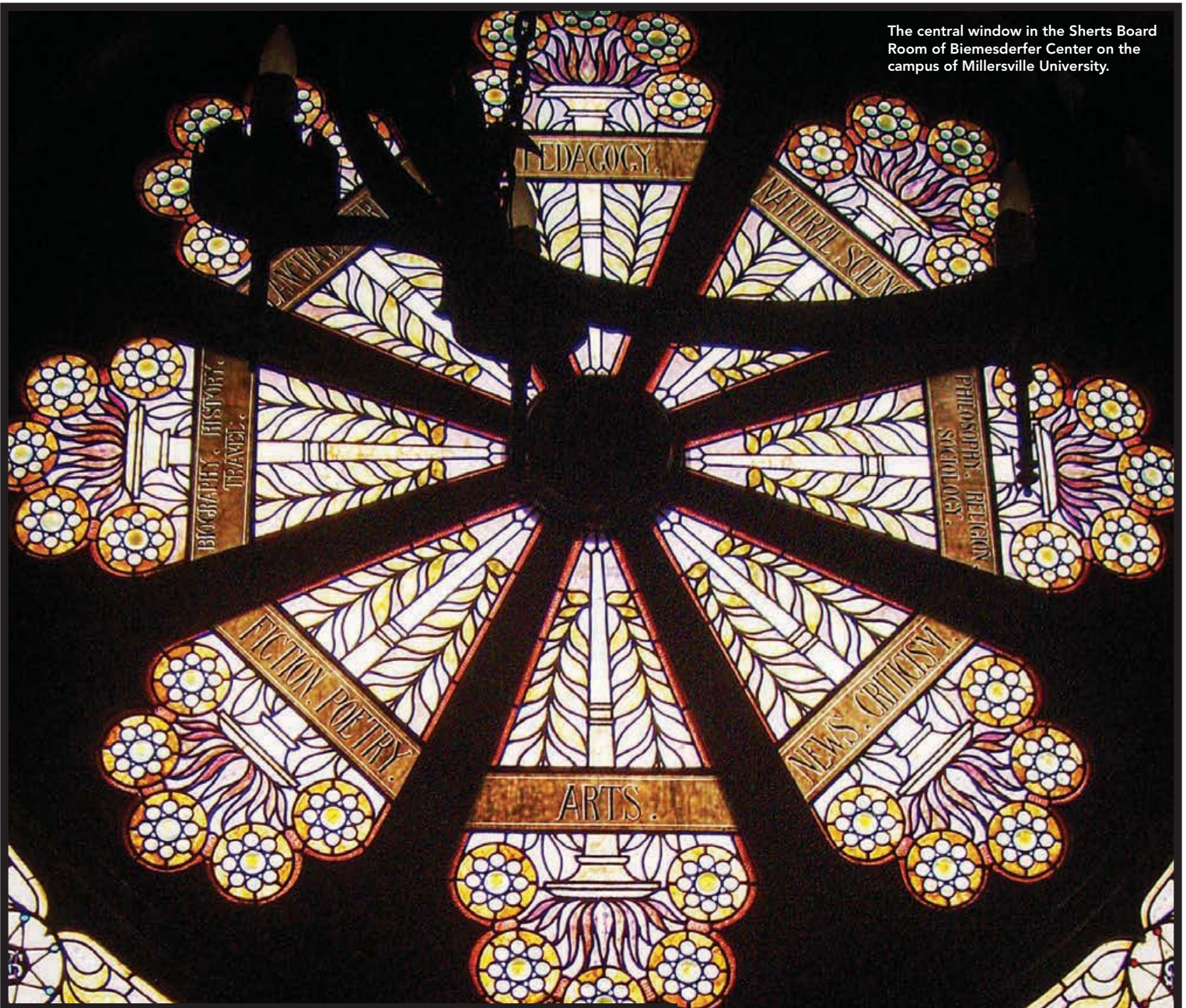


CHAPTER 3

EDUCATION

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The central window in the Sherts Board Room of Biemesderfer Center on the campus of Millersville University.



MAJOR NEEDS

Nationally, the most popular majors among higher-education students are in business and the health professions. But many of the State System of Higher Education's 14 universities have been developing additional programs to meet workforce needs. The programs are often developed with direct input from related industries, said system spokesman Kenn Marshall, citing three engineering programs approved in recent years at Shippensburg University. The system in a 2016 report warned that some industries in high-demand fields may struggle to find people. It projected "substantial gaps" for registered nurses, LPNs and vocational nurses, accountants and auditors, computer-systems analysts and computer programmers, maintenance and repair workers and software developers, among others. The need for workers in certain professions comes and goes, so it's not so much about the major as it about preparing students to be adaptable, said Margo Sassaman, associate director of career management at Millersville University. No one years ago could have predicted the number of jobs that would one day be available in social media, Sassaman noted, and few before 9/11 would have forecast all the jobs created in the area of homeland security.

— David O'Connor



PHOTO/WIKIMEDIA COMMONS

Private schools

Ranked by total elementary and secondary enrollment

| Rank | Prev. rank | School Address | 2014-2015 total enrollment Elementary Secondary | Top local executive Title | Website Phone | F-T equivalent teachers Elementary/secondary | Headquarters Year established | Type of school |
|------|------------|---|---|---|--|---|----------------------------------|--|
| 1 | 1 | MILTON HERSHEY SCHOOL 1201 Homestead Lane, P.O. Box 830 Hershey, PA 17033-0830 | 2,010 1,080 930 | Peter G. Gurt President | www.mhskids.org 717-520-2201 800-322-3248 | 190 105/85 | Derry Twp. 1909 | Cost-free, private home and school for more than 2,000 children in pre-K through 12th grade from low-income families across the U.S. |
| 2 | 2 | LANCASTER MENNONITE SCHOOL 2176 Lincoln Highway E. Lancaster, PA 17602 | 1,237 610 627 | J. Richard Thomas Superintendent | www.lancastermennonite.org 717-509-4459 | 92 46/46 | E. Lampeter Twp. 1942 | Provides a comprehensive Christ-centered preK-12 education on five campuses in Lancaster and Dauphin counties |
| 3 | 3 | BISHOP MCDEVITT HIGH SCHOOL 1 Crusader Way Harrisburg, PA 17111 | 745 0 745 | Mary Anne Bednar IHM Principal | www.bishopmcdevitt.org 717-236-7973 | 54 0/54 | Swatara Twp. DNR | Catholic high school |
| 4 | 4 | LANCASTER CATHOLIC HIGH SCHOOL 650 Juliette Ave. Lancaster, PA 17601-4387 | 622 DNR 622 | Terry Klugh Principal | www.lchsyas.org 717-509-0315 | 51.5 DNR/51.5 | Lancaster 1928 | Catholic high school |
| 5 | 5 | YORK CATHOLIC HIGH SCHOOL 601 E. Springettsbury Ave. York, PA 17403 | 611 0 611 | Katie Seufert Principal | www.yorkcatholic.org 717-846-8871 | 47.5 0/47.5 | Spring Grove Twp. DNR | Catholic high school |
| 6 | 7 | LANCASTER COUNTRY DAY SCHOOL 725 Hamilton Road Lancaster, PA 17603 | 588 264 324 | Steve Lisk Head of school | www.lancastercountryday.org 717-392-2916 | 77.8 30.1/47.7 | Manheim Twp. 1908 | Small, coed classes, grades preK-12; college prep program |
| 7 | 6 | TRINITY HIGH SCHOOL 3601 Simpson Ferry Road Camp Hill, PA 17011-6407 | 535 0 535 | Joseph Gressock DNR | www.thsrocks.us 717-761-1116 | 43.5 0/43.5 | Lower Allen Twp. 1963 | Catholic school for grades 9-12 |
| 8 | 8 | DELONE CATHOLIC HIGH SCHOOL 140 S. Oxford Ave. McSherrystown, PA 17344 | 460 0 460 | Maureen Thiec EdD Principal | www.delonecatholic.org 717-637-5969 | 31 0/31 | McSherrystown DNR | Catholic high school |
| 9 | NR | MERCERSBURG ACADEMY 300 E. Seminary St. Mercersburg, PA 17236 | 438 0 438 | Katherine Titus Headmaster | www.mercersburg.edu 717-328-6173 | 54.8 0/54.8 | DNR 1893 | Private, independent, coed college preparatory boarding school |
| 10 | 9 | ST. MARGARET MARY SCHOOL 2826 Herr St. Harrisburg, PA 17103 | 414 414 DNR | Jean Fennessy Principal | www.stmmparishschool.org 717-232-3771 | 28 28/DNR | Penbrook 1949 | Private elementary school for students in grades preK-8 |
| 11 | 10 | ST. JOSEPH SCHOOL 420 E. Simpson St. Mechanicsburg, PA 17055-6507 | 381 263 118 | John W. Cominsky Principal | www.sjsmch.org 717-766-2564 | 24 17/7 | DNR 1952 | School, grades PreK-8 |
| 12 | 11 | HARRISBURG ACADEMY 10 Erford Road Wormleysburg, PA 17043-1109 | 335 179 156 | Jim Newman PhD Head of school | www.harrisburgacademy.org 717-763-7811 | 38.5 20/18.5 | E. Pennsboro Twp. 1784 | Preschool through 12th grade NAIS independent school, with International Baccalaureate Diploma program |
| 13 | 12 | ST. THERESA SCHOOL 1200 Bridge St. New Cumberland, PA 17070-1636 | 328 328 0 | Matthew E. Shore Principal | www.sainttheresaschool.org 717-774-7464 | 28 28/0 | New Cumberland 1948 | Catholic elementary school |
| 14 | 13 | WEST SHORE CHRISTIAN ACADEMY 201 W. Main St. Shiremanstown, PA 17011-6331 | 324 159 165 | Daniel Steinfield Head of school | www.westshorechristian.org 717-737-3550 | 24.5 8/16.5 | Shiremanstown 1973 | PreK-12 college-prep, Christ-centered academy |
| 15 | 15 | CHRISTIAN SCHOOL OF YORK 907 Greenbriar Road York, PA 17404-1341 | 285 161 124 | Kevin Hofer Headmaster | www.csyonline.com 717-767-6842 | 141 121/20 | Manchester Twp. 1956 | Provides high-standard educational program that is biblically sound and Christ-honoring |
| 16 | 14 | HARRISBURG CHRISTIAN SCHOOL 2000 Blue Mountain Parkway Harrisburg, PA 17112-9587 | 279 131 148 | Philip G. Puleo Headmaster | www.harrisburgchristian.com 717-545-3728 | 37 14/23 | Lower Paxton Twp. 1955 | K-12, parent-association owned, private, college preparatory, evangelical Christian school |
| 17 | NR | LOGOS ACADEMY 250 W. King St. York, PA 17401-3877 | 252 167 85 | Aaron J. Anderson Head of school and CEO | www.logosyork.org 717-848-9835 | 19 11/8 | York 1998 | K-12 independent, private school with 5 core distinctives: Christ-centered, culturally diverse, community-minded, classically trained, and parent partnerships |
| 18 | 16 | GOOD SHEPHERD SCHOOL 3400 Market St. Camp Hill, PA 17011 | 247 247 0 | Stephen M. Fry Principal | www.gsschpa.org 717-737-7261 | 22.5 22.5/0 | DNR 1954 | Preschool through 8th grade |
| 19 | 18 | ANNUNCIATION B.V.M. SCHOOL 316 North St. McSherrystown, PA 17344 | 240 240 0 | Patricia Foltz Principal | www.abvmschool.org 717-637-3135 | 16.5 16.5/0 | McSherrystown DNR | Catholic elementary school |
| 20 | 19 | COVENANT CHRISTIAN ACADEMY 1982 Locust Lane Harrisburg, PA 17109 | 214 120 94 | David Sonju Head of school | www.discovercovenant.com 717-540-9885 | 17 7/10 | Susquehanna Twp. 1997 | Classical Christian school that provides academically excellent and Christ-centered education in the liberal arts tradition |
| 21 | 21 | YORK COUNTRY DAY SCHOOL 1071 Regents' Glen Blvd. York, PA 17403 | 200 107 93 | Christine Heine EdD Head of school | www.ycnds.org 717-815-6700 | 29.8 17/12.8 | Spring Garden Twp. 1953 | Independent college-prep school, grades preK-12, training future global leaders to be scholars, artists, athletes and citizens |
| 22 | 17 | LINDEN HALL SCHOOL FOR GIRLS 212 E. Main St. Lititz, PA 17543 | 195 55 140 | Michael E. Waylett Head of school | www.lindenhall.org 717-626-8512 800-258-5778 | 27.2 8.3/18.9 | Warwick Twp. 1746 | Oldest independent boarding and day school for girls in the U.S. |
| 23 | 20 | VERITAS ACADEMY 26 Hillcrest Ave. Leola, PA 17540 | 195 100 95 | G. Tyler Fischer Headmaster | www.veritasacademy.com 717-556-0690 | 15 8/7 | Upper Leacock Twp. 1996 | Rigorous curriculum for K-12 students including a thorough commitment to grammar, logic and rhetoric |
| 24 | NR | CARSON LONG MILITARY ACADEMY 200 N. Carlisle St. New Bloomfield, PA 17068 | 87 8 79 | David Pearson President | www.carsonlong.org 717-582-2121 | 15 2/13 | Bloomfield 1836 | Military academy for boys |
| 25 | NR | ST. ROSE OF LIMA SCHOOL 115 N. Biesecker Road Thomasville, PA 17364-9598 | 80 80 0 | Daniel Richards Pastor | www.stroseschoolpa.org 717-792-0889 | 7 7/0 | Jackson Twp. 1919 | Elementary school through grade 6, dedicated to providing science, technology, religion, engineering, art and math education |

DBA-doing business as DNR did not respond NA-not applicable The Central Penn Business Journal's private schools list is limited to elementary and secondary private schools in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJournal.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published March 11, 2016.**

Researched by Alaine Keisling

Pennsylvania law schools

Ranked by degrees granted

| Rank | Prev. rank | School Address | 2015 law degrees granted/enrollment | 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 | 254 684 | JoAnne A. Epps Dean | www.law.temple.edu 215-204-7861 | March 1 \$18,837-\$36,336 | 3.5 160 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 | 247 754 | Theodore Ruger Dean | www.law.upenn.edu 215-898-7483 | March 1 \$58,918 | 3.89 169 10.4:1 | Philadelphia 1850 | Cross-disciplinary education |
| 3 | 3 | CHARLES WIDGER SCHOOL OF LAW 299 N. Spring Mill Road Villanova, PA 19085 | 215 492 | Marc C. Alexander JD Dean | www.law.villanova.edu 610-519-7000 | April 12 \$42,540 | 3.57 156 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 | 196 456 | William M. Carter Jr. Dean | www.law.pitt.edu 412-648-1401 | March 1 \$32,426-\$40,250 | 3.36 156 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 | 145 401 | Maureen E. Lally-Green Interim dean | www.law.duq.edu 412-396-6280 | April 1, May 1 and June 1 \$30,746-\$39,766 | 3.45 152 20.4:1 | Pittsburgh 1911 | Cyril H. Wecht Institute of Forensic Science and Law |
| 6 | 7 | EARLE MACK SCHOOL OF LAW 3320 Market St. Philadelphia, PA 19104 | 128 391 | Roger J. Dennis Founding dean | www.drexel.edu/law 215-571-4729 | Aug. 1 \$42,270 | 3.31 155 13.5:1 | Philadelphia 2006 | JD-PhD program in law and clinical psychology |
| 7 | 6 | PENN STATE LAW Lewis Katz Building University Park, PA 16802 | 98 354 | James W. Houck Interim dean | www.pennstatelaw.psu.edu 814-863-1521 | March 15 \$45,392 | 3.58 158 9.2:1 | State College, Centre Co. 2015 | Joint programs include MBA, MPA, MEd and PhD |
| 8 | 8 | WIDENER COMMONWEALTH LAW 3800 Vartan Way, P.O. Box 69380 Harrisburg, PA 17106-9381 | 78 204 | Christian A. Johnson Dean | commonwealthlaw.widener.edu 717-541-3900 888-943-3637 | May 12 \$29,430-\$41,994 | 3.16 148 17.3:1 | Chester, Delaware Co. 1989 | Law & Government Institute, Environmental Law Center |
| 9 | 6 | DICKINSON LAW 150 S. College St. Carlisle, PA 17013 | 57 157 | Gary S. Gildin Dean | www.dickinsonlaw.psu.edu 717-240-5000 | March 15 \$45,078 | 3.46 159 9.2:1 | Carlisle 1834 | Joint programs include MBA, MPA, MEd and PhD |

DBA-doing business as DNR-did not respond NA-not applicable GPA-grade point average LSAT-law school admission test
The Central Penn Business Journal's list of law schools is limited to those in Pennsylvania. Information came from the individual institutions 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. 19, 2016.**

Researched by Alaine Keisling

Career and trade schools

Ranked by total enrollment

| Rank | Prev. Rank | School Address | Total enrollment | Top local official Title | Website Phone | Tuition Financial aid? Student:faculty | Degrees offered | Local F-T/P-T employees Local/total campuses Year established locally | Programs offered |
|------|------------|---|------------------|--|--|--|--|---|---|
| 1 | 3 | YTI CAREER INSTITUTE 1400 Williams Road York, PA 17402 | 1,677 | Adrienne Scott and Kevin Bright Presidents | www.yti.edu 717-757-1100 800-227-9675 | \$23,884 Yes 18:1 | Specialized associate degrees, diplomas | 182/124 4/5 1967 | Business, computer, technical, culinary, allied health |
| 2 | 5 | THADDEUS STEVENS COLLEGE OF TECHNOLOGY 750 E. King St. Lancaster, PA 17602 | 913 | William E. Griscorn ED President | www.stevenscollege.edu 717-299-7701 800-842-3832 | \$7,200 per year Yes 23:1 | Associate degrees, certificates | 95/70 1/1 1905 | Only state-owned, two-year college of technology |
| 3 | NR | EMPIRE BEAUTY SCHOOLS 3941 Jonestown Road Harrisburg, PA 17109 | 481 | Franklin K. Schoeneman Chairman and CEO | www.empire.edu 717-303-5683 866-232-2771 | DNR Yes 21:1 | Certificates | 30/16 5/105 1929 | Cosmetology and hair styling, nail technology |
| 4 | NR | LANCASTER COUNTY CAREER & TECHNOLOGY CENTER 1730 Hans Herr Drive, P.O. Box 527 Willow Street, PA 17584 | 462 | David A. Warren Executive director | www.lancasterctc.edu 717-464-7050 | Varies Yes 18:1 | Specialized associate degree, certificates, diplomas | 167/128 4/4 1971 | More than 50 secondary and post-secondary programs in manufacturing, construction, transportation, consumer services, culinary and visual arts |
| 5 | NR | KIS CAREER SCHOOLS INC. DBA KEYSTONE TECHNICAL INSTITUTE 2301 Academy Drive Harrisburg, PA 17112 | 248 | David W. Snyder President | www.kti.edu 717-545-4747 800-380-1363 | Varies by program Yes 15:1 | Specialized associate degrees, diplomas | 32/10 1/1 1980 | Career post-secondary school with training in programs, including allied health, construction trades, culinary, baking and pastry, computers, nurse aid |
| 6 | 2 | YORK COUNTY SCHOOL OF TECHNOLOGY ADULT EDUCATION DEPARTMENT 2179 S. Queen St. York, PA 7402 | 236 | David Thomas PhD Director | www.ytech.edu/adulted 717-747-2130 | Varies by program Yes DNR | Post-secondary diplomas | 18/92 1/1 1969 | Public post-secondary, career-focused training |
| 7 | NR | LANCASTER SCHOOL OF COSMETOLOGY 50 Ranck Ave. Lancaster, PA 17602 | 230 | Deborah A. Dunn Owner | www.lancasterschool ofcosmetology.com 717-299-0200 | Varies by program Yes 16:1 | Diplomas leading to state licensure | 5/10 1/1 1979 | Cosmetology, aesthetics, massage therapy |
| 8 | 8 | CONSOLIDATED SCHOOL OF BUSINESS OF YORK 1605 Clugston Road York, PA 17404 | 107 | William H. Hoyt VP of administration | www.csb.edu 717-764-9550 | \$5,550 per term with fees Yes 14:1 | Associate degrees in specialized business or diploma | 15/7 2/2 1982 | Business school with individualized training and ASB degrees in medical, office, accounting, business and legal fields |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked
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Researched by Alaine Keisling

School districts

Ranked by 2014-2015 enrollment

| Rank | School district Address | 2014-2015 students | Superintendent | Website Phone | Square miles Schools in SD | District office municipality Year district established | Municipalities within school district |
|------|---|-----------------------|----------------------------|--|-------------------------------|---|---|
| 1 | LANCASTER SD 1020 Lehigh Ave. Lancaster, PA 17602-2452 | 11,259 | Damaris Rau | www.lancaster.k12.pa.us 717-291-6148 | 13.4 19 | Lancaster 1836 | Lancaster Twp. and Lancaster |
| 2 | CENTRAL DAUPHIN SD 600 Rutherford Road Harrisburg, PA 17109-5227 | 11,059 | Carol Johnson | www.cdschools.org 717-545-4703 | 118.2 17 | Lower Paxton Twp. 1952 | Lower Paxton, Middle Paxton, Swatara and W. Hanover twps., Dauphin, Paxtang and Penbrook |
| 3 | CHAMBERSBURG AREA SD 435 Stanley Ave. Chambersburg, PA 17201 | 8,977 | Joseph Padasak | www.chambersburg.k12.pa.us 717-263-9281 | DNR DNR | Chambersburg DNR | Greene, Hamilton, Letterkenny, Lurgan and part of Guilford twps. and Chambersburg |
| 4 | CUMBERLAND VALLEY SD 6746 Carlisle Pike Mechanicsburg, PA 17050-1711 | 8,397 | Frederick S. Withum III | www.cvschools.org 717-697-8261 | 103.0 10 | Silver Spring Twp. 1952 | Hampden, Middlesex, Monroe and Silver Spring twps. |
| 5 | WEST SHORE SD 507 Fishing Creek Road, P.O. Box 803 New Cumberland, PA 17070-0803 | 7,821 | Todd Stoltz | www.wssd.k12.pa.us 717-938-9577 | 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. |
| 6 | HEMPFIELD SD 200 Church St. Landisville, PA 17538-1300 | 6,781 | Christopher S. Adams EdD | www.hempfieldsd.org 717-898-5560 | 44.2 10 | Hempfield Twp. 1952 | E. Hempfield and W. Hempfield twps., East Petersburg and Mountville |
| 7 | HARRISBURG CITY SD 1601 State St. Harrisburg, PA 17103 | 6,414 | Sybil Knight-Burney | www.hbgsd.k12.pa.us 717-703-4000 | 11.4 17 | Harrisburg DNR | Harrisburg |
| 8 | DALLASTOWN AREA SD 700 New School Lane Dallastown, PA 17313 | 6,169 | Ronald E. Dyer EdD | www.dallastown.net 717-244-4021 | 52.5 7 | York Twp. 1962 | Springfield and York twps., Dallastown, Jacobus, Loganville and Yoe |
| 9 | CENTRAL YORK SD 775 Marion Road York, PA 17402 | 5,854 | Michael S. Snell EdD | www.cysd.k12.pa.us 717-846-6789 | 24.4 7 | North York 1952 | Manchester and part of Springettsbury twps. |
| 10 | MANHEIM TOWNSHIP SD 450A Candlewyck Road, P.O. Box 5134 Lancaster, PA 17606-5134 | 5,737 | John R. Nodecker | www.mtwp.net 717-569-8231 | 23.4 8 | Manheim Twp. 1955 | Manheim Twp. |
| 11 | YORK CITY SD 31 N. Pershing Ave., P.O. Box 1927 York, PA 17405 | 5,433 | Eric B. Holmes | www.ycs.k12.pa.us 717-845-3571 | 5.3 9 | York 1927 | York |
| 12 | RED LION AREA SD 696 Delta Road Red Lion, PA 17356 | 5,316 | Scott A. Deisley EdD | www.rlasd.net 717-244-4518 | 141.6 9 | Windsor Twp. 1957 | Chanceford, Lower Chanceford, N. Hopewell, and Windsor twps., Felton, Red Lion, Windsor and Winterstown |
| 13 | PENN MANOR SD 2950 Charlestown Road, P.O. Box 1001 Millersville, PA 17551 | 5,085 | Michael G. Leichter | www.pennmanor.net 717-872-9500 | 113.4 10 | Manor Twp. DNR | Conestoga, Manor, Martic and Pequea twps., Millersville |
| 14 | CARLISLE AREA SD 623 W. Penn St. Carlisle, PA 17013-2230 | 5,027 | John W. Friend | www.carliseschools.org 717-240-6800 | 76.2 10 | Carlisle 1952 | Dickinson and N. Middleton twps., Carlisle and Mount Holly Springs |
| 15 | LEBANON SD 1000 S. Eighth St. Lebanon, PA 17042 | 4,882 | Marianne T. Bartley EdD | www.lebanon.k12.pa.us 717-273-9391 | 4.6 7 | Lebanon 1852 | W. Lebanon Twp. and Lebanon |
| 16 | CORNWALL-LEBANON SD 105 E. Evergreen Road Lebanon, PA 17042 | 4,616 | Philip L. Domencic Jr. EdD | www.clsd.k12.pa.us 717-272-2031 | 64.3 6 | S. Lebanon Twp. 1963 | N. Cornwall, N. Lebanon, S. Lebanon and W. Cornwall twps.; Cornwall and Mount Getz |
| 17 | CONESTOGA VALLEY SD 2110 Horseshoe Road Lancaster, PA 17601-6099 | 4,309 | Gerald G. Huesken EdD | www.cvsd.k12.pa.us 717-397-2421 | 57.4 7 | E. Lampeter Twp. 1955 | E. Lampeter, Upper Leacock and W. Earl twps., Akron |
| 18 | EPHRATA AREA SD 803 Oak Blvd. Ephrata, PA 17522-1998 | 4,167 | Brian M. Troop EdD | www.easdpa.org 717-721-1400 | 43.7 7 | Ephrata 1892 | Clay and Ephrata twps, Akron and Ephrata |
| 19 | WARWICK SD 301 W. Orange St. Lititz, PA 17543 | 4,154 | April M. Hershey | www.warwicksd.org 717-626-3734 | 40.3 6 | Warwick Twp. 1958 | Elizabeth and Warwick twps., Lititz |
| 20 | SOUTH WESTERN SD 225 Bowman Road Hanover, PA 17331 | 4,124 | Barbara A. Rupp EdD | www.swsd.k12.pa.us 717-632-2500 | 56.8 6 | Penn Twp. 1955 | Manheim, Penn and W. Manheim twps. |
| 21 | ELIZABETHTOWN AREA SD 600 E. High St. Elizabethtown, PA 17022-1713 | 3,915 | Michele M. Balliet | www.etownschools.org 717-367-1521 | 55.4 7 | Elizabethtown 1955 | Conoy and W. Donegal twps., part of Mount Joy Twp. and Elizabethtown |
| 22 | MECHANICSBURG AREA SD 100 E. Elmwood Ave., Second Floor Mechanicsburg, PA 17055 | 3,845 | Mark K. Leidy EdD | www.mbgd.org 717-691-4500 | 16.2 7 | Mechanicsburg 1953 | Upper Allen Twp., Mechanicsburg, Shiremanstown |
| 23 | SPRING GROVE AREA SD 100 E. College Ave. Spring Grove, PA 17362 | 3,842 | Robert Lombardo | www.sgasd.org 717-225-4731 | 91.6 6 | Spring Grove DNR | Heidelberg, Jackson, N. Codorus and Paradise twps., Jefferson, New Salem, Seven Valleys and Spring Grove |
| 24 | CONEWAGO VALLEY SD 130 Berlin Road New Oxford, PA 17350-1226 | 3,796 | Russell E. Greenholt | www.conewago.k12.pa.us 717-624-2157 | DNR 5 | Oxford Twp. 1971 | Berwick, Conewago, Oxford and parts of Hamilton, Mount Pleasant, Straban and Tyrone twps.; Abbottstown, McSherrytown, New Oxford and part of Bonneauville |
| 25 | NORTHEASTERN YORK SD 41 Harding St. Manchester, PA 17345 | 3,751 | Shawn Minnich | www.nesd.k12.pa.us 717-266-3667 | 48.3 7 | Manchester 1952 | Conewago, E. Manchester and part of Newberry twps., Manchester, Mount Wolf and York Haven |

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

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Researched by Alaine Keisling

— Ask —
LISTCENTRAL

Q: Where does all your data come from?

A: Most of the information on CPBJ Lists comes via our survey process. Complete a survey at www.CPBJsurveys.info or email lists@cpbj.com.

School districts

Ranked by 2014-2015 enrollment

| Rank | School district Address | 2014-2015 Students | Superintendent | Website Phone | Square miles Schools in SD | District office municipality Year district established | Municipalities within school district |
|------|---|-----------------------|-------------------------|--|-------------------------------|---|--|
| 26 | LOWER DAUPHIN SD 291 E. Main St. Hummelstown, PA 17036-1799 | 3,710 | Sherri L. Smith EdD | www.lidsd.org 717-566-5300 | 96.3 8 | Hummelstown 1952 | Conewago, E. Hanover, Londonderry and S. Hanover twps., Hummelstown |
| 27 | DOVER AREA SD 101 Edgeway Road Dover, PA 17315 | 3,558 | Ken Cherry | www.doversd.org 717-292-3671 | 71.5 7 | DNR 1957 | Dover and Washington twps., Dover |
| 28 | SOLANCO SD 121 S. Hess St. Quarryville, PA 17566 | 3,550 | Brian Bliss | www.solanco.k12.pa.us 717-786-8401 | 180.7 7 | Quarryville 1966 | Bart, Colerain, Drumore, E. Drumore, Eden, Fulton, Little Britain and Providence twps. and Quarryville |
| 29 | DERRY TOWNSHIP SD 30 E. Granada Ave., P.O. Box 898 Hershey, PA 17033 | 3,399 | Joseph McFarland | www.hershey.k12.pa.us 717-534-2501 | 27.3 5 | Derry Twp. 1960 | Derry Twp. |
| 30 | SHIPPENSBURG AREA SD 317 N. Morris St. Shippensburg, PA 17257 | 3,366 | Chester Mummau | www.ship.k12.pa.us 717-530-2700 | 129.0 5 | Shippensburg 1952 | Hopewell, Shippensburg and Southampton twps., Newburg and Shippensburg, Cumberland Co.; Southampton Twp., Orstown and Shippensburg, Franklin Co. |
| 31 | EASTERN LANCASTER COUNTY SD 669 E. Main St. New Holland, PA 17557 | 3,174 | Robert M. Hollister EdD | www.elanco.org 717-354-1500 | 95.6 6 | New Holland 1955 | Brecknock, Earl, Caernarvon and E. Earl twps., New Holland and Terre Hill |
| 32 | NORTHERN YORK COUNTY SD 650 S. Baltimore St. Dillsburg, PA 17019 | 3,155 | Eric S. Eshbach | www.northernpolarbears.com 717-432-8691 | 83.5 6 | Dillsburg 1950 | Carroll, Franklin, Monaghan and Warrington twps., Dillsburg, Franklintown and Wellsville |
| 33 | LAMPETER-STRASBURG SD 1600 Book Road, P.O. Box 428 Lampeter, PA 17537-0428 | 3,044 | Kevin S. Peart EdD | www.lspioneers.org 717-464-3311 | 36.2 5 | W. Lampeter Twp. DNR | Strasburg and W. Lampeter twps., Strasburg |
| 34 | SOUTHERN YORK COUNTY SD 3280 Fissels Church Road, P.O. Box 128 Glen Rock, PA 17327 | 3,027 | Sandra Lemmon | www.syc.k12.pa.us 717-235-4811 | 68.0 5 | Shrewsbury Twp. 1950 | Codorus and Shrewsbury twps., Glen Rock, New Freedom, Railroad and Shrewsbury |
| 35 | COCALICO SD 800 S. Fourth St., P.O. Box 800 Denver, PA 17517 | 3,020 | Ella H. Musser EdD | www.cocalico.k12.pa.us 717-336-1413 | 50.9 6 | Denver 1952 | E. Cocalico and W. Cocalico twps., Adamstown and Denver |

DNR did not respond NA-not applicable NR-not ranked SD-school district
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Published March 11, 2016.

Researched by Alaine Keisling



COUNTY REPORT: Cumberland/Dauphin

Separated only by the Susquehanna River, these two counties are known for state government, chocolate bars, and everything an auto aficionado could ever dream of. But it's also a region where high-tech companies and old-time farmer's markets contribute to the economy. The Central Penn Business Journal takes a closer look at the region and the companies that call it home.

This four-color, glossy magazine will be distributed in the May 19, 2017 issue of the Central Penn Business Journal with its readership of over 43,000.

There will also be extra distribution within Dauphin and Cumberland Counties and a digital edition of the publication emailed to 17,000 e-news subscribers and posted at www.CPBJ.com for a full year.

CENTRAL PENN
BUSINESS JOURNAL

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Publication Date: **May 19, 2017**

Contact Shaun McCoach at (717) 236-4300 or
shaunm@cpbj.com for more information.

Colleges and universities

Ranked by enrollment

| Rank | Prev. Rank | School Address | Fall 2015 enrollment | 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 AKA HACC 1 HACC Drive Harrisburg, PA 17110-2999 | 19,121 | John J. "Sk" Sygielski EdD President | www.hacc.edu 717-780-2300 800-222-4222 | 0%/100% 5:1 Associate, certificate and diploma | 855/1,796 1964 | Online degrees, transfer, dual admission, college in high school, study abroad, technology/trade programs, honors, NCAAA sports, workforce training |
| 2 | 2 | KUTZTOWN UNIVERSITY 15200 Kutztown Road, P.O. Box 730 Kutztown, PA 19530 | 9,000 | Kenneth Hawkinson President | www.kutztown.edu 610-683-4000 877-628-1915 | 41%/59% 19:1 Bachelor's, master's, and doctorate | 0/0 1 1866 | Studio art; communication; criminal justice; design; elem., sec., special & art ed., sports mgmt., marine science; prof. writing, pre-med; social work |
| 3 | 3 | MILLERSVILLE UNIVERSITY 1 S. George St., P.O. Box 1002 Millersville, PA 17551-0302 | 7,988 | John M. Anderson PhD President | www.millersville.edu 717-871-4636 800-682-3648 | 33%/67% 20:1 Associate, bachelor's, master's, post-bachelor's cert, post-master's cert, doctorate | 808/235 2 1855 | Honors program, independent study, distance learning, double major, study abroad, internships, co-ops, teacher cert. program, online/blended courses |
| 4 | 4 | SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299 | 7,058 | George F. "Jody" Harpster PhD President | www.ship.edu 717-477-7447 | 34%/66% 19:1 Bachelor's, master's, doctorate in education, certificate, post-degree certificate | 751/140 1 1871 | Study abroad, internships, co-op work-study, visiting-student program, academic success program, accelerated program, double major, dual admission |
| 5 | 5 | YORK COLLEGE 441 Country Club Road York, PA 17403-3651 | 5,067 | Pamela Gunter-Smith President | www.ycp.edu 717-848-7788 800-455-8018 | 44%/56% 17:1 Associate, bachelor's, master's, doctorate | 452/457 1 1787 | Study abroad, internships, engineering co-ops; PhD of nursing practice |
| 6 | 6 | PENN STATE HARRISBURG 777 W. Harrisburg Pike Middletown, PA 17057-4898 | 4,519 | Mukund S. Kulkarni PhD Chancellor | www.harrisburg.psu.edu 717-948-6029 | DNR/DNR 12:1 Associate, bachelor's, master's, doctorate | 512/180 1 1966 | Research opportunities, internships, study abroad, honors programs, community service, certificates, intercollegiate athletics |
| 7 | 7 | MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055 | 3,234 | Kim S. Phipps PhD President | www.messiah.edu 717-766-2511 800-233-4220 | 86%/14% 12:1 Bachelor's, master's, doctorate | 607/273 2 1909 | Study abroad, internships, honors program, exchange-student program |
| 8 | 8 | GETTYSBURG COLLEGE 300 N. Washington St., P.O. Box 2443 Gettysburg, PA 17325-1400 | 2,447 | Janet Morgan Riggs PhD President | www.gettysburg.edu 717-337-6000 800-431-0803 | 99%/1% 11:1 Bachelor's degrees in 40 majors | 768/126 1 1832 | DNR |
| 9 | 10 | DICKINSON COLLEGE P.O. Box 1773 Carlisle, PA 17013-2896 | 2,420 | Neil B. Weissman PhD Interim president | www.dickinson.edu 717-245-5121 | 94%/6% 9:1 Bachelor's | 838/85 1 1773 | Study abroad, internships, certificates |
| 10 | 9 | ALBRIGHT COLLEGE 1850 William Penn Way, Suite 204 Lancaster, PA 17601 | 2,393 | Lex O. McMillan III President | www.albright.edu 717-391-8920 888-253-8851 | 0%/100% 10.5:1 Bachelor's | 352/214 9 2000 | Accelerated degree programs, \$2,500 transfer scholarship for HACC graduates for accelerated programs, with locations in Lancaster and Harrisburg |
| 11 | 11 | FRANKLIN & MARSHALL COLLEGE College Avenue, P.O. Box 3003 Lancaster, PA 17604-3003 | 2,209 | Daniel R. Porterfield PhD President | www.fandm.edu 717-291-3911 | 99%/1% 9:1 Bachelor of arts | 682/214 1 1787 | DNR |
| 12 | 12 | SUSQUEHANNA UNIVERSITY 154 University Ave. Selinsgrove, PA 17870 | 2,203 | L. Jay Lemons PhD President | www.susqu.edu 570-374-0101 800-326-9872 | 90%/10% 12:1 Bachelor's | 0/0 1 1858 | More than 60 majors/minors; honors program; Global Opportunities study-away program; internships; research; service programs; 23 NCAA varsity sports |
| 13 | 13 | LANCASTER BIBLE COLLEGE 901 Eden Road Lancaster, PA 17601-5306 | 2,011 | Peter W. Teague EdD President | www.lbc.edu 717-569-7071 800-544-7395 | 40%/60% 13:1 UG; 9:1 G Associate, certificate, bachelor's, master's, doctorate | 185/20 2 1933 | TravelLearn, study abroad, internships, online programs, High School Jumpstart program |
| 14 | 14 | LEBANON VALLEY COLLEGE 101 N. College Ave. Annville, PA 17003 | 1,901 | Lewis Evtits 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 | 331/159 1 1866 | MBA, MME, MSE, study abroad, internships |
| 15 | 15 | ELIZABETHTOWN COLLEGE 1 Alpha Drive Elizabethtown, PA 17022-2298 | 1,820 | Carl J. Strikwerda President | www.etown.edu 717-361-1000 | 87%/13% 11:1 Bachelor's, master's | 437/176 4 1899 | Study abroad, internships, student research, community based learning, capstone projects, 80+ clubs, 20+ varsity sports |
| 16 | 16 | PENNSYLVANIA COLLEGE OF HEALTH SCIENCES 410 N. Lime St. Lancaster, PA 17602 | 1,447 | Mary Grace Simcox EdD President | www.pacollege.edu 717-544-4912 800-622-5443 | 0%/100% 8:1 Associate, bachelor's, certificate and technical certificate | 130/28 1 1903 | Electrophysiology, nursing, health science, health care admin., nuclear medicine, clinical lab science, respiratory care, radiography, sonography |
| 17 | 17 | CENTRAL PENN INC. DBA CENTRAL PENN COLLEGE 600 Valley Road, P.O. Box 309 Summerdale, PA 17093-0309 | 1,378 | Karen M. Scoloro EdD MA FA President | www.centralpenn.edu 717-732-0702 800-759-2727 | 18%/82% 18:1 Associate, bachelor's, master's | 134/101 2 1881 | Internships, community service, leadership; online and on-site study; accelerated terms; individualized career assistance for students and alumni |
| 18 | 18 | PENN STATE YORK 1031 Edgewood Ave. York, PA 17403 | 1,172 | David W. Chown Chancellor | www.yk.psu.edu 717-771-4000 800-778-6277 | 0%/100% 15.9:1 Associate, bachelor's, master's | 114/61 1 1926 | Accelerated degree and certificate programs for adult learners, graduate certificates, professional development programs |
| 19 | 19 | THADDEUS STEVENS COLLEGE OF TECHNOLOGY 750 E. King St. Lancaster, PA 17602 | 913 | William E. Griscorn EdD President | www.stevenscollege.edu 717-299-7701 800-842-3832 | 43%/57% 23:1 Associate, certificate | 95/70 1 1905 | Internships, community-service credits, evening majors |
| 20 | 20 | HARRISBURG UNIVERSITY OF SCIENCE & TECHNOLOGY 326 Market St. Harrisburg, PA 17101-2208 | 892 | Eric D. Darr PhD President and CEO | www.harrisburgu.edu 717-901-5152 | 39%/61% 12:1 Bachelor's and master's | 57/64 2 2001 | State employees discount |
| 21 | 21 | PENN STATE COLLEGE OF MEDICINE 500 University Drive Hershey, PA 17033 | 842 | A. Craig Hillemeier MD CEO, senior VP for health affairs and dean | med.psu.edu 717-531-8521 | 98%/2% DNR Master's, doctorate and medical doctorate degrees, master of public health | 1,628/268 2 1967 | Summer undergraduate research internship program; various programs for undergraduates interested in biomedical sciences; master's in homeland security |
| 22 | 22 | WILSON COLLEGE 1015 Philadelphia Ave. Chambersburg, PA 17201 | 771 | Barbara K. Mistick DM President | www.wilson.edu 717-264-4141 800-421-8402 | DNR/DNR 11:1 Associate, bachelor's, master's | 148/105 1 1869 | Women with Children program, teacher intern program, master of education, Fulton Center for Sustainable Living with 7-acre farm |
| 23 | 27 | EASTERN MENNONITE UNIVERSITY AT LANCASTER 1846 Charter Lane, P.O. Box 10936 Lancaster, PA 17605-0936 | 352 | Mary L Jensen EdD Associate provost | www.emu.edu/lancaster/ 717-397-5190 | DNR/100% 15:1 BS in nursing, MA in education, MDiv in pastoral studies | 15/4 1 1917 | Certification programs for reading specialists, ESL, RJE, school nurse, ministry leadership, theological studies, STEP |
| 24 | 23 | PENNSYLVANIA COLLEGE OF ART & DESIGN 204 N. Prince St., P.O. Box 59 Lancaster, PA 17608-0059 | 200 | Mary Colleen Heil President | www.pcad.edu 717-396-7833 800-689-0379 | 0%/100% 10:1 BFA | 34/80 1 1982 | Four certificate programs; internships, design center, real-world projects in class; gallery, continuing education, youth art classes |
| 25 | NR | TEMPLE UNIVERSITY HARRISBURG 234 Strawberry Square Harrisburg, PA 17101 | 190 | 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 | 35/1 DNR 1987 | Freshman year in Harrisburg program, post-master's certificate in play therapy, special education certification, family development credential |

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, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the individual schools, the Pennsylvania Department of Education, the U.S. Department of Education, the National Center for Education Statistics and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys; info: info@CPBjListCentral on Twitter. **Published Aug. 12, 2016.**

Researched by Alaine Keisling

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CENTRAL PENN
BUSINESS JOURNAL
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The improving economy has brought an excellent climate for mergers and acquisitions. **M&A in the midstate** takes a look at mergers & acquisitions in Central Pennsylvania, and provides businesses with the information they need to know. This publication, from Central Penn Business Journal, explains what makes market conditions great, what business sectors are most active, and which types of businesses are currently, or should be, completing transactions. Take advantage of this opportunity to align your company with businesses considering transition and in need of professional advisors.



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MBA programs

Ranked by enrollment

| Rank | Prev. rank | School Address | Fall 2015 MBA enrollment | MBA program director Title | Website Phone | Credits needed 2015 per credit cost Class times | Minimum GPA / GMAT Student:faculty Application deadline | 2015 MBAs granted Headquarters Year established | MBA specialties |
|------|------------|--|--------------------------|--|--|--|--|--|---|
| 1 | 1 | UNIVERSITY OF PENNSYLVANIA THE WHARTON SCHOOL 3620 Walnut St., Huntsman Hall G-21 Philadelphia, PA 19104-6340 | 1,788 | Howard Kaufold PhD Vice dean | www.wharton.upenn.edu 215-898-6183 | Varies DNR F-T and P-T options | NA/NA DNR Oct. 4, Jan. 4 and March 3 | DNR Philadelphia 1881 | 18 MBA majors, plus options for individualized major and dual or joint degrees |
| 2 | 2 | DESALES UNIVERSITY 2755 Station Ave. Center Valley, PA 18034-9568 | 765 | David M. Gilfoil PhD MBA director | www.desales.edu/mba 610-282-1100, ext. 1450 888-622-3923 | 36 \$815 Evening | 3.0/ 500 15:1 Rolling admissions | 117 Center Valley 1965 | Accounting, comp. info. sys., finance, health care systems mgt., HR mgt., management, marketing, project mgt., self-designed, supply-chain mgt. |
| 3 | 4 | CARNEGIE MELLON UNIVERSITY TEPPER SCHOOL OF BUSINESS 5000 Forbes Ave. Pittsburgh, PA 15213-3890 | 698 | Kathryn Barraclough Head of MBA program | www.cmu.edu 412-268-2272 | 64 \$1,875 Day and evening | NA/NA 5:1 Oct., Jan., March, May, June | 269 Pittsburgh 1901 | Finance, strategy, marketing, accounting, communications, economics, ethics/social responsibility, entrepreneurship, business tech., org. behavior |
| 4 | 5 | UNIVERSITY OF PITTSBURGH JOSEPH M. KATZ GRADUATE SCHOOL OF BUSINESS 372 Mervis Hall Pittsburgh, PA 15260 | 555 | Sandra Douglas Director | www.business.pitt.edu/katz 412-648-1700 | 51-57 \$1,218 Day, evening and weekend programs | NA/NA 6:1 Various | 228 Pittsburgh 1787 | Finance; information systems management; marketing; operations; organizational behavior and human resources management; strategy |
| 5 | 6 | UNIVERSITY OF SCRANTON ARTHUR J. KANIA SCHOOL OF MGT. 800 Linden St. Scranton, PA 18510 | 505 | Robyn Lawrence PhD MBA program director | www.scranton.edu 570-941-7600 800-366-4723 | 36 DNR Evening | 3.0 in major; 2.75 overall/NA DNR NA | 219 Scranton 1888 | Accounting, finance, marketing, international business, health care mgt., operations mgt., information systems, enterprise resource planning, general |
| 6 | 7 | SHIPPENSBURG UNIVERSITY 1871 Old Main Drive Shippensburg, PA 17257-2299 | 246 | Robert D. Stephens Director | www.ship.edu 717-477-1483 | 30 \$607 Evenings and online | DNR/450 16:1 Rolling | 95 Shippensburg Twp. 1871 | Managerial issues: strategy, leadership, entrepreneurship and globalization |
| 7 | 8 | POINT PARK UNIVERSITY 201 Wood St. Pittsburgh, PA 15222 | 243 | Steve Tanzilli MBA program head | www.pointpark.edu 412-392-3808 800-321-0129 | 36 \$856 Evenings, Saturdays | 3.25/NA 14:1 Rolling | 164 Pittsburgh 1960 | Business analytics; energy; international business; management; mgt. information systems; global, health systems, and sports and entertainment mgt. |
| 8 | | LEHIGH UNIVERSITY 27 Memorial Drive W. Bethlehem, PA 18015 | 178 | Andrew N. Ward Associate dean | www.lehigh.edu 610-758-3418 | 36 \$1,050 Evening, day, weekend | NA/550 10:1 Aug. 1, Dec. 1 | DNR Bethlehem 1865 | Corporate entrepreneurship, finance, international business, marketing, project management, supply-chain management |
| 9 | 13 | PENN STATE UNIVERSITY SMEAL COLLEGE OF BUSINESS 220 Business Building University Park, PA 16802 | 148 | Carrie Marcinkevage MBA managing director | www.smeal.psu.edu/mba 814-863-0474 800-379-6445 | 60 \$988 Day | NA/NA 4:1 Oct. 1, Dec. 1, Feb. 1, April 1 | 74 University Park, Centre Co. 1953 | Supply-chain management, business-to-business marketing, corporate finance |
| 10 | 14 | INDIANA UNIVERSITY OF PA EBERLY COLLEGE OF BUSINESS 684 Pratt Drive Indiana, PA 15705-1071 | 142 | Krish S. Krishnan Director | www.iup.edu/mba 724-357-2522 | 36 \$470 Day, evening, Saturdays | 2.6/450 4:1 July 30 | 142 Indiana 1875 | Accounting, finance, HR, marketing, supply-chain management, international business |
| 11 | 11 | LEBANON VALLEY COLLEGE 101 N. College Ave. Annullville, PA 17003 | 138 | David Setley MBA program director | www.lvc.edu 717-867-6213 866-582-4236 | 36 \$610 Evenings | DNR/Optional 14:1 Rolling | DNR Annullville Twp. 1866 | Health care management |
| 12 | 17 | CARLOW UNIVERSITY GRADUATE SCHOOL 3333 Fifth Ave. Pittsburgh, PA 15213 | 136 | Enrique Mu PhD and Howard Stern PhD Co-directors | www.carlow.edu 412-578-6671 800-333-2275 | 36 \$801 Evening and online | NA (3.0 preferred)/NA DNR Rolling | 43 Pittsburgh 1929 | Fraud and forensics, health care, human resource, leadership and project management; MSN/MBA dual degree |
| 13 | 16 | PENN STATE HARRISBURG 777 W. Harrisburg Pike Middletown, PA 17057-4898 | 132 | Oranee Tawatnuntachai Director | www.harrisburg.psu.edu 717-948-6140 | 30-48 \$821 Evenings | 3.0/450 3:3 April 18, July 18, Nov. 18 | 49 Lower Swatara Twp. 1966 | Accounting, e-business, human resource management, financial analysis, general business, supply-chain management |
| 14 | 20 | ELIZABETHTOWN COLLEGE SCHOOL OF CONTINUING AND PROFESSIONAL STUDIES 1 Alpha Drive Elizabethtown, PA 17022-2298 | 125 | Barbara A. Randazzo Dean | www.etowdegrees.com 717-361-3750 800-877-2694 | 36 \$660 Evenings, weekends | 3.0/NA 9 NA | 26 Elizabethtown 1899 | DNR |
| 15 | 21 | WIDENER UNIVERSITY 1 University Place Chester, PA 19013-5791 | 116 | Penelope Sue Greenberg Associate provost | www.widener.edu 610-499-4305 888-943-3637 | 30 \$984 Evening, online | 2.8/510 DNR May 1, Dec. 1, April 1 | 31 Chester, Delaware Co. 1821 | Business process, enterprise resource planning, financial planning, health care administration, human resources, marketing |
| 16 | NR | DEVRY UNIVERSITY KELLER GRADUATE SCHOOL OF MANAGEMENT 1140 Virginia Drive Fort Washington, PA 19034-3204 | 98 | Oscar Gutierrez Senior national dean | www.keller.edu 215-591-5700 | 48 \$766 Day, evening | 2.7/NA DNR Rolling | 55 Fort Washington, Montgomery Co. 1931 | Project mgt., accounting, general mgt., human resources, finance, health services, business intelligence and analytics mgt., information systems mgt. |
| 17 | NR | SETON HILL UNIVERSITY 1 Seton Hill Drive Greensburg, PA 15601-1599 | 86 | Douglas K. Nelson MBA program director | www.setonhill.edu 724-830-4738 800-826-6234 | 36 \$850 Evening, Sat. and accelerated online format | 3.0 /NA 10 to 1 Rolling admission; program starts six times a year | 37 Greensburg, Westmoreland Co. 1885 | Entrepreneurship, management, accounting, sports management |
| 18 | 19 | ST. FRANCIS UNIVERSITY GRADUATE SCHOOL OF BUSINESS AND HUMAN RESOURCE MANAGEMENT 117 Evergreen Drive, P.O. Box 600 Loretto, PA 15940-0600 | 80 | Randy L. Frye EdD Director | www.francis.edu 814-472-3026 866-342-5738 | 36-48 \$875 Primarily evenings, some online | 2.75/GMAT Req. 14:1 Revolving | 40 Loretto, Cambria Co. 1847 | Master's degree in HR management; MBA concentrations include accounting, finance, marketing, information systems management, health care 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 individual schools and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjSurveys.info; follow @CPBjListCentral on Twitter. **Published March 11, 2016.**

Researched by Elaine Keisling

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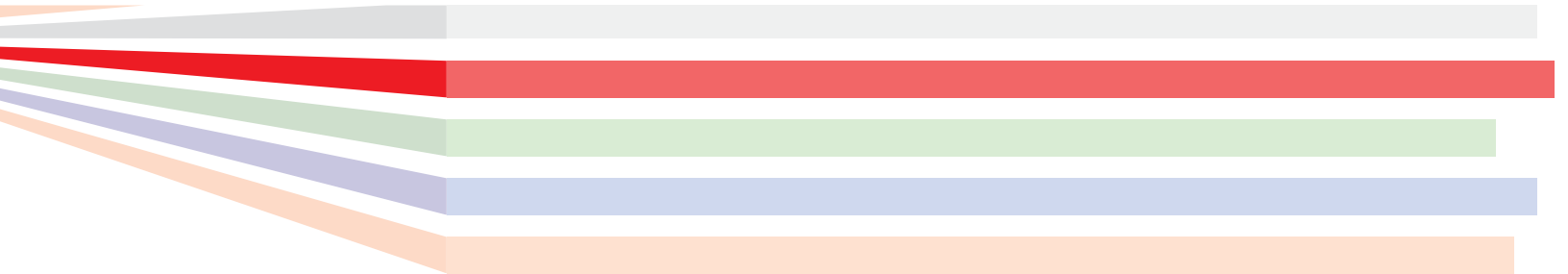
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CHAPTER 4

ENERGY

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| Electricity-Distribution Companies | .65 |
| Gas Distribution Companies | .65 |

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— Lenay Ruhl



The cooling towers at Three Mile Island Generating Station on the Susquehanna River in Dauphin County.

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Alternative energy companies

Ranked by local alternative energy revenue

| Rank | Prev. rank | Company Address | 2015 local alternative energy/total revenue | Top local executive Title | Website Phone | F-T/P-T local employees Local projects/clients | Local/total locations Headquarters Year established locally | Alternative energy specialties |
|------|------------|---|---|--|---|--|---|--|
| 1 | 1 | WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429 | \$104.11 million \$520.53 million | Jeffrey B. Lyons President and CEO | www.worleyobetz.com 717-665-6891 800-697-6891 | 152/24 DNR | 2/3 Penn Twp. 1946 | Propane, ultra-bioheat, biodiesel, E85, 100% American fuel, propane autogas, 100% green electricity generation, solar, geothermal |
| 2 | 3 | MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610 | \$22.87 million \$103.6 million | Thomas F. "Chip" Brown President | www.mcclureco.com 717-232-9743 | 221/0 DNR | 1/5 Susquehanna Twp. 1953 | Geothermal, solar photovoltaic, biomass, wind turbines |
| 3 | 4 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | \$9.37 million \$66.9 million | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | 294/0 DNR | 1/3 Harrisburg 1914 | Value-engineered approach to the total building, through pre-construction evaluation coupled with ability to deliver turnkey mechanical systems in conjunction with energy management controls |
| 4 | 5 | JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514 | \$6.02 million \$15.04 million | Chris Leaman President | www.jkmechanical.com 717-464-0111 800-556-0028 | 80/8 DNR | 1/1 Pequea Twp. 1979 | Residential and business solar and geothermal systems; remote energy-monitoring systems to help building owners manage utility bills |
| 5 | 6 | PARADISE ENERGY SOLUTIONS LLC 875 Brackbill Road Gap, PA 17527 | \$4.99 million \$16.25 million | Timothy L. Beiler CEO | www.paradisolarenergy.com 717-407-5152 877-851-9269 | 32/1 DNR | 1/6 Salisbury Twp. 2009 | Solar photovoltaics |
| 6 | 7 | SOLAR RENEWABLE ENERGY LLC 4550 Lena Drive Mechanicsburg, PA 17055 | \$4 million \$4 million | Douglas R. Berry CEO | www.srenergylc.com 717-571-1151 | 12/0 Solar arrays for Masonic Village at Elizabethtown, Mount Joy Borough Authority and York County Solid Waste Authority | 1/1 Lower Allen Twp. 2009 | Provides PV solar turnkey commercial development services, ownership capital, financing, operations and maintenance, SREC aggregations |
| 7 | 2 | SHIPLEY ENERGY CO. 415 Norway St. York, PA 17403 | \$3.37 million \$56.18 million | David Gruno CEO | www.shipleenergy.com 717-848-4100 800-839-1849 | 191/3 DNR | 2/6 York 1929 | Biofuels and solar |
| 8 | NR | HALLER ENTERPRISES INC. 212 Bucky Drive Litz, PA 17543 | \$1.67 million \$59.12 million | J. Richard Haller Founder and president | www.hallerent.com 717-625-1500 888-625-1500 | 366/23 DNR | 4/6 Manheim Twp. 1981 | Geothermal, solar photovoltaic, solar thermal water heating |
| 9 | 8 | RICHARDS ENERGY GROUP INC. 781 S. Chiques Road Manheim, PA 17545 | \$33,000 \$3.3 million | Frank J. Richards CEO | www.richardsenenergy.com 717-898-6330 | 11/2 DNR | 1/1 Rapho Twp. 1995 | Determining whether alternative energy installation will cause inordinate increases in remaining purchased power |

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

The Central Penn Business Journal's list of alternative energy companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJournal.com/surveys.info; follow @CPBJListCentral on Twitter. **Published April 22, 2016.**

Researched by Elaine Keisling

Fuel companies

Ranked by number of local fuel employees

| Rank | Prev. rank | Company Address | Fuel/total employees | Top local executive Title | Website Phone | 2015 local/total revenue | Types of fuel | Delivery area | Local/total locations Headquarters Year established locally | Services offered |
|------|------------|---|----------------------|---|--|--------------------------------------|--|---|---|---|
| 1 | 1 | WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429 | 158 176 | Jeffrey B. Lyons President and CEO | www.worleyobetz.com 717-665-6891 800-697-6891 | \$520.53 million \$520.53 million | Propane, ultra-bioheat, gasoline, biodiesel fuels, ethanol, propane autogas | Residential: Lancaster, Chester, and parts of Berks, Lebanon, and Dauphin counties; commercial: five-state area | 2/3 Penn Twp. 1946 | Residential/commercial propane, ultra-bioheat, electricity, natural gas, HVAC service and installation, fuel card programs, on-site fleet fueling |
| 2 | 2 | SHIPLEY ENERGY CO. 415 Norway St. York, PA 17403 | 150 194 | David Gruno CEO | www.shipleenergy.com 717-848-4100 800-839-1849 | \$56.18 million \$56.18 million | Bioheat; ultra-low-sulfur diesel; high-sulfur diesel, propane | Adams, Cumberland, Dauphin, Franklin, Huntingdon, Lancaster, Lebanon, Montgomery, Perry and York counties | 2/6 York 1929 | Provides natural gas, electricity, propane, heating oil, HVAC, diesel and gasoline, bulk fuel and asphalt deliveries, preventive maintenance |
| 3 | 3 | MID-ATLANTIC COOPERATIVE SOLUTIONS INC. DBA AERO ENERGY 230 Lincoln Highway E. New Oxford, PA 17350-1213 | 96 111 | Thompson T. Washburn President | www.aeroenergy.com 717-624-4311 800-998-4311 | DNR DNR | Diesel, gasoline, kerosene, propane, heating oil | Adams, Cumberland, Franklin and York counties | 3/7 New Oxford 1929 | Fuel, HVAC service and installation |
| 4 | 4 | JEROME H. RHOADS INC. DBA RHOADS ENERGY CORP. 624 S. Prince St., P.O. Box 1198 Lancaster, PA 17603-1198 | 21 94 | Michael F. DeBerdine III President and CEO | www.rhoadsenenergy.com 717-397-5277 800-673-2423 | \$52.22 million \$52.22 million | Heating oil, propane, gasoline, kerosene, diesel | Berks, Chester, Lancaster, Lebanon and Montgomery counties | 6/6 Lancaster 1917 | Heating oil, kerosene, propane, natural gas, gasoline, HVAC installation and service, fleet fueling |
| 5 | 6 | TALLEY PETROLEUM ENTERPRISES INC. 10046 Allentown Blvd. Grantville, PA 17028 | 17 17 | Judith A. Talley President | www.talleypetro.com 717-469-0338 800-942-9711 | \$40.6 million \$40.6 million | Heating oil, on-road diesel, off-road diesel, kerosene, gasoline | All of Central Pennsylvania | 1/1 E. Hanover Twp. 1997 | Petroleum products |
| 6 | 5 | WEAVER ENERGY INC. 144 Church Road Litz, PA 17543 | 15 16 | Kenneth E. Weaver President | www.weaverenergy.com 717-626-7169 | \$21.12 million \$21.12 million | Heating oil, diesel fuel, biodiesel, E10 gasoline, ethanol-free gasoline, kerosene | Lancaster, Chester and Lebanon counties | 1/1 Warwick Twp. 1995 | Residential/commercial delivery of heating oil, diesel fuel, biodiesel, gasoline and kerosene; cardlock fuel stations; HVAC service and installations |
| 7 | 7 | ABC FUEL OIL CO. INC. 25 N. Lockwillow Ave. Harrisburg, PA 17112 | 11 14 | B. Scott Wolford President | www.abcfueloil.com 717-545-4758 | DNR DNR | Fuel oil, kerosene | 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 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | 8 294 | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | \$66.9 million \$66.9 million | No. 2 heating oil, LP Gas | Cumberland, Dauphin, Franklin, Lancaster, Perry and York counties | 1/3 Harrisburg 1914 | Full-service design/build mechanical contractor, commercial and residential; plumbing, heating, air conditioning, fuel oil, LP, solar and geothermal |
| 9 | 9 | W.C. ESHENAUER & SON INC. 200 S. 41st St. Harrisburg, PA 17111 | 8 70 | W. Craig Eshenauer President | www.eshenauer.com 717-236-5031 | \$14.5 million \$14.5 million | Heating oil, propane, ULSD off-road diesel and gasoline | 50-mile radius of Harrisburg | 1/1 Swatara Twp. 1929 | Plumbing, heating, air conditioning, sheet metal, wells, water treatment, machine shop, welding, propane, diesel, gasoline, fuel oil |
| 10 | 10 | LISI OIL CO. 137 E. Broad St. Elizabethtown, PA 17023 | 3 60 | Randall Lisi Owner | www.lisioil.com 717-362-3373 | DNR DNR | Heating oil, off-road diesel | 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, Franklin, 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.CPBJournal.com/surveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 13, 2017.**

Researched by Elaine Keisling

Energy consultants

Ranked by local energy consultants

| Rank | Prev. rank | Company Address | 2016 FTE local energy consultants | Top local executive Title | Website Phone | F-T/P-T local employees | Local/total locations Headquarters Year established locally | Consulting expertise |
|------|------------|---|-----------------------------------|---|--|-------------------------|---|---|
| 1 | 1 | SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302 | 68 | Sandra Loy Bell CEO | www.skellyloy.com 717-232-0593 800-892-6532 | 82 20 | 1/6 Swatara Twp. 1969 | Fuel supply studies, GIC claims, facility design, environmental siting and permitting, archaeology, wetlands, NEPA reviews, mitigation |
| 2 | 2 | ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797 | 30 | William S. Tafuto President and CEO | www.armgroup.net 717-533-8600 | 79 8 | 4/6 Derry Twp. 1998 | Wind and solar energy assessment and development; landfill gas-to-energy system design; geothermal heating and cooling system development |
| 3 | 6 | H.B. MCCLURE CO. 600 S. 17th St., P.O. Box 1745 Harrisburg, PA 17105-1745 | 15 | Robert F. Whalen President and CEO | www.hbmcclure.com 717-232-4328 | 294 0 | 1/3 Harrisburg 1914 | Delivery of design/build services; BPI, RESNet, Energy Star certified |
| 4 | 5 | ACHIEVE ENERGY SOLUTIONS LLC 4550 Lena Drive Mechanicsburg, PA 17055 | 12 | Douglas R. Berry CEO | www.aesllc.com 717-790-9005 | 12 0 | 1/1 Lower Allen Twp. 2012 | Electricity and gas procurement, energy-efficient lighting, demand response and electric rate audits |
| 5 | 3 | RICHARDS ENERGY GROUP INC. 781 S. Chiques Road Manheim, PA 17545 | 11 | Frank J. Richards CEO | www.richardsenergy.com 717-898-6330 | 11 2 | 1/1 Rapho Twp. 1995 | Electric/gas energy purchasing, lighting studies and installations, PJM demand response programs, energy and sales tax audits |
| 6 | 4 | PURE ENERGY COACH LLC 10 N. Bausman Drive Lancaster, PA 17603 | 10 | A. Tamasin Stermer President | www.pureenergycoach.com 717-293-8990 877-232-9156 | 2 8 | 3/6 Lancaster Twp. 1987 | Residential energy conservation and energy efficiency through quality control inspections, energy audits and education and training |
| 7 | 7 | MCCLURE CO. 4101 N. Sixth St. Harrisburg, PA 17110-1610 | 9 | Thomas F. "Chip" Brown President | www.mcclureco.com 717-232-9743 | 221 0 | 1/5 Susquehanna Twp. 1953 | Improving energy efficiency in lighting, heating and air conditioning, building automation and thermal envelope systems |
| 8 | 8 | REYNOLDS ENERGY SERVICES INC. 3300 N. Third St. Harrisburg, PA 17110 | 7 | Rick Evans President | www.reynoldsolutions.com 717-238-5737 | 12 0 | 1/1 Harrisburg 2008 | Renewable energy consulting, energy services project consulting, grant and rebate assistance |
| 9 | NR | DYNATECH CONTROLS INC. 711 Catherine St. Lancaster, PA 17603 | 6 | Mark Myers President | www.dynatechcontrols.com 717-380-0874 877-892-7205 | 14 0 | 1/1 Lancaster 1992 | Energy management systems |
| 10 | 11 | WORLEY & OBETZ INC. 85 White Oak Road, P.O. Box 429 Manheim, PA 17545-0429 | 5 | Jeffrey B. Lyons President and CEO | www.worleyobetz.com 717-665-6891 800-697-6891 | 152 24 | 2/3 Penn Twp. 1946 | Electricity and natural-gas energy consulting, heating and air-conditioning energy efficiency, propane and fuels |
| 11 | 10 | ENERGY OPPORTUNITIES INC. 1200 E. Camping Area Road Wellsville, PA 17365-9783 | 5 | Marcus B. Sheffer President | www.sevengroup.com 717-292-2636 | 6 1 | 1/1 Wellsville 1993 | Energy modeling, daylighting analysis, energy audits, measurement and verification, LEED, training, net positive buildings, deep energy retrofits |
| 12 | 14 | URA INC. AKA UTILITY RATES ANALYSTS 3913 Hartzdale Drive Camp Hill, PA 17011 | 5 | Stephen Cantore President | www.utilityratesanalysts.com 717-761-5150 | 5 1 | 1/1 Lower Allen Twp. 1991 | Utility cost reductions, electric and gas supply procurement, demand response program implementation, sales/use tax studies |
| 13 | 18 | ENERGYWISE CONSULTING 1853 William Penn Way, Suite 7 Lancaster, PA 17601 | 5 | Nelson C. Hoover Owner | www.energywiseconsulting.com 717-581-1900 866-581-1994 | 5 0 | 1/1 E. Lampeter Twp. 1994 | Electric and natural gas procurement; demand response |
| 14 | 15 | SHIPLEY ENERGY CO. 415 Norway St. York, PA 17403 | 3 | David Gruno CEO | www.shipleyenergy.com 717-848-4100 800-839-1849 | 191 3 | 2/6 York 1929 | Home energy audits and green screens |
| 15 | NR | JK MECHANICAL INC. 202 W. Kendig Road Willow Street, PA 17584-9514 | 3 | Chris Leaman President | www.jkmechanical.com 717-464-0111 800-556-0028 | 80 8 | 1/1 Pequea Twp. 1979 | Home energy audits by a BPI-certified auditor; solar energy design and consulting; geothermal design and consulting |
| 16 | NR | ENGINUITY LLC 203 Lynndale Court Mechanicsburg, PA 17050-2893 | 3 | James Mooney President and CEO | www.enginuity-llc.com 717-796-9226 | 68 1 | 1/2 Hampden Twp. 2002 | Commercial and industrial HVAC, plumbing, plant utilities |
| 17 | NR | ENERGY RESOURCES GROUP LLC DBA ERG PARTNERS 223 State St., Suite 300, P.O. Box 1205 Harrisburg, PA 17108-1205 | 3 | John Nikoloff and Tracy Wingenroth Partners | www.erg-partners.com 717-233-8606 | 2 0 | 1/1 Harrisburg 2007 | Project development, financing, government relations, energy policy, grants, public relations, logistics, rail |
| 18 | 16 | BEN ILGENFRITZ ELECTRIC LLC DBA GENESIS LIGHTING + ELECTRIC 1019 Weiss Ave. Lebanon, PA 17042-7135 | 1 | Ben Ilgenfritz Owner | www.genesisle.com 717-450-2878 | 3 1 | 1/1 S. Lebanon Twp. 2012 | Lighting audits, energy-efficient lighting retrofits, power usage monitoring, rebate and grant application assistance |
| 19 | 12 | ENERGY MATERIALS & SUSTAINABILITY CONSULTING LLC DBA EMS CONSULTING 600 N. Hartley St., Suite 100 York, PA 17404 | 1 | Warren J. Weaver Principal sustainability consultant | www.enmsconsulting.com 717-873-3861 | 1 0 | 1/1 York 2012 | Energy efficiency and conservation; materials efficiency; sustainable businesses, systems and buildings; management systems (ISO 14, 26, 50); environmental, OSHA regulatory compliance; sustainability |

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

The Central Penn Business Journal's list of energy consultants is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published April 22, 2016.**

Researched by Elaine Keisling

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Commercial waste-hauling services

Ranked by number of tons hauled

| Rank | Prev. rank | Company Address | Tons hauled in 2014 | Top local executive Title | Website Phone | F-T/P-T local employees 2014 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 | 333/5 \$55 million/\$55 million | 15%/15%/70% Adams, Cumberland, Dauphin, Lancaster, York | 1/1 E. Manchester Twp. 2000 | Hauling, disposal, recycling collection, processing |
| 2 | 2 | TIGER WASTE DISPOSAL SERVICES INC. DBA TIGER TRASH 110 W. Crone Road, P.O. Box 2444 York, PA 17405-2444 | 350,000 | Jeremy M. Knaub Vice president | www.tigertrash.com 717-699-1111 877-743-1382 | 20/0 \$6.4 million/\$6.4 million | 25%/50%/25% Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, York | 1/1 Manchester Twp. 1999 | Hauling, disposal, recycling roll-off service, dump truck, residential, commercial, industrial services |
| 3 | NR | LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380 | 121,500 | Joseph G. Barry President | www.lebanonfarmsdisposal.com 717-949-2363 800-533-5356 | 85/10 \$16.2 million/\$16.2 million | 26%/29%/45% Berks, Dauphin, Lancaster, Lebanon, York | 1/1 Heidelberg Twp. 1964 | Solid waste collection, recycling and disposal services in southcentral Pennsylvania |
| 4 | 3 | TIER ENVIRONMENTAL SERVICES INC. 5745 Lincoln Highway Gap, PA 17527 | 100,000 | Joseph Madrak Jr. President | www.tierde.com 717-442-4400 800-652-4400 | 27/1 \$6.03 million/\$14.59 million | 30%/68%/2% Del., Md., N.J., N.Y., Pa. | 1/3 Salisbury Twp. 1993 | Environmental services |
| 5 | 4 | CHAMBERSBURG WASTE PAPER CO. INC. DBA CWP WASTE SERVICES 2047 Loop Road, P.O. Box 975 Chambersburg, PA 17201-0975 | 75,000 | Kelly Adams President | www.cwprecycle.com 717-264-4890 | 70/0 DNR/DNR | 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 |
| 6 | NR | EAGLE DISPOSAL OF PA INC. 1245 Eagles Way, P.O. Box 288 East Earl, PA 17519 | 39,914 | William L. Deihm Owner | www.eagledisposalofpa.com 717-355-9560 | DNR/DNR DNR/DNR | DNR/DNR/DNR Lancaster, Chester, Berks, Lebanon | DNR/DNR E. Earl Twp. 2002 | Refuse and disposal; recycling |
| 7 | 5 | AGRI MARKETING INC. DBA USA GYPSUM 1368 W. Route 897 Denver, PA 17517 | 27,192 | Terry L. Weaver President | www.usagypsum.com 717-335-0379 | 8/1 \$2.72 million/\$2.72 million | 100%/0%/0% Berks, Chester, Dauphin, Lancaster, Lebanon and York | 2/2 W. Cocalico Twp. 1998 | Provides scrap gypsum wallboard recycling services to the manufactured housing, construction industries and C&D 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, Franklin, 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.CPBJournal.com/surveys.info; follow @CPBJListCentral on Twitter. **Published Jan. 8, 2016.**

Researched by Elaine Keisling

Recycling companies

Ranked by tons recycled

| Rank | Prev. rank | Company Address | Tons recycled in 2014 | Top local executive Title | Website Phone | Products recycled Pick up/drop off | F-T/P-T local employees 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 | 115,000 | Kelly Adams President | www.cwprecycle.com 717-264-4890 | All types of paper, plastic, metal and construction materials, including wood and drywall Pick up and drop off | 70/0 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 | 85,000 | Scott R. Wagner President | www.pennwaste.com 717-767-4456 866-575-8720 | Newspaper, plastic, steel, corrugated aluminum Pick up only | 333/5 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 1368 W. Route 897 Denver, PA 17517 | 27,192 | Terry L. Weaver President | www.usagypsum.com 717-335-0379 | Gypsum products by recycling gypsum wallboard scraps Pick up and drop off | 8/1 Recycles gypsum for lawn and garden, industrial and agricultural use | Berks, Chester, Dauphin, Lancaster, Lebanon and York 0%/100% | 2/2 W. Cocalico Twp. 1998 | Provides scrap gypsum wallboard recycling services to the manufactured housing, construction industries and C&D recycling |
| 4 | 5 | TIER ENVIRONMENTAL SERVICES INC. 5745 Lincoln Highway Gap, PA 17527 | 15,000 | Joseph Madrak Jr. President | www.tierde.com 717-442-4400 800-652-4400 | Fluorescent bulbs, scrap steel, batteries, electronic equipment, paper, cardboard, aluminum Pick up only | 27/1 Materials sent to precious-metal recycling, computer recycling, light-bulb recycling | Del., Md., N.J., N.Y., Pa. 2%/98% | 1/3 Salisbury Twp. 1993 | Environmental services |
| 5 | NR | LEBANON FARMS DISPOSAL INC. 230 Obie Road, P.O. Box 380 Schaefferstown, PA 17088-0380 | 9,500 | 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 only | 85/10 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 in southcentral Pennsylvania |
| 6 | NR | EAGLE DISPOSAL OF PA INC. 1245 Eagles Way, P.O. Box 288 East Earl, PA 17519 | 9,000 | William L. Deihm Owner | www.eagledisposalofpa.com 717-355-9560 | Plastics 1-7, glass, aluminum, paper, cardboard Pick up only | DNR/DNR DNR | Lancaster, Chester, Berks, Lebanon DNR/DNR | DNR/DNR E. Earl Twp. 2002 | Refuse and disposal; recycling |
| 7 | NR | TIGER WASTE DISPOSAL SERVICES INC. DBA TIGER TRASH 110 W. Crone Road, P.O. Box 2444 York, PA 17405-2444 | 250 | Jeremy M. Knaub Vice 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 | 20/0 Hauls to approved scrap yards, and recycling facilities | Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, York 0%/100% | 1/1 Manchester Twp. 1999 | Hauling, disposal, recycling roll-off service, dump truck, residential, commercial, industrial services |

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

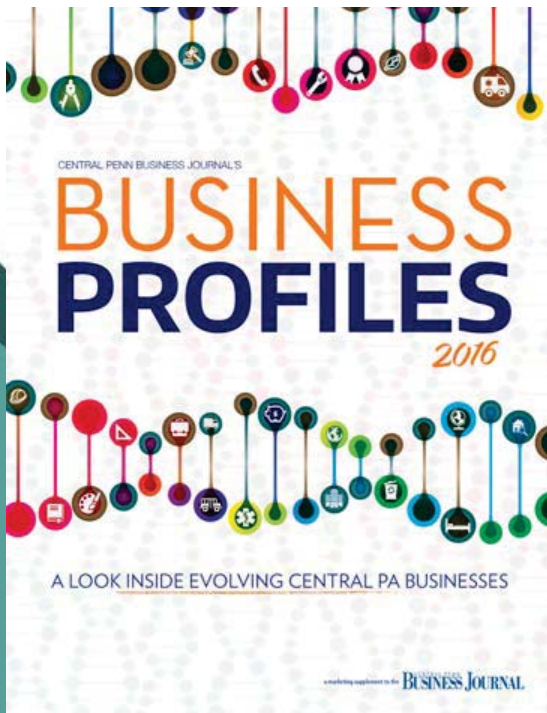
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Researched by Elaine Keisling

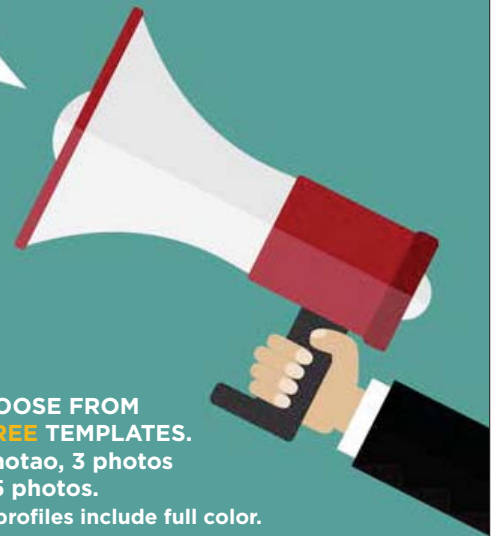
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Electricity-distribution companies

Ranked by Pennsylvania electric distribution revenue

| Rank | Company Address | 2014 electric-distribution revenue | Top local executive Title | Website Phone | Headquarters Year established | PA coverage area |
|------|---|------------------------------------|--|---|---|---|
| 1 | PECO ENERGY CO. 2301 Market St. Philadelphia, PA 19101 | \$2.13 billion | Craig L. Adams President and CEO | www.exeloncorp.com 215-841-4000 800-494-4000 | Philadelphia 1929 | Bucks, Chester, Delaware, Montgomery, Philadelphia and York counties |
| 2 | PPL ELECTRIC UTILITIES CORP. 2 N. Ninth St. Allentown, PA 18101 | \$925.10 million | Gregory N. Dudkin President | www.pplelectric.com 610-774-5151 800-342-5775 | Allentown 1920 | 29 counties, including Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties |
| 3 | DUQUESNE LIGHT CO. 411 Seventh Ave., P.O. Box 1930 Pittsburgh, PA 15219 | \$486.63 million | Richard Riazzi President and CEO | www.duquesnelight.com 412-393-6000 888-393-7100 | Pittsburgh 1903 | Allegheny and Beaver counties |
| 4 | PENNSYLVANIA ELECTRIC CO. 2800 Pottsville Pike, P.O. Box 16001 Reading, PA 19640 | \$349.04 million | Linda L. Moss President of Pa. operations | www.firstenergycorp.com NA 800-545-7741 | Muhlenberg Twp. NA | 31 Pennsylvania counties |
| 5 | WEST PENN POWER CO. 800 Cabin Hill Drive Greensburg, PA 15601-1650 | \$311.71 million | David W. McDonald Regional president | 724-837-3000 800-686-0021 | Greensburg, Westmoreland Co. 1916 | NA |
| 6 | METROPOLITAN EDISON CO. 2800 Pottsville Pike, P.O. Box 16001 Reading, PA 19612 | \$302.98 million | Linda L. Moss President of Pa. operations | www.firstenergycorp.com NA 800-545-7741 | Akron, Ohio 1917 | 13 Pennsylvania counties |
| 7 | PENNSYLVANIA POWER CO. 2800 Pottsville Pike, P.O. Box 16001 Reading, PA 19612 | \$82.52 million | Linda L. Moss President of Pa. operations | www.firstenergycorp.com NA 800-720-3600 | Muhlenberg Twp. NA | Allegheny, Beaver, Butler, Crawford, Lawrence, Mercer and Venango counties |
| 8 | UGI UTILITIES INC. 1 UGI Center Wilkes-Barre, PA 18711 | \$33.19 million | Robert F. Beard President and CEO | www.ugi.com 610-796-3400 800-276-2722 | Upper Merion Twp., Montgomery Co. 1882 | Eastern Pennsylvania |
| 9 | PIKE COUNTY LIGHT & POWER 1 Blue Hill Plaza Pearl River, NY 10965 | \$8.55 million | Timothy P. Cawley President and CEO | www.oru.com 845-352-6000 | Pearl River, N.Y. 1910 | NA |
| 10 | WELLSBORO ELECTRIC CO. 33 Austin St., P.O. Box 138 Wellsboro, PA 16901 | \$5.17 million | Craig Eocher President and CEO | www.wellsboroelectric.com 570-724-3516 | Lewisburg 1894 | Tioga, Bradford, Potter, Lycoming, Clinton, Cameron and McKean 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Elaine Keisling

Gas-distribution companies

Ranked by Pennsylvania gas-operating revenue

| Rank | Company Address | 2014 Pa. gas operating revenue | Top local executive Title | Website Phone | Headquarters Year established locally | Services provided |
|------|--|--------------------------------|--|---|---------------------------------------|---|
| 1 | PHILADELPHIA GAS WORKS 800 W. Montgomery Ave. Philadelphia, PA 19122 | \$730.28 million | Craig E. White President and CEO | www.pgworks.com 215-235-1000 | Philadelphia 1836 | Provides gas service within Philadelphia; largest municipally owned gas utility in the nation |
| 2 | PECO ENERGY CO. 2301 Market St. Philadelphia, PA 19103-1338 | \$631.45 million | Craig L. Adams President and CEO | www.peco.com 215-841-4000 800-494-4000 | Philadelphia 1929 | Electric and natural-gas distribution in southeastern Pennsylvania |
| 3 | COLUMBIA GAS OF PENNSYLVANIA INC. 121 Champion Way, Suite 100 Canonsburg, PA 15317-9585 | \$544.43 million | Mark R. Kempic President | www.columbiagas.com 724-416-6300 | Cecil Twp., Washington Co. 1885 | Natural-gas distribution and customer service |
| 4 | UGI UTILITIES INC. 2525 N. 12th St., Suite 360 Reading, PA 19605 | \$446.17 million | Robert F. Beard President and CEO | www.ugi.com 610-796-3400 800-276-2722 | Reading 1925 | Provides natural gas to residential and commercial customers, as well as electricity to northeastern Pennsylvania |
| 5 | PEOPLES NATURAL GAS LLC 225 North Shore Drive Pittsburgh, PA 15212-5861 | \$423.93 million | Morgan K. O'Brien President and CEO | www.peoples-gas.com 412-553-5700 | Pittsburgh 1888 | Provides natural gas to customers in 16 counties in western Pennsylvania |
| 6 | PEOPLES NATURAL GAS LLC DBA EQUITABLE GAS CO. 225 North Shore Drive Pittsburgh, PA 15212-5861 | \$354.61 million | Morgan K. O'Brien President and CEO | www.peoples-gas.com 412-553-5700 | Pittsburgh 1888 | Provides natural gas to customers in Pittsburgh, southwestern Pennsylvania and northern West Virginia |
| 7 | UGI PENN NATURAL GAS INC. 1 UGI Center Wilkes-Barre, PA 18711-0601 | \$251.98 million | Vicki O. Ebner VP of gas | www.ugpng.com 570-829-3461 800-432-8017 | Hanover Twp., Luzerne Co. 1854 | Distributes natural gas to about 158,000 customers in 13 counties |
| 8 | VALLEY ENERGY CORP. 523 S. Keystone Ave., P.O. Box 340 Sayre, PA 18840 | \$10.37 million | Robert J. Crocker President and CEO | www.valley-energy.com 570-888-9664 | Lewisburg 1984 | Natural gas distribution |
| 9 | NORTH EAST HEAT & LIGHT CO. 10700 W. Main Road North East, PA 16428-2228 | \$3.02 million | Samuel S. Miller President | 814-725-4302 | North East, Erie Co. 1886 | Gas distribution |
| 10 | PIKE COUNTY LIGHT & POWER 1 Blue Hill Plaza Pearl River, NY 10965 | \$1.59 million | Timothy P. Cawley President and CEO | www.oru.com 845-352-6000 | 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 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Elaine Keisling

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CHAPTER 5

FINANCE

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BUSINESS BANKING ON THE GO

Personal banking apps are so 2016. Now that smartphone-accessible services are standard fare for most financial institutions, a growing number of banks are developing apps specifically for business customers. That includes big players in the midstate, like First National and Santander banks, which both rolled out apps specifically for commercial clients in the past year. “For business owners, time is money so their banking experiences need to be simple and convenient,” Amir Madjlessi, Santander’s managing director of business banking, said in a news release announcing the bank’s app. FNB’s app also looks to help on-the-go executives, Mark Sullivan, FNB’s director of treasury management, told the Central Penn Business Journal in September. These services are especially helpful for owners of small and mid-sized businesses, who might travel frequently as they fulfill multiple roles at their companies. Even as app use increases among individual and commercial customers, traditional branch banking isn’t going away soon, according to a study released in August by Fiserv Inc., a Wisconsin-based fintech company. While about 53 percent of consumers surveyed preferred online or mobile banking for daily transactions, 61 percent had still visited a branch in the past month.

— Jennifer Wentz

PHOTO/THINKSTOCK

Asset managers

Ranked by assets under local management

| Rank | Prev. Rank | Company Address | 2015 local/total assets under management | Top local executive | Website Phone | 2015 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 | Services provided |
|------|------------|--|--|--|--|--|---|---|---|
| 1 | 1 | FULTON FINANCIAL ADVISORS 1 Penn Square Lancaster, PA 17602 | \$8.48 billion \$8.48 billion | David B. Hanson CEO | www.fultonfinancialadvisors.com 717-291-2411 866-332-8393 | DNR 33%/15%/0% 50%/2% | 21%/34% 45% 198/10 | 92/270 Lancaster 2001 | Financial services, investment management and planning |
| 2 | 2 | EMERALD ADVISERS INC. 3175 Oregon Pike Leola, PA 17540 | \$3.85 billion \$4.09 billion | Kenneth G. Mertz II President and CIO | www.teamemerald.com 717-396-1116 800-722-4123 | DNR 53%/0%/0% 47%/0% | 100%/0% 0% 37/0 | 1/5 Manheim Twp. 1991 | Asset management firm providing research-based portfolio management |
| 3 | 3 | CONRAD SIEGEL INVESTMENT ADVISORS INC. 501 Corporate Circle Harrisburg, PA 17110 | \$2.97 billion \$2.97 billion | Tara L. Mashack-Behney President | www.conradsiegel.com/ investments 717-652-5633 | DNR 0%/0%/0% 100%/0% | 100%/0% 0% 24/24 | 1/1 Susquehanna Twp. 2002 | Provides independent investment consulting services to 401(k) and defined benefit plans, colleges and universities and high-net-worth individuals |
| 4 | 5 | BNY MELLON WEALTH MANAGEMENT 2 N. Second St., 12th Floor Harrisburg, PA 17101 | \$2.13 billion DNR | David Sivel CFP Senior director and Central Pa. team leader | www.bnywealthmanagement.com 717-221-3002 | DNR DNR/DNR/DNR DNR/DNR | DNR/DNR DNR 10/0 | 2/19 New York City DNR | Asset management, asset servicing, private banking, family governance, wealth and estate planning |
| 5 | NR | MML INVESTORS SERVICES LLC DBA UFINANCIAL GROUP 5001 Louise Drive Mechanicsburg, PA 17055 | \$1.98 billion \$3.7 billion | Matthew J. Dobbie President and CEO | www.ufinancialgroup.com 717-791-3300 | \$11.12 million 6%/22%/1% 66%/5% | 27%/46% 27% 62/11 | 1/7 Springfield, Mass. 1890 | Financial services firm offering life, disability income and long-term care insurance; financial planning, annuities and investments |
| 6 | 6 | RBC CAPITAL MARKETS LLC DBA RBC WEALTH MANAGEMENT 635 N. 12th St., Second Floor Lemoyne, PA 17043 | \$1.45 billion \$280 billion | C. Hoke, B.A. Fields and T. Zielinski Branch directors | www.rbc.com 717-724-4221 | \$20 million 18%/5%/1% 75%/1% | DNR/100% DNR 22/2 | 3/DNR Minneapolis 2005 | Provides financial planning, estate planning and investment advisory services for individuals and 401(k) plans for businesses |
| 7 | 8 | SELECT ASSET MANAGEMENT & TRUST CO. 4718 Gettysburg Road, Suite 405 Mechanicsburg, PA 17055-4378 | \$1.35 billion \$1.35 billion | Joseph V. Guerrisi CFA President and CEO | 717-972-1300 | DNR 80%/0%/0% 15%/5% | 95%/0% 5% 10/1 | 1/1 Lower Allen Twp. 1997 | Asset management, investment consulting, trust |
| 8 | 11 | COUNSEL TRUST CO. DBA COUNSEL TRUST GROUP 224 St. Charles Way, Suite 100 York, PA 17402-4643 | \$1.2 billion \$1.2 billion | Edward S. Crooks CEO | www.counseltrust.com 717-718-1600 | DNR 50%/0%/0% 50%/0% | 100%/0% 0% 15/0 | 3/3 York Twp. 1986 | Wealth management and trust services |
| 9 | 10 | RODGERS & ASSOCIATES LTD. 2025 Litz Pike Lancaster, PA 17601-4235 | \$629.56 million \$629.56 million | Rick L. Rodgers CFP President | www.rodgers-associates.com 717-560-3800 888-876-3437 | \$5.94 million 36%/1%/0% 63%/0% | 100%/0% 0% 19/1 | 1/1 Manheim Twp. 1996 | Fee-only wealth management firm specializing in clients who are retired or planning for retirement in the next few years |
| 10 | 16 | PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887 | \$515 million \$515 million | A. Dwight Utz President and CEO | www.peoplesbanknet.com 717-846-1970 888-846-1970 | DNR DNR/DNR/DNR DNR/DNR | 45%/55% 0% 235/39 | 19/26 York Twp. 1864 | Full-service financial institution |
| 11 | 12 | HB&W INC. DBA HAZLETT BURT & WATSON AND SECURITY NATIONAL TRUST CO. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267 | \$450 million \$2.09 billion | George S. Weaver III Senior executive VP | www.hazlettburt.com 717-397-5988 800-657-9944 | \$2.74 million 46%/1%/1% 48%/4% | 87%/6% 7% 4/0 | 1/4 Wheeling, W.Va. 1994 | Investment broker, registered investment adviser and trust services |
| 12 | 13 | RKL WEALTH MANAGEMENT LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$443 million \$783 million | Sarah Young Fisher CFP ChFC MSFS President | www.rklwealth.com 717-399-1700 | DNR 59%/0%/0% 41%/0% | 100%/0% 0% 11/0 | 1/2 Manheim Twp. 1999 | Investment management, wealth management, pension consulting, financial planning |
| 13 | 14 | ROOF ADVISORY GROUP INC. 507 N. Front St. Harrisburg, PA 17101-1063 | \$401.95 million \$401.95 million | E. Jeffrey Roof President and CEO | www.roofadvisory.com 717-260-9281 866-846-9281 | DNR 33%/0%/0% 67%/0% | 100%/0% 0% 8/0 | 1/1 Harrisburg 1998 | Fee-only independent investment management firm providing portfolio mgt., investment advisory, wealth mgt. and financial planning |
| 14 | 15 | ISI FINANCIAL GROUP INC. 26A E. Roseville Road Lancaster, PA 17601 | \$334.19 million \$334.19 million | Timothy J. Decker President | www.isifinancialgroup.com 717-393-3353 | DNR DNR/DNR/DNR DNR/DNR | 100%/0% 0% 5/1 | 1/1 Manheim Twp. 1985 | Fee-only financial planning and wealth management, retirement planning, 401(k) plans, tax-managed portfolios |
| 15 | NR | FMA ADVISORY INC. 1631 N. Front St. Harrisburg, PA 17102 | \$325 million \$325 million | Peter J. LaBella President | www.fmaadvisory.com 717-232-8850 | \$2.4 million 50%/0%/0% 50%/0% | 100%/0% 0% 6/0 | 2/2 Harrisburg 1982 | Fee-only fiduciary asset management |
| 16 | 18 | ANCHOR FINANCIAL GROUP LLC 415 Fallowfield Road, Suite 300 Camp Hill, PA 17011-4908 | \$225 million \$225 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% 4/2 | 2/2 Hampden Twp. 1990 | Retirement and financial planning, investment management |
| 17 | 19 | FISCHER FINANCIAL SERVICES INC. 4431 N. Front St. Harrisburg, PA 17110 | \$220.88 million \$220.88 million | Fred D. Fischer President | www.fischerfinancialservices.com 717-233-8901 888-886-1902 | DNR 40%/0%/0% 60%/0% | 100%/0% 0% 4/1 | 1/1 Susquehanna Twp. 1988 | Investment management |
| 18 | 20 | RIGGLE & ASSOCIATES LLC DBA RIGGLE & ASSOCIATES WEALTH MANAGEMENT 100 Filbert St. Hanover, PA 17331 | \$205 million \$205 million | Andrew D. Riggle CFP Financial adviser | www.rigglewealth.com 717-630-1001 877-799-1001 | DNR 5%/40%/5% 50%/0% | 50%/50% 0% 7/0 | 2/2 Hanover 2007 | Investment management, retirement income planning and estate planning |
| 19 | NR | AUG INC. DBA GROSS INVESTMENTS 26 W. Orange St. Lancaster, PA 17603 | \$198 million \$198 million | Donald R. Gross Jr. President | www.gross-investments.com 717-299-4423 | DNR 25%/0%/0% 75%/0% | 100%/0% 0% 3/0 | 1/1 Lancaster 1988 | Provides investment advice to individuals, companies and other investment advisers |
| 20 | 22 | FREEDOM FINANCIAL WEALTH MANAGEMENT INC. 4 Lemoyne Drive, Suite 103 Lemoyne, PA 17043 | \$38 million \$38 million | Jeffrey A. West Managing partner | www.fwfm.net 717-920-0770 877-935-3640 | DNR 10%/40%/10% 35%/5% | 15%/80% 5% 4/2 | 1/1 Lemoyne 2005 | Financial services, including fee-based financial planning |
| 21 | NR | JONESTOWN BANK & TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 | \$29.88 million \$29.88 million | Troy A. Peters President and CEO | www.bankjbt.com 717-274-5180 | DNR 5%/0%/0% 95%/0% | 100%/0% 0% 114/16 | 12/12 Jonestown 1873 | Full range of business and consumer banking products |

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

The Central Penn Business Journal's list of asset managers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published Jan. 22, 2016.

Researched by Elaine Keisling

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Banks

Ranked by local deposits

| Rank | Prev. rank | Company Address | Local deposits as of June 30, 2015/2014 % of deposit change | Top local executive Title | Website Local/toll-free phone | FT local/total P-T local/total employees | Local/total locations Headquarters Year established | Holding company |
|------|------------|--|--|---|--|--|---|---|
| 1 | 1 | BRANCH BANKING AND TRUST CO. DBA BB&T 1570 Manheim Pike, P.O. Box 3300 Lancaster, PA 17604-3300 | \$5.07 billion \$4.85 billion 4.65% | Craig Kauffman Regional president | www.bbt.net 717-735-8730 800-226-5228 | DNR/DNR DNR/DNR | 86/248 Winston-Salem, N.C. 1901 | BB&T Corp. |
| 2 | 2 | FULTON BANK 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604 | \$4.98 billion \$4.61 billion 8.14% | Craig A. Roda Chairman and CEO | www.fultonbank.com 717-291-2411 800-385-8664 | DNR/DNR DNR/DNR | 62/117 Lancaster 1882 | Fulton Financial Corp. |
| 3 | 3 | MANUFACTURERS & TRADERS TRUST CO. DBA M&T BANK 213 Market St. Harrisburg, PA 17101 | \$4.57 billion \$4.6 billion -0.56% | Stephen Foreman Regional president | www.mtb.com DNR 800-724-2440 | 708/14,697 85/1,179 | 75/709 Buffalo, N.Y. 1856 | M&T Bank Corp. |
| 4 | 4 | PNC BANK 4242 Carlisle Pike Camp Hill, PA 17011 | \$4.04 billion \$3.96 billion 1.9% | Jim Hoehn Regional president | www.pncbank.com 717-703-9157 888-762-2265 | DNR/DNR DNR/DNR | 75/2,821 Pittsburgh 1904 | PNC Financial Services Group Inc. |
| 5 | 5 | WELLS FARGO BANK 600 Penn St., Fourth Floor Reading, PA 19602 | \$2.94 billion \$2.76 billion 6.58% | Lauren Tobiasen Area president | www.wellsfargo.com 610-655-2900 800-834-3280 | DNR/DNR DNR/DNR | 39/6,310 Sioux Falls, S.D. 2001 | Wells Fargo & Co. |
| 6 | 7 | SANTANDER BANK 1130 Berkshire Blvd. Wyomissing, PA 19610 | \$1.45 billion \$1.39 billion 4.24% | John Allen Regional president | www.sovereignbank.com 610-320-8400 877-768-2265 | DNR/DNR DNR/DNR | 47/702 Wyomissing, Berks Co. 1987 | Banco Santander |
| 7 | 8 | CITIZENS BANK OF PENNSYLVANIA 2 N. Second St. Harrisburg, PA 17101 | \$1.1 billion \$976.24 million 12.5% | Daniel K. Fitzpatrick Regional president and CEO | www.citizensbank.com 717-777-3351 800-922-9999 | DNR/DNR DNR/DNR | 22/372 Providence, R.I. 2001 | Royal Bank of Scotland Group |
| 8 | 9 | ORRSTOWN BANK 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307 | \$940.14 million \$958.82 million -1.95% | Thomas R. Quinn Jr. President and CEO | www.orrstown.com 717-530-2297 888-677-7869 | DNR/DNR DNR/DNR | 22/23 Shippensburg 1919 | Orrstown Financial Services Inc. |
| 9 | 10 | PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887 | \$896.57 million \$902.86 million -0.7% | A. Dwight Utz President and CEO | www.peoplesbanknet.com 717-846-1970 888-846-1970 | 242/DNR 39/DNR | 19/26 York Twp. 1864 | Codorus Valley Bancorp Inc. |
| 10 | 11 | ACNB BANK 16 Lincoln Square, P.O. Box 3129 Gettysburg, PA 17325-3129 | \$878.13 million \$827.27 million 6.15% | Thomas A. Ritter CEO | www.acnb.com 717-334-3161 888-334-2262 | 246/DNR 52/DNR | 20/20 Gettysburg 1857 | ACNB Corp. |
| 11 | 12 | FARMERS & MERCHANTS TRUST CO. DBA F&M TRUST 20 S. Main St., P.O. Box 6010 Chambersburg, PA 17201-6010 | \$830.65 million \$811.4 million 2.37% | William E. Snell Jr. President and CEO | www.fmtrustonline.com 717-261-3547 888-264-6116 | DNR/DNR DNR/DNR | 23/28 Chambersburg 1906 | Franklin Financial Services Corp. |
| 12 | 14 | EPHRATA NATIONAL BANK 31 E. Main St., P.O. Box 457 Ephrata, PA 17522-0457 | \$702.66 million \$683.81 million 2.76% | Aaron L. Groff Jr. Chairman, president and CEO | www.epnb.com 717-733-4181 877-773-6605 | DNR/DNR DNR/DNR | 13/13 Ephrata 1881 | ENB Financial Corp. |
| 13 | 13 | S&T BANK 3314 Market St. Camp Hill, PA 17011-4465 | \$700.65 million \$735.2 million -4.7% | Lola Lamnatos Regional manager | www.integritybankonline.com 717-920-4900 877-442-8348 | DNR/DNR DNR/DNR | 8/63 Indiana 2003 | S&T Bancorp Inc. |
| 14 | 15 | MID PENN BANK 349 Union St. Millersburg, PA 17061-1611 | \$581.29 million \$569.25 million 2.12% | Rory G. Ritievi President and CEO | www.midpennbank.com 717-692-2133 866-642-7736 | DNR/DNR DNR/DNR | 14/20 Millersburg 1868 | Mid Penn Bancorp Inc. |
| 15 | 16 | NORTHWEST SAVINGS BANK 547 S. 10th St. Lebanon, PA 17042-6607 | \$489.41 million \$495.69 million -1.27% | Nancy May Regional president | www.northwestsavingsbank.com 717-272-7639 877-672-5678 | DNR/DNR DNR/DNR | 21/166 Warren, Warren Co. 1989 | Northwest Bancshares Inc. |
| 16 | 17 | UNION COMMUNITY BANK 101 E. Main St., P.O. Box 567 Mount Joy, PA 17552 | \$395.25 million \$430.2 million -8.12% | Gregory E. Diehl CEO | www.unioncommunitybank.com 717-492-2222 877-653-1441 | DNR/DNR DNR/DNR | 13/13 Lancaster 1853 | Donegal Financial Services Corp. and Donegal Group Inc. |
| 17 | 18 | JONESTOWN BANK & TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 | \$385.23 million \$371 million 3.84% | Troy A. Peters President and CEO | www.bankjbt.com 717-274-5180 | 15/DNR 108/DNR | 12/12 Jonestown 1873 | NA |
| 18 | 19 | ATLANTIC CENTRAL BANKERS BANK 1400 Market St. Camp Hill, PA 17011 | \$378.11 million \$350.8 million 7.78% | Jon Evans President and CEO | www.atlanticcentral.com 717-737-9335 | DNR/DNR DNR/DNR | 1/2 Camp Hill 1983 | NA |
| 19 | 20 | NATIONAL PENN BANK Philadelphia and Reading avenues, P.O. Box 547 Boyetown, PA 19512-0547 | \$324.83 million \$311.59 million 4.25% | Tom Jordan Lancaster region president | www.natpennbank.com DNR 800-822-3321 | DNR/DNR DNR/DNR | 7/117 Allentown 1874 | National Penn Bancshares Inc. |
| 20 | 21 | CENTRIC BANK 4320 Lingleston Road, P.O. Box 62090 Harrisburg, PA 17106-2090 | \$291.64 million \$289.54 million 0.72% | Patricia A. Husic President and CEO | www.centricbank.com 717-657-7727 | 54/64 9/8 | 4/4 Lower Paxton Twp. 2007 | Centric Financial Corp. |
| 21 | 22 | YORK TRADITIONS BANK 226 Pauline Drive, P.O. Box 3658 York, PA 17402-0136 | \$267.85 million \$237.96 million 12.56% | Michael E. Kochenour Founder, chairman and CEO | www.yorktraditionsbank.com 717-741-1770 877-741-1770 | 82/82 15/15 | 5/5 York Twp. 2002 | NA |
| 22 | 24 | BANK OF LANDISBURG Routes 850 and 233 Landisburg, PA 17040 | \$211.8 million \$210.98 million 0.39% | Thomas W. Cook CEO | www.bankoflandisburg.com 717-789-3213 | DNR/DNR DNR/DNR | 3/3 Landisburg 1903 | NA |
| 23 | 23 | RIVERVIEW BANK 3901 N. Front St. Harrisburg, PA 17110 | \$210.91 million \$216.91 million -2.77% | Kirk A. Fox CEO | www.riverviewnational.com 717-827-4045 877-876-9462 | DNR/DNR DNR/DNR | 7/15 Susquehanna Twp. 1904 | Riverview Financial Corp. |
| 24 | 30 | BANK OF AMERICA 2 N. Queen St. Lancaster, PA 17603 | \$188.27 million \$90.61 million 107.78% | Thomas Woodward Pennsylvania state president | www.bankofamerica.com 717-295-7711 | DNR/DNR DNR/DNR | 2/5,094 Charlotte, N.C. DNR | Bank of America Corp. |
| 25 | 25 | FIRST COMMUNITY BANK OF MERCERSBURG 12 S. Main St. Mercersburg, PA 17236 | \$145.64 million \$148.99 million -2.25% | Robert Fignar President and CEO | www.fnbmbg.com 717-328-3121 877-328-3121 | DNR/DNR DNR/DNR | 6/6 Mercersburg 1909 | Mercersburg Financial Corp. |

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

The Central Penn Business Journal's list of banks is limited to those with branches in Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. The ranking criteria was obtained from a market-share report from the Federal Deposit Insurance Corp. Other information was obtained from the banks themselves and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. Published Jan. 22, 2016. Ⓛ Previously ranked as Susquehanna Bank Ⓜ Previously ranked as Integrity Bank Ⓝ Acquired by North Carolina-based BB&T Bank Ⓟ Branches in Berks, Chester and Lancaster counties sold to FNB Corp. in May

Researched by Elaine Keisling

Mergers and acquisitions

Ranked by cost

| Rank | Buyer | Cost | Seller | Announced Closed | Details |
|------|---|------------------|---|---------------------------------|--|
| 1 | BB&T CORP. 200 W. Second St., Winston-Salem, NC 27101 336-733-2000 www.bbt.com | \$2.49 billion | SUSQUEHANNA BANCSHARES INC. 26 N. Cedar St. Lititz, PA 17543-1514 | Nov. 12, 2014 July 31, 2015 | NA |
| 2 | RITE AID CORP. Ⓞ 30 Hunter Lane, Camp Hill, PA 17011 717-761-2633 www.riteaid.com | \$2.01 billion | ENVISION TOPCO HOLDINGS LLC 8957 Canyon Falls Blvd. Twinsburg, OH 44087 | Feb. 11, 2015 June 24, 2015 | Envision Pharmaceutical Services Inc. |
| 3 | SELECT MEDICAL HOLDINGS CORP. 4714 Old Gettysburg Road, Mechanicsburg, PA 17055 717-972-1100 www.selectmedicalcorp.com | \$1.06 billion | HUMANA INC. 500 W. Main St. Louisville, KY 40202 | March 23, 2015 June 1, 2015 | Concentra Inc. acquired by a purchasing group including Select Medical |
| 4 | PENN NATIONAL GAMING INC. 825 Berkshire Blvd., Suite 200, Wyomissing, PA 19610 610-373-2400 www.pngaming.com | \$360 million | ONEX CORP. 161 Bay St. Toronto, ON M5J 2S1 Canada | April 29, 2015 Aug. 25, 2015 | Tropicana Las Vegas Hotel and Casino Inc. |
| 5 | THERMO FISHER SCIENTIFIC INC. 81 Wyman St., Waltham, MA 02451 781-622-1000 www.thermofisher.com | \$300 million | ADVANCED SCIENTIFICS INC. 163 Research Lane Millersburg, PA 17061 | Jan. 29, 2015 Feb. 5, 2015 | NA |
| 6 | S&T BANCORP INC. 800 Philadelphia St., Indiana, PA 15701 724-465-1466 www.stbancorp.com | \$162.81 million | INTEGRITY BANCSHARES INC. 3314 Market St. Camp Hill, PA 17011 | Oct. 30, 2014 March 4, 2015 | NA |
| 7 | KEYSTONE PEER REVIEW ORGANIZATION INC. DBA KEPRO 777 East Park Drive, Harrisburg, PA 17105-8310 717-564-8288 www.kepro.org | \$24 million | UNIVERSAL AMERICAN CORP. 44 S. Broadway, Suite 1200 White Plains, NY 10601 | May 1, 2015 May 1, 2015 | APS Healthcare Inc. |
| 8 | MID PENN BANCORP INC. 349 Union St., Millersburg, PA 17061-1611 717-692-2133 www.midpennbank.com | \$16.15 million | PHOENIX BANCORP INC. Route 901 Minersville, PA 17954 | Aug. 27, 2014 March 1, 2015 | NA |
| 9 | CODORUS VALLEY BANCORP INC. 105 Leader Heights Road, York, PA 17405-2887 717-846-1970 www.peoplesbanknet.com | \$14.42 million | MADISON BANCORP INC. 8615 Ridgely's Choice Drive Baltimore, MD 21236 | July 22, 2014 Jan. 16, 2015 | NA |
| 10 | GNB FINANCIAL SERVICES INC. 32 W. Market St., Gratz, PA 17030-0159 717-365-3181 www.gratzbank.com | \$13.40 million | FNBM FINANCIAL CORP. Minersville, PA | July 3, 2014 March 27, 2015 | NA |

NA-not applicable NDA-no date available The Central Penn Business Journal's list of mergers and acquisitions is limited to deals in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from Baker Tilly Virchow Krause LLP and other Business Journal research. To access the Business Journal's online database, visit www.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published** Jan. 1, 2016. Ⓞ Pending acquisition by Walgreens

Researched by Alaine Keisling

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BUSINESS OWNERSHIP TRANSFER EXPERT

Q: Why not just wait for a buyer to approach me to sell my business?

A: First, you will probably not have prepared the business for sale and timing may not be in your favor. Second, your business has a different value to every buyer and you may not have the best buyer. Third, one buyer with no competition has every incentive to negotiate from the bottom up and drag out the deal. Fourth, the business sale process is invasive and distracting and performance often slips if a seller gets distracted which then results in a downward renegotiation. Fifth, many buyer inquiries do not result in a closing. You can waste a lot of time, run up a bill with paid-by-the-hour advisors, and only end up with a sale if the buyer closes. Buyers with no competition can be more demanding and selective and don't have FOMO – fear of missing out.

Jim Eshleman, Principal
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www.strategicendeavors.com



This general information is not intended to provide individual advice. Schedule an appointment with a professional to discuss your particular situation and needs. Questions sent to these professionals may be answered in future issues.

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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 F-T/PT local employees | % of business: auditing/tax consulting/other Local/total clients | Local/total locations Headquarters Year established locally | Services offered |
|------|------------|--|------------------|---|---|---|--|---|---|
| 1 | 1 | BAKER TILLY VIRCHOW KRAUSE LLP 221 W. Philadelphia St., Suite 200 York, PA 17401 | 97 1,055 | David Capitano Central Pa. office managing partner | www.bakertilly.com 717-846-7000 | 24/298 162/2,235 189/15 | 38%/31% 31%/0% 8,300/42,000 | 5/35 Chicago 1946 | Full-service accounting, tax and advisory firm |
| 2 | 2 | RKL LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | 81 130 | Edward W. Monbome CEO | www.rklcpa.com 717-394-5666 | 25/39 152/222 253/15 | 28%/32% 40%/0% DNR/DNR | 3/4 Manheim Twp. 1951 | Audit/accounting, tax compliance and planning, business advisory services, information technology services |
| 3 | 3 | BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715 | 54 54 | Kenneth B. Wolfe CPA President and managing principal | www.bssf.com 717-761-7171 800-294-7360 | 20/20 70/70 78/11 | 49%/39% 6%/6% DNR/DNR | 2/2 E. Pennsboro Twp. 1990 | Accounting, auditing, tax services, litigation support, business valuations, small-business accounting, HR consulting, specialty business consulting. |
| 4 | 4 | TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601 | 52 52 | Todd L. Harrington CPA CVA Managing partner | www.troutcpa.com 717-569-2900 800-448-1384 | 16/16 72/72 95/20 | 23%/50% 16%/11% DNR/DNR | 2/2 Manheim Twp. 1929 | Accounting and auditing, tax, valuations and litigation support, employee-benefit plans, schools and municipal accounting, estate planning, forensics |
| 5 | 5 | KPMG LLP 30 N. Third St., P.O. Box 1190 Harrisburg, PA 17108-1190 | 43 7,730 | Cathy Pomanti Office managing principal | www.kpmg.com/us 717-260-4600 | 4/2,087 141/31,153 132/9 | 45%/40% 15%/0% DNR/DNR | 1/90 New York City 1972 | Audit, tax, advisory |
| 6 | 6 | PRICEWATERHOUSECOOPERS LLP 2 N. Second St., Suite 1100 Harrisburg, PA 17101 | 40 11,000 | Steven Haffner Managing partner | www.pwc.com 717-231-5900 | 2/3,110 60/33,500 65/1 | 50%/25% 0%/25% DNR/DNR | 1/83 New York City 1984 | Assurance, tax, human resource advisory, financial advisory services, health care consulting |
| 7 | 7 | MCKONLY & ASBURY LLP 415 Fallowfield Road Camp Hill, PA 17011-4908 | 36 36 | Kurt M. Trimarchi Managing partner | www.macpas.com 717-761-7910 | 9/9 73/73 63/10 | 48%/32% 17%/3% DNR/DNR | 2/2 Hampden Twp. 1973 | Public accounting firm |
| 8 | 9 | BOYER & RITTER LLC 211 House Ave. Camp Hill, PA 17011 | 32 46 | Robert J. Murphy CPA/ABV CVA CEO and managing principal | www.cpbcr.com 717-761-7210 800-843-1120 | 9/12 45/65 54/7 | 33%/35% 27%/5% DNR/DNR | 2/4 E. Pennsboro Twp. 1926 | Accounting, auditing, business and tax consulting, litigation support, business valuations, cost segregation studies, forensic accounting |
| 9 | 8 | STAMBAUGH NESS PC 2600 Eastern Blvd., Suite 101 York, PA 17402-2916 | 30 30 | Steven L. Hake President and CEO | www.stambaughness.com 717-757-6999 800-745-8233 | 9/9 64/DNR 64/12 | 35%/40% 25%/DNR DNR/21,257 | 2/2 Springettsbury Twp. 1918 | Accounting, business advisory and technology consulting |
| 10 | 12 | SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601-4146 | 28 DNR | Jason D. McDougall Managing partner | www.simonlever.com 717-569-7081 | 6/DNR 43/DNR 37/16 | 38%/45% 17%/0% 4,200/DNR | 1/1 Manheim Twp. 1951 | Business advisers and certified public accountants |
| 11 | 10 | WALZ GROUP PC 2929 Litzitz Pike, P.O. Box 5555 Lancaster, PA 17606-5555 | 22 22 | Brett H. Tennis CPA President | www.walzgroupcpa.com 717-239-8200 | 8/8 40/40 44/8 | 15%/45% 10%/30% 1,700/1,700 | 1/1 Manheim Twp. 1978 | Accounting, auditing, tax planning and reporting, succession planning and general business advisory, QuickBooks consulting, outsourced services |
| 12 | 17 | ROTZ & STONESIFER PC 1134 Kennebec Drive Chambersburg, PA 17201 | 19 19 | Lynn C. Rotz CPA President and CEO | www.rotzandstonesifer.com 717-264-5961 | 4/4 25/25 40/5 | 15%/41% 28%/16% DNR/DNR | 3/3 Chambersburg 1986 | Accounting, auditing, bookkeeping and payroll, tax preparation and consulting, wealth management, retirement and financial planning, retirement plans |
| 13 | 11 | BDO USA LLP 945 East Park Drive, Suite 103 Harrisburg, PA 17111 | 19 2,077 | Joe LaClair and Steve Masterson Office managing partners | www.bdo.com 717-233-8800 | 4/446 33/4,059 34/5 | 52%/32% 16%/0% 183/15,000 | 2/63 Chicago 2013 | Assurance, tax, financial advisory and consulting services |
| 14 | 14 | SMITH ELLIOTT KEARNS & CO. LLC 55 Wetzel Drive, Suite 1 Hanover, PA 17331 | 18 65 | John R. Schnitzer CPA Managing member | www.sek.com 717-593-5915 | 7/21 46/143 80/15 | 31%/37% 11%/21% 3,083/10,215 | 5/6 Conewago Twp. 1963 | Tax preparation and planning, payroll, financial statement prep, auditing, accounting, estate administration, business valuations, 401(k) admin. |
| 15 | 15 | WEINHOLD NICKEL & CO. LLP 1360 Ridge Ave., P.O. Box 610 Reamstown, PA 17567-0610 | 17 17 | Dean A. Hoover CPA Managing partner | www.wncppa.com 717-336-3801 | 3/3 21/21 27/8 | 10%/25% 20%/45% 3,100/3,100 | 1/1 E. Cocalico Twp. 1974 | Government, nonprofit and retirement plan audits; individual and business taxes, planning and consulting; payroll and bookkeeping |
| 16 | 16 | MAHER DUESSEL PC 3003 N. Front St., Suite 101 Harrisburg, PA 17110 | 14 50 | Tracey L. Rash CPA CGFM and Lisa A. Ritter CPA CFE Partners | www.md-cpas.com 717-232-1230 | 2/8 26/94 24/2 | 95%/3% 2%/0% DNR/DNR | 1/3 Pittsburgh 2006 | Accounting, auditing, consulting, tax, and advisory services for governments and nonprofits |
| 17 | 13 | ACUITY ADVISORS AND CPAS LLP 454 New Holland Ave., Suite 200 Lancaster, PA 17602-2289 | 13 13 | S.C. Hibshman Managing partner | www.acuitycpas.com 717-239-5180 800-854-5355 | 3/3 28/28 20/8 | 25%/40% 30%/5% DNR/DNR | 1/1 Lancaster 2006 | Accounting, auditing, tax compliance and planning, business consulting, valuation, advisory services, mergers and acquisitions, payroll, QuickBooks |
| 18 | 18 | ROSS BUEHLER FALK & CO. LLP 1500 Litzitz Pike Lancaster, PA 17601 | 11 DNR | Jeffrey S. Bleacher Managing partner | www.rfco.com 717-393-2700 | 4/DNR 14/DNR 16/5 | 41%/46% 13%/0% DNR/DNR | 1/1 Manheim Twp. 1985 | Accounting and auditing, tax preparation and planning, business advisory services, succession planning, mergers and acquisitions |
| 19 | 21 | PADDEN GUERRINI & ASSOCIATES PC 91 Cumberland Parkway Mechanicsburg, PA 17055 | 10 10 | H. David Padden President | www.pgacpas.com 717-790-9333 | 5/5 30/30 32/2 | 40%/15% 15%/30% DNR/DNR | 1/1 Upper Allen Twp. 1984 | Accounting, auditing, tax preparation and consulting |
| 20 | 20 | WAGGONER FRUITIGER & DAUB LLP 5006 E. Trindle Road, Suite 200 Mechanicsburg, PA 17050 | 10 10 | Raymond C. Brown CPA Managing partner | www.wfdcpa.com 717-656-1222 | 5/5 12/12 15/2 | 29%/28% 4%/33% DNR/DNR | 1/1 Hampden Twp. 1964 | Accounting, auditing, income-tax preparation and planning, business consulting, estate planning, tax preparation |
| 21 | 19 | HAMILTON & MUSSER PC 176 Cumberland Parkway Mechanicsburg, PA 17055 | 9 9 | David A. Hamilton CPA President | www.hmcpas.com 717-697-3888 | 5/5 14/14 15/8 | 30%/30% 20%/20% DNR/DNR | 1/1 Upper Allen Twp. 1982 | Audit and financial statement services, tax preparation and planning, accounting services, management consulting, retirement and financial planning |
| 22 | 24 | DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166 | 8 8 | Diana M. Reed CPA President | www.dianamreed.com 717-533-5513 | 2/2 11/11 11/7 | 0%/45% 10%/45% DNR/DNR | 1/1 Derry Twp. 1988 | Accounting, bookkeeping and payroll, financial statements, tax planning and returns, reviews, compilations, agreed-upon procedures, nonprofits |
| 23 | 22 | BOLES METZGER BROSIUS & EMRICK PC 3601 N. Front St. Harrisburg, PA 17110 | 8 8 | Brian J. Metzger President | www.bmbcpa.com 717-238-0446 | 4/4 13/13 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 |
| 24 | 23 | RLH CPAS AND BUSINESS ADVISORS LLC 195 Stock St., Suite 311 Hanover, PA 17331-2271 | 6 14 | Karl A. Lehman CPA PFS Partner | www.rlhcpa.com 717-637-7300 800-637-7331 | 3/6 12/26 11/4 | 16%/49% 7%/28% DNR/DNR | 1/3 Hanover 1984 | Auditing, compilations/reviews, bookkeeping, business valuation, consulting, forensics, payroll, IT services, estate planning, controllership |
| 25 | 26 | MILLER BROWN OHM & ASSOCIATES PC 315 Main St. McSherrytown, PA 17344 | 6 6 | Tim M. Ohm CPA President | www.mbcpcas.com 717-668-8492 | 2/2 10/10 11/4 | 0%/50% 15%/35% 1,903/1,903 | 2/2 McSherrytown 1985 | Accounting, tax, payroll, business consulting, QuickBooks |

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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Credit unions

Ranked by assets

| Rank | Prev. rank | Company Address | Assets as of Dec. 2015/2014 % change | Top local executive Title | Website Phone | Members as of Dec. 2015/2014 % change | Business loans \$ volume | Local/total locations Headquarters Year established locally | Services |
|------|------------|---|--|---|---|---------------------------------------|--------------------------|---|---|
| 1 | 1 | PA STATE EMPLOYEES CREDIT UNION DBA PSECU 1500 Elmerton Ave., P.O. Box 67013 Harrisburg, PA 17106-7013 | \$4.49 billion \$4.2 billion 6.82% | Gregory A. Smith President | www.psecu.com 717-234-8484 800-237-7328 | 443,193 427,155 3.75% | DNR DNR | 3/4 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 |
| 2 | 3 | MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-0040 | \$3.01 billion \$2.77 billion 8.9% | Robert L. Marquette President and CEO | www.members1st.org 717-697-1161 800-283-2328 | 306,268 282,745 8.32% | DNR DNR | 60/60 Lower Allen Twp. 1950 | ATM/debit card program, check cashing, international remittances, money orders, no-surcharge ATMs, business share accounts, health savings accounts |
| 3 | 2 | MID-ATLANTIC CORPORATE FEDERAL CREDIT UNION 1201 Fuling Mill Road Middletown, PA 17057-3111 | \$2.8 billion \$2.87 billion -2.33% | Jay R. Murray President and CEO | www.midatlanticcorp.org 717-985-3300 800-622-7494 | 752 799 -5.88% | 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 800-plus member credit unions |
| 4 | 4 | PATRIOT FEDERAL CREDIT UNION 800 Wayne Ave., P.O. Box 778 Chambersburg, PA 17201-0778 | \$524.12 million \$499.94 million 4.84% | Brad R. Warner Interim president and CEO | www.patriotfcu.org 717-263-4444 888-777-9982 | 51,696 51,001 1.36% | DNR DNR | 5/7 Chambersburg 1965 | Home, phone and mobile banking; ATMs |
| 5 | 5 | BELCO COMMUNITY CREDIT UNION 449 Eisenhower Blvd. Harrisburg, PA 17111-2302 | \$438.56 million \$419.17 million 4.63% | Amy R. Sgrignoli President and CEO | www.belco.org 717-232-3526 800-642-4482 | 52,526 51,209 2.57% | DNR DNR | 12/12 Swatara Twp. 1939 | Business services include Visa business card, merchant card services, business checking, business real estate mortgages, business lines and letters of credit, business loans |
| 6 | 6 | LEBANON FEDERAL CREDIT UNION 300 Schneider Drive Lebanon, PA 17046-4811 | \$195.84 million \$187.28 million 4.57% | Jeffery A. Trickett President and CEO | www.lebanonfcu.org 717-272-2210 | 21,259 21,148 0.52% | 64 \$9.58 million | 3/3 Lebanon 1969 | Online, mobile and audio banking; remote deposit; ATM, debit, credit cards programs; rewards cash back, surcharge-free ATM networks; courtesy pay; student and business loans |
| 7 | 8 | FIRST CAPITAL FEDERAL CREDIT UNION 1601 Kenneth Road, P.O. Box 7746 York, PA 17404-7746 | \$167.76 million \$158.49 million 5.85% | Susan DeStephano President and CEO | www.firstcapitalfcu.com 717-767-5551 800-893-2328 | 17,472 17,292 1.04% | 214 \$15.35 million | 3/3 W. Manchester Twp. 1954 | Mobile banking, mobile check deposit, online banking, bill pay, phone banking, ATM access, business services |
| 8 | 7 | AMERICHoice FEDERAL CREDIT UNION 2175 Bumble Bee Hollow Road Mechanicsburg, PA 17055-5563 | \$165.68 million \$159.58 million 3.82% | Anna May Naus President and CEO | www.americhoice.org 717-697-3474 800-240-4364 | 14,676 14,933 -1.72% | 48 \$17.28 million | 7/7 Upper Allen Twp. 1970 | First mortgages; home equity, auto, boat, business, line of credit and student loans; business accounts, merchant and payroll services, payroll deduction/direct deposit; Visa |
| 9 | 9 | EVERENCE FEDERAL CREDIT UNION 2160 Lincoln Hwy E., Suite 20 Lancaster, PA 17602-1150 | \$165.1 million \$149.64 million 10.33% | W. Kent Hartzler President and CEO | www.everence.com 717-735-8330 800-451-5719 | 16,888 17,240 -2.04% | 234 \$20.64 million | 3/10 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 |
| 10 | 10 | NEW CUMBERLAND FEDERAL CREDIT UNION 345 Lewisberry Road, P.O. Box 658 New Cumberland, PA 17070-0658 | \$146.12 million \$139.23 million 4.95% | Donald M. Vamer Jr. CEO | www.ncfuonline.org 717-774-7706 800-716-2328 | 16,800 17,423 -3.58% | DNR DNR | 6/6 Fairview Twp. 1952 | Online home banking, phone banking, ATM access |
| 11 | 11 | 1ST ED CREDIT UNION 1156 Kennebec Drive Chambersburg, PA 17201 | \$125.34 million \$126.89 million -1.22% | Kelly Childress CEO | www.1edcu.org 717-264-6506 | 6,406 6,598 -2.91% | DNR DNR | 1/1 Chambersburg 1938 | Home, phone and mobile banking, ATMs |
| 12 | 12 | CORNERSTONE FEDERAL CREDIT UNION 5 Eastgate Drive, P.O. Box 1181 Carlisle, PA 17013-0927 | \$104.87 million \$98.93 million 6.01% | Samuel J. Glesner CEO | www.cornerstonefcu.coop 717-249-1661 888-718-6786 | 10,727 10,569 1.49% | DNR DNR | 3/3 S. Middleton Twp. 1974 | Mobile and Internet banking, mobile deposits; automated phone access; debit, ATM and credit card access; electronic bill payer; IRA, financial planning and investments |
| 13 | 13 | LANCO FEDERAL CREDIT UNION 349 W. Roseville Road Lancaster, PA 17601-3145 | \$77.07 million \$74.18 million 3.89% | Stacey M. Hankey President and CEO | www.lancofcu.com 717-569-7180 888-318-4222 | 10,393 10,285 1.05% | 131 \$8.43 million | 5/5 Manheim Twp. 1965 | Share, Kasasa checking and money market accounts; certificates; all types of consumer and business loans; credit and debit cards; online, mobile and telephone banking |
| 14 | 14 | HERITAGE VALLEY FEDERAL CREDIT UNION 2400 Pleasant Valley Road, P.O. Box 3617 York, PA 17402-9624 | \$76.69 million \$71.3 million 7.57% | Timothy K. Ames CEO | www.heritagevalleyfcu.org 717-840-4981 877-214-1914 | 11,634 11,860 -1.91% | DNR DNR | 3/3 Springettsbury Twp. 1935 | Online home banking, mobile banking, phone banking, ATM access, checking, savings, online account opening, online loan applications, credit cards, credit check-ups, bill payer |
| 15 | 15 | PA CENTRAL FEDERAL CREDIT UNION 959 East Park Drive Harrisburg, PA 17111-2810 | \$73.46 million \$70.39 million 4.37% | Gregory E. Wagner CEO | www.pacentralfcu.com 717-564-4661 800-356-3875 | 11,607 11,693 -0.74% | DNR DNR | 4/4 Lower Paxton Twp. 1938 | Online home banking, phone banking, ATM access |
| 16 | 16 | SUSQUEHANNA VALLEY FEDERAL CREDIT UNION 3850 Hartzdale Drive Camp Hill, PA 17011-7809 | \$67.29 million \$66.7 million 0.89% | Eric E. Lundvall CEO | www.svfco.org 717-737-4152 800-948-1454 | 6,287 6,507 -3.38% | DNR DNR | 2/2 Lower Allen Twp. 1967 | Online home banking, phone banking, ATM access |
| 17 | 18 | WHITE ROSE CREDIT UNION 3498 Industrial Drive York, PA 17402-9050 | \$66.05 million \$62.18 million 6.23% | Debra A. Kauffman President and CEO | www.whiterosecu.com 717-755-9773 888-755-9773 | 10,085 10,114 -0.29% | DNR DNR | 5/5 Springettsbury Twp. 1950 | Online home banking, online loan applications, mobile banking, ATM access to debit and credit cards, electronic bill payer, e-statements, student loans |
| 18 | 17 | LANCASTER RED ROSE CREDIT UNION 1010 New Holland Ave. Lancaster, PA 17601-5606 | \$65.89 million \$64.1 million 2.8% | Kara E. Vincent CFO | www.lrrcu.org 717-295-6685 800-995-6685 | 7,470 7,713 -3.15% | DNR DNR | 3/3 Lancaster 1948 | Online home banking, phone banking, free bill payer, ATM access |
| 19 | 19 | HERSHEY FEDERAL CREDIT UNION 232 Hershey Road Hummelstown, PA 17036-9218 | \$58.84 million \$56.38 million 4.36% | Paul R. Wagner President and CEO | www.hersheyfcu.org 717-533-9174 800-832-4328 | 6,756 6,768 -0.18% | 50 \$5.55 million | 3/3 S. Hanover Twp. 1949 | Full-service checking, savings, money market accounts, certificates of deposits, investment services, financial planning; insurance services; vehicle loans |
| 20 | 20 | WHEATLAND FEDERAL CREDIT UNION 611 Centerville Road Lancaster, PA 17601-1307 | \$54.76 million \$52.35 million 4.62% | Kathleen L. Rye CEO | www.wheatlandcu.com 717-898-7673 800-527-5140 | 6,763 7,596 -10.97% | DNR DNR | 5/5 E. Hempfield Twp. 1936 | Full-service financial institution with online home banking, phone banking, ATM access |
| 21 | 21 | GLATCO CREDIT UNION 53 S. Main St., P.O. Box 197 Spring Grove, PA 17362-0197 | \$38.12 million \$37.09 million 2.77% | William J. Bowker CEO | www.glatcocu.com 717-225-4548 | 3,569 3,637 -1.87% | DNR DNR | 2/2 Spring Grove 1977 | Audio response, ATM, online services, bill-payer service, mortgages, debit and credit cards, student loans |
| 22 | 22 | YORK EDUCATIONAL FEDERAL CREDIT UNION 1601 S. Queen St. York, PA 17403-4630 | \$32.04 million \$31.94 million 0.31% | Cathy S. Henry President and CEO | www.yefcu.org 717-843-1153 | 3,630 3,761 -3.48% | 0 \$0 | 3/3 Spring Garden Twp. 1969 | Online home banking, bill payer, ATM access, private student loans, e-statements, mobile banking, consumer loans, VISA credit cards |
| 23 | 23 | BLUE CHIP FEDERAL CREDIT UNION 5050 Derry St. Harrisburg, PA 17111-5606 | \$29.33 million \$29.2 million 0.42% | Pamela S. Mohn CEO | www.bluechipfcu.org 717-564-3081 800-782-2328 | 3,389 3,064 10.61% | DNR DNR | 1/1 Swatara Twp. 1948 | Savings, checking, consumer loans, online and phone banking, ATM access |
| 24 | 24 | POSTMARK CREDIT UNION 2630 Linglestown Road Harrisburg, PA 17110-3666 | \$28.73 million \$27.66 million 3.87% | David A. Frey President and CEO | www.postmarkcu.com 717-671-5119 888-671-7678 | 2,335 2,494 -6.38% | DNR DNR | 1/1 Susquehanna Twp 1933 | Internet banking, ATM; electronic payments, e-statements |
| 25 | 25 | PENLANCO FEDERAL CREDIT UNION 651 Delp Road Lancaster, PA 17601-3034 | \$23.94 million \$23.5 million 1.9% | Kelley S. Crawford CEO and treasurer | www.penlancofcu.com 717-569-9621 | 1,430 1,458 -1.92% | DNR DNR | 1/1 Manheim Twp. 1938 | Website |

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

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Researched by Elaine Keisling

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 Head-quarters Year established locally | Estate-planning services |
|------|------------|--|---|---|--|-------------------------------------|--|--|
| 1 | 2 | MCNEES WALLACE & NURICK LLC 100 Pine St., P.O. Box 1166 Harrisburg, PA 17108-1166 | 10 80% | David M. Kleppinger Chairman | www.mcneeslaw.com 717-232-8000 | DNR 245/5 | 2/7 Harrisburg 1935 | Federal tax matters; business formation and reorganization; estate planning and administration; business succession planning; IRS controversies |
| 2 | 3 | BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602 | 10 75% | Jeffrey D. Lobach Managing partner | www.barley.com 717-299-5201 | Yes 108/13 | 3/6 Lancaster 1946 | Wills, trusts, powers of attorney, living wills, tax planning, charitable gift planning, death benefit planning, elder law, fiduciary litigation |
| 3 | 4 | STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994 | 9 75% | Ronald L. Hershner Managing partner and business group chairman | www.stockandleader.com 717-846-9800 | DNR 61/9 | 3/3 York 1953 | Wealth transfer planning, wills, trusts, powers of attorney, living wills, business succession, tax and charitable gift planning, fiduciary litigation |
| 4 | 5 | SALZMANN HUGHES PC 112 Market St., Eighth Floor Harrisburg, PA 17101 | 11 60% | G. Bryan Salzmänn President | www.salzmännhughes.com 717-234-6700 | DNR 41/5 | 4/4 Chambersburg 1995 | Wills; trusts; POAs; living wills; tax, charitable gift and death benefit planning; concerns of the elderly |
| 5 | 12 | BAKER TILLY VIRCHOW KRAUSE LLP 221 W. Philadelphia St., Suite 200 York, PA 17401 | 16 35% | David Capitano Central Pa. office managing partner | www.bakertilly.com 717-846-7000 | No 189/15 | 5/35 Chicago 1946 | Estate, gift, trust and wealth planning, administration and taxes; planning for charitable contributions; family giving; succession planning |
| 6 | 1 | CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132 | 16 28% | Jeffrey L. Rehmeyer II President | www.cgalaw.com 717-848-4900 | Yes 62/4 | 2/2 York 1989 | Wills, living wills, POA, trusts, special needs trusts, estate-tax planning, wealth preservation, gifting, business succession, elder law |
| 7 | NR | REILLY WOLFSON SHEFFEY SCHRUM AND LUNDBERG 1601 Cornwall Road Lebanon, PA 17042 | 8 40% | F.S. Wolfson, T.D. Sheffey, L.A. Schrum, P.A. Lundberg, M.R. Calvert, C.S. Gallo and P.C. Bametzeider Partners | www.reillywolfson.com 717-273-3733 | No 27/0 | 1/1 N. Cornwall Twp. 1940 | Wills, general and medical power of attorney, trusts, living wills and estate planning and administration |
| 8 | 8 | MARTSON DEARDORFF WILLIAMS & OTTO PC DBA MARTSON LAW OFFICES 10 E. High St. Carlisle, PA 17013 | 6 50% | Ivo V. Otto III Managing shareholder | www.martsonlaw.com 717-243-3341 | DNR 25/4 | 1/1 Carlisle 1949 | Estate planning and estate and trust administration |
| 9 | 9 | RKL LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | 6 50% | Edward W. Monbome CEO | www.rklcpa.com 717-394-5666 | No 253/15 | 3/4 Manheim Twp. 1951 | Estate, gift and succession planning; estate, trust, inheritance and gift tax preparation services. |
| 10 | 10 | NIKOLAUS & HOHENADEL LLP 212 N. Queen St. Lancaster, PA 17603 | 5 60% | John P. Hohenadel and Donald H. Nikolaus Managing partners | www.n-hlaw.com 717-299-3726 | Yes 47/8 | 4/4 Lancaster 1972 | All |
| 11 | 6 | SAIDIS SULLIVAN & ROGERS PC 100 Sterling Parkway, Suite 100 Mechanicsburg, PA 17050 | 4 75% | Robert C. Saidis CEO | www.ssr-attorneys.com 717-243-6222 888-664-6222 | Yes 17/1 | 2/2 Silver Spring Twp. 2010 | Accountings and audits; executors and trustees; family settlement agreements; orphans' court litigation; inheritance, estate-related tax returns |
| 12 | 11 | BATURIN & BATURIN 2604 N. Second St. Harrisburg, PA 17110-1108 | 4 65% | Floyd M. Baturin Senior partner | 717-234-2427 | Yes 5/4 | 1/1 Harrisburg 1917 | Wills, trusts, POAs, living wills, estate tax, charitable gift planning, foundations, concerns of the elderly, and complete estate administration |
| 13 | 14 | TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601 | 7 35% | Todd L. Harrington CPA CVA Managing partner | www.troutcpa.com 717-569-2900 800-448-1384 | Yes 95/20 | 2/2 Manheim Twp. 1929 | Estate and postmortem planning, estate administration, tax return filings |
| 14 | 13 | BLAKINGER THOMAS PC 28 Penn Square Lancaster, PA 17603 | 6 40% | Dan A. Blakinger President | www.blakingerthomas.com 717-299-1100 | No 46/2 | 1/1 Lancaster 1977 | Wills; trusts; powers of attorney; living wills; tax, charitable-gift, death-benefit and Medicaid planning; concerns of the elderly |
| 15 | 15 | KERN AND CO. PC 2331 Market St. Camp Hill, PA 17011-4642 | 5 25% | Charles L. Kern MBA CPA CVA ABV CFA CFP AEP FCPA Chairman and CEO | www.kernandcompany.com 717-763-0888 | No 7/4 | 1/1 Camp Hill 1980 | Estate tax and estate income tax planning, estate and inheritance tax returns, asset preservation, business valuations, forensic accounting |
| 16 | 21 | DALEY ZUCKER MEILTON & MINER LLC 635 N. 12th St., Suite 101 Lemoyne, PA 17043 | 3 40% | Patricia Carey Zucker Managing member | www.dzmlaw.com 717-724-9821 | Yes 16/1 | 3/3 Lemoyne 2004 | Wills, trusts, powers of attorney, asset protection; long-term care planning, VA and Medicaid planning, guardianships, estate administration |
| 17 | 20 | NAUMAN SMITH SHISSLER & HALL LLP 200 N. Third St., 18th Floor, P.O. Box 840 Harrisburg, PA 17108-0840 | 4 25% | Craig J. Staudenmaier Managing partner | www.nssh.com 717-236-3010 | No 15/2 | 1/1 Harrisburg 1871 | Wills, trusts, power of attorney, living wills, tax planning, charitable gift planning, elder law, death-benefit planning |
| 18 | 19 | JAMES SMITH DIETTERICK & CONNELLY LLP DBA JSDC LAW OFFICES 134 Sipe Ave. Hummelstown, PA 17036 | 4 20% | Scott A. Dietterick Managing partner | www.jsdc.com 717-533-3280 | No 44/5 | 2/3 Derry Twp. 1988 | Full-service estate planning and administration |
| 19 | NR | CIPRIANI & WERNER PC 1011 Mumma Road, Suite 201 Lemoyne, PA 17043 | 2 40% | Dennis P. Cullen Managing partner | www.c-wlaw.com 717-975-9600 | Yes 37/1 | 1/11 Pittsburgh 1996 | All |
| 20 | NR | REAGER & ADLER PC 2331 Market St. Camp Hill, PA 17011-4642 | 2 35% | David W. Reager President | www.reageradlerpc.com 717-763-1383 | No 13/0 | 1/1 Camp Hill 1979 | Wills, power-of-attorney documents, trusts, estate administration |
| 21 | 22 | BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715 | 4 15% | Kenneth B. Wolfe CPA President and managing principal | www.bsff.com 717-761-7171 800-294-7360 | Yes 78/11 | 2/2 E. Pennsboro Twp. 1990 | Estate planning; estate, trust, inheritance and gift tax return preparation. |
| 22 | 24 | GOLDBERG KATZMAN PC 4250 Crums Mill Road, Suite 301, P.O. Box 6991 Harrisburg, PA 17112-0991 | 2 20% | Paul J. Esposito Executive committee chairman | www.goldbergekatzman.com 717-234-4161 | DNR 32/1 | 4/4 Lower Paxton Twp. 1960 | Estate planning and administration, wills, trusts, living wills, powers of attorney, orphan's court litigation, trust admin., private foundations |
| 23 | 25 | WALZ GROUP PC 2929 Lititz Pike, P.O. Box 5555 Lancaster, PA 17606-5555 | 1 25% | Brett H. Tennis CPA President | www.walzgroupcpa.com 717-392-8200 | No 44/8 | 1/1 Manheim Twp. 1978 | Planning, asset allocation, tax minimization |
| 24 | 27 | SHUMAKER WILLIAMS PC 3425 Simpson Ferry Road Camp Hill, PA 17011 | 2 5% | Jeffrey A. Lee Administrator | www.shumakerwilliams.com 717-763-1121 888-794-5542 | DNR 12/1 | 2/4 Lower Allen Twp. 1964 | Wills, trusts, powers of attorney, living wills, tax planning, charitable gift planning, concerns of the elderly, death benefit planning |

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

The Central Penn Business Journal's list of estate planners was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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 Dec. 16, 2016.

Researched by Elaine Keisling



WALTERS APPRAISAL SERVICES, INC.

Litigation Support, Financing,
Acquisition/Divestiture, Tax Assessment,
Project Development, Estate Planning,
and Condemnation.



WALTERS
APPRAISAL SERVICES, INC.

Jeffrey L. Walters, MAI

601 North Front Street, Harrisburg, PA 17101
717.234.0540 | WaltersAppraisal.com

SBA loans

Ranked by SBA-approved loan amounts

| Rank | Company Address | 2015 SBA-approved loan amounts # SBA loans | Phone Website | Headquarters Year established | Services provided |
|------|---|---|--|-------------------------------|---|
| 1 | CANDLE HOSPITALITY LLC 265 N. Hershey Road Harrisburg, PA | \$5 million 1 | NA | W. Hanover Twp. 2014 | Hospitality |
| 2 | COUNTRY INN & SUITES CHAMBERSBURG 399 Bedington Drive Chambersburg, PA 17201 | \$4.3 million 1 | 717-261-0900 hotels.countryinns.com | Chambersburg NA | Hospitality |
| 3 | VORA INC. 43 W. Areba Ave. Hershey, PA 17033 | \$1.83 million 1 | NA | Derry Twp. 2015 | NA |
| 4 | L&W APPAREL CO. INC. DBA LEGACY ATHLETIC 300 Fame Ave. Hanover, PA 17331-1582 | \$1.57 million 1 | 717-630-0892 800-627-3244 www.legacy92.com | Hanover 1992 | Premium vintage or casual headwear, apparel, home decor and personal accessories for the collegiate, outdoor, corporate and destination markets |
| 5 | APPALACHIAN BREWING CO. INC. 50 N. Cameron St. Harrisburg, PA 17101 | \$1.54 million 2 | 717-221-1080 www.abcbrew.com | Harrisburg 1997 | Restaurant and brewery |
| 6 | D. BAKER PROPERTIES LLC 1903 Market St. Camp Hill, PA 17011 | \$1.38 million 1 | NA | Camp Hill 2015 | NA |
| 7 | NOAH'S ARK VETERINARY CENTER INC. 6325 Chelton Ave. Harrisburg, PA 17112 | \$1.35 million 1 | 717-652-5923 717-652-8414 www.noahsarkvetcenter.com | Lower Paxton Twp. 2003 | Veterinary medicine |
| 8 | MOUNT PLEASANT PLAZA LLC 14 Fortuna Lane Enola, PA 17025 | \$1.23 million 1 | NA | E. Pennsboro Twp. 2011 | NA |
| 9 | BIRD-IN-HAND CORP. P.O. Box 402 Bird-in-Hand, PA 17505 | \$1.17 million 1 | NA 800-665-8780 www.bird-in-hand.com | Leacock Twp. 1993 | NA |
| 10 | MAHADEVA REAL ESTATE HOLDINGS LLC 1905 Colonial Road Harrisburg, PA 17112 | \$1.15 million 1 | NA | Lower Paxton Twp. 2015 | NA |
| 11 | RENEUXIT LLC 1185 Lancaster Pike Quarryville, PA 17566 | \$1.07 million 1 | 610-696-4115 www.renexit.com | E. Drumore Twp. 2006 | Industrial coatings and component repair |
| 12 | PINE HILL MANUFACTURING LLC 2969 Lincoln Highway E. Gordonville, PA 17529 | \$996,000 2 | 717-288-2443 888-897-1925 www.pinehilltrailersales.com | E. Lampeter Twp. 1998 | Manufactures and sells trailers |
| 13 | SACUNAS INC. 835 Sir Thomas Court Harrisburg, PA 17109-4839 | \$965,000 2 | 717-652-0100 www.sacunas.net | Lower Paxton Twp. 1990 | Marketing and public relations |
| 14 | LITTLE LEARNERS' CHILD DEVELOPMENT CENTER INC. 2323 Lingelstown Road, Suite 301 Harrisburg, PA 17011 | \$909,000 1 | 717-671-4825 www.llcdc.com | Susquehanna Twp. 1999 | Early childhood center |
| 15 | JMS REALTY HOLDINGS LLC 3871 Elizabethtown Road Manheim, PA 17545 | \$886,000 1 | NA | Rapho Twp. 2010 | NA |
| 16 | FUEL CITY TRUCK STOP INC. 611 N. Enola Road Enola, PA 17025 | \$867,000 1 | 717-732-1500 | NA 1996 | Sunoco gas station |
| 17 | EXCELSIOR EVENTS LLC 125 E. King St. Lancaster, PA 17602 | \$860,000 1 | 717-715-5957 www.excelsiorlancaster.com | Lancaster 2015 | Event venue |
| 18 | THREE (3) B ICE CREAM CO. INC. 111 McKelvey Road Dauphin, PA 17018 | \$860,000 1 | 717-921-2057 | Dauphin 1973 | Ice cream shops |
| 19 | SPRING HOUSE BREWING CO. 25 W. King St. Lancaster, PA 17603 | \$804,000 1 | 717-399-4009 www.springhousebeer.com | Lancaster 2006 | Brewery and pub |
| 20 | HR PHARMACEUTICALS INC. 2651 Carnegie Road York, PA 17402 | \$800,000 1 | 717-252-1110 877-302-1110 www.hrpharma.com | Springettsbury Twp. 2007 | Manufactures medical lubricants |
| 21 | A&D BROS. INC. 622 Erford Road Camp Hill, PA 17011 | \$767,000 1 | NA | E. Pennsboro Twp. 2015 | NA |
| 22 | LAMARCO & SAAD TAVERN OWNERS LLC DBA TED'S BAR & GRILL 6197 Allentown Blvd. Harrisburg, PA 17112 | \$666,000 1 | 717-652-3832 www.tedsbarandgrill.com | Lower Paxton Twp. 2010 | Restaurants and bars |

DBA-doing business as NA-not available

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Researched by Alaine Keisling

— Ask —
LISTCENTRAL

Q: I'm a subscriber/advertiser – why aren't I on the list?

A: To be on a list, the editorial department needs information about your company. Generally we get information through our survey process. Complete a survey at www.CPBJSurveys.info or email lists@cpbj.com.

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 | 2015 local/total revenue | Employees F-T local/total | Local/total locations Headquarters Year established locally | Investment products |
|------|------------|--|--|---|--|------------------------------------|---------------------------|---|--|
| 1 | 1 | MML INVESTORS SERVICES LLC DBA UFINANCIAL GROUP 5001 Louise Drive Mechanicsburg, PA 17055 | 37 6 | Matthew J. Dobbie President and CEO | www.ufinancialgroup.com 717-791-3300 | \$11.12 million \$20.58 million | 62/115 11/20 | 1/7 Springfield, Mass. 1890 | Stocks/bonds, mutual funds, annuities, pensions/retire plans, financial planning |
| 2 | 2 | RBC CAPITAL MARKETS LLC DBA RBC WEALTH MANAGEMENT 635 N. 12th St., Second Floor Lemoyne, PA 17043 | 26 6 | C. Hoke, B.A. Fields and T. Zielinski Branch directors | www.rbc.com 717-724-4221 | \$20 million \$1.75 billion | 22/DNR 2/DNR | 3/DNR Minneapolis 2005 | Stocks/bonds, options, mutual funds, govt. securities, CDs, annuities, pensions/retire plans, financial planning |
| 3 | 3 | AMBASSADOR ADVISORS LLC 1755 Oregon Pike Lancaster, PA 17601-4272 | 21 6 | Robert E. Kauffman President | www.ambassadoradvisors.com 717-560-8300 800-395-7660 | \$4.47 million \$4.47 million | 33/DNR 2/DNR | 4/6 Manheim Twp. 1990 | Stocks/bonds, options, mutual funds, govt. securities, CDs, annuities, pensions/retire plans, financial planning |
| 4 | 4 | RAYMOND JAMES FINANCIAL SERVICES INC. DBA MILLER & GAY INVESTMENT MANAGEMENT 1605 E. Market St York, PA 17403-1258 | 8 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 | Mutual funds, CDs, annuities, pensions/retire plans, financial planning |
| 5 | 5 | JANNEY MONTGOMERY SCOTT 20 Erford Road, Suite 315, P.O. Box 518 Camp Hill, PA 17001-9862 | 5 1 | Eugene J. Anastasio Jr. Branch manager and VP of investments | www.janney.com 717-731-4400 800-622-7200 | DNR DNR | 7/7 0/0 | 3/100 Philadelphia 1976 | Stocks/bonds, options, mutual funds, govt. securities, commodities, CDs, unit trusts, annuities, pensions/retire plans, OTC market-maker, underwriting, financial planning |
| 6 | 6 | HB&W INC. DBA HAZLETT BURT & WATSON AND SECURITY NATIONAL TRUST CO. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267 | 4 0 | George S. Weaver III Senior executive VP | www.hazlettbur.com 717-397-5988 800-657-9944 | \$2.74 million \$8.23 million | 4/28 0/2 | 1/4 Wheeling, W.Va. 1994 | Stocks/bonds, options, mutual funds, govt. securities, CDs, unit trusts, annuities, pensions/retire plans, financial planning |
| 7 | 7 | EHD ADVISORY SERVICES INC. 1857 William Penn Way Lancaster, PA 17605 | 3 3 | Kenneth L. Eshleman Principal and president | www.ehdadvisory.com 717-390-4336 800-544-7292 | DNR DNR | 7/7 1/1 | 1/1 Lancaster 2003 | Stocks/bonds, options, mutual funds, govt. securities, commodities, unit trusts, annuities, pensions/retire plans, financial planning |
| 8 | NR | FIRST NATIONAL TRUST CO. DBA FNB WEALTH MANAGEMENT 409 N. Second St. Harrisburg, PA 17101 | 2 0 | Vincent J. Delie Jr. CEO | www.fnb-online.com 8005555455 800-555-5455 | DNR \$33.7 million | DNR/DNR DNR/DNR | DNR/300 Pittsburgh 1864 | DNR |
| 9 | 9 | YORK INDEPENDENTS INC. 18 S. George St., Suite 608 York, PA 17401 | 1 0 | Sean K. Clark CEO | www.yifinancial.com 717-324-6147 | \$295,000 \$295,000 | 1/DNR 3/DNR | 1/1 York 2001 | Annuities, pensions/retire plans, financial planning |
| 10 | 10 | THE HEALEY GROUP INC. 344 N. Front St. Wormleysburg, PA 17043 | 1 1 | Donald M. Healey Sr. President | www.thehealeygroup.net 717-730-0800 | DNR DNR | 2/DNR 0/DNR | 1/1 Wormleysburg 1980 | Stocks/bonds, options, mutual funds, govt. securities, commodities, CDs, unit trusts, annuities, pensions/retire plans, financial planning |

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 | Avg. fee range F-T/P-T local employees | Local/total location Headquarters Year established locally | Consulting focus |
|------|------------|--|-------------------|---|--|--|--|--|
| 1 | 2 | CONRAD M. SIEGEL INC. DBA CONRAD SIEGEL ACTUARIES 501 Corporate Circle, P.O. Box 5900 Harrisburg, PA 17110-0900 | 35 | Mark A. Bonsall FSA President and chairman | www.conradsiegel.com 717-652-5633 | DNR 96/8 | 1/1 Susquehanna Twp. 1963 | Retirement plans, including 401(k), 403(b), pensions, municipal, non-qualified; daily record keeping; investments; health and welfare plans; OPEB |
| 2 | 4 | RKL LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | 35 | Edward W. Monborne CEO | www.rklcpa.com 717-394-5666 | DNR 253/15 | 3/4 Manheim Twp. 1951 | Business valuation, business risk advisory, fraud/forensic accounting, litigation support, investment banking, succession planning, specialized taxes |
| 3 | 1 | BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715 | 30 | Kenneth B. Wolfe CPA President and managing principal | www.bsfc.com 717-761-7171 800-294-7360 | DNR 78/11 | 2/2 E. Pennsboro Twp. 1990 | Tax, A&A, forensic accounting, litigation support, business valuations, financial planning, mergers and acquisitions, HR, and succession planning |
| 4 | 6 | BAKER TILLY VIRCHOW KRAUSE LLP 221 W. Philadelphia St., Suite 200 York, PA 17401 | 25 | David Capitano Central Pa. office managing partner | www.bakertilly.com 717-846-7000 | DNR 189/15 | 5/35 Chicago 1946 | Business valuations; employee benefit plans; governance, risk and compliance; growth strategies; health care consulting; IT; tax; transaction advisory |
| 5 | 3 | WALZ GROUP PC 2929 Litz Pike, P.O. Box 5555 Lancaster, PA 17606-5555 | 22 | Brett H. Tennis CPA President | www.walzgroupcpa.com 717-392-8200 | \$95-\$310 44/8 | 1/1 Manheim Twp. 1978 | Accounting, auditing, tax planning and reporting, succession planning, payroll, business advisory and outsourced services |
| 6 | NR | AMBASSADOR ADVISORS LLC 1755 Oregon Pike Lancaster, PA 17601-4272 | 15 | Robert E. Kauffman President | www.ambassadoradvisors.com 717-560-8300 800-395-7660 | DNR 33/2 | 4/6 Manheim Twp. 1990 | Financial planning, retirement planning, estate planning, planned giving |
| 7 | 8 | KERN AND CO. PC 2331 Market St. Camp Hill, PA 17011-4642 | 5 | Charles L. Kern MBA CPA CVA ABV CFA CFF AEP FCPA Chairman and CEO | www.kernandcompany.com 717-763-0888 | \$55 to \$300 7/4 | 1/1 Camp Hill 1980 | Forensic accounting, litigation support, business valuations and succession planning |
| 8 | 10 | YORK INDEPENDENTS INC. 18 S. George St., Suite 608 York, PA 17401 | 3 | Sean K. Clark CEO | www.yifinancial.com 717-324-6147 | DNR 1/3 | 1/1 York 2001 | Financial coaching for upper-middle-class families |
| 9 | 11 | MURPHY MCCORMACK CAPITAL ADVISORS 115 Farley Circle, Suite 308 Lewisburg, PA 17837 | 3 | Bob McCormack Managing partner | www.murphyccormack.com 570-524-7253 | DNR 9/0 | 1/4 Lewisburg, Union Co. 2005 | Mergers and acquisitions, business valuations, divestitures, sale of businesses, purchase of businesses, management buyouts |
| 10 | 13 | SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601-4146 | 2 | Jason D. McDougall Managing partner | www.simonlever.com 717-569-7081 | DNR 37/16 | 1/1 Manheim Twp. 1951 | Business valuations, CFO outsourcing, business succession planning |

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

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Researched by Elaine Keisling

SBA lenders

Ranked by local loans approved

| Rank | Prev. rank | Company Address | FYE 2015 loan amounts approved/number of local SBA loans | Top local executive Title | Website Phone | 2015 SBA borrowers |
|------|------------|---|--|---|---|---|
| 1 | 4 | CENTRIC BANK 4320 Lingestown Road, P.O. Box 62090 Harrisburg, PA 17106-2090 | \$14 million 11 | Patricia A. Husic President and CEO | www.centricbank.com 717-657-7727 | Candle Hospitality Hollinger Inc. D. Baker Properties LLC |
| 2 | 1 | EDC FINANCE CORP. 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558 | \$6.33 million 9 | Lisa D. Riggs President | www.edcfinancecorp.com 717-397-4046 | L&W Apparel Co. Inc. The Bird-In-Hand Corp. Excelsior Events LLC |
| 3 | 3 | MANUFACTURERS & TRADERS TRUST CO. DBA M&T BANK 213 Market St. Harrisburg, PA 17101 | \$6.19 million 64 | Stephen Foreman Regional president | www.mtb.com NA 800-724-2440 | Bonefrog Brews LLC AM Enterprise LLC Innovative Design Inc. |
| 4 | 15 | REPUBLIC 1ST BANK DBA REPUBLIC BANK 1601 Market St. Philadelphia, PA 19103 | \$5.53 million 2 | NA NA | www.myrepublicbank.com NA 888-875-2265 | Country Inn & Suites Chambersburg Mount Pleasant Plaza LLC |
| 5 | NR | FIRST NATIONAL BANK OF PENNSYLVANIA 409 N. Second St. Harrisburg, PA 17101 | \$5.29 million [Ⓞ] 23 | Vincent J. Delie Jr. CEO | www.fnb-online.com NA 800-555-5455 | HR Pharmaceuticals Inc. A&D Brothers Inc. Thomas J Lyons PC dba Animal Hospital of West Manheim |
| 6 | 18 | PARKE BANK 601 Delsea Drive Seewell, NJ 08080 | \$3.32 million 3 | NA NA | www.parkebank.com 856-256-2500 866-727-5325 | Vora Inc. Renuexit LLC C&D Motorsports LLC |
| 7 | 9 | NEWTEK SMALL BUSINESS FINANCE INC. 462 Seventh Ave., 14th Floor New York, NY 10018 | \$3.22 million 2 | NA NA | www.newtekbusinessservices.com 212-256-9510 | Winter Ventures Inc. |
| 8 | 20 | MID PENN BANK 349 Union St. Millersburg, PA 17061-1611 | \$3.05 million 12 | Rory G. Ritrievi President and CEO | www.midpennbank.com 717-692-2133 866-642-7736 | Noah's Ark Veterinary Center Inc. Santram Food LLC VC Investments Inc. |
| 9 | 11 | BRANCH BANKING AND TRUST CO. DBA BB&T [Ⓞ] 1570 Manheim Pike, P.O. Box 3300 Lancaster, PA 17604-3300 | \$2.97 million 6 | Craig Kauffman Regional president | www.bbt.net 717-735-8730 800-226-5228 | Ammac Holdings LP Kaedrew Properties LLC TL Technologies Inc. |
| 10 | NR | PACIFIC WESTERN BANK 10250 Constellation Blvd. Century City, CA 90067 | \$2.88 million 2 | NA NA | www.pacificwesternbank.com 310-286-1144 | West Diablo LLC JMS Realty Holdings LLC |
| 11 | 7 | WELLS FARGO BANK 600 Penn St., Fourth Floor Reading, PA 19602 | \$2.04 million 18 | Lauren Tobiasen Area president | www.wellsfargo.com 610-655-2900 800-834-3280 | K9 Cove LLC MountJoy Motors Inc. JB.2 Enterprises LLC |
| 12 | NR | ORRSTOWN BANK 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307 | \$1.82 million 4 | Thomas R. Quinn Jr. President and CEO | www.orrstown.com 717-530-2297 888-677-7869 | Sacunas Inc. Dissolve Float Spa LLC Cumberland Valley Koi LLC |
| 13 | 28 | SOUTH EASTERN ECONOMIC DEVELOPMENT CO. OF PA 737 Constitution Drive Exton, PA 19341 | \$1.58 million 2 | Sherwood Robbins Managing director | www.seedcopa.com 610-458-5700 | Little Learners' Child Development Center Ted's Bar & Grill |
| 14 | 8 | CITIZENS BANK OF PENNSYLVANIA 2 N. Second St. Harrisburg, PA 17101 | \$1.45 million 15 | Daniel K. Fitzpatrick Regional president and CEO | www.citizensbank.com 717-777-3351 800-922-9999 | Pure Water Technology of Central PA Inc. Zoccolo Auto Services Inc. Lancaster Travel Places LLC |
| 15 | 6 | SEDA-COG LOCAL DEVELOPMENT CORP. 201 Furnace Road Lewisburg, PA 17837 | \$1.31 million 2 | John K. Reichard Director | finance.seda-cog.org 570-524-4491 800-326-4086 | Fuel City Truck Stop Inc. Alexander's Family Restaurant |
| 16 | 30 | COMMUNITY FIRST FUND 30 W. Orange St., P.O. Box 524 Lancaster, PA 17608-0524 | \$1.29 million 10 | Daniel Betancourt President and CEO | www.communityfirstfund.org 717-393-2351 | Maria Taveras-Garcia and Andy Taveras The Handsome Cab Corp. Wolfe & Schlosser LLC |
| 17 | 10 | FULTON BANK 1 Penn Square, P.O. Box 4887 Lancaster, PA 17604 | \$864,400 5 | Craig A. Roda Chairman and CEO | www.fultonbank.com 717-291-2411 800-385-8664 | Varner Systems Inc. Atlas Management Resources Inc. Yorklyn Construction Co. Inc. |
| 18 | 13 | FIRSTTRUST SAVINGS BANK 15 E. Ridge Pike Conshohocken, PA 19428 | \$700,000 2 | NA NA | www.firsttrust.com NA 800-220-2265 | River Wealth Advisors LLC Wetzel's Food Market |
| 19 | NR | REGIONAL DEVELOPMENT FUNDING CORP. 3856 S. Water St. Pittsburgh, PA 15203 | \$434,000 1 | NA NA | www.rdfc.net 412-471-1030 | PA Public Works Equipment Co. LLC |
| 20 | NR | STEARNS BANK 4191 Second St. S. St. Cloud, MN 56301 | \$294,000 1 | NA NA | www.stearnsbank.com 320-253-6607 800-320-7262 | Rashmi Enterprises Inc. |
| 21 | 35 | SANTANDER BANK 1130 Berkshire Blvd. Wyomissing, PA 19610 | \$261,500 8 | John Allen Regional president | www.sovereignbank.com 610-320-8400 877-768-2265 | Moon Lite Inc. Roma Pizza Partnership Strictly Catering LLC |
| 22 | 5 | CUSTOMERS BANK 99 Bridge St. Phoenixville, PA 19460 | \$240,000 1 | Jay Sidhu CEO | www.customersbank.com 610-933-7195 | John T Gotwalt DDS PC |
| 23 | 32 | CELTIC BANK CORP. 268 S. State St., Suite 300 Salt Lake City, UT 84111-5314 | \$206,000 2 | NA NA | www.celticbank.com 801-363-6500 800-854-7848 | JDR3 Associates LLC Car Clinic Inc. |
| 24 | 21 | TD BANK 3220 Tillman Drive, Suite 407 Bensalem, PA 19020 | \$150,000 1 | NA NA | www.tdbank.com 215-282-7334 | Joint & Spine Physical Therapy LLC |
| 25 | NR | RIVERVIEW BANK 3901 N. Front St. Harrisburg, PA 17110 | \$95,000 1 | Kirk A. Fox CEO | www.riverviewnational.com 717-827-4045 877-876-9462 | PA Public Works Equipment Co. LLC |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBjListCentral on Twitter. **Published July 22, 2016.** Ⓞ Loans attributed to the former Metro Bank, which now is part of FNB Ⓞ Previously ranked as Susquehanna Bank

Researched by Elaine Keisling

Mortgage lenders and brokers

Ranked by dollar volume of local residential loans

| Rank | Prev. rank | Company Address | Dollar volume of 2015 residential mortgage loans | Top local executive Title | Website Phone | Minimum/maximum loans F.T./P-T local employees | # of local/total locations Headquarters Year established locally | Types of loans offered |
|------|------------|---|---|---|---|--|--|--|
| 1 | 2 | MEMBERS 1ST FEDERAL CREDIT UNION 5000 Louise Drive, P.O. Box 40 Mechanicsburg, PA 17055-0040 | \$512.69 million Lender | Robert L. Marquette President and CEO | www.members1st.org 717-697-1161 800-283-2328 | None None 735/125 | 60/60 Lower Allen Twp. 1950 | Conventional, conforming, nonconforming, construction |
| 2 | 3 | PA STATE EMPLOYEES CREDIT UNION DBA PSECU 1500 Elmerton Ave., P.O. Box 67013 Harrisburg, PA 17106-7013 | \$320.38 million Lender | Gregory A. Smith President | www.psecu.com 717-234-8484 800-237-7328 | None \$1 million 627/84 | 3/4 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 | 1 | FULTON MORTGAGE CO. 1 Penn Square, Suite 304 Lancaster, PA 17602 | \$310.17 million Lender | Jill M. Carson President and COO | www.fultonmortgagecompany.com 717-295-9034 800-220-9034 | None None 88/0 | 68/123 Lancaster 2001 | Conventional, FHA, VA, jumbo, construction and permanent, PHFA, rural housing, reverse mortgages, home equity and home equity line of credit |
| 4 | 4 | HOMESALE MORTGAGE LLC 215 S. Centerville Road Lancaster, PA 17603-4006 | \$138.09 million Lender | Brad Dimmig President | www.homesalemortgage.com 717-286-9936 | \$36,820 \$460,201 23/0 | 21/21 E. Hempfield Twp. 1988 | FHA, VA, conventional, 203K, USDA, PHFA |
| 5 | 5 | YORK TRADITIONS BANK 226 Pauline Drive, P.O. Box 3658 York, PA 17402-0136 | \$132.57 million Lender | Michael E. Kochenour Founder, chairman and CEO | www.yorktraditionsbank.com 717-741-1770 877-741-1770 | \$20,000 \$417,000 867/17 | 5/5 York Twp. 2002 | Fixed rate, adjustable rate, FHA, VA PHFA, construction/permanent, RHS, swing, HARP |
| 6 | NR | ORRSTOWN BANK 77 E. King St., P.O. Box 250 Shippensburg, PA 17257-1307 | \$110 million Lender | Thomas R. Quinn Jr. President and CEO | www.orrstown.com 717-530-2297 888-677-7869 | None None 294/12 | 22/23 Shippensburg 1919 | Commercial and commercial real estate, home equity, personal loans and lines of credit, residential mortgages |
| 7 | 7 | LEBANON FEDERAL CREDIT UNION 300 Schneider Drive Lebanon, PA 17046-4811 | \$61.67 million Lender | Jeffery A. Trickett President and CEO | www.lebanonfcu.org 717-272-2210 | DNR DNR DNR/DNR | 3/3 Lebanon 1969 | Fixed and adjustable rate products |
| 8 | 8 | PATRIOT FEDERAL CREDIT UNION 800 Wayne Ave., P.O. Box 778 Chambersburg, PA 17201-0778 | \$51.04 million Lender | Brad R. Warner Interim president and CEO | www.patriotfcu.org 717-263-4444 888-777-9982 | DNR DNR 141/18 | 5/7 Chambersburg 1965 | 15-year, 30-year and adjustable rate mortgages; home equity loans |
| 9 | 10 | PEOPLESBANK 105 Leader Heights Road, P.O. Box 2887 York, PA 17405-2887 | \$41.86 million Lender | A. Dwight Utz President and CEO | www.peoplesbanknet.com 717-846-1970 888-846-1970 | NA NA 235/39 | 19/26 York Twp. 1864 | Fixed, ARM, construction, lot, FHA, VA, USDA, nonconforming |
| 10 | 9 | BELCO COMMUNITY CREDIT UNION 449 Eisenhower Blvd. Harrisburg, PA 17111-2302 | \$41.12 million Lender | Amy R. Sgrignoli President and CEO | www.belco.org 717-232-3526 800-642-4482 | DNR DNR 125/14 | 12/12 Swatara Twp. 1939 | First and second mortgages |
| 11 | NR | MID PENN BANK 349 Union St. Millersburg, PA 17061-1611 | \$35.36 million Lender \$1.79 million Broker | Rory G. Ritriev President and CEO | www.midpennbank.com 717-692-2133 866-642-7736 | \$40,000 \$2.5 million 215/4 | 14/20 Millersburg 1868 | Conventional, FHA, VA, USDA, PHFA, first-time homebuyer, construction, jumbo |
| 12 | 11 | CENTRIC BANK 4320 Lingelstown Road, P.O. Box 62090 Harrisburg, PA 17106-2090 | \$28.03 million Lender | Patricia A. Husic President and CEO | www.centricbank.com 717-657-7727 | None None 74/7 | 4/4 Lower Paxton Twp. 2007 | Conventional, jumbo, FHA, USDA, VA, PHFA; construction, bridge, home equity, land/lot, auto, unsecured |
| 13 | 14 | AMERICHoice FEDERAL CREDIT UNION 2175 Bumble Bee Hollow Road Mechanicsburg, PA 17055-5563 | \$18.90 million Lender | Anna May Naus President and CEO | www.americhoice.org 717-846-3474 800-240-4364 | NA NA 50/3 | 7/7 Upper Allen Twp. 1970 | First mortgages, home equity loans and lines of credit |
| 14 | 15 | 1ST ED CREDIT UNION 1156 Kennebec Drive Chambersburg, PA 17201 | \$14.58 million Lender | Kelly Childress CEO | www.1edcu.org 717-264-6506 | DNR DNR 18/2 | 1/1 Chambersburg 1938 | DNR |
| 15 | 13 | LANCO FEDERAL CREDIT UNION 349 W. Roseville Road Lancaster, PA 17601-3145 | \$14.38 million Lender | Stacey M. Hankey President and CEO | www.lancofcu.com 717-569-7180 888-318-4222 | \$3,000 \$300,000 23/12 | 5/5 Manheim Twp. 1965 | First mortgages, fixed home equity, home equity lines of credit, business mortgages |
| 16 | 16 | JONESTOWN BANK & TRUST CO. 2 W. Market St., P.O. Box 717 Jonestown, PA 17038-0717 | \$11.19 million Lender | Troy A. Peters President and CEO | www.bankjbt.com 717-274-5180 | None \$417,000 114/16 | 12/12 Jonestown 1873 | Fixed and adjustable rate, construction, commercial, home equity and consumer |
| 17 | 17 | CORNERSTONE FEDERAL CREDIT UNION 5 Eastgate Drive, P.O. Box 1181 Carlisle, PA 17013-0927 | \$9.99 million Lender | Samuel J. Glesner CEO | www.cornerstonefcu.coop 717-249-1661 888-718-6786 | \$10,000 None 28/9 | 3/3 S. Middleton Twp. 1974 | Full-service first mortgage, construction, home equity and lines of credit |
| 18 | 20 | HERSHEY FEDERAL CREDIT UNION 232 Hershey Road Hummelstown, PA 17036-9218 | \$9.04 million Lender | Paul R. Wagner President and CEO | www.hersheyfcu.org 717-533-9174 800-832-4328 | \$30,000 \$500,000 18/5 | 3/3 S. Hanover Twp. 1949 | Conventional purchase and refinance, FHA, VA |
| 19 | 18 | NEW CUMBERLAND FEDERAL CREDIT UNION 345 Lewisberry Road, P.O. Box 658 New Cumberland, PA 17070-0658 | \$8.30 million Lender | Donald M. Varner Jr. CEO | www.ncfconline.org 717-774-7706 800-716-2328 | DNR DNR 39/2 | 6/6 Fairview Twp. 1952 | DNR |
| 20 | 19 | EVERENCE FEDERAL CREDIT UNION 2160 Lincoln Hwy E., Suite 20 Lancaster, PA 17602-1150 | \$8.07 million Lender | W. Kent Hartzler President and CEO | www.everence.com 717-735-8330 800-451-5719 | \$10,000 \$370,000 39/27 | 3/10 E. Lampeter Twp. 1955 | Fixed-rate, balloon, adjustable, conventional and non-conforming |
| 21 | NR | POSTMARK CREDIT UNION 2630 Lingelstown Road Harrisburg, PA 17110-3666 | \$4.69 million Lender | David A. Frey President and CEO | www.postmarkcu.com 717-671-5119 888-671-7678 | DNR DNR 6/0 | 1/1 Susquehanna Twp 1933 | DNR |
| 22 | 23 | SUSQUEHANNA VALLEY FEDERAL CREDIT UNION 3850 Hartzdale Drive Camp Hill, PA 17011-7809 | \$4.33 million Lender | Eric E. Lundvall CEO | www.svfcu.org 717-737-4152 800-948-1454 | DNR DNR 17/2 | 2/2 Lower Allen Twp. 1967 | FHA, 15-year and 30-year fixed and adjustable rate mortgages |
| 23 | 22 | YORK EDUCATIONAL FEDERAL CREDIT UNION 1601 S. Queen St. York, PA 17403-4630 | \$3.06 million Lender | Cathy S. Henry President and CEO | www.yefcu.org 717-843-1153 | \$3,000 \$417,000 8/1 | 3/3 Spring Garden Twp. 1969 | Purchase, refinance, home equity, home equity line of credit |
| 24 | 24 | HERITAGE VALLEY FEDERAL CREDIT UNION 2400 Pleasant Valley Road, P.O. Box 3617 York, PA 17402-9624 | \$2.52 million Lender | Timothy K. Ames CEO | www.heritagevalleyfcu.org 717-840-4981 877-214-1914 | DNR DNR 32/2 | 3/3 Springettsbury Twp. 1935 | Fixed rate, adjustable, conventional, FHA and VA loan programs available |
| 25 | 25 | PA CENTRAL FEDERAL CREDIT UNION 959 East Park Drive Harrisburg, PA 17111-2810 | \$1.40 million Lender | Gregory E. Wagner CEO | www.pacentralfcu.com 717-564-4661 800-356-3875 | None None 19/2 | 4/4 Lower Paxton Twp. 1938 | Fixed rate |

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.CPBJournal.com. Surveys available at www.CPBJournal.com; follow @CPBJListCentral on Twitter. Published April 15, 2016.

Researched by Elaine Keisling

Merger and acquisition specialists

Ranked by number of local employees specializing in mergers and acquisitions

| Rank | Prev. rank | Company Address | Local employees specializing in mergers and acquisitions | Top local executive Title | Website Phone | Merger and acquisition services | F-T/P-T local employees Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|--|---|--|---|---|--|
| 1 | NR | MCNEES WALLACE & NURICK LLC 100 Pine St. P.O. Box 1166 Harrisburg, PA 17108-1166 | 18 | David M. Kleppinger Chairman | www.mcneeslaw.com 717-232-8000 | Full-service, including structuring transactions, negotiating terms, due diligence, regulatory compliance and document preparation | 245/5 2/7 Harrisburg 1935 | Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate |
| 2 | 1 | BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602 | 11 | Jeffrey D. Lobach Managing partner | www.barley.com 717-299-5201 | Legal representation | 108/13 3/6 Lancaster 1946 | Law, including business, banking, employment, immigration, real estate, trusts and estates, health care, finance and creditors' rights, litigation |
| 3 | NR | RHOADS & SINON LLP 1 S. Market Square, 12th Floor P.O. Box 1146 Harrisburg, PA 17108-1146 | 8 | Charles J. Ferry Managing partner | www.rhoads-sinon.com 717-233-5731 | Legal representation, negotiating and structuring mergers and acquisitions, fiduciary responsibilities of corporate directors and officers, shareholder rights plans, share repurchases | 79/1 1/2 Harrisburg 1935 | Banking, litigation, environmental, labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, health care |
| 4 | 2 | MURPHY MCCORMACK CAPITAL ADVISORS 115 Farley Circle, Suite 308 Lewisburg, PA 17837 | 8 | Bob McCormack Managing partner | www.murphymccormack.com 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 | 9/0 1/4 Lewisburg, Union Co. 2005 | Merger and acquisition consulting, corporate turnarounds, investment banking, business valuations, corporate advisory |
| 5 | 3 | BYBEL RUTLEDGE LLP 1017 Mumma Road Lemoyne, PA 17043-1145 | 7 | Nicholas Bybel Jr. Partner | www.bybelrutledge.com 717-731-1700 | Legal, deal structuring | 9/1 1/1 Wormleysburg 2006 | Boutique firm focusing on corporate, mergers and acquisitions, securities, executive compensation, banking and business law |
| 6 | NR | STEVENS & LEE PC 17 N. Second St., 16th Floor Harrisburg, PA 17101 | 6 | Ernie Choquette President and CEO | www.stevenslee.com 717-234-1090 | Represent public and privately held companies with legal and related aspects of merger and acquisition assignments, including management buyouts | 29/0 3/13 Reading 1990 | Regulatory and government affairs, corporate, M&A, health care, litigation, labor and employment, municipal finance, tax, public utility, real estate |
| 7 | NR | O'DONNELL & BARR LAW GROUP LLP 11 Carlisle St., Suite 301 Hanover, PA 17331 | 6 | Edward J. O'Donnell IV Managing partner | www.odonnellandbarr.com 717-632-9580 | Legal services | 9/2 1/1 Hanover 2006 | Legal services |
| 8 | 4 | STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994 | 5 | Ronald L. Hershner Managing partner and business group chairman | www.stockandleader.com 717-846-9800 | Structuring, negotiating, documenting and closing mergers and acquisitions of all sizes as legal counsel to both sellers and buyers | 61/9 3/3 York 1953 | Business/finance, mergers/acquisitions, labor/employment, environmental, estate planning/admin., litigation, education, real estate and municipal law |
| 9 | NR | NAUMAN SMITH SHISSLER & HALL LLP 200 N. Third St., 18th Floor P.O. Box 840 Harrisburg, PA 17108-0840 | 4 | Craig J. Staudenmaier Managing partner | www.nssh.com 717-236-3010 | Legal counsel for corporate mergers and acquisitions | 15/2 1/1 Harrisburg 1871 | Full-service law firm, including business and employment, mergers and acquisitions, real estate, Right-to-Know and tax law, trusts, estate planning |
| 10 | 5 | SANS AND CO. 111 Cocoa Ave. P.O. Box 155 Hershey, PA 17033 | 4 | Louis F. Santangelo President | www.sansandco.com 717-533-4477 | Corporate valuation, lending resources, investment property advice, researching businesses for sale, deal structuring, consulting | 3/1 1/1 Derry Twp. 1991 | Business sales, merger and acquisition services, business valuation, financing assistance and commercial realty |
| 11 | 7 | SUMMIT ADVISORY INC. 1630 Manheim Pike, Suite 1 Lancaster, PA 17601 | 3.5 | Ronald Myer President | www.summitadvisory.com 717-687-8271 866-413-8271 | Lower mid-market (\$2 million-\$50 million) broker/investment banker, works with buyers and sellers; valuing/pricing, structuring, due diligence, negotiating, closing and business culture integration | 1/3 1/1 Manheim Twp. 1989 | Mergers and acquisitions, representing buyers and sellers; exit planning for business transfer; focus on businesses with sales above \$2 million |
| 12 | NR | GRIFFIN FINANCIAL GROUP LLC 17 N. Second St., 16th Floor Harrisburg, PA 17101 | 3 | Joseph M. Harenza CEO and senior managing director | www.griffinfinancial.com 717-255-7383 | Merger and acquisition advisory; strategic consulting services; financing through institutional placements of debt and equity; private equity placements; public offerings; capital markets activities | 3/0 2/8 Reading 2001 | M&A advisory; strategic consulting; debt and equity placements; private equity placements; public offerings; capital markets activities |
| 13 | NR | REILLY WOLFSON SHEFFEY SCHRUM AND LUNDBERG 1601 Cornwall Road Lebanon, PA 17042 | 1.5 | F.S. Wolfson, T.D. Sheffey, L.A. Schrum, P.A. Lundberg, M.R. Calvert, C.S. Gallo and P.C. Bametzeider Partners | www.reillywolfson.com 717-273-3733 | Funding sources, legal advice, documentation, real estate title services, closing assistance | 27/0 1/1 N. Cornwall Twp. 1940 | Legal services |
| 14 | 9 | STRATEGIC ENDEAVORS LLC 805 Estelle Drive, Suite 110 P.O. Box 8605 Lancaster, PA 17604-8605 | 1 | James A. Eshleman Principal | www.strategicendeavors.com 717-898-7662 | Business valuation, buy- and sell-side representation, value-enhancement consulting, SBA financing assistance, exit planning | 1/1 1/1 E. Hempfield Twp. 2000 | Merger and acquisition consulting and brokerage |
| 15 | NR | A. NEUMANN & ASSOCIATES LLC 1109 Archers Glen Lancaster, PA 17601 | 1 | Frank P. Arcoleo Jr. Managing director of Central PA | www.neumannassociates.com 973-801-3913 | Independent business valuation, valuation analytics, exit strategy planning, full-service business brokerage for sellers and buyers | 1/0 1/9 Atlantic Highlands, N.J. 2013 | Mergers and acquisitions and business broker |
| 16 | NR | CONFIDENTIAL BUSINESS ADVISORS LLC 590 Centerville Road, Suite 261 Lancaster, PA 17601 | 1 | Bruno S. Schmalhofer President | www.confidentialbusinessadvisors.com 717-203-7273 | Sell-side advisory services to middle-market firms; mergers and acquisitions | 1/0 1/1 E. Hempfield Twp. 2013 | Sell-side advisory services; mergers and acquisitions |

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

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Researched by Alaine Keisling

Barley Snyder Mergers & Acquisitions ATTORNEYS AT LAW

Lancaster • York • Reading
Hanover • Malvern • Hunt Valley

Barley Snyder's M&A group is active as counsel in transactions representing buyers, sellers, management teams and financing sources. Our representation includes due diligence, structuring transactions, negotiating and drafting letters of intent, negotiating and drafting acquisition agreements, coordination of financing sources, obtaining regulatory approvals and closing transactions. Clients which Barley Snyder has represented in recent transactions include the following:

GSE Power Systems, Inc.
Harrisburg Senators
Lancaster General Health

McClarín Plastics, Inc.
Riverview Financial Corporation
Rock Liitz

Thermacore, Inc.
Stoudt Advisors
The Wolf Organization, LLC

www.barley.com/Mergers-Acquisitions • @BarleySnyder

Registered investment advisers

Ranked by assets under management

| Rank | Prev. rank | Company Address | Assets under mgt. 2015 2014 % 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 | \$63.63 billionⓄ \$54.89 billionⓄ 15.92% | 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 LLC 223 E. Chestnut St. Lancaster, PA 17602 | \$11.86 billionⓄ \$11.28 billionⓄ 5.21% | Thomas A. Russo Managing member | 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 | \$4.09 billion \$3.08 billion 32.68% | Kenneth G. Mertz II President and CIO | www.teamemerald.com 717-396-1116 800-722-4123 | 41% public, 47% mutual funds, 9% corporate, 1% Taft-Hartley or endowments/foundations, 1% other No | SEC, CA, DE, GA, MD, NJ, PA, TX 37/0 | 1/5 Manheim Twp. 1991 | Asset management firm providing research-based portfolio management |
| 4 | 4 | CONRAD SIEGEL INVESTMENT ADVISORS INC. 501 Corporate Circle Harrisburg, PA 17110 | \$3.67 billion \$3.01 billion 21.64% | Tara L. Mashack-Behney President | www.conradsiegel.com/ investments 717-652-5633 | 90% pension and profit-sharing plans, 4% state or municipal govt., 3% high-net-worth, 1% individuals, 1% charitable organization, and 1% corporations and insurance companies No | SEC, PA and TX 24/24 | 1/1 Susquehanna Twp. 2002 | Provides independent investment consulting services to 401(k) and defined benefit plans, colleges and universities and high-net-worth individuals |
| 5 | 6 | PBWM LLC DBA PARENTEBEARD WEALTH MANAGEMENT 1869 Charter Lane, Suite 302 Lancaster, PA 17601-5898 | \$977.16 million \$881.63 million 10.84% | A.M. Stephenson, C.M. Stock, S.D. Michael, T.K. Williams, A. Gehman and C. Denest Partners | www.parentebear wealthmanagement.com 717-393-9721 855-855-5455 | 13% individuals, 82% high net worth individuals, 3% retirement plans, 1% charitable organizations, 1% other No | SEC, PA, CT, FL, MD, NJ, NY, TX and VA 17/3 | 3/4 Lancaster 1995 | Registered investment advisory practice specializing in wealth management and comprehensive financial planning |
| 6 | 7 | RODGERS & ASSOCIATES LTD. 2025 Litz Pike Lancaster, PA 17601-4235 | \$629.56 million \$591.19 million 6.49% | Rick L. Rodgers CFP President | www.rodgers-associates.com 717-560-3800 888-876-3437 | 100% individuals No | SEC, NJ, PA, TX 19/1 | 1/1 Manheim Twp. 1996 | Fee-only wealth management firm specializing in clients who are retired or planning for retirement in the next few years |
| 7 | 9 | RIVER WEALTH ADVISORS LLC 3401 N. Front St., Suite 303 Harrisburg, PA 17110 | \$449.94 million \$388.9 millionⓄ 15.7% | Robert E. Caplan CFA CEO and adviser | www.riverwealthadvisors.com 717-888-9830 844-784-7065 | 75% high-net-worth, 10% individuals, 10% pension and profit-sharing plans, 5% charitable organizations No | SEC and PA 6/0 | 1/1 Susquehanna Twp. 2015 | Investments, financial strategies and risk management |
| 8 | 8 | COUNSEL TRUST CO. DBA COUNSEL TRUST GROUP 224 St. Charles Way, Suite 100 York, PA 17402-4643 | \$427.7 millionⓄ \$580.54 million -26.33% | Edward S. Crooks CEO | www.counseltrust.com 717-718-1600 | 45% high-net-worth, 30% pension plans, 15% corporate, 10% individuals and charitable organizations Yes | SEC 15/0 | 3/3 York Twp. 1986 | Wealth management and trust services |
| 9 | 10 | ROOF ADVISORY GROUP INC. 507 N. Front St. Harrisburg, PA 17101-1063 | \$401.95 million \$388.19 millionⓄ 3.55% | E. Jeffrey Roof President and CEO | www.roofadvisory.com 717-260-9281 866-846-9281 | 74% high-net-worth, 22% individuals, 4% other No | SEC and PA 8/0 | 1/1 Harrisburg 1998 | Fee-only independent investment management firm providing portfolio mgt., investment advisory, wealth mgt. and financial planning |
| 10 | 11 | RKL WEALTH MANAGEMENT LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$386.83 million \$356.61 million 8.47% | Sarah Young Fisher CFP ChFC MSFS President | www.rklwealth.com 717-399-1700 | 65% individuals, 29% high-net-worth, 4% pension and profit-sharing plans, 1% corporations, 1% charitable organizations No | SEC, FL, PA, MD 11/0 | 1/2 Manheim Twp. 1999 | Investment management, wealth management, pension consulting, financial planning |
| 11 | 12 | AMBASSADOR ADVISORS LLC 1755 Oregon Pike Lancaster, PA 17601-4272 | \$384.75 millionⓄ \$354.38 million 8.57% | Robert E. Kauffman President | www.ambassador advisors.com 717-560-8300 800-395-7660 | Individuals, charitable organizations, pension and profit-sharing plans, businesses Yes | SEC, PA and 11 other states 33/2 | 4/6 Manheim Twp. 1990 | Wealth managers with balanced, stewardship-centered approach to financial planning |
| 12 | 14 | ISI FINANCIAL GROUP INC. 26A E. Roseville Road Lancaster, PA 17601 | \$334.19 million \$326.08 million 2.49% | Timothy J. Decker President | www.isifinancialgroup.com 717-393-3353 | Individuals, high-net-worth, pension and profit-sharing plans, nonprofit organizations No | SEC, PA, FL, NE, TX 5/1 | 1/1 Manheim Twp. 1985 | Fee-only financial planning and wealth management, retirement planning, 401(k) plans, tax-managed portfolios |
| 13 | 13 | FMA ADVISORY INC. 1631 N. Front St. Harrisburg, PA 17102 | \$321.64 millionⓄ \$314.57 million 2.25% | Peter J. LaBella President | www.fmaadvisory.com 717-232-8850 | 50% high-net-worth, 25% individuals, 18% retirement plans, 7% charitable organizations, banks and nonprofits No | SEC, PA and 14 other states 6/0 | 2/2 Harrisburg 1982 | Fee-only fiduciary asset management |
| 14 | 16 | HAZLETT BURT & WATSON INC. DBA SECURITY CAPITAL MGT. 100 E. King St., P.O. Box 1267 Lancaster, PA 17608-1267 | \$298 million \$210 million 41.9% | George S. Weaver III Senior executive VP | www.hazlettburt.com 717-397-5988 800-657-9944 | 38% individuals, 30% retirement plans, 27% high-net-worth, 5% charitable organizations Yes | SEC, OH, PA and WV 6/0 | 1/4 Wheeling, W.Va. 1994 | Security brokerage, money management and trust services |
| 15 | 15 | FISCHER FINANCIAL SERVICES INC. 4431 N. Front St. Harrisburg, PA 17110 | \$220.88 million \$222.02 million -0.51% | Fred D. Fischer President | www.fischerfinancial services.com 717-233-8901 888-886-1902 | 70% individuals; 30% institutions No | SEC and PA 4/1 | 1/1 Susquehanna Twp. 1988 | Investment management |
| 16 | 17 | WHEATLAND ADVISORS INC 144 E. Chestnut St. Lancaster, PA 17602 | \$139.48 millionⓄ \$139.56 millionB -0.05% | Richard P. Heilig President | www.wheatlandadvisors.com 717-299-6090 | 90% individuals, 5% charitable organizations, 5% ERISA No | SEC and PA NA/NA | 1/1 Lancaster 1987 | Portfolio management, investment counsel |
| 17 | 18 | EHD ADVISORY SERVICES INC. 1857 William Penn Way Lancaster, PA 17605 | \$139.48 millionⓄ \$120.63 million 15.62% | Kenneth L. Eshleman Principal and president | www.ehdadvisory.com 717-390-4336 800-544-7292 | As a % of AUM, 80% high-net-worth, 7% corporations and 13% nonprofits Yes | SEC 7/1 | 1/1 Lancaster 2003 | Investment management, financial planning, and 401(k)/profit sharing |
| 18 | NR | JD FINANCIAL SERVICES INC. DBA FIRST COMMAND FINANCIAL PLANNING INC. 401 E. Louthier St., Suite 222 Carlisle, PA 17013 | \$124.26 million NA NA | James A. DeGaetano Jr. CPA CFP MBA President | www.firstcommand.com 717-960-0012 800-443-2014 | Military, federal and state (active and retired), business owners, doctors, attorneys, teachers Yes | PA 1/0 | 1/1 Carlisle 2007 | Investing, insurance, comprehensive retirement and legacy planning |
| 19 | 20 | ATWATER MALICK LLC 3004 Hempland Road, Suite 1 Lancaster, PA 17601 | \$104.42 million \$86.39 million 20.88% | Matthew C. Malick and Benjamin H. Atwater Partners | www.atwatermalick.com 717-439-9410 | 75% high-net-worth and 25% individuals No | SEC 3/0 | 1/1 E. Hempfield Twp. 2008 | Investment management, individual securities, retirement planning and wealth management |
| 20 | 19 | BENEFITWORKS INC. 336 Cumberland St., P.O. Box 1209 Lebanon, PA 17042-0209 | \$95.8 millionⓄ \$96.21 millionB -0.43% | Brooks N. Trefsgar President | www.trefsgar.com 717-273-8441 800-931-3144 | Individuals and pension and profit-sharing plans No | PA NA/NA | 1/2 Lebanon 1984 | Portfolio management, pension consulting and insurance |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 9, 2016.** Ⓞ as reported in annual ADV on file with the SEC. Ⓜ FMA Advisory Inc. separated into FMA Advisory Inc. and River Wealth Advisors in March 2015; assets under local management based on filings since the split. Ⓢ as reported in annual ADV on file with the SEC; Assets under local management as of end of FY 2013; as reported in annual ADV on file with the SEC

Researched by Elaine Keisling


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 | 1 | KPMG LLP 30 N. Third St., P.O. Box 1190 Harrisburg, PA 17108-1190 | 56.4 | Cathy Pomanti Office managing principal | www.kpmg.com/us 717-260-4600 | 132/9 40%/141 | 1/90 New York City 1972 | Audit, tax, advisory |
| 2 | 2 | BAKER TILLY VIRCHOW KRAUSE LLP 221 W. Philadelphia St., Suite 200 York, PA 17401 | 50.2 | David Capitano Central Pa. office managing partner | www.bakertilly.com 717-846-7000 | 189/15 31%/162 | 5/35 Chicago 1946 | Full-service accounting, tax and advisory firm |
| 3 | 3 | RKL LLP 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | 48.6 | Edward W. Monbome CEO | www.rklcpa.com 717-394-5666 | 253/15 32%/152 | 3/4 Manheim Twp. 1951 | Audit/accounting, tax compliance and planning, business advisory services, information technology services |
| 4 | 4 | TROUT EBERSOLE & GROFF LLP 1705 Oregon Pike Lancaster, PA 17601 | 36 | Todd L. Harrington CPA CVA Managing partner | www.troutcpa.com 717-569-2900 800-448-1384 | 95/20 50%/72 | 2/2 Manheim Twp. 1929 | Accounting and auditing, tax, valuations and litigation support, employee-benefit plans, schools and municipal accounting, estate planning, forensics |
| 5 | 5 | BROWN SCHULTZ SHERIDAN & FRITZ 210 Grandview Ave. Camp Hill, PA 17011-1715 | 27.3 | Kenneth B. Wolfe CPA President and managing principal | www.bssf.com 717-761-7171 800-294-7360 | 78/11 39%/70 | 2/2 E. Pennsboro Twp. 1990 | Accounting, auditing, tax services, litigation support, business valuations, small-business accounting, HR consulting, specialty business consulting |
| 6 | 6 | STAMBAUGH NESS PC 2600 Eastern Blvd., Suite 101 York, PA 17402-2916 | 25.6 | Steven L. Hake President and CEO | www.stambaughness.com 717-757-6999 800-745-8233 | 64/12 40%/64 | 2/2 Springettsbury Twp. 1918 | Accounting, business advisory and technology consulting |
| 7 | 7 | MCKONLY & ASBURY LLP 415 Fallowfield Road Camp Hill, PA 17011-4908 | 23.4 | Kurt M. Trimarchi Managing partner | www.macpas.com 717-761-7910 | 63/10 32%/73 | 2/2 Hamden Twp. 1973 | Public accounting firm |
| 8 | 11 | SIMON LEVER LLP 444 Murry Hill Circle Lancaster, PA 17601-4146 | 19.4 | Jason D. McDougall Managing partner | www.simonlever.com 717-569-7081 | 37/16 45%/43 | 1/1 Manheim Twp. 1951 | Business advisers and certified public accountants |
| 9 | 8 | WALZ GROUP PC 2929 Litzitz Pike, P.O. Box 5555 Lancaster, PA 17606-5555 | 18 | Brett H. Tennis CPA President | www.walzgroupcpa.com 717-392-8200 | 44/8 45%/40 | 1/1 Manheim Twp. 1978 | Accounting, auditing, tax planning and reporting, succession planning and general business advisory, QuickBooks consulting, outsourced services |
| 10 | 9 | SMITH ELLIOTT KEARNS & CO. LLC 55 Wetzel Drive, Suite 1 Hanover, PA 17331 | 17 | John R. Schnitzer CPA Managing member | www.sek.com 717-637-5915 | 80/15 37%/46 | 5/6 Conewago Twp. 1963 | Tax preparation and planning, payroll, financial statement prep, auditing, accounting, estate administration, business valuations, 401(k) admin. |
| 11 | 10 | BOYER & RITTER LLC 211 House Ave. Camp Hill, PA 17011 | 15.8 | Robert J. Murphy CPA/ABV CEO and managing principal | www.cpabr.com 717-761-7210 800-843-1120 | 54/7 35%/45 | 2/4 E. Pennsboro Twp. 1926 | Accounting, auditing, business and tax consulting, litigation support, business valuations, cost segregation studies, forensic accounting |
| 12 | 12 | PRICEWATERHOUSECOOPERS LLP 2 N. Second St., Suite 1100 Harrisburg, PA 17101 | 15 | Steven Haffner Managing partner | www.pwc.com 717-231-5900 | 65/1 25%/60 | 1/83 New York City 1984 | Assurance, tax, human resource advisory, financial advisory services, health care consulting |
| 13 | 13 | ACUITY ADVISORS AND CPAS LLP 454 New Holland Ave., Suite 200 Lancaster, PA 17602-2289 | 11.2 | S.C. Hibshman Managing partner | www.acuitycpas.com 717-239-5180 800-854-5355 | 20/8 40%/28 | 1/1 Lancaster 2006 | Accounting, auditing, tax compliance and planning, business consulting, valuation, advisory services, mergers and acquisitions, payroll, QuickBooks |
| 14 | NR | BDO USA LLP 945 East Park Drive, Suite 103 Harrisburg, PA 17111 | 10.6 | Joe LaClair and Steve Masterson Office managing partners | www.bdo.com 717-233-8800 | 34/5 32%/33 | 2/63 Chicago 2013 | Assurance, tax, financial advisory and consulting services |
| 15 | 14 | ROTZ & STONESIFER PC 1134 Kennebec Drive Chambersburg, PA 17201 | 10.3 | Lynn C. Rotz CPA President and CEO | www.rotzandstonesifer.com 717-264-5961 | 40/5 41%/25 | 3/3 Chambersburg 1986 | Accounting, auditing, bookkeeping and payroll, tax preparation and consulting, wealth management, retirement and financial planning, retirement plans |
| 16 | 17 | RLH CPAS AND BUSINESS ADVISORS LLC 195 Stock St., Suite 311 Hanover, PA 17331-2271 | 5.9 | Karl A. Lehman CPA PFS Partner | www.rlhcpa.com 717-637-7300 800-637-7331 | 11/4 49%/12 | 1/3 Hanover 1984 | Auditing, compilations/reviews, bookkeeping, business valuation, consulting, forensics, payroll, IT services, estate planning, controllership |
| 17 | 23 | SONRISE TAGSANDTAX LLC 346 S. Ninth St. Lebanon, PA 17042 | 5.6 | Aaron B. Shirk EA President | www.tagsandtax.com 717-865-2530 | 8/19 70%/8 | 3/3 Lebanon 1973 | Notary, licensing and messenger services; tax preparation and planning |
| 18 | 18 | KLINGLER & ASSOCIATES PC 1156 Walnut Bottom Road, Suite 2 Carlisle, PA 17015 | 5.4 | John H. Klingler President | www.klinglerassociates.com 717-243-7743 | 5/5 90%/6 | 2/2 Carlisle 2005 | Financial-statement preparation, tax planning and preparation, and information technology services |
| 19 | 15 | WEINHOLD NICKEL & CO. LLP 1360 Ridge Ave., P.O. Box 610 Reamstown, PA 17567-0610 | 5.3 | Dean A. Hoover CPA Managing partner | www.wncppa.com 717-336-3801 | 27/8 25%/21 | 1/1 E. Cocalico Twp. 1974 | Government, nonprofit and retirement plan audits; individual and business taxes, planning and consulting; payroll and bookkeeping |
| 20 | 16 | BOLES METZGER BROSIUS & EMRICK PC 3601 N. Front St. Harrisburg, PA 17110 | 5.2 | Brian J. Metzger President | www.bmbecpa.com 717-238-0446 | 11/5 40%/13 | 1/1 Susquehanna Twp. 1978 | Business valuations, QuickBooks support, mergers and acquisitions, audit and tax, litigation support |
| 21 | 26 | MILLER BROWN OHM & ASSOCIATES PC 315 Main St. McSherrystown, PA 17344 | 5 | Tim M. Ohm CPA President | www.mbcopas.com 717-668-8492 | 11/4 50%/10 | 2/2 McSherrystown 1985 | Accounting, tax, payroll, business consulting, QuickBooks |
| 22 | 21 | DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166 | 5 | Diana M. Reed CPA President | www.dianareed.com 717-533-5513 | 11/7 45%/11 | 1/1 Derry Twp. 1988 | Accounting, bookkeeping and payroll, financial statements, tax planning and returns, reviews, compilations, agreed-upon procedures, nonprofits |
| 23 | 19 | PARKS & CO. 815 E. Arch St. Palmyra, PA 17078 | 4.8 | Robert K. Parks Partner | www.parksandco.com 717-838-2387 | 7/10 80%/6 | 1/1 Palmyra 1996 | Full-service public accounting firm |
| 24 | 24 | ACCOUNTING SERVICES OF YORK LLC 3030 E. Market St. York, PA 17402 | 4.8 | David L. Riggs President | www.accountingservicesofyork.com 717-757-5482 | 6/1 80%/6 | 1/1 Springettsbury Twp. 1987 | Payroll services; personal, business and nonprofit tax preparation, IRS issue resolution, general accounting and bookkeeping, website design/hosting |
| 25 | 22 | PADDEN GUERRINI & ASSOCIATES PC 91 Cumberland Parkway Mechanicsburg, PA 17055 | 4.5 | H. David Padden President | www.pgacpas.com 717-790-9333 | 32/2 15%/30 | 1/1 Upper Allen Twp. 1984 | Accounting, auditing, tax preparation and consulting |

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 tax work. The Central Penn Business Journal's list of tax-preparation firms is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 19, 2016.**

Researched by Elaine Keisling



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CHAPTER 6

HEALTH CARE

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ABOUT HIGHMARK BLUE SHIELD

Highmark Blue Shield serves approximately 1.1 million members through the company's health care benefits business and employs nearly 3,000 people in central Pennsylvania and the Lehigh Valley. Highmark Blue Shield is an independent licensee of the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield companies. For more information, visit www.highmark.com.





IN A PHARMACY NEAR YOU?

Medical marijuana is not likely to knock other drugs off pharmacy shelves in Pennsylvania, where the substance has been approved to treat 17 health conditions, including chronic pain and epilepsy. Evidence suggests some compounds in cannabis could ease symptoms of those conditions, but there's not enough research to support using the substance to replace existing drugs, according to Dr. Bill Trescher, who leads pediatric neurology at Derry Township-based Penn State Health Milton S. Hershey Medical Center. Instead, Trescher said, medical marijuana might be used alongside other medications. The most common uses for medical marijuana in Pennsylvania are expected to be for treating chronic pain and post-traumatic stress disorder, based on a survey of 5,000 patients by the Pennsylvania Department of Health.

— Lenay Ruhl

PHOTO/THINKSTOCK

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 | 4 | CONESTOGA ORAL AND MAXILLOFACIAL SURGERY LTD. 190 Good Drive Lancaster, PA 17603-2353 | 7 | Cindy Myers Practice administrator | www.conestogaoms.com 717-394-3033 | Most | 3/3 E. Hempfield Twp. 1972 | Oral and maxillofacial surgery |
| 2 | 2 | LANCASTER DENTAL ARTS PC 60 W. Walnut St. Lancaster, PA 17603-9806 | 5 | Jesus Espada General coordinator | www.lancasterdentalarts.com 717-394-4466 | Most | 2/43 Lancaster 2012 | General dentistry, orthodontics, pedodontics, oral surgery |
| 3 | 5 | VERBER DENTAL GROUP PC DBA VERBER FAMILY DENTISTRY 3920 Market St., Suite 100 Camp Hill, PA 17011-4202 | 5 | Michael C. Verber DMD FICOI President | www.verberdental.com 717-737-4337 | United Concordia Advantage Plus, Delta Dental, Aetna, Cigna, Blue Cross Dental, Assurant Employee Benefits, Dentemax, Guardian | 1/1 Hampden Twp. 1974 | Family dentistry, restorations, prosthodontics, implant dentistry, TMJ evaluation and treatment |
| 4 | 8 | WELSH MOUNTAIN MEDICAL & DENTAL CENTER 584 Springville Road New Holland, PA 17557 | 5 | Georgette Dukes McAllister CEO | www.welshmountain.com 717-354-4711 | Free and reduced-price care depending on income | 4/4 Salisbury Twp. 1973 | Family-centered medical and dental services to all members of the community, especially those of limited income |
| 5 | 9 | ORAL AND MAXILLOFACIAL SURGERY INNOVATIONS LLP 4700 Union Deposit Road Harrisburg, PA 17111 | 2 | Paul S. Allen and Larry Pepper Partners | www.omsillp.com 717-909-0530 866-641-6674 | Most | 1/1 Lower Paxton Twp. 2006 | Oral and maxillofacial surgery |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of dental practices was limited to those in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the individual practices and other Business Journal research. To access the Business Journal's online database, visit www.CPB.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 19, 2016.**

Researched by Elaine Keisling

Dental and vision insurers

Ranked by 2015 total direct premiums

| Rank | Company Address | 2015 direct premiums written companywide | Website Phone | 2015 assets/ liabilities | States in which you offer products | Services offered |
|------|--|--|---|-------------------------------------|------------------------------------|--|
| 1 | DELTA DENTAL OF PENNSYLVANIA 1 Delta Drive Mechanicsburg, PA 17055-6999 | \$190.21 million | www.deltadentalins.com 717-766-8500 800-471-7091 | \$154.16 million \$39.48 million | MD and PA | Individual and group dental benefits provider |
| 2 | VISION BENEFITS OF AMERICA INC. 300 Weyman Plaza Pittsburgh, PA 15236 | \$45.04 million | www.visionbenefits.com 717-612-0384 800-432-4955 | \$48.87 million \$7.31 million | PA and 20 other states | Managed vision-care benefits for employer groups |
| 3 | DOMINION DENTAL SERVICES INC. 115 S. Union St. Alexandria, VA 22314 | \$27.48 million | www.dominiondental.com 703-518-5000 800-962-2242 | \$12.18 million \$3.42 million | PA, MD, DE, DC, VA, OR, WA | Provides and administers dental and vision benefits throughout Pennsylvania, Maryland, Virginia, Delaware, Oregon, Washington and the District of Columbia |
| 4 | UNITED CONCORDIA DENTAL PLAN PA INC. 4401 Deer Path Road Harrisburg, PA 17110 | \$11.10 million | www.unitedconcordia.com 717-260-6800 888-884-8224 | \$2.77 million \$1.08 million | PA | Dental insurance and administration |
| 5 | CIGNA DENTAL HEALTH OF PA INC. 1601 Chestnut St. Philadelphia, PA 19102 | \$5.46 million | www.cigna.com 215-761-1000 800-244-6224 | \$1.56 million \$211,274 | PA | Dental HMO, PPO and indemnity plans |

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 dental and vision health insurers is limited to risk-assuming insurers that are licensed and domiciled in Pennsylvania as determined by the Pennsylvania Insurance Department and have financial information available through 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 5, 2016.**

Researched by Elaine Keisling

Health insurers

Ranked by 2015 total direct premiums

| Rank | Company Address | 2015 direct premiums written companywide | Website Phone | 2015 assets/liabilities | States in which you offer products | Services offered |
|------|---|---|--|--------------------------------------|---------------------------------------|--|
| 1 | HIGHMARK INC. 1800 Center St., P.O. Box 890173 Camp Hill, PA 17089-0001 | \$3.98 billion | www.highmarkblueshield.com NA 800-345-3806 | \$7.57 billion \$3.70 billion | PA | Health, dental and vision insurance; information technology and integrated health care delivery |
| 2 | CAPITAL BLUE CROSS 2500 Elmerton Ave. Harrisburg, PA 17177-9799 | \$3.40 billion | www.capbluecross.com 717-541-7000 800-962-2242 | \$1.40 billion \$537.40 million | PA | Group and individual insurance, including medical, dental, vision, prescription, life, disability, self-funded, stop-loss, medical mgt. and Medicare |
| 3 | QCC INSURANCE CO. 1901 Market St. Philadelphia, PA 19103-1480 | \$2.17 billion | www.ibx.com 215-636-9559 800-555-1514 | \$1.16 billion \$753.05 million | PA and 27 other states | NA |
| 4 | UPMC FOR YOU INC. 1 Chatham Center Pittsburgh, PA 15219 | \$2 billion | www.upmchealthplan.com NA 800-644-1046 | \$527.85 million \$280.27 million | PA | Individual, family, employee and Medicare products |
| 5 | GEISINGER HEALTH PLAN 100 N. Academy Ave. Danville, PA 17822-0001 | \$1.89 billion | www.thehealthplan.com 570-271-8760 800-447-4000 | \$465.36 million \$269.90 million | PA and NJ | HMO, PPO, POS, CDHP, Medicare Advantage, Medicare supplement, CHIP, GHP Family, Medicaid, third-party administration services |
| 6 | HEALTHASSURANCE PA INC. 3721 TecPort Drive, P.O. Box 67103 Harrisburg, PA 17106-7103 | \$1.25 billion | www.healthamerica.cvty.com 717-540-4260 800-788-7895 | \$335.58 million \$173.17 million | PA | HMO, PPO, POS, consumer-directed health plans, dental |
| 7 | UNITEDHEALTHCARE OF PENNSYLVANIA INC. 100 E. Penn Square, Suite 410 Philadelphia, PA 19107 | \$1.19 billion | www.uhc.com 215-568-3300 800-791-2067 | \$428.24 million \$285.28 million | NA | Health and well-being company |
| 8 | COMMUNITY CARE BEHAVIORAL HEALTH ORGANIZATION P.O. Box 1266 Camp Hill, PA 17011 | \$803.29 million | www.ccbh.com NA 866-542-0299 | \$244.47 million \$87.58 million | PA | Behavioral health services in the Northeastern U.S. |
| 9 | INDEPENDENCE BLUE CROSS 1901 Market St. Philadelphia, PA 19103-1480 | \$348.34 million | www.ibx.com 215-636-9559 800-555-1514 | \$303.91 million \$247.92 million | PA | HMO, PPO and POS plans; health savings accounts; prescription, vision, and dental plans; life and disability plans |
| 10 | VALUE BEHAVIORAL HEALTH OF PA INC. 520 Pleasant Valley Road Trafford, PA 15085 | \$105.01 million | www.vbh-pa.com 724-744-6300 | \$46.49 million \$27.42 million | PA | Behavioral health services for medical assistance recipients in 13 counties |
| 11 | UPMC HEALTH NETWORK INC. 1 Chatham Center Pittsburgh, PA 15219 | \$92.24 million | www.upmchealthplan.com NA 800-644-1046 | \$40.92 million \$15.28 million | PA | Individual, family, employee and Medicare products |
| 12 | HUMANA MEDICAL PLAN OF PENNSYLVANIA INC. 5000 Ritter Road, Suite 101 Mechanicsburg, PA 17055 | \$35.18 million | www.humana.com 502-580-1000 | \$26.22 million \$3.66 million | PA | Health, dental and vision insurance |
| 13 | AETNA HEALTH INSURANCE CO. 980 Jolly Road, P.O. Box 1109 Blue Bell, PA 19422-0109 | \$26.03 million | www.aetna.com 215-542-5900 860-273-0123 | \$58.96 million \$26.68 million | PA and 19 other states | Medical, dental and Medicare Plus products |
| 14 | INTER-COUNTY HOSPITALIZATION PLAN INC. 720 Blair Mill Road Horsham, PA 19044 | \$21.14 million | www.ichphealth.com NA 800-492-2385 | \$8.27 million \$6.01 million | PA | PPO, prescription benefits programs, dental and vision plans, consumer-directed health plans |

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 domiciled in Pennsylvania as determined by the Pennsylvania Insurance Department, and have financial information available through 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 5, 2016.**

Researched by Elaine Keisling

Health maintenance organizations

Ranked by 2015 total direct premiums

| Rank | Company Address | 2015 direct premiums written companywide | Website Phone | 2015 assets/ liabilities | States in which you offer products | Services offered |
|------|---|--|---|--------------------------------------|------------------------------------|---|
| 1 | VISTA HEALTH PLAN INC. 1901 Market St. Philadelphia, PA 19103-1480 | \$3.75 billion | www.keystonevipchoice.com NA 855-241-3648 | \$453.25 million \$225.38 million | PA | NA |
| 2 | AETNA HEALTH INC. PA CORP. 980 Jolly Road, P.O. Box 1109 Blue Bell, PA 19422-0109 | \$2.86 billion | www.aetna.com 215-542-5900 860-273-0123 | \$840.15 million \$418.74 million | PA and 18 other states | Health care, dental, pharmacy, group life, disability and long-term care products |
| 3 | GATEWAY HEALTH PLAN INC. 600 Grant St., Floor 41 Pittsburgh, PA 15219-2704 | \$2.17 billion | www.gatewayhealthplan.com 412-255-4640 877-428-3929 | \$581.67 million \$345.49 million | PA | NA |
| 4 | BRAVO HEALTH PA INC. 1500 Spring Garden St., Suite 800 Philadelphia, PA 19130 | \$776.23 million | www.bravohealth.com NA 800-291-0396 | \$244.33 million \$95.21 million | PA and NJ | NA |
| 5 | AMERIHEALTH HMO INC. DBA AMERIHEALTH CARITAS 8040 Carlson Road, Suite 500 Harrisburg, PA 17112 | \$437.56 million | www.amerihelthcaritaspa.com 717-651-3540 877-693-8271 | \$259.54 million \$240.23 million | DE, NJ and PA | Medical assistance (Medicaid), managed-care |
| 6 | KEYSTONE HEALTH PLAN CENTRAL INC. 2500 Elmerton Ave. Harrisburg, PA 17177-9799 | \$239.05 million | www.capbluecross.com 717-541-7000 800-547-2583 | \$119.02 million \$63.21 million | PA | HMO |

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 domiciled in Pennsylvania as determined by the Pennsylvania Insurance Department and have financial information available through 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 5, 2016.**

Researched by Elaine Keisling

Home-care providers

Ranked by number of full-time equivalent home-care employees

| Rank | Prev. rank | Company Address | FTE home-care employees | Top local executive Title | Website Phone | F-T/P-T local employees | Local/total locations Headquarters Year established locally | Home-care services provided |
|------|------------|---|-------------------------|---|--|-------------------------|---|---|
| 1 | NR | WELLSPAN VNA HOME CARE 45 Monument Road, Suite 200 York, PA 17403 | 134 | Barbara Yarrish Senior VP of post-acute services | www.wellspan.org 717-851-2424 | 169 19 | 135/135 York Twp. 1880 | Skilled nursing; home health aides; physical, occupational and speech therapy; IV therapy; wound and ostomy care; phlebotomy services; social services; nutritional counseling; patient education; private duty nursing; behavioral health nursing |
| 2 | NR | SHILOH HOMECARE CORP. DBA COMFORCARE HOME CARE-YORK 266 W. Market St. York, PA 17401 | 71 | Jennifer A. Foley President | www.yorkpa.comforcare.com 717-718-9393 | 53 90 | 2/2 York 2013 | Skilled nursing services and non-medical home care services, including personal care, medication reminders, light housekeeping, shopping and companionship |
| 3 | 1 | VNA OF HANOVER & SPRING GROVE INC. 440 Madison St. Hanover, PA 17331 | 60 | Bryan S. Warner CEO | www.vnahanover.org 717-637-1227 800-422-3197 | 62 47 | 1/1 Hanover 1909 | Home health, palliative care, personal care, hospice |
| 4 | NR | GOOD SAMARITAN HOME HEALTH 45 Monument Road, Suite 200 York, PA 17403 | 32 | Barbara Yarrish Senior of VP post-acute services | www.wellspan.org 717-851-2424 | 34 4 | 135/135 York Twp. 1880 | Skilled nursing services, including education for disease management, medication administration, wound care and ostomy care; physical, ultrasound, speech and occupational therapy; home exercise programs; home health aides; medical social worker |
| 5 | 8 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | 22 | Joseph E. Murphy CEO | www.masonicvillages.org 717-367-1121 | 879 710 | 1/5 W. Donegal Twp. 1910 | Taking care of pets and plants, transportation, shopping and errands, hygiene care, laundry, companionship |
| 6 | 6 | HOMESTEAD VILLAGE HOME CARE SERVICES LLC 1800 Marietta Ave., P.O. Box 3227 Lancaster, PA 17603 | 20 | Carol S. Carter MBA Executive director | www.homesteadvillage.org 717-397-4831 | 3 30 | 1/1 E. Hempfield Twp. DNR | Housekeeping, cooking, companionship, escort to medical appointments, plant care, pet care, dressing, bathing, laundry, shopping, transportation, gardening, medication reminders, transfers |
| 7 | 4 | LANDIS AT HOME LLC 1001 E. Oregon Road Lititz, PA 17601 | 17.8 | Larry J. Zook President and CEO | www.landiscommunities.org 717-569-3271 | 4 5 | 1/1 Manheim Twp. 1964 | Personal care and support services, transportation, intermittent care, 24-hour continuous care |
| 8 | 5 | MESSIAH LIFEWAYS DBA MESSIAH LIFEWAYS AT HOME 100 Mount Allen Drive Mechanicsburg, PA 17055 | 10 | Curtis D. Stutzman President and CEO | www.messiahlifeways.org/athome 717-790-8209 | 10 50 | 1/1 Upper Allen Twp. 1984 | One-on-one assistance with bathing, dressing, personal hygiene, toileting; companionship to promote conversation, activity and socialization; medication reminders and diet, fluid intake and hydration monitoring; transportation and accompaniment for appointments and errands |
| 9 | NR | GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557 | 9 | Steve Lindsey CEO | www.gardenspotvillage.org 717-355-6000 | 230 176 | 2/2 Earl Twp. 1996 | Services include bathing, dressing, medication reminders, transportation, light meal prep, light housekeeping, walking dogs, laundry, washing dishes, appointment assistance, companionship, grocery shopping; 24-hour care with caregiver availability |
| 10 | NR | BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Lutz Pike, P.O. Box 5093 Lancaster, PA 17606-5093 | 8 | John N. Snader President and CEO | www.bv.org 717-569-2657 800-367-9899 | 276 209 | 1/1 Manheim Twp. 1897 | Light housekeeping, cooking, laundry; companionship and reading; medication management; exercise assistance; transportation; bathing and dressing |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked FTE-full-time equivalent The Central Penn Business Journal's list of home-care providers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Dec. 2, 2016.**

Researched by Elaine Keisling

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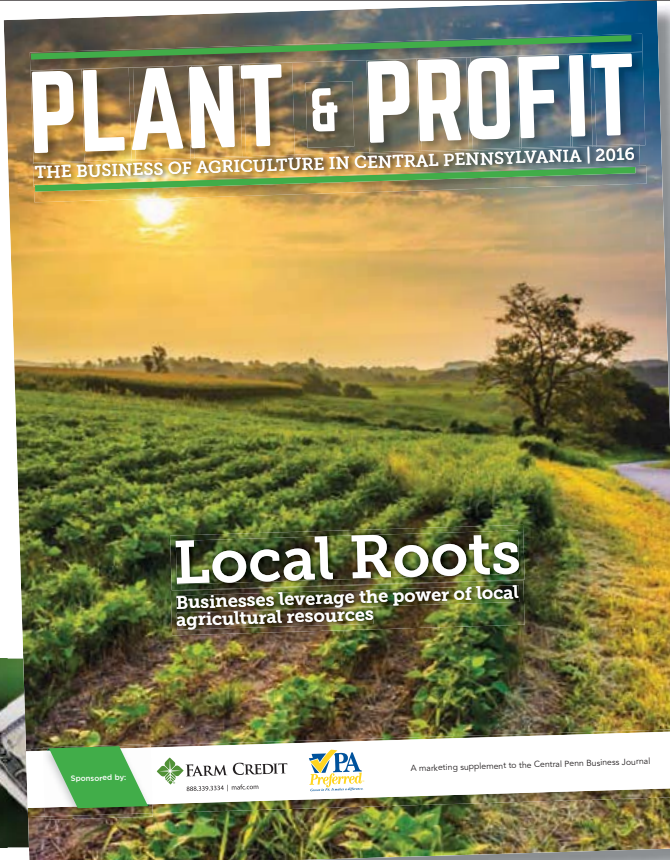
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CENTRAL PENN
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Hospitals and health systems

Ranked by total revenue

| Rank | Prev. rank | Health system Address | 2015/2014 revenue % change | Top local executive Title | Website Phone | Licensed beds | F-T/P-T employees | Local/total facilities Headquarters Year established locally | Inpatient hospitals within health system |
|------|------------|--|---|--|--|---------------|-------------------|--|--|
| 1 | 2 | WELLSPAN HEALTH 45 Monument Road, Suite 200 York, PA 17403 | \$1.63 billion \$1.43 billion 13.5% | Kevin Mosser MD President and CEO | www.wellspan.org 717-851-2705 | 1,127 | 11,837 2,304 | 135/135 York Twp. 1880 | WellSpan Ephrata Community Hospital, WellSpan Gettysburg Hospital, WellSpan Good Samaritan Hospital, WellSpan Philhaven, WellSpan Surgery & Rehabilitation Hospital and WellSpan York Hospital |
| 2 | 1 | PENN STATE MILTON S. HERSHEY MEDICAL CENTER 500 University Drive, P.O. Box 850 Hershey, PA 17033 | \$1.30 billion \$1.46 billion -10.4% | A. Craig Hillemeier MD CEO and senior VP for health affairs | www.pennstatehershey.org 717-531-8521 800-243-1455 | 551 | DNR DNR | 58/63 Derry Twp. 1970 | Penn State Milton S. Hershey Medical Center, Children's Hospital and cancer institute |
| 3 | 4 | PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17105-8700 | \$960.81 million \$859.25 million 11.8% | Michael A. Young FACHE President and CEO | www.pinnaclehealth.org 717-231-8900 | 636 | 3,929 2,245 | 100/100 Harrisburg 1995 | Community General Osteopathic, Harrisburg and West Shore hospitals |
| 4 | 3 | LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 17604-3555 | \$930.74 million \$969.19 million -4.0% | Jan L. Bergen President and CEO | www.lghealth.org 717-544-5511 888-544-4636 | 631 | 6,184 1,722 | 67/67 Lancaster 1893 | Lancaster General, Women & Babies and Lancaster Rehabilitation hospitals |
| 5 | NR | READING HOSPITAL AND MEDICAL CENTER Sixth Avenue and Spruce Street, P.O. Box 16052 Reading, PA 19612-6052 | \$797.12 million \$779.31 million 2.3% | Clint Matthews President and CEO | www.readinghospital.org 610-988-8000 | 743C | DNR DNR | 0/19 West Reading 1867 | DNR |
| 6 | 5 | SUMMIT HEALTH 112 N. Seventh St. Chambersburg, PA 17201 | \$459.10 million \$436.78 million 5.1% | Patrick W. O'Donnell President and CEO | www.summithealth.org 717-267-7919 | DNR | 2,377 881 | 20/20 Chambersburg 1995 | Chambersburg and Waynesboro hospitals |
| 7 | 6 | HOLY SPIRIT 503 N. 21st St. Camp Hill, PA 17011-2204 | \$358.66 million \$372.06 million -3.6% | Kyle C. Snyder Chief administrative officer | www.hsh.org 717-763-2100 | 311 | 1,738 703 | 43/43 E. Pennsboro Twp. 1963 | Holy Spirit |
| 8 | 8 | HANOVER HEALTHCARE PLUS INC. 300 Highland Ave. Hanover, PA 17331 | \$160.24 million \$149.94 million 6.9% | Mike Gaskins President and CEO | www.hanoverhospital.org 717-637-3711 800-673-2426 | 106 | 910 324 | 14/14 Hanover 1926 | Hanover Hospital |
| 9 | 9 | CARLISLE HMA LLC DBA CARLISLE REGIONAL MEDICAL CENTER 361 Alexander Spring Road Carlisle, PA 17015 | \$121.58 million \$132.17 million -8.0% | David Steitz CEO | www.carlislemc.com 717-249-1212 | 165 | 525 103 | DNR/DNR Franklin, Tenn. DNR | Part of Community Health Systems Inc. |
| 10 | 10 | ROSE CITY HMA LLC DBA LANCASTER REGIONAL MEDICAL CENTER 250 College Ave. Lancaster, PA 17603-3363 | \$110.38 million \$112.10 million -1.5% | Deborah Willwerth RN MSN CEO | www.lancasterregional.com 717-291-8211 | 262 | DNR DNR | 4/DNR Franklin, Tenn. 1883 | Part of Community Health Systems Inc. |
| 11 | 11 | YORK PENNSYLVANIA HOSPITAL CO. LLC DBA MEMORIAL HOSPITAL 325 S. Belmont St. York, PA 17403 | \$78.64 million \$88.18 million -10.8% | Sally J. Dixon President and CEO | www.mhyork.org 717-843-8623 800-436-4326 | 100 | DNR DNR | 17/DNR Franklin, Tenn. 1945 | Part of Community Health Systems Inc. |
| 12 | 12 | LANCASTER HMA LLC DBA HEART OF LANCASTER REGIONAL MEDICAL CENTER 1500 Highlands Drive Lititz, PA 17543 | \$61.03 million \$63.51 million -3.9% | Deborah Willwerth RN MSN CEO | www.heartoflancaster.com 717-625-5000 | 144 | DNR DNR | DNR/DNR Franklin, Tenn. 1999 | Part of Community Health Systems Inc. |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of hospitals and health systems is limited to those in or near Adams, Berks, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies, the Pennsylvania Health Care Cost Containment Council and Pennsylvania Department of Health, as well as other Business Journal research. To access the Business Journal's online database, visit www.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Oct. 14, 2016.** [Ⓞ] Pennsylvania Health Care Cost Containment Council [Ⓞ] Bed information is from the Pennsylvania Department of Health.

Researched by Alaine Keisling

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Personal-care and assisted-living facilities

Ranked by licensed capacity

| Rank | Prev. Rank | Facility Address | Total units Personal-care/ assisted-living | Top local executive CEO | Website Phone | Profit or nonprofit? F-T/P-T local employees | Local/total locations Headquarters Year established locally | Amenities |
|------|------------|---|--|---|---|--|---|--|
| 1 | 1 | WILLOW VALLEY COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602 | 220 220/0 | John G. Swanson President | www.willowvalleycommunities.org 717-464-6800 800-770-5445 | Nonprofit 664 622 | 1/1 W. Lampeter Twp. 1984 | Lifecare community, cultural center, day spa, fitness center, indoor pools, 500-seat performing arts theater, scenic walking paths on 210 acres |
| 2 | 2 | COUNTRY MEADOWS OF WEST SHORE 4905 E. Trindle Road Mechanicsburg, PA 17050-3662 | 184 184/0 | Dan Mills Executive director | www.countrymeadows.com 717-975-3434 800-322-3441 | For-profit 167 36 | 5/10 Derry Twp. 1986 | Apartment-style living, all-rental retirement living with community life program, fitness, spiritual life, convenient to shopping and restaurants |
| 3 | 3 | MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055-6100 | 157 157/0 | Curtis D. Stutzman President and CEO | www.messiahlifeways.org 717-697-4666 | Nonprofit 327 158 | 5/5 Upper Allen Twp. 1996 | Wellness center, restaurants, woodworking shop, art studio, business center, shops, Pathways Institute for Lifelong Learning, chapel and gardens |
| 4 | 4 | MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601-2632 | 145 145/0 | J. Nelson Kling President | www.mennonitehome.org 717-393-1301 | Nonprofit 341 230 | 1/1 Manheim Twp. 1903 | Fitness center, bank, transportation, beauty shop, activities, volunteer program |
| 5 | 6 | LANDIS COMMUNITIES 1001 E. Oregon Road Lititz, PA 17543 | 144 144/0 | Larry J. Zook President and CEO | www.landiscommunities.org 717-569-3271 | Nonprofit 289 309 | 3/3 Manheim Twp. 1964 | Indoor pool, fitness center, garden plots, walking path, chapel, library, wood shop, bank, pharmacy, general store, hair salon, Wi-Fi, dining |
| 6 | 7 | BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Lititz Pike, P.O. Box 5093 Lancaster, PA 17606-5093 | 141 141/0 | John N. Snader President and CEO | www.bv.org 717-569-2657 800-367-9899 | Nonprofit 276 209 | 1/1 Manheim Twp. 1997 | Pharmacy, bank, indoor heated pool, thrift shop, gift shop, village grocery stores, chapel, on- and off-campus transportation, Wolfe Auditorium |
| 7 | 9 | COUNTRY MEADOWS OF LEADER HEIGHTS 2760 Pine Grove Road York, PA 17403 | 124 124/0 | James Bryan Executive director | www.countrymeadows.com 717-741-5118 800-322-3441 | For-profit 114 66 | 5/11 Derry Twp. 1993 | Transportation, community life programs, aquatics and fitness center, private setting with beautiful walking paths and pond, housekeeping |
| 8 | 10 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | 119 119/0 | Joseph E. Murphy CEO | www.masonicvillages.org 717-367-1121 | Nonprofit 879 710 | 1/5 W. Donegal Twp. 1910 | Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, six restaurants, home care, cultural center |
| 9 | 11 | COUNTRY MEADOWS OF YORK 1910 Trolley Road York, PA 17408 | 114 114/0 | Crystal Friend Executive director | www.countrymeadows.com 717-764-1190 800-322-3441 | For-profit 100 32 | 5/10 Derry Twp. 1991 | Close to shopping and dining, beautiful park setting, one level, community life program, fitness programs, transportation, housekeeping |
| 10 | 12 | COUNTRY MEADOWS OF HERSHEY 451 Sand Hill Road Hershey, PA 17033 | 100 100/0 | Amy Wagaman Executive director | www.countrymeadows.com 717-533-1880 800-322-3441 | For-profit 127 34 | 5/11 Derry Twp. 1985 | Transportation, community life program, wellness and fitness center, private setting, convenient to shopping and restaurants |
| 11 | 13 | VILLAGE OF LAUREL RUN 6375 Chambersburg Road Fayetteville, PA 17222 | 100 100/0 | Larry Cottle CEO and administrator | www.laurelrunliving.com 717-352-2721 | For-profit 170 30 | 1/1 Franklin Twp. 2000 | Medical oversight, including medical director and nurse practitioner, podiatry, on-site X-ray services and lab; personal care with 24-hour nursing |
| 12 | 14 | BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055 | 100 0/100 | Brian Grundusky Executive director | www.bethanyvillage.org 717-766-0279 | Nonprofit 136 178 | 1/6 Germantown, Md. 1964 | Indoor pool, fitness center, restaurants, clinic, pharmacy, gift shop, library, bank, beauty/barber shop, disc and mini golf course |
| 13 | 16 | BRETHREN HOME COMMUNITY DBA CROSS KEYS VILLAGE 2990 Carlisle Pike New Oxford, PA 17350-9582 | 91 91/0 | Jeffrey M. Evans President and CEO | www.crosskeysvillage.org 717-624-2161 888-624-8242 | Nonprofit 311 371 | 1/1 Oxford Twp. 1908 | Community center, full-service restaurant and cafe, wellness/fitness center, pool, chapel, golf putting green, walking/biking, gardening, woodworking |
| 14 | 17 | GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557 | 86 86/0 | Steve Lindsey CEO | www.gardenspotvillage.org 717-355-6000 | Nonprofit 230 176 | 2/2 Earl Twp. 1996 | Indoor pool and fitness area, social programming, computer lab, conservatory, wood shop, art studio, outdoor pavilion/amphitheater, Wi-Fi |
| 15 | 18 | PAXTON STREET HOME BENEVOLENT SOCIETY INC. DBA PAXTON MINISTRIES 2001 Paxton St. Harrisburg, PA 17111-1053 | 85 85/0 | Jodie Smiley Executive director | www.paxtonmin.org 717-236-5508 | Nonprofit 24 17 | 4/4 Swatara Twp. 1981 | Personal care provides single room with shared bath, daily meals and activities, medication and payee support if needed, laundry, and daily activities |
| 16 | 19 | SPIRITRUST LUTHERAN VILLAGE AT KELLY DRIVE 750 Kelly Drive York, PA 17404 | 85 85/0 | Pam Conrad Executive director | www.spiritrustlutheran.org 717-848-2585 877-741-0248 | Nonprofit 39 28 | 1/6 York 1951 | Cafe, billiards, gift shop, library, lounges, hair salon, patios, programming, dining room, community transportation, fellowship room |
| 17 | 20 | FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522 | 76 76/0 | Jerry D. Lile President and CEO | www.fairmounthomes.org 717-354-1800 | Nonprofit 105 209 | 1/1 W. Earl Twp. 1968 | Skilled care, personal care, dementia care, independent, wellness room, pet therapy |
| 18 | NR | LONGWOOD MANOR PERSONAL & MEMORY CARE 2760 Maytown Road, P.O. Box 610 Maytown, PA 17550-0610 | 73 73/0 | Jared Zimmerman Executive director | www.longwoodassisted.com 717-426-0033 | For-profit 55 30 | 1/3 E. Donegal Twp. 1999 | Personal care and memory care programs, in-house therapy, beautiful courtyards, home-cooked meals, call bell system and engaging activities |
| 19 | 21 | THE ECUMENICAL COMMUNITY DBA ECUMENICAL RETIREMENT COMMUNITY 3525 Canby St. Harrisburg, PA 17111 | 70 70/0 | Tonda Aumiller Executive director | www.ecumenicalretirement.org 717-561-2590 | Nonprofit 113 28 | 1/10 Derry Twp. 1989 | Affordable retirement living, transportation, all meals included, community life program, parklike setting convenient to shops and banks |
| 20 | 22 | LUTHER ACRES 600 E. Main St. Lititz, PA 17543-2224 | 70 70/0 | Matthew C. Oathout Senior executive director | www.luthercare.org 717-626-1171 877-999-0039 | Nonprofit 175 216 | 1/3 Lititz 1949 | Chaplaincy services, social services, routine beauty/barber services, cultural, educational and social activities |
| 21 | 23 | QUARRYVILLE PRESBYTERIAN RETIREMENT COMMUNITY 625 Robert Fulton Highway Quarryville, PA 17566-1400 | 69 69/0 | Robert B. Hayward Jr. President and CEO | www.quarryville.com 717-786-7321 888-786-7331 | Nonprofit 141 223 | 1/1 E. Drummer Twp. 1948 | Fitness center, indoor pool, cultural programs, computer lab, libraries, garden plots, walking trails, game room, greenhouse, wood shop, beauty salon |
| 22 | 24 | SPIRITRUST LUTHERAN VILLAGE AT SHREWSBURY 200 Luther Road Shrewsbury, PA 17361 | 68 68/0 | Julianne Devaney Executive director | www.spiritrustlutheran.org 717-227-3000 877-743-4677 | Nonprofit 121 90 | 1/6 York 1979 | Walking trails, garden plots, library, hair salon, bank, programming, community transportation, dining room, café, on-site skilled care and rehab |
| 23 | 26 | MORAVIAN MANOR INC. 300 W. Lemon St. Lititz, PA 17543-2398 | 62 62/0 | J. David Swartley President and CEO | www.moravianmanor.org 717-626-0214 | Nonprofit 200 100 | 1/1 Lititz 1975 | Wellness programs, housekeeping, café/dietary services, activities, clinical support, home care services |
| 24 | 27 | COUNTRY MEADOWS OF LANCASTER 1380 Elm Ave. Lancaster, PA 17603-4642 | 58 58/0 | Meredith Mills Executive director | www.countrymeadows.com 717-392-4100 800-322-3441 | For-profit 81 27 | 5/10 Derry Twp. 1987 | All-rental, apartment-style living, transportation, housekeeping, restaurant-style served meals, community life programs, fitness and wellness program |
| 25 | 28 | ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512 | 51 51/0 | Mary F. Tumbaugh President | www.stannesretirementcommunity.com 717-285-5443 | Nonprofit 155 79 | 1/1 W. Hempfield Twp. 1926 | Top quality ratings, beautiful gardens, walking paths, dining services, trips, activities, cafe, library, gym membership, variety of floor plans |

Note: Before 2011, the terms personal-care and assisted-living often were used interchangeably in Pennsylvania to reference licensed personal-care facilities. 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 Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published April 8, 2016.**

Researched by Elaine Keisinger

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 | 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 | 453 97% | Joseph E. Murphy CEO | www.masonicvillages.org 717-367-1121 | Nonprofit \$388/\$335 879/710 | 1/5 W. Donegal Twp. 1910 | Neighborhood setting, memory support, music and pet therapy, spiritual services, outings, 24/7 nursing care, hair salons, STR unit, in-house therapy |
| 2 | 2 | PLEASANT ACRES NURSING & REHAB CENTER 118 Pleasant Acres Road, York, PA 17402 | 375 98% | Marlin L. Peck Administrator | www.yorkcountypa.gov 717-840-7100 | Nonprofit \$250/\$250 521/53 | 1/1 Springettsbury Twp. 1805 | Ventilator services, skilled nursing, rehabilitative therapies, CATV |
| 3 | 3 | WILLOW VALLEY COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602 | 283 96% | John G. Swanson President | www.willowvalleycommunities.org 717-464-6800 800-770-5445 | Nonprofit \$370/\$323 664/622 | 1/1 W. Lampeter Twp. 1984 | In-house therapy, activities, social services |
| 4 | 4 | BRETHREN HOME COMMUNITY DBA CROSS KEYS VILLAGE 2990 Carlisle Pike New Oxford, PA 17350-9582 | 270 95% | Jeffrey M. Evans President and CEO | www.crosskeysvillage.org 717-624-2161 888-624-8242 | Nonprofit \$338/\$310 311/371 | 1/1 Oxford Twp. 1908 | Decentralized dining and activities, therapy, long/short rehab care, chaplains, worship/meeting facility, greenhouse, concerts, salon, bingo, fishing |
| 5 | 6 | MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601-2632 | 186 94% | J. Nelson Kling President | www.mennonitehome.org 717-393-1301 | Nonprofit \$349-\$389/\$327-\$367 341/230 | 1/1 Manheim Twp. 1903 | Households, cafe, skilled therapy, beauty shop, transportation, fitness center, pool, chapel, laundry, activities |
| 6 | 7 | MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055-6100 | 184 93% | Curtis D. Stutzman President and CEO | www.messiahlifeways.org 717-697-4666 | Nonprofit DNR/DNR 327/158 | 5/5 Upper Allen Twp. 1896 | On-site salon, chapel, peace garden, warm-water pool, gift shop, restaurant, physician practice and rehab gym |
| 7 | NR | JEWISH HOME OF GREATER HARRISBURG INC. DBA THE CAMPUS 4000 Lingiestown Road, Harrisburg, PA 17112 | 138 99% | Allen Geckle CEO | www.jewishhomeharrisburg.org 717-657-0700 | Nonprofit DNR/DNR 236/32 | 1/1 Lower Paxton Twp. 1977 | Newly renovated dining room and neighborhood activity room as well as a kosher café open to the public; therapy for all levels of care |
| 8 | 8 | 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 | Nonprofit \$365-\$374/\$335-\$344 141/223 | 1/1 E. Drumore Twp. 1948 | Therapy services, on-site dental, vision, hearing and podiatry services, social services, pastoral care, housekeeping, laundry, cable TV, telephone |
| 9 | 9 | MORAVIAN MANOR INC. 300 W. Leman St. Lititz, PA 17543-2398 | 127 95% | J. David Swartley President and CEO | www.moravianmanor.org 717-626-0214 | Nonprofit \$360/\$323 200/100 | 1/1 Lititz 1975 | Clinical, dietary, housekeeping, cable TV, therapy, wellness |
| 10 | 10 | BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Lititz Pike, P.O. Box 5093 Lancaster, PA 17606-5093 | 120 100% | John N. Snader President and CEO | www.bv.org 717-569-2657 800-367-9899 | Nonprofit DNR/DNR 276/209 | 1/1 Manheim Twp. 1897 | Beauty shop, medical van service, therapy, chapel, recreational programs, lounges, activity rooms, medical suite, 225-seat auditorium |
| 11 | 12 | GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557 | 119 98% | Steve Lindsey CEO | www.gardenspotvillage.org 717-355-6000 | Nonprofit \$358/\$318 230/176 | 2/2 Earl Twp. 1996 | Six households of 16-23 residents with kitchen, dining room living room and spa; therapies, activities, pool |
| 12 | 13 | FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522 | 114 92% | Jerry D. Lile President and CEO | www.fairmounthomes.org 717-354-1800 | Nonprofit \$356/\$334 105/209 | 1/1 W. Earl Twp. 1968 | Skilled rehabilitation, pet therapy, dementia, hair care, chapel and chaplaincy. |
| 13 | 14 | ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512 | 112 DNR | Mary F. Tumbaugh President | www.stannesretirementcommunity.com 717-285-5443 | Nonprofit Varies/Varies 155/79 | 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 |
| 14 | 15 | LUTHER ACRES 600 E. Main St. Lititz, PA 17543-2224 | 106 100% | Matthew C. Oathout Senior executive director | www.lutheracare.org 717-626-1171 877-999-0039 | Nonprofit \$359/\$348 175/216 | 1/3 Lititz 1949 | DNR |
| 15 | 16 | SPANG CREST 945 Duke St. Lebanon, PA 17042-7216 | 106 100% | Daniel Deitzel Executive director | www.lutheracare.org 717-274-1495 | Nonprofit \$359-\$366/\$348-\$355 90/114 | 1/3 Lititz 1953 | Housekeeping services; personal laundry; cultural, educational, spiritual and social opportunities; chaplaincy services; short-term rehabilitation |
| 16 | 17 | SPIRITRUST LUTHERAN VILLAGE AT SPRENKLE DRIVE 1802 Folkemer Circle, York, PA 17404 | 104 97% | Katherine Hershey Executive director | www.spiritrustlutheran.org 717-764-9994 877-391-9920 | Nonprofit DNR/DNR 132/66 | 1/6 York 1993 | Nursing care; private or semi-private accommodations; twice-monthly hair-care visits; community social services; activity programs, lounges, dining |
| 17 | 18 | LANDIS COMMUNITIES 1001 E. Oregon Road Lititz, PA 17543 | 103 98% | Larry J. Zook President and CEO | www.landiscommunities.org 717-569-3271 | Nonprofit \$409/\$389 289/309 | 3/3 Manheim Twp. 1964 | Private rooms, rehabilitation, memory support, person-centered care, households, gift shop, cafe, library, Wi-Fi, hair salon |
| 18 | 19 | CORNWALL MANOR 1 Boyd St., P.O. Box 125 Cornwall, PA 17016-0125 | 100 93% | Steven D. Hassinger President | www.comallmanor.org 717-273-2647 | Nonprofit \$330/\$297 182/123 | 1/1 Cornwall 1949 | 96-bed health center with resident-focused care in four households with private rooms and baths; covered porches |
| 19 | 20 | SPIRITRUST LUTHERAN VILLAGE AT GETTYSBURG 1075 Old Harrisburg Road, Gettysburg, PA 17325 | 100 90% | Tracy Biesecker Executive director | www.spiritrustlutheran.org 717-334-6204 877-708-7036 | Nonprofit \$352/\$313 113/71 | 1/6 York 1970 | Nursing and rehab care, activities, social services |
| 20 | 21 | SPIRITRUST LUTHERAN VILLAGE AT SHREWSBURY 200 Luther Road, Shrewsbury, PA 17361 | 100 95% | Julianne Devaney Executive director | www.spiritrustlutheran.org 717-227-3000 877-743-4677 | Nonprofit \$352/\$325 121/90 | 1/6 York 1979 | Nursing and rehab care, activities, social services, dining, lounges |
| 21 | 22 | HOMELAND CENTER 1901 N. Fifth St. Harrisburg, PA 17102-1510 | 95 98% | Barry S. Ramper II NHA President and CEO | www.homelandcenter.org 717-221-7727 | Nonprofit \$349/\$339 156/66 | 1/1 Harrisburg 1867 | Recently renovated all units; conservatory and aviaries, areas for families and friends |
| 22 | 23 | VILLAGE OF LAUREL RUN 6375 Chambersburg Road Fayetteville, PA 17222 | 92 DNR | Larry Cottle CEO and administrator | www.laurelrunliving.com 717-352-2721 | For-profit DNR/DNR 170/30 | 1/1 Franklin Twp. 2000 | 24-hour nursing care, in-house and outpatient rehab services, lab, X-rays, on-site; scenic grounds near Michaux State Forest |
| 23 | 24 | BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055 | 69 98% | Brian Grundusky Executive director | www.bethanyvillage.org 717-766-0279 | Nonprofit \$388/\$345 136/178 | 1/6 Germantown, Md. 1964 | Person-centered care in a neighborhood setting with in-house therapies, beauty/barbershop, planned activities, dementia care |
| 24 | 25 | NORMANDIE RIDGE 1700 Normandie Drive York, PA 17408 | 64 98% | Chad Mondorff DNR | www.normandieridge.org 717-764-6262 | Nonprofit \$338/\$322 100/50 | 3/6 Lewisburg 1983 | PT, OT, ST, social events, beautician, banking, on-site physician, flat-screen TV, recreational programs, spiritual enrichment, cable and phone |
| 25 | 27 | UNITED ZION RETIREMENT COMMUNITY 722 Furnace Hills Pike Lititz, PA 17543 | 59 100% | Philip L. Burkholder NHA Executive director | www.uzrc.org 717-626-2071 | Nonprofit \$368/\$326 99/66 | 1/1 Warwick Twp. 1905 | Person-centered care, home-cooked meals, rehab/therapies, religious and social activities, pet therapy, Wi-Fi, salon, gift shop, chapel, library |

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

The Central Penn Business Journal's list of nursing homes is limited to those in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the Pennsylvania Department of Health, the individual facilities and other Business Journal research. To access the Business Journal's online database, visit www.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Dec. 2, 2016.**

Researched by Elaine Keisling

Q: What information is available on a list?

A: Lists include a company's main local address, the top local executive, where it's based, how many locations it has and how long it's been in business in Central PA. Often there is financial information from the previous year and data on how many Central Pennsylvanians the company employs.

Ask
LISTCENTRAL

Multi-specialty physician groups

Ranked by number of physicians

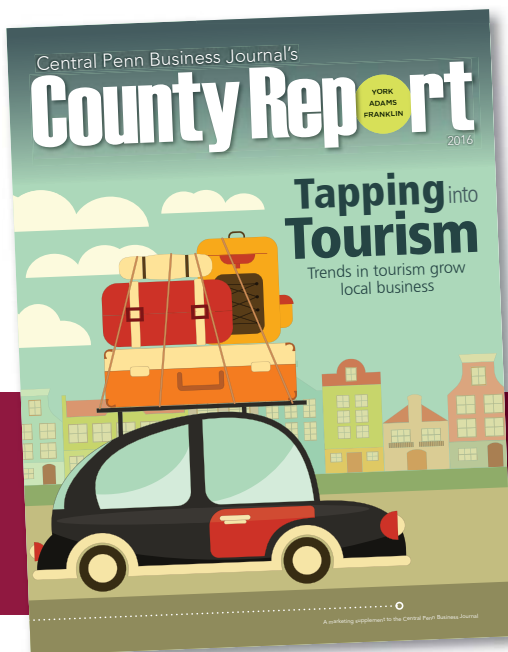
| Rank | Prev. Rank | Group Address | Local/board-certified physicians CRNPs/PAs RNs | Top local executive Title | Website Phone | Hosp. affiliation Patient visits annually | Avg. wait for appt. New patients? F-T/P-T employees | Local/total locations Headquarters Year est. locally | Specialties |
|------|------------|---|--|--------------------------------------|--|---|---|--|--|
| 1 | 1 | PENN STATE HERSEY MEDICAL GROUP 500 University Drive Hershey, PA 17033 | 864/819 161/130 145 | A. Craig Hillemeier MD CEO | www.pennstatehershey.org/ medicalgroup DNR 800-243-1455 | HMC 971,700 | Varies Yes 1,861/307 | 60/64 Derry Twp. 1970 | Primary care, all medical specialties, all surgical specialties |
| 2 | 2 | WELLSPAN MEDICAL GROUP 45 Monument Road, Suite 200 York, PA 17403 | 682/682 155/93 66 | Karen Jones MD President | www.wellspan.org 717-851-6515 | WS 1,735,000 | Varies Yes 2,386/261 | 214/214 York Twp. 1994 | Endocrinology, OB-GYN, rheumatology, neurology, hospitalist, behavioral health, palliative care, geriatrics, surgery, pulmonology neuroscience |
| 3 | 3 | LANCASTER GENERAL HEALTH PHYSICIANS 555 N. Duke St. Lancaster, PA 17602 | 316/312 99/53 DNR | T. Raymond Foley III MD President | www.lghealth.org 717-544-5511 888-544-4636 | LG DNR | Varies Yes DNR/DNR | 48/48 Lancaster 1893 | Primary care, as well as all medical and surgical specialties |
| 4 | 5 | PINNACLE HEALTH MEDICAL GROUP INC. 205 S. Front St., P.O. Box 8700 Harrisburg, PA 17105-8700 | 141/138 74/27 30 | Timothy Crowley MD President | www.pinnaclehealth.org 717-231-8900 | PH 611,674 | Varies Yes 3,998/2,316 | DNR/DNR Harrisburg 1993 | Family care, neurology, neurosurgery, endocrinology, pediatrics, general surgery, infectious diseases, medical oncology, breast care, women's cancer |
| 5 | NR | HOSPICE & COMMUNITY CARE 685 Good Drive, P.O. Box 4125 Lancaster, PA 17604-4125 | 11/8 7/0 115 | Steven M. Knaub President and CEO | www.hospicecommunity.org 717-295-3900 | LG, WS 110,000 | Same-day visits Yes 300/75 | 4/4 E. Hempfield Twp. 1980 | Palliative care, supportive care, hospice, grief and loss support |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked CR-Carlisle Regional Medical Center 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 SH-Summit Health hospitals WS-WellSpan Health hospitals The Central Penn Business Journal's list of multi-specialty physician groups is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys/info; follow @CPBJListCentral on Twitter. **Published Feb. 19, 2016.**

Researched by Alaine Keisling

County Report

YORK
ADAMS
FRANKLIN



The Central Penn Business Journal will take readers inside the region and show why many companies are choosing York, Adams and Franklin Counties as great places to do business.

This full color, glossy publication will be distributed with the March 17, 2017 issue of the Central Penn Business Journal with its readership of over 43,000 business leaders. There will also be extra distribution within York, Adams and Franklin Counties and a digital edition of the publication emailed to 17,000 e-news subscribers and posted at www.CPBj.com for a full year.

Ad Space Reservation: February 3, 2017

Publication Date: March 17, 2017

Contact Andrew Miller at 717-323-5230 or andrewm@cpbj.com for more information.

CENTRAL PENN
BUSINESS JOURNAL

Outpatient surgical centers

Ranked by patient visits

| Rank | Prev. Rank | Company Address | FYE 2015 patient visits | Website Phone | Operating rooms | For-profit/Nonprofit | Types of surgeries/procedures |
|------|------------|--|-------------------------|--|-----------------|----------------------|--------------------------------------|
| 1 | 1 | PHYSICIANS' SURGERY CENTER LANCASTER GENERAL 2150 Harrisburg Pike Lancaster, PA 17603 | 12,451 | www.pscjg.com 717-735-3993 | 6 | For-profit | Multi-specialty |
| 2 | 3 | APPLE HILL SURGICAL CENTER 25 Monument Road, Suite 270 York, PA 17403 | 10,555 | www.wellspan.org 717-741-8250 | 10 | For-profit | Multi-specialty |
| 3 | 2 | MID-ATLANTIC GASTROINTESTINAL CENTER Ⓢ 2104 Harrisburg Pike, Suite 300 Lancaster, PA 17604 | 10,358 | www.rgal.com 717-544-3400 | 4 | For-profit | Gastroenterology |
| 4 | 4 | WEST SHORE ENDOSCOPY CENTER LLC 423 N. 21st St. Camp Hill, PA 17011 | 9,912 | www.westshoreendoscopy.com 717-975-2430 | 0 | For-profit | Gastroenterology |
| 5 | 6 | HARRISBURG ENDOSCOPY & SURGERY CENTER 4760 Union Deposit Road Harrisburg, PA 17111 | 7,773 | www.hbgesc.com 717-545-8525 | 1 | For-profit | Gastroenterology |
| 6 | 5 | LANCASTER GASTROENTEROLOGY PROCEDURE CENTER 2112 Harrisburg Pike, Suite 323 Lancaster, PA 17601 | 7,720 | www.lancastergicenter.com 717-544-3569 | 3 | For-profit | Gastroenterology |
| 7 | 8 | HARRISBURG INTERVENTIONAL PAIN MANAGEMENT CENTER INC. 825 Sir Thomas Court Harrisburg, PA 17109 | 7,313 | www.susquehannapaincenter.com 717-901-5008 | 2 | For-profit | Pain management |
| 8 | 9 | WEST SHORE SURGERY CENTER 2015 Technology Parkway Mechanicsburg, PA 17055 | 7,052 | www.westshoresurgery.com 717-791-2500 | 6 | For-profit | Multi-specialty |
| 9 | 7 | SURGERY CENTER OF LANCASTER 810 Plaza Blvd. Lancaster, PA 17601 | 7,036 | www.scoflancaster.com 717-431-2368 | 5 | For-profit | Multi-specialty |
| 10 | 11 | HERSHEY OUTPATIENT SURGERY CENTER 15 Hope Drive Hershey, PA 17033 | 6,751 | www.pennstatehershey.org 717-520-8200 | 6 | For-profit | Multi-specialty |
| 11 | 12 | SUSQUEHANNA VALLEY SURGICAL CENTER 4310 Londonderry Road, Suite 1 Harrisburg, PA 17109 | 6,401 | www.svsconline.com 717-657-7556 | 6 | For-profit | Multi-specialty |
| 12 | 10 | YORK ENDOSCOPY CENTER LP 2690 Southfield Drive York, PA 17403 | 6,312 | www.gastroYork.com 717-741-1590 | 0 | For-profit | Upper and lower endoscopy |
| 13 | 13 | PHYSICIANS SURGICAL CENTER OF LEBANON 1840 Quentin Road Lebanon, PA 17042 | 5,819 | www.physiciansurgicalcenteroflebanon.com 717-272-0007 | 3 | For-profit | Multi-specialty |
| 14 | 15 | CARLISLE ENDOSCOPY CENTER 241 Alexander Spring Road Carlisle, PA 17013 | 5,213 | 717-245-2228 | 0 | For-profit | Gastroenterology |
| 15 | 14 | CHAMBERSBURG ENDOSCOPY CENTER LLC 835 Fifth Ave. Chambersburg, PA 17201 | 4,946 | www.chgastro.com 717-217-4312 | 0 | For-profit | Gastroenterology |
| 16 | 17 | DIGESTIVE DISEASE INSTITUTE 899 Poplar Church Road Camp Hill, PA 17011 | 4,643 | www.pagiconsultants.com 717-763-1239 | 0 | For-profit | Gastroenterology |
| 17 | 16 | GRANDVIEW SURGERY & LASER CENTER 205 Grandview Ave. Camp Hill, PA 17011 | 4,416 | www.grandviewsurgery.com 717-731-5444 | 4 | Nonprofit | Multi-specialty |
| 18 | 18 | OPHTHALMOLOGY AND SURGICAL INSTITUTE OF CENTRAL PENNSYLVANIA 5 Tyler Court Carlisle, PA 17013 | 4,324 | 717-249-0745 | 1 | For-profit | Ophthalmology and orthopedic surgery |
| 19 | 21 | NORTH POINTE SURGERY CENTER 170 North Pointe Blvd. Lancaster, PA 17601 | 4,070 | www.npsc.fixbones.com 717-735-6650 | 3 | For-profit | Orthopedic surgery |
| 20 | 19 | HERSHEY ENDOSCOPY CENTER LLC 905 W. Governor Road, Suite 100 Hershey, PA 17033 | 3,958 | www.hersheyendo.com 717-531-1318 | 0 | For-profit | Gastroenterology |
| 21 | 22 | GSH OUTPATIENT SURGERY CENTER 830 Tuck St. Lebanon, PA 17042 | 3,589 | www.gshleb.org 717-228-1620 | 4 | Nonprofit | Multi-specialty |
| 22 | 24 | DR. ROY HIMELFARB SURGERY CENTER 757 Norland Ave. Chambersburg, PA 17201 | 3,545 | www.summithealth.org 717-217-6720 | 4 | For-profit | Multi-specialty |
| 23 | 20 | WELLSPAN SURGICAL CENTER 236 West St. Gettysburg, PA 17325 | 3,297 | www.wellspan.org 717-338-4500 | 2 | Nonprofit | Multi-specialty |
| 24 | 25 | OSS AMBULATORY SURGERY CENTER 1855 Powder Mill Road, Suite 210 York, PA 17402 | 3,287 | www.ossortho.com 717-747-8306 | 4 | For-profit | Orthopedic surgery |
| 25 | 23 | YORK ADAMS PAIN SPECIALISTS PC 250 Fame Ave., Suite 120 Hanover, PA 17331 | 3,209 | 717-632-5478 | 2 | For-profit | Pain management |

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, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the Pennsylvania Department of Health, the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBJournal/ListCentral. Surveys available at www.CPBJournal/surveys.info; follow @CPBJListCentral on Twitter. **Published**

Oct. 14, 2016. Ⓢ Combined numbers for two locations

Researched by Elaine Keisling

Hospital and health-system executives

Ranked by total compensation

| Rank | Prev. Rank | Name Title Company | Total compensation | Salary Bonus Deferred comp. | Other Compensation nontaxable benefits | Address | Website Phone |
|------|------------|--|--------------------|-------------------------------------|---|--|--|
| 1 | 20 | F. JOSEPH BYORICK III Interim CFO Lancaster General Health | \$3.79 million | \$3.76 million NA NA | \$32,100 NA | 555 N. Duke St. P.O. Box 3555 Lancaster, PA 17604-3555 | www.lghealth.org 717-544-5511, 888-544-4636 |
| 2 | 3 | KEVIN MOSSER MD President and CEO WellSpan Health | \$1.63 million | \$726,260 \$173,400 \$689,292 | \$0 \$45,930 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 3 | NR | CLINT MATTHEWS President and CEO Reading Hospital and Medical Center | \$1.39 million | \$1.03 million NA NA | \$358,327 NA | Sixth Avenue and Spruce Street P.O. Box 16052 Reading, PA 19612-6052 | www.readinghospital.org 610-988-8000 |
| 4 | NR | HAROLD L. PAZ MD Former CEO and senior VP Penn State Milton S. Hershey Medical Center | \$1.25 million | \$1.22 million NA NA | \$36,570 NA | 500 University Drive P.O. Box 850 Hershey, PA 17033 | www.pennstatehershey.org 717-531-8521, 800-243-1455 |
| 5 | 4 | MICHAEL A. YOUNG FACHE President and CEO Pinnacle Health System | \$1.24 million | \$736,060 \$324,970 \$13,000 | \$157,252 \$12,702 | 409 S. Second St. P.O. Box 8700 Harrisburg, PA 17105-8700 | www.pinnaclehealth.org 717-231-8900 |
| 6 | 9 | ROBERT HARBAUGH MD Neurosurgery chairman Penn State Milton S. Hershey Medical Center | \$1.15 million | \$1.11 million NA NA | \$41,423 NA | 500 University Drive P.O. Box 850 Hershey, PA 17033 | www.pennstatehershey.org 717-531-8521, 800-243-1455 |
| 7 | 7 | MICHAEL F. O'CONNOR MBA Senior VP and CFO WellSpan Health | \$1.06 million | \$464,812 \$150,280 \$403,631 | \$0 \$45,343 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 8 | 16 | KEVIN BLACK MD Orthopedics and rehabilitation chairman Penn State Milton S. Hershey Medical Center | \$1.01 million | \$971,261 NA NA | \$37,567 NA | 500 University Drive P.O. Box 850 Hershey, PA 17033 | www.pennstatehershey.org 717-531-8521, 800-243-1455 |
| 9 | 17 | PETER DILLON MD Surgery chairman Penn State Milton S. Hershey Medical Center | \$1.01 million | \$963,606 NA NA | \$41,422 NA | 500 University Drive P.O. Box 850 Hershey, PA 17033 | www.pennstatehershey.org 717-531-8521, 800-243-1455 |
| 10 | 13 | PATRICK W. O'DONNELL President and CEO Summit Health | \$974,124 | \$564,302 \$182,875 \$150,298 | \$40,131 \$36,518 | 112 N. Seventh St. Chambersburg, PA 17201 | www.summithealth.org 717-267-7919 |
| 11 | 8 | CHARLES CHODROFF MD Senior VP and CCO WellSpan Health | \$968,637 | \$417,256 \$139,060 \$371,094 | \$0 \$41,227 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 12 | NR | JAN L. BERGEN President and CEO Lancaster General Health | \$883,050 | \$728,953 NA \$154,097 | NA NA | 555 N. Duke St. P.O. Box 3555 Lancaster, PA 17604-3555 | www.lghealth.org 717-544-5511, 888-544-4636 |
| 13 | 5 | NORMAN B. EPSTEIN Former president and CEO Summit Health | \$849,488 | \$698,188 NA \$85,920 | \$44,186 \$21,194 | 112 N. Seventh St. Chambersburg, PA 17201 | www.summithealth.org 717-267-7919 |
| 14 | NR | ROBERT A. BRIGHAM Reading Hospital and Medical Center | \$806,564 | \$738,487 NA NA | \$68,077 NA | Sixth Avenue and Spruce Street P.O. Box 16052 Reading, PA 19612-6052 | www.readinghospital.org 610-988-8000 |
| 15 | NR | A. CRAIG HILLEMEIER MD CEO and senior VP for health affairs Penn State Milton S. Hershey Medical Center | \$797,698 | \$767,882 NA NA | \$29,816 NA | 500 University Drive P.O. Box 850 Hershey, PA 17033 | www.pennstatehershey.org 717-531-8521, 800-243-1455 |
| 16 | 15 | RICHARD BAKER Senior VP and chief information officer WellSpan Health | \$793,977 | \$349,133 \$103,360 \$298,048 | \$0 \$43,436 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 17 | 10 | PHILIP W. GUARNESCHELLI Senior VP and COO Pinnacle Health System | \$792,665 | \$458,225 \$171,873 \$15,300 | \$127,949 \$19,318 | 409 S. Second St. P.O. Box 8700 Harrisburg, PA 17105-8700 | www.pinnaclehealth.org 717-231-8900 |
| 18 | 14 | GLEN MOFFETT Senior VP and general counsel WellSpan Health | \$787,269 | \$337,304 \$110,840 \$298,287 | \$0 \$40,838 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 19 | 11 | WILLIAM H. PUGH Senior VP, CFO and treasurer Pinnacle Health System | \$773,053 | \$487,274 \$190,935 \$15,200 | \$71,754 \$7,890 | 409 S. Second St. P.O. Box 8700 Harrisburg, PA 17105-8700 | www.pinnaclehealth.org 717-231-8900 |
| 20 | 6 | RICHARD SEIM Senior VP WellSpan Health | \$750,727 | \$268,771 \$127,840 \$159,048 | \$164,833 \$30,235 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 21 | 18 | ROBERT BATORY Senior VP and chief HR officer WellSpan Health | \$734,219 | \$320,116 \$106,080 \$261,109 | \$6,346 \$40,568 | 45 Monument Road, Suite 200 York, PA 17403 | www.wellspan.org 717-851-2705 |
| 22 | 22 | CHRISTOPHER P. MARKLEY Senior VP Pinnacle Health System | \$505,963 | \$306,071 \$112,249 \$15,200 | \$57,694 \$14,749 | 409 S. Second St. P.O. Box 8700 Harrisburg, PA 17105-8700 | www.pinnaclehealth.org 717-231-8900 |

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, Berks, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Oct. 14, 2016.** © Most recently available

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 | 4 | WELLSPAN HEALTH 45 Monument Road, Suite 200 York, PA 17403 | 178 | Kevin Mosser MD President and CEO | www.wellspan.org 717-851-2705 | 80/0 18 11,837/ 2,304 | All major Within 2 business days 30-60 minutes | 135/135 York Twp. 1880 | Integrated regional health system comprised of a multispecialty medical group, home care, six hospitals and more than 130 patient care locations |
| 2 | 1 | DRAYER PHYSICAL THERAPY INSTITUTE LLC 8205 Presidents Drive Hummelstown, PA 17036 | 161 | Eric J. Williams President and CEO | www.drayerpt.com 717-220-2100 | 126/0 24 476/140 | All Less than 24 hours 60-90 minutes | 25/126 Swatara Twp. 2002 | Sports medicine, orthopedics, spine therapy, incontinence, osteoporosis, hand therapy, aquatic therapy, occupational medicine, women's health |
| 3 | 2 | CENTRAL PA REHABILITATION SERVICES INC. DBA CPRS PHYSICAL THERAPY 75 Evelyn Drive Millersburg, PA 17061-1258 | 84 | Thomas J. Marsilio MPT EP President and CEO | www.cprsweb.com 717-692-4708 866-279-6999 | 36/9 39 162/98 | Most Within 24hours 60-90 minutes | 30/30 Millersburg 1983 | PT, OT, speech, wellness, vestibular, sports medicine, industrial rehab, lymphedema, women's health, pediatrics, diabetes mgmt., wound care, TMJ/TMD |
| 4 | 5 | SELECT MEDICAL DBA SELECT PHYSICAL THERAPY, NOVACARE REHABILITATION, PHYSIOTHERAPY ASSOCIATES 4714 Gettysburg Road Mechanicsburg, PA 17055 | 63 | David S. Chemow President and CEO | www.selectmedical.com 717-972-1100 888-735-6332 | 51/0 19 175/76 | Most insurance accepted 24 hours 60 minutes | 19/DNR Lower Allen Twp. 1996 | Treatment for orthopedic/sports injuries, chronic pain, neurological problems, vertigo, hand therapy, lower-back rehab; sports performance |
| 5 | 3 | LANCASTER GENERAL HEALTH 555 N. Duke St., P.O. Box 3555 Lancaster, PA 17604-3555 | 61 | Jan L. Bergen President and CEO | www.lghealth.org 717-544-5511 888-544-4636 | 25/0 3 6,184/ 1,722 | Most insurance accepted 24-48 hours 45 minutes | 67/67 Lancaster 1893 | Full range of PT, OT, speech and special services, including wheelchair/driving evaluations, neuro, vestibular, lymphedema, wound, industrial rehab |
| 6 | 6 | PENN STATE HERSHEY THERAPY SERVICES 30 Hope Drive Hershey, PA 17033 | 48 | A. Craig Hillemeier MD CEO, senior VP for health affairs and dean | www.pennstatehershey.org/therapy 717-531-6955 800-243-1455 | 3/0 4 DNR/DNR | All major plans Varies 30-45 minutes | 1/1 Derry Twp. 1991 | Sports medicine, physical and occupational therapy, orthopedics, speech therapy, hand therapy, diabetic foot therapy, driver evaluation/training |
| 7 | 7 | SUMMIT HEALTH PHYSICAL MEDICINE AND REHABILITATION 112 N. Seventh St. Chambersburg, PA 17201 | 28 | Patrick W. O'Donnell President and CEO | www.summithealth.org 717-267-7136 | 20/0 1 62/16 | Most major DNR DNR | 4/64 Chambersburg DNR | Evaluates and treats musculoskeletal and neurological disorders; physical, aquatic, hand, occupational, speech and vestibular therapies; sports med. |
| 8 | 8 | ADVANTAGE PHYSICAL THERAPY ASSOCIATES LLC 2821 E. Prospect Road York, PA 17402 | 17 | Lisa Kemp President | www.gettheadvantage.org 717-840-1874 | 10/7 0 44/3 | Most major plans accepted Within 24 hours 60 minutes | 6/6 York Twp. 2005 | Outpatient physical and occupational therapy, Advant-Edge sports programs, geriatrics and pediatrics, CompWorks rehab programs and assessments |
| 9 | 9 | CUMBERLAND ORTHOPEDIC & SPINE PHYSICAL THERAPY INC. DBA CUMBERLAND PHYSICAL THERAPY 6375 Mercury Drive, Suite 100 Mechanicsburg, PA 17050 | 11 | Jose A. Dominguez PT MS ATC President | www.cumberlandphysicaltherapy.com 717-591-3000 | 5/0 2 12/7 | Medicare, auto and workers' comp and all private insurance 24 hours 1 hour | 3/3 Hampden Twp. 2002 | Certified McKenzie spine specialist, sports/orthopedic rehab, aquatherapy, incontinence, vestibular rehab, post-surgical rehab, sports performance |
| 10 | 11 | RIVERA PHYSICAL THERAPY 190 North Pointe Blvd., Suite 2 Lancaster, PA 17601 | 10 | Lou Rivera PT Owner | www.riveraphysicaltherapy.com 717-392-8897 | 3/0 1 8/8 | All 24 hours 1 hour | 1/1 Manheim Twp. 1997 | Orthopedics, total joint, sports medicine, spinal rehabilitation, industrial, functional capacity testing, TMJ, balance |
| 11 | NR | SCHREIBER PEDIATRIC REHAB CENTER OF LANCASTER COUNTY 625 Community Way Lancaster, PA 17603-2301 | 8 | James DeBord President | www.schreiberpediatric.org 717-393-0425 | 0/0 0 46/14 | Service covered by most major carriers DNR 45 minutes | 1/1 E. Hempfield Twp. 1936 | Physical, occupational and speech therapies; preschool special instruction and pediatric social services |
| 12 | 10 | HARTZ PHYSICAL THERAPY INC. 100 Highlands Drive Lititz, PA 17543 | 7 | Brian D. Hartz MPT DPT OCS LAT ATC President and owner | www.hartzpt.com 717-625-2228 | 3/4 1 17/6 | Most major plans Within 24 hours 1 hour | 3/3 Warwick Twp. 2000 | Aquatics, outpatient orthopedics, geriatric rehab, post-operative rehab, sports injuries; direct-access provider, no physician referral required |
| 13 | 12 | ADVANCED PHYSICAL THERAPY AND FITNESS 102 W. Allen St. Mechanicsburg, PA 17055-6203 | 4 | Ann D. Dennison PT DPT OCS LAT ATC Owner and physical therapist | www.advancedptinpa.com 717-790-9994 | 0/0 0 2/4 | Most commercial plans, Medicare, workers' comp, auto 24 hours 1 hour | 1/1 Mechanicsburg 2007 | One-on-one physical therapy, specializing in orthopedic physical therapy, joint replacements, movement/fitness assessment and geriatrics |
| 14 | 13 | KING & ASSOCIATES PHYSICAL THERAPY INC. 1022 Plymouth Road York, PA 17402-3858 | 3 | Ryan King General manager and director of operations | www.kingandassociatespt.com 717-840-4149 | 3/0 0 6/4 | All Pa.- and Md.- based companies Within 1-2 days 1 hour | 3/3 Springettsbury Twp. 1990 | All physical therapy-related modalities, rehab programs, OB-GYN, pelvic floor, ortho, hand, sport, industrial injuries, pediatric |

DBA-doing business as DNR-did not respond NA-not available NR-not ranked The Central Penn Business Journal's list of physical therapy and sports medicine clinics is limited to those in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal researchers. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjSurveys.info; follow @CPBJListCentral on Twitter. **Published Aug. 5, 2016.**

Researched by Alaine Keisling

Physician groups

Ranked by number of physicians

| Rank | Prev. Rank | Group Address | Local/board-certified physicians CRNPs/PAs RNs | Top local executive Title | Website Phone | Type of practice F-T/P-T employees | Local/total offices Headquarters Year established | Specialties |
|------|------------|--|--|---|--|------------------------------------|---|---|
| 1 | 1 | QUANTUM IMAGING & THERAPEUTIC ASSOCIATES INC. 629D Lowther Road Lewisberry, PA 17339 | 48/48 1/1 2 | Elizabeth A. Bergey MD President and CEO | www.qita.com 717-932-5209 | Radiology 106/0 | 1/1 Fairview Twp. 1926 | Nuclear medicine; radiation oncology; vascular, interventional and musculoskeletal radiology; women's imaging; neuroradiology |
| 2 | 2 | PINNACLE HEALTH CARDIOVASCULAR INSTITUTE INC. 1000 N. Front St. Wormleysburg, PA 17043 | 46/34 11/17 30 | Michael Huff President | www.pinnaclehealth.org/heart 717-231-8900 | Cardiology DNR/DNR | 1/1 Harrisburg 2010 | Collaborative cardiovascular care, including diagnostics, inpatient, outpatient, rehabilitation and clinical trials |
| 3 | 3 | ORTHOPAEDIC & SPINE SPECIALISTS PC 1855 Powder Mill Road York, PA 17402 | 30/30 3/10 25 | Todd M. Lord CEO | www.ossortho.com 717-848-4800 800-848-3627 | Orthopedics DNR/DNR | 5/5 York Twp. 2002 | Spine, hand, shoulder, sports medicine, total joint replacement and reconstruction, foot and ankle, pain management, pediatric orthopedics |
| 4 | 5 | UROLOGY OF CENTRAL PENNSYLVANIA INC. 100 Corporate Center Drive, P.O. Box 458 Camp Hill, PA 17011 | 13/12 0/1 1 | Frank D'Amico President | www.urologyhcp.com 717-888-9000 | Urology 74/20 | 4/4 E. Pennsboro Twp. 2005 | Kidney stones; kidney, bladder, prostate and testicular cancer treatment; vasectomy; incontinence; ED; robotics; urodynamic; overactive bladder |
| 5 | 6 | JDC PEDIATRICS PC 2025 Technology Parkway, Suite 108 Mechanicsburg, PA 17050 | 11/11 0/0 0 | Mario M. Sangillo MD President | www.jdcpediatrics.com 717-791-2680 | Pediatrics/neonatology 35/5 | 3/3 Hampden Twp. 1963 | Care for newborns through adolescents; pediatric urgent care evenings, weekends and holidays |
| 6 | 7 | MARTIN PODIATRY PC DBA MARTIN FOOT AND ANKLE 2300 Pleasant Valley Drive York, PA 17402 | 11/8 0/0 0 | Jeffrey Dunkerley Managing partner | www.martinfootandankle.com 717-757-3537 800-456-0076 | Podiatry 85/15 | 2/5 Springettsbury Twp. 1978 | Physical therapy, foot and ankle surgery, podiatry, X-rays, diagnostic ultrasound, neurosensory testing with PSSD, PVR, joint replacement, wound care |
| 7 | 8 | PARTNERS IN WOMEN'S HEALTHCARE PC 1 Lemoyne Square Plaza, Suite 201 Lemoyne, PA 17043 | 9/9 2/0 5 | Robert delRosario MD Corporate president | www.piwh.com 717-737-4511 | OB-GYN 51/4 | 3/3 Lemoyne 2004 | OB-GYN, CNM services |
| 8 | 9 | WOMEN'S HEALTH CENTER OF LEBANON LTD. 300 Willow St. Lebanon, PA 17046 | 9/8 2/0 3 | Jilian G. White MD Medical director | www.whlebanon.com 717-273-8835 | OB-GYN 35/3 | 2/2 Lebanon 1970 | OB-GYN |
| 9 | 11 | JACKSON SIEGELBAUM GASTROENTEROLOGY LTD. 423 N. 21st St., Suite 100 Camp Hill, PA 17011 | 7/7 2/2 8 | F. Wilson Jackson MD Board president | www.gicare.com 717-761-0930 | Gastroenterology 53/2 | 2/DNR E. Pennsboro Twp. 2006 | IBD, IBS, Hepatitis C, Crohn's and colitis disease, GERD, liver diseases, Hemorrhoid banding, endoscopy, women-only endoscopy |
| 10 | 12 | PENNSYLVANIA GASTROENTEROLOGY CONSULTANTS PC 899 Poplar Church Road Camp Hill, PA 17011-2206 | 7/7 1/0 5 | Mohan Charan MD Principal | www.pagiconsultants.com 717-763-0430 | Gastroenterology DNR/DNR | 1/1 E. Pennsboro Twp. 1977 | Screening colonoscopy, EGD, inflammatory bowel disease, heartburn, abdominal pain, constipation, diarrhea, liver disease |
| 11 | 13 | TAN & GARCIA PEDIATRICS PC 4700 Union Deposit Road Harrisburg, PA 17111-3774 | 6/6 0/0 0 | Yoke Y. Tan MD and Guillermo Garcia MD Partners | www.tanandgarcia.com 717-540-1743 | Pediatrics/neonatology 16/0 | 2/2 Lower Paxton Twp. 1954 | Pediatric and adolescent medicine, newborns through 21 years of age |
| 12 | 10 | GASTROENTEROLOGY ASSOCIATES OF YORK PC 2690 Southfield Drive York, PA 17403-4510 | 5/5 0/5 0 | James M. Gill COO | www.gastroyork.com 717-741-1414 | Gastroenterology 48/7 | 1/1 York Twp. 1976 | Gastroenterology |
| 13 | 15 | SUSQUEHANNA VALLEY PAIN MANAGEMENT CENTER PC 825 Sir Thomas Court Harrisburg, PA 17109 | 5/5 0/0 7 | Malik Momin MD Medical director | www.harrisburgpaincenter.com 717-652-8670 | Pain management 16/2 | 3/3 Lower Paxton Twp. 1992 | Pain management, anesthesiology, physical medicine and electrodiagnostic medicine |
| 14 | NR | PARTNERS IN FAMILY HEALTH PC 1550 Rodney Road York, PA 17408 | 3/3 1/2 2 | Snehal Patel MD DNR | www.pifhyork.com 717-846-8791 | Family practice 37/7 | 1/1 W. Manchester Twp. 1993 | Family medicine |
| 15 | 14 | SUSQUEHANNA INTERNAL MEDICINE ASSOCIATES PC 890 Poplar Church Road, Suite 508 Camp Hill, PA 17011 | 3/3 1/1 0 | Greg R. Ehgartner DO Doctor | www.simadoc.com 717-761-3875 | Internal medicine 17/0 | 1/1 E. Pennsboro Twp. 1993 | Internal medicine and geriatrics |

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Researched by Alaine Keisling

Retirement communities

Ranked by total number of living units

| Rank | Prev. 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 | 1 | WILLOW VALLEY COMMUNITIES 600 Willow Valley Square Lancaster, PA 17602 | 2,034 1,531/220 0/283 | John G. Swanson President 717-464-6800 800-770-5445 | www.willowvalleycommunities.org 664/622 None | \$97,300-\$512,300 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit | Lifecare community, cultural center, day spa, fitness center, indoor pools, 500-seat performing arts theater, scenic walking paths on 210 acres |
| 2 | 2 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | 1,555 983/119 0/453 | Joseph E. Murphy CEO 717-367-1121 | www.masonicvillages.org 879/710 Grand Lodge of Free & Accepted Masons of PA | Varies CCRC, independent living, personal care, nursing care, adult day care, Alzheimer's/dementia unit, hospice, home care | Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, six restaurants, home care, cultural center |
| 3 | 3 | BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Litzitz Pike, P.O. Box 5093 Lancaster, PA 17606-5093 | 886 625/141 0/120 | John N. Snader President and CEO 717-569-2657 800-367-9899 | www.bv.org 276/209 Church of the Brethren | \$28,900-\$337,900 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit, home care | Pharmacy, bank, indoor heated pool, thrift shop, gift shop, village grocery stores, chapel, on- and off-campus transportation, Wolfe Auditorium |
| 4 | 4 | BRETHREN HOME COMMUNITY DBA CROSS KEYS VILLAGE 2990 Carlisle Pike New Oxford, PA 17350-9582 | 826 465/91 0/270 | Jeffrey M. Evans President and CEO 717-624-2161 888-624-8242 | www.crosskeysvillage.org 311/371 Church of the Brethren | \$56,000-\$345,000 CCRC, independent living, personal care, nursing care, adult day care, Alzheimer's/dementia unit | Community center, full-service restaurant and cafe, wellness/fitness center, pool, chapel, golf putting green, walking/biking, gardening, woodworking |
| 5 | 5 | GARDEN SPOT VILLAGE 433 S. Kinzer Ave. New Holland, PA 17557 | 747 542/86 0/119 | Steve Lindsey CEO 717-355-6000 | www.gardenspotvillage.org 230/176 Mennonite Church | \$82,900-\$368,900 CCRC, independent living, personal care, nursing care, adult day care, Alzheimer's/dementia unit, home care | Indoor pool and fitness area, social programming, computer lab, conservatory, wood shop, art studio, outdoor pavilion/amphitheater, Wi-Fi |
| 6 | 6 | MENNONITE HOME COMMUNITIES 1520 Harrisburg Pike Lancaster, PA 17601-2632 | 747 416/145 0/186 | J. Nelson Kling President 717-393-1301 | www.mennonitehome.org 341/230 Mennonite Church | \$50,000-\$273,000 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit | Fitness center, bank, transportation, beauty shop, activities, volunteer program |
| 7 | 7 | LANDIS COMMUNITIES 1001 E. Oregon Road Litzitz, PA 17543 | 736 489/144 0/103 | Larry J. Zook President and CEO 717-569-3271 | www.landiscommunities.org 289/309 Mennonite Church USA | \$40,000-\$276,000 CCRC, independent living, personal care, nursing care, adult day care, Alzheimer's/dementia unit, home care | Indoor pool, fitness center, garden plots, walking path, chapel, library, wood shop, bank, pharmacy, general store, hair salon, Wi-Fi, dining |
| 8 | 8 | MESSIAH LIFEWAYS 100 Mount Allen Drive Mechanicsburg, PA 17055-6100 | 618 277/157 0/184 | Curtis D. Stutzman President and CEO 717-697-4666 | www.messiahlifeways.org 327/158 Brethren in Christ | DNR CCRC, independent living, personal care, nursing care, adult day care, Alzheimer's/dementia unit, home care | Wellness center, restaurants, woodworking shop, art studio, business center, shops, Pathways Institute for Lifelong Learning, chapel and gardens |
| 9 | 9 | BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055 | 560 391/0 100/69 | Brian Grundusky Executive director 717-766-0279 | www.bethanyvillage.org 136/178 United Methodist | \$125,600+ CCRC, independent living, assisted living, nursing care, Alzheimer's/dementia unit, home care | Indoor pool, fitness center, restaurants, clinic, pharmacy, gift shop, library, bank, beauty/barber shop, disc and mini golf course |
| 10 | 10 | LUTHER ACRES 600 E. Main St. Litzitz, PA 17543-2224 | 524 348/70 0/106 | Matthew C. Oathout Senior executive director 717-626-1171 877-999-0039 | www.luthercare.org 175/216 Evangelical Lutheran Church in America | \$50,400-\$412,000 CCRC, independent living, personal care, nursing care, Alzheimer's/dementia unit | Chaplaincy services, social services, routine beauty/barber services, cultural, educational and social activities |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published April 8, 2016.**

Researched by Elaine Keisinger



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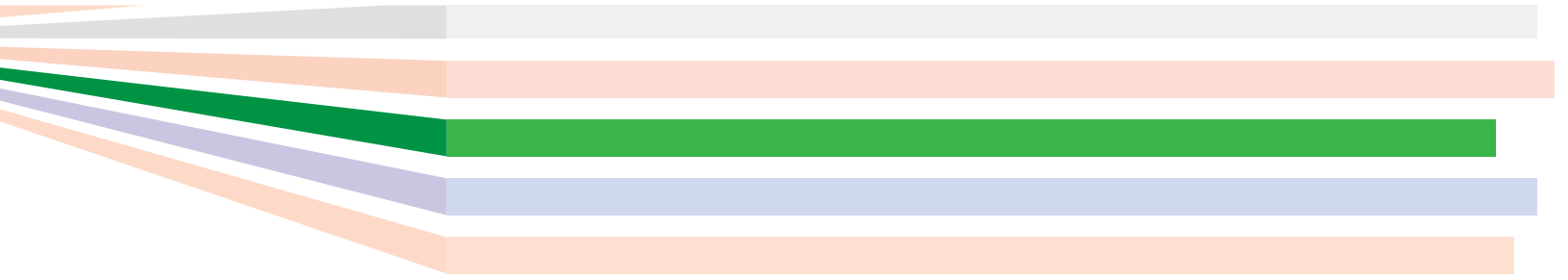
Retirement communities

Ranked by total number of living units

| Rank | Prev. Rank | Facility Address | Total living units Ind./PC AL/NC | Top executive Title Phone | Website F-T/P-T employees Affiliation | Entrance fee Affiliation | Amenities |
|-----------|------------|---|----------------------------------|--|--|--|--|
| 11 | 12 | CORNWALL MANOR 1 Boyd St., P.O. Box 125 Cornwall, PA 17016-0125 | 500 370/30 0/100 | Steven D. Hassinger President 717-273-2647 | www.cornwallmanor.org 182/123 Eastern Pa. Conference of The United Methodist Church | \$40,000-\$300,000 CCRC | 190 wooded acres, walking trails, gardens, pool and fitness center, library, dining, chapel, visiting physicians office, greenhouse, shops |
| 12 | 13 | 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.yorkcountypa.gov 521/53 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 | 15 | QUARRYVILLE PRESBYTERIAN RETIREMENT COMMUNITY 625 Robert Fulton Highway Quarryville, PA 17566-1400 | 397 198/69 0/130 | Robert B. Hayward Jr. President and CEO 717-786-7321 888-786-7331 | www.quarryville.com 141/223 Christian | \$55,000-\$379,900 CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit | Fitness center, indoor pool, cultural programs, computer lab, libraries, garden plots, walking trails, game room, greenhouse, wood shop, beauty salon |
| 14 | 17 | FAIRMOUNT HOMES 333 Wheat Ridge Drive Ephrata, PA 17522 | 304 114/76 0/114 | Jerry D. Lile President and CEO 717-354-1800 | www.fairmounthomes.org 105/209 Mennonite Church | DNR CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit | Skilled care, personal care, dementia care, independent, wellness room, pet therapy |
| 15 | 19 | SPIRITRUST LUTHERAN VILLAGE AT SPRENKLE DRIVE 1802 Falkemer Circle York, PA 17404 | 294 140/0 50/104 | Katherine Hershey Executive director 717-764-9994 877-391-9920 | www.spiritrustlutheran.org 132/66 Evangelical Lutheran Church in America | \$84,600+ CCRC, independent living, assisted living, nursing care, Alzheimer's/ dementia unit | Cafe, fitness room, billiards, walking trails, garden plot, library, programming, community transportation, on-site skilled care and rehab |
| 16 | 21 | MORAVIAN MANOR INC. 300 W. Lemon St. Lititz, PA 17543-2398 | 278 89/62 0/127 | J. David Swartley President and CEO 717-626-0214 | www.moravianmanor.org 200/100 Moravian Church | \$112,000-\$600,000 CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit, hospice, home care | Wellness programs, housekeeping, café/dietary services, activities, clinical support, home care services, |
| 17 | 23 | VILLAGE OF LAUREL RUN 6375 Chambersburg Road Fayetteville, PA 17222 | 252 60/100 0/92 | Lary Cottle CEO and administrator 717-352-2721 | www.laurelrunliving.com 170/30 None | DNR CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit, hospice | Medical oversight, including medical director and nurse practitioner, podiatry, on-site X-ray services and lab; personal care with 24-hour nursing |
| 18 | 24 | SPIRITRUST LUTHERAN VILLAGE AT SHREWSBURY 200 Luther Road Shrewsbury, PA 17361 | 249 81/68 0/100 | Julianne Devaney Executive director 717-227-3000 877-743-4677 | www.spiritrustlutheran.org 121/90 Evangelical Lutheran Church in America | 119,200+ CCRC, independent living, personal care, nursing care | Walking trails, garden plots, library, hair salon, bank, programming, community transportation, dining room, café, on-site skilled care and rehab |
| 19 | 25 | COUNTRY MEADOWS OF WEST SHORE 4905 E. Trindle Road Mechanicsburg, PA 17050-3662 | 242 58/184 0/0 | Dan Mills Executive director 717-975-3434 800-322-3441 | www.countrymeadows.com 167/36 George M. Leader Family Corp. | \$1,500 Independent living, personal care, Alzheimer's/dementia unit | Apartment-style living, all-rental retirement living with community life program, fitness, spiritual life, convenient to shopping and restaurants |
| 20 | 26 | ST. ANNE'S RETIREMENT COMMUNITY 3952 Columbia Ave. Columbia, PA 17512 | 234 71/51 0/112 | Mary F. Tumbaugh President 717-285-5443 | www.stannesretirementcommunity.com 155/79 Sisters, Adorers of the Blood of Christ | Varies CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit, hospice | Top quality ratings, beautiful gardens, walking paths, dining services, trips, activities, cafe, library, gym membership, variety of floor plans |
| 21 | 27 | NORMANDIE RIDGE 1700 Normandie Drive York, PA 17408 | 233 152/17 0/64 | Chad Mondorff DNR 717-764-6262 | www.normandieridge.org 100/50 The United Methodist Church | \$61,500 CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit, home care | Restaurant, cafe, indoor heated pool, fitness center, social events, beautician, banking, on-site physician, transportation, enhanced services |
| 22 | 28 | COUNTRY MEADOWS OF LEADER HEIGHTS 2760 Pine Grove Road York, PA 17403 | 229 105/124 0/0 | James Bryan Executive director 717-741-5118 800-322-3441 | www.countrymeadows.com 114/66 George M. Leader Family Corp. | \$1,500 Independent living, personal care, Alzheimer's/dementia unit | Transportation, community life programs, aquatics and fitness center, private setting with beautiful walking paths and pond, housekeeping |
| 23 | 29 | SPIRITRUST LUTHERAN VILLAGE AT UTZ TERRACE 2100 Utz Terrace Hanover, PA 17331 | 198 112/46 0/40 | Marcia Hoffman Executive director 717-637-0633 877-838-4666 | www.spiritrustlutheran.org 79/62 Evangelical Lutheran Church in America | \$165,600+ CCRC, independent living, personal care, nursing care | Dining room, cafe, fitness room, billiards, dog park, library, gift shop, programming, on-site skilled care and rehab, community transportation |
| 24 | 30 | JEWISH HOME OF GREATER HARRISBURG INC. DBA THE CAMPUS 4000 Lingestown Road Harrisburg, PA 17112 | 198 30/30 0/138 | Allen Geckle CEO 717-857-0700 | www.jewishhomeharrisburg.org 236/32 Jewish Federation | \$0 CCRC, independent living, personal care, nursing care, Alzheimer's/ dementia unit | The Residence is for individuals who require some help to continue to live independently, it offers "catered living" |
| 25 | 30 | SPIRITRUST LUTHERAN VILLAGE AT GETTYSBURG 1075 Old Harrisburg Road Gettysburg, PA 17325 | 194 77/17 0/100 | Tracy Biesecker Executive director 717-334-6204 877-708-7036 | www.spiritrustlutheran.org 113/71 Evangelical Lutheran Church in America | \$72,500 CCRC, independent living, personal care, nursing care | Dining room, walking trails, garden plots, library, programming, community transportation, cafe, fitness room, on-site skilled care and rehab |
| 26 | 31 | COUNTRY MEADOWS OF HERSEY 451 Sand Hill Road Hersey, PA 17033 | 185 85/100 0/0 | Amy Wagaman Executive director 717-533-1880 800-322-3441 | www.countrymeadows.com 127/34 George M. Leader Family Corp. | \$1,500 Independent living, personal care, Alzheimer's/dementia unit | Transportation, community life program, wellness and fitness center, private setting, convenient to shopping and restaurants |
| 27 | 32 | THE ECUMENICAL COMMUNITY DBA ECUMENICAL RETIREMENT COMMUNITY 3525 Canby St. Harrisburg, PA 17111 | 183 113/70 0/0 | Tonda Amuller Executive director 717-561-2590 | www.ecumenicalretirement.org 113/28 George M. Leader Family Corp. | \$1,500 Independent living, personal care, Alzheimer's/dementia unit | Affordable retirement living, transportation, all meals included, community life program, parklike setting convenient to shops and banks |
| 28 | 33 | ST. JOHN'S HERR ESTATE 200 Luther Lane Columbia, PA 17512-2401 | 165 125/40 0/0 | Anita M. Martin Executive director 717-684-0678 | www.lutherare.org 26/18 Evangelical Lutheran Church in America | \$42,000-\$276,700 Independent living, personal care | Chef-inspired dining; fitness center; salon services; outpatient physical, occupational and speech therapy; hospitality suite; chaplaincy services. |
| 29 | 34 | COUNTRY MEADOWS OF YORK 1910 Trolley Road York, PA 17408 | 152 38/114 0/0 | Crystal Friend Executive director 717-764-1190 800-322-3441 | www.countrymeadows.com 100/32 George M. Leader Family Corp. | 1,500 Independent living, personal care, Alzheimer's/dementia unit | Close to shopping and dining, beautiful park setting, one level, community life program, fitness programs, transportation, housekeeping |
| 30 | 35 | HOMELAND CENTER 1901 N. Fifth St. Harrisburg, PA 17102-1510 | 145 0/50 0/95 | Barry S. Ramper II NHA President and CEO 717-221-7727 | www.homelandcenter.org 156/66 DNR | DNR CCRC, personal care, nursing care, Alzheimer's/dementia unit, hospice | Exemplary care, homelike environment, lovely courtyards, inviting dining room, renovated gathering room, aviaries, aquarium, 24-hour nurse, activities |
| 31 | 36 | SPIRITRUST LUTHERAN VILLAGE AT KELLY DRIVE 750 Kelly Drive York, PA 17404 | 143 58/85 0/0 | Pam Conrad Executive director 717-848-2585 877-741-0248 | www.spiritrustlutheran.org 39/28 Evangelical Lutheran Church in America | 55,600+ CCRC, independent living, personal care | Cafe, billiards, gift shop, library, lounges, hair salon, patios, programming, dining room, community transportation, fellowship room |
| 32 | 37 | UNITED ZION RETIREMENT COMMUNITY 722 Furnace Hills Pike Lititz, PA 17543 | 132 44/29 0/59 | Philip L. Burkholder NHA Executive director 717-626-2071 | www.uzrc.org 99/66 United Zion Church | \$26,000-\$303,100 CCRC, independent living, personal care, nursing care, home care | Friendly community, apartments, cottages with daylight basements; home-cooked meals. Wi-Fi, fitness suite, woodshop, chapel, salon |
| 33 | 38 | SPANG CREST 945 Duke St. Lebanon, PA 17042-7216 | 124 0/18 0/106 | Daniel Deitzel Executive director 717-274-1495 | www.lutherare.org 90/114 Evangelical Lutheran Church in America | DNR Personal care, nursing care, Alzheimer's/dementia unit | Beauty/barber shop services; physical, occupational and speech therapy; pet therapy; intergenerational programs, chaplaincy services |
| 34 | 39 | SPIRITRUST LUTHERAN VILLAGE AT LUTHER RIDGE 2735 Luther Drive Chambersburg, PA 17202 | 121 86/35 0/0 | Rachel Herrington Executive director 717-267-1665 877-401-6375 | www.spiritrustlutheran.org 40/28 Evangelical Lutheran Church in America | 110,00+ CCRC, independent living, personal care | Cafe, fitness center, walking paths, garden plots, billiards, library, community transportation, dining room, hobby room, programming |
| 35 | 40 | PAXTON STREET HOME BENEVOLENT SOCIETY INC. DBA PAXTON MINISTRIES 2001 Paxton St. Harrisburg, PA 17111-1053 | 101 16/85 0/0 | Jodie Smiley Executive director 717-236-5508 | www.paxtonmin.org 24/17 BIC | NA Personal care | Personal care provides single room with shared bath, daily meals and activities, medication and payee support if needed, laundry, and daily activities |

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Researched by Elaine Keisinger



CHAPTER 7

HOSPITALITY

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| Theaters and Arts Centers | 108 |



CULINARY CASH FLOW

Restaurants remain a significant economic driver in Pennsylvania and across the nation. The state in 2016 had more than 25,000 eating and drinking establishments employing 561,300 people — 10 percent of all employment in the state — in an industry that was on track to hit \$21 billion in sales across the commonwealth, according to the National Restaurant Association. Nationwide, the restaurant industry generated \$1.8 billion in sales per day, and constituted 4 percent of the U.S. GDP, National Restaurant Association statistics show. At the same time, observers noted that the industry struggled with flagging patronage in 2016, which some attributed to election uncertainty and market saturation, CNBC reported. What's on tap for 2017? CNBC in December cited analysts who predict quick-service eateries — representing 80 percent of visits in the industry — could see a renewed bump in sales this year, even as full-service restaurants may continue to struggle as tastes evolve, though local and independent restaurants may be an exception.

— Roger DuPuis

Carlisle is home to more than 30 eclectic restaurants in the downtown area including Trattoria Piatto, Café Bruges, Andalusia and Helena's Chocolate Cafe & Creperie, with samplings from each pictured here.

PHOTO/SCOT GORDON, CUMBERLAND VALLEY VISITORS BUREAU



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Caterers

Ranked by local catering revenue

| Rank | Prev. rank | Company Address | 2015 local catering revenue | Top local executive Title | 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 Event types | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|-----------------------------|---------------------------------------|---|---|--|--|---|--|
| 1 | 3 | HOSPITALITY MANAGEMENT CORP. DBA ALTLAND HOUSE CATERING & EVENTS 1 Center Square Abbottstown, PA 17301 | \$5.09 million | Ben Haugh and Ryan Haugh Owners | www.altlandhouse.com 717-259-0295 | 20-10,000 On and off premises | 70%/30% 1:10 \$10-\$50 | 50/200 Weddings, corporate, meetings, social | 8/12 Abbottstown 1988 | Full-service catering, weddings, corporate, social for any size event, on- or off-site |
| 2 | 2 | C&J LLC DBA C&J CATERING 7441-R Allentown Blvd. Harrisburg, PA 17112 | \$4.05 million | Jamie M. Berger President | www.candjcatering.com 717-576-1610 | 15-2,000+ On and off premises | 50%/50% 1:25 \$12-\$200+ | 45/50 Weddings, parties, meetings, corporate, private | 2/2 W. Hanover Twp. 2004 | Full-service event production for corporate and private events; event and meeting planning; restaurant at the State Capitol; Ironstone Ranch |
| 3 | NR | RADISSON HOTEL HARRISBURG 1150 Camp Hill Bypass Camp Hill, PA 17011 | \$2.75 million | Jeff Strupp CHA General manager | www.radisson.com/camphillpa 717-763-7117 800-333-3333 | 10-1000 On and off premises | 35%/65% 1:25 \$10-\$80 | 80/35 Tradeshows, galas, conventions, business meetings | 1/1 E. Pennsboro Twp. 1964 | Hospitality |
| 4 | 5 | PREMIER CATERING INC. DBA PREMIER CATERERS 17 S. 35th St. Camp Hill, PA 17011 | \$1.56 million | Stephanie Stence Owner | www.premier-caterers.com 717-761-2700 | 10-5,000 Off premises only | 50%/50% 1:25 \$10-\$150 | 12/50 Weddings, corporate, private | 1/1 Hampden Twp. 1989 | Full-service off-site caterer |
| 5 | 6 | ISAAC'S DELI INC. DBA ISAAC'S FAMOUS GRILLED SANDWICHES 354 N. Prince St., Suite 220 Lancaster, PA 17603-3085 | \$1.43 million | Michael Weaver President | www.isaacsdeli.com 717-394-0623 | 6-1,000 Off premises only | 85%/15% DNR \$6-\$12 | 175/322 All types of corporate meetings, office parties | 18/18 Lancaster 1983 | Casual restaurant chain with catering menu featuring sandwich trays, cheese and veggie trays, salads, soups, desserts, kid's party trays |
| 6 | 7 | COMMONWEALTH CATERERS INC. 901 Spring Garden Drive Middletown, PA 17057 | \$1.1 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 | 10/25 Full-service catering and event planning | 1/1 Lower Swatara Twp. 1975 | Catering, ballroom facility, event planning |
| 7 | 8 | W.P.E. ENTERPRISES INC. DBA CARRYOUT COURIER 1301 N. George St. York, PA 17404 | \$682,000 | Chad Eisenhart President | www.carryoutcourier.com 717-846-8828 | 5-100 Off premises only | 85%/15% Not full service \$6-\$16 | 5/21 Meetings, training seminars, parties | 2/DNR North York 1994 | Delivers catered meals prepared by more than 45 restaurants in York and Lancaster; corporate and residential customers |
| 8 | 11 | FLINCHY'S RESTAURANT BAR & DECK 1833 Hummel Ave. Camp Hill, PA 17011-5941 | \$315,000 | Matthew G. Finchbaugh President | www.flinchys.com 717-761-9000 | 6-300 On and off premises | 50%/50% As required \$8-\$50 | 15/25 Weddings, meetings, corporate events, all types | 1/1 Lower Allen Twp. 2003 | Upscale casual dining with Cheers Bar and full deck and bar; catering; quick service, no minimum, customizable menus, music |
| 9 | 10 | U.S. ARMY HERITAGE AND EDUCATION CENTER 950 Soldiers Drive Carlisle, PA 17013 | \$289,582 | Peter D. Crean Director | www.usahec.org 717-245-3972 | Up to 230 On premises only | 50%/50% 1:15 \$5-\$35 | 75/8 Weddings, retirements, luncheons, receptions | 1/1 Middlesex Twp. 1968 | Museum and research complex, free public archives, museum and educational campus dedicated to telling the Army and nation's history |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 26, 2016.**

Researched by Elaine Keisling

Meeting and event planners

Ranked by number of meeting and event planners

| Rank | Prev. rank | Company Address | Event 7/3/55-9: | Top local executive \$1-3: | Website 1-1-1065: | F-T/P-T local employees How staffed Specific caterer or venue? | Local/total locations Headquarters Year established locally | Event types |
|------|------------|---|-----------------|---|---|--|---|---|
| 1 | NR | C&J LLC DBA C&J CATERING 7441-R Allentown Blvd. Harrisburg, PA 17112 | 15 | Jamie M. Berger President | www.candjcatering.com 717-576-1610 | 45/50 Employees DNR | 2/2 W. Hanover Twp. 2004 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 2 | NR | HOSPITALITY MANAGEMENT CORP. DBA ALTLAND HOUSE CATERING & EVENTS 1 Center Square Abbottstown, PA 17301 | 9 | Ben Haugh and Ryan Haugh Owners | www.altlandhouse.com 717-259-0295 | 50/200 Employees Specific caterer and venue | 8/12 Abbottstown 1988 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 3 | 2 | SPOOKY NOOK SPORTS INC. 2913 Spooky Nook Road Manheim, PA 17545 | 7 | Sam Beiler Owner | www.spookynooksports.com 717-945-7087 | 65/385 Employees Specific caterer and venue | 1/1 W. Hempfield Twp. 2013 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 4 | 1 | BEST WESTERN PREMIER THE CENTRAL HOTEL HARRISBURG 800 East Park Drive Harrisburg, PA 17111 | 6 | Peter Chiccarine General manager | www.thecentralhotelharrisburg.com 717-561-2800 800-644-3144 | 50/85 Employees Specific caterer and venue | 1/1 Lower Paxton Twp. 1980 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 5 | NR | LANCASTER COUNTY CONVENTION CENTER 3 E. Vine St. Lancaster, PA 17602 | 5 | Joshua Nowak Director of sales and marketing | www.lancasterconventioncenter.com 717-239-1600 | 170/50 Employees Specific venue | 1/1 Lancaster 2009 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 6 | 3 | COMMONWEALTH CATERERS INC. 901 Spring Garden Drive Middletown, PA 17057 | 4 | Clarence Riley Owner and president | www.commonwealthcaterers.com 717-939-4003 | 10/25 Employees Specific caterer | 1/1 Lower Swatara Twp. 1975 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 7 | 7 | OUT DOOR COUNTRY CLUB 1157 Detwiler Drive York, PA 17404-1105 | 3 | Thomas Gibb General manager | www.odcc.com 717-764-1188 | 35/75 Employees Not applicable | 1/1 Manchester Twp. 1959 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |
| 8 | 11 | LANCASTER BIBLE COLLEGE 901 Eden Road Lancaster, PA 17601-5306 | 2 | Peter W. Teague EdD President | www.lbc.edu 717-569-7071 800-544-7335 | 185/20 Employees, coordination-only Specific venue | 1/2 Manheim Twp. 1933 | Conferences, corporate parties, fundraisers, reunions, sporting events, weddings |
| 9 | 10 | HILTON GARDEN INN HARRISBURG EAST 3943 Tecport Drive Harrisburg, PA 17111 | 2 | Brett Sechrist General manager | www.harrisburgeast.hgi.com 717-635-7299 | 30/16 Employees Specific venue | 3/3 Lancaster 1966 | Conferences, corporate parties, reunions, weddings |
| 10 | NR | COLONIAL GOLF & TENNIS CLUB LLC DBA THE CLUBS AT COLONIAL RIDGE 4901 Linglestown Rd Harrisburg, PA 17112 | 2 | Peter Mickelwright General manager | 717-657-3212 | 19/21 Employees Not applicable | 2/2 Lower Paxton Twp. 2009 | Conferences, corporate parties, fundraisers, reunions, sporting events, trade shows, weddings |

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

The Central Penn Business Journal's list of meeting and event planners was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/lists. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published April 22, 2016.**

Researched by Elaine Keisling

Hotels

Ranked by total guest rooms

| Rank | Prev. rank | Hotel Address | Guest rooms | Top local executive Title | Website Phone | Meeting rooms/ capacity Banquet rooms/ capacity | F-T/P-T employees Year built Year last renovation | Amenities |
|------|------------|---|-------------|--|---|--|---|--|
| 1 | 1 | HERSHEY LODGE 325 University Drive Hershey, PA 17033 | 665 | William F. Simpson Jr. CEO | www.hersheyloodge.com 717-533-3311 800-437-7439 | 35/7,207 35/6,090 | DNR/DNR 1967 2016 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, on-site restaurant, seasonal pool, spa services, voicemail |
| 2 | 2 | SHERATON HARRISBURG-HERSHEY 4650 Lindle Road Harrisburg, PA 17111 | 347 | Tom Dickert General manager | www.sheratonharrisburghershey.com 717-564-5511 | 13/1,500 13/1,500 | 115/75 1982 2002 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, pets allowed, seasonal pool |
| 3 | 5 | BEST WESTERN PREMIER EDEN RESORT AND SUITES 222 Eden Road Lancaster, PA 17601-4216 | 301 | Mark P. Clossey General manager | www.edenresort.com 717-569-6444 866-801-6430 | 14/2,000 14/2,000 | 300/100 1972 Ongoing | Airport shuttle, audio visual equipment, breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, pets allowed, seasonal pool, spa services, voicemail |
| 4 | 6 | LANCASTER MARRIOTT AT PENN SQUARE 25 S. Queen St. Lancaster, PA 17603 | 299 | Joshua Nowak Sales and marketing director | www.lancastermarrriott.com 717-239-1600 866-503-3786 | 15/1,400 11/720 | 170/50 2009 DNR | Audio visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, on-site restaurant, spa services, voicemail |
| 5 | 7 | THE HOTEL HERSHEY 100 Hotel Road Hershey, PA 17033 | 276 | William F. Simpson Jr. CEO | www.hersheypa.com 717-533-2171 800-437-7439 | 20/1,444 20/910 | DNR/DNR 1933 2016 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry service, newspapers, on-site restaurant, seasonal pool, spa services, voicemail |
| 6 | 8 | RADISSON HOTEL HARRISBURG 1150 Camp Hill Bypass Camp Hill, PA 17011 | 250 | Jeff Strupp CHA General manager | www.radisson.com/camphillpa 717-763-7117 800-333-3333 | 16/2,200 16/1,500 | 80/35 1964 2016 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, laundry service, newspapers, on-site restaurant, pets allowed, seasonal pool, voicemail |
| 7 | 9 | WYNDHAM GETTYSBURG 95 Presidential Circle Gettysburg, PA 17325 | 248 | Peter Doggett Area general manager | www.wyndhamgettysburg.com 717-339-0020 | 18/1,100 10/850 | 50/75 2006 2006 | Audio visual equipment, business center, fitness center, health club, indoor pool, laundry facilities, newspapers, on-site restaurant, pets allowed, voicemail |
| 8 | 10 | PARK INN BY RADISSON HARRISBURG WEST 5401 Carlisle Pike Mechanicsburg, PA 17050 | 219 | John Cruz General manager | www.gfmanagement.com 717-697-0321 800-772-7829 | 12/16,000 12/1,000 | DNR/DNR 1972 2009 | Airport shuttle, audio visual equipment, breakfast included, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, pets allowed, seasonal pool, voicemail |
| 9 | 12 | DOUBLETREE BY HILTON LANCASTER 2400 Willow Street Pike Lancaster, PA 17602 | 185 | Diane Poillon President and CEO | www.doubletreeLANCASTER.com 717-464-2711 888-251-4379 | 11/1,700 11/1,000 | 62/117 1986 Ongoing | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, voicemail |
| 10 | 13 | WYNDHAM GARDEN YORK 2000 Loucks Road York, PA 17408 | 177 | Christopher D. Guerrero General manager | www.wgorkpa.com 717-846-9500 800-992-0613 | 10/1,000 12/1,000 | 40/60 1979 2014 | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, pets allowed, seasonal pool, voicemail |
| 11 | 14 | BEST WESTERN PREMIER THE CENTRAL HOTEL HARRISBURG 800 East Park Drive Harrisburg, PA 17111 | 174 | Peter Chiccarine General manager | www.thecentralhotelharrisburg.com 717-561-2800 800-644-3144 | 11/950 11/950 | 50/85 1980 2011 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, pets allowed, voicemail |
| 12 | 15 | HERITAGE HOTEL LANCASTER 500 Centerville Road Lancaster, PA 17601 | 166 | Matt DeRose General partner | www.heritagelancaster.com 717-898-2431 800-223-8963 | 7/350 7/350 | 25/50 DNR DNR | Fitness center, newspapers, on-site restaurant, seasonal pool, voicemail |
| 13 | 16 | HAMPTON INN-YORK AT THE GALLERIA MALL 1550 Mount Zion Road York, PA 17402 | 144 | Lisa Linton Guest services manager | www.hghhotels.com 717-840-1500 800-426-7866 | 2/50 DNR/DNR | 30/9 1992 2012 | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, laundry facilities, laundry service, newspapers, seasonal pool, voicemail |
| 14 | 17 | SPOOKY NOOK SPORTS INC. 2913 Spooky Nook Road Manheim, PA 17545 | 135 | Sam Beiler Owner | www.spookynooksports.com 717-945-7087 | 10/2,500 10/2,500 | 65/385 2015 DNR | Audio visual equipment, business center, fitness center, health club, laundry facilities, newspapers, on-site restaurant, voicemail |
| 15 | NR | THE HOTEL LANCASTER 26 E. Chestnut St. Lancaster, PA 17602 | 134 | NA DNR | www.thehotellancaster.com 717-394-0900 855-363-8100 | 4/135 1/65 | 12/18 1970 2013 | Audio visual equipment, breakfast included, business center, fitness center, newspapers, pets allowed |
| 16 | 18 | COURTYARD BY MARRIOTT-LANCASTER 1931 Hospitality Drive Lancaster, PA 17601 | 133 | Jeremy R. Geib General manager | www.hghhotels.com 717-393-3600 | 1/44 DNR/DNR | 34/7 2005 2013 | Audio visual equipment, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, voicemail |
| 17 | 19 | HAMPTON INN-HARRISBURG WEST 4950 Ritter Road Mechanicsburg, PA 17055 | 129 | Jason Schultz General manager | www.hghhotels.com 717-691-1300 | 4/60 DNR/DNR | 30/6 1993 2010 | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, laundry facilities, laundry service, newspapers, pets allowed, seasonal pool, voicemail |
| 18 | 20 | HAMPTON INN-LANCASTER 545 Greenfield Road Lancaster, PA 17601 | 129 | Lee Wager General manager | www.hghhotels.com 717-299-1200 800-426-7866 | 1/40 DNR/DNR | 31/6 1989 2014 | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, laundry facilities, laundry service, newspapers, seasonal pool, voicemail |
| 19 | 21 | HILTON GARDEN INN HARRISBURG EAST 3943 Tecport Drive Harrisburg, PA 17111 | 126 | Brett Sechrist General manager | www.harrisburgeast.hgi.com 717-635-7299 | 5/140 3/120 | 30/16 2007 2013 | Airport shuttle, audio visual equipment, business center, dry cleaning, fitness center, health club, indoor pool, laundry facilities, laundry service, newspapers, on-site restaurant, seasonal pool, voicemail |
| 20 | 24 | TOWNEPLACE SUITES-HARRISBURG WEST/MECHANICSBURG 4915 Ritter Road Mechanicsburg, PA 17055 | 120 | Dave Jacobs General manager | www.hghhotels.com 717-691-1400 | 1/20 DNR/DNR | 23/6 2014 DNR | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, laundry service, newspapers, pets allowed, voicemail |
| 21 | 25 | GETTYSBURG HOTEL 1 Lincoln Square Gettysburg, PA 17325 | 119 | Chuck Moran General manager | www.hotelgettysburg.com 717-337-2000 866-378-1797 | 8/550 DNR/DNR | 60/40 1797 2013 | Audio visual equipment, business center, fitness center, newspapers, on-site restaurant, seasonal pool, voicemail |
| 22 | NR | FAIRFIELD INN & SUITES LANCASTER EAST AT THE OUTLETS 2270 Lincoln Highway E. Lancaster, PA 17602 | 117 | Jennifer McMicken General manager | www.fairfieldinnLANCASTERoutlets.com 717-295-9100 | DNR/DNR DNR/DNR | 8/20 DNR DNR | Breakfast included, business center, dry cleaning, fitness center, indoor pool, laundry facilities, voicemail |
| 23 | 26 | HOMEWOOD SUITES BY HILTON HARRISBURG WEST 5001 Ritter Road Mechanicsburg, PA 17055-4884 | 116 | Keith Komon Area general manager | www.hghhotels.com 717-697-4900 800-222-2466 | 1/1,168 DNR/DNR | 28/9 1995 2015 | Audio visual equipment, breakfast included, business center, dry cleaning, fitness center, laundry facilities, laundry service, newspapers, pets allowed, seasonal pool, voicemail |
| 24 | 27 | LIBERTY MOUNTAIN RESORT 78 Country Club Trail Carroll Valley, PA 17320-0703 | 114 | Eric W. Flynn President and COO | www.libertymountainresort.com 717-642-8282 | 9/400 3/850 | 150/1,400 1968 2011 | Audio visual equipment, breakfast included, fitness center, health club, indoor pool, laundry facilities, on-site restaurant, seasonal pool, spa services, voicemail |
| 25 | 28 | QUALITY INN GETTYSBURG BATTLEFIELD 380 Steinwehr Ave. Gettysburg, PA 17325 | 109 | Paul Witt General manager | www.gettysburgqualityinn.com 717-334-1103 800-228-5151 | 1/20 0/0 | 50/25 1957 2015 | Breakfast included, business center, fitness center, indoor pool, laundry facilities, newspapers, pets allowed, seasonal pool, 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, Franklin, 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.CPBJS.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJSListCentral on Twitter. **Published June 10, 2016.**

Researched by Elaine Keisling

Hotel-based meeting facilities

Ranked by square footage of largest meeting room

| Rank | Prev. rank | Hotel Address | Sq. ft. of largest/all meeting room(s) | Top local executive Title | Website Phone | Rental contact Phone Email | Audiovisual equipment? Airport transportation? Restaurant?/Catering? | F-T/P-T employees Headquarters Year hotel built | Amenities |
|------|------------|---|--|--|---|--|--|---|--|
| 1 | 1 | HERSHEY LODGE 325 University Drive Hershey, PA 17033 | 32,000 100,000 | William F. Simpson Jr. CEO | www.hersheyloodge.com 717-533-3311 800-437-7439 | NA | Yes Yes Yes | DNR/DNR Derry Twp. 1967 | Four restaurants, Cocoa Beanery coffee shop, gift shop, miniature golf, Wi-Fi, meeting and catering services, kids programs |
| 2 | 3 | RADISSON HOTEL HARRISBURG 1150 Camp Hill Bypass Camp Hill, PA 17011 | 15,000 30,000 | Jeff Strupp CHA General manager | www.radisson.com/camphillpa 717-763-7117 800-333-3333 | NA | Yes Yes Yes/Yes | 80/35 E. Pennsboro Twp. 1964 | Lounge, meeting space, restaurant |
| 3 | 4 | BEST WESTERN PREMIER EDEN RESORT AND SUITES 222 Eden Road Lancaster, PA 17601-4216 | 11,020 25,000 | Mark P. Clossiey General manager | www.edenresort.com 717-569-6444 866-801-6430 | Teresa Roda 717-560-8414 troda@edenresort.com | Yes Yes Yes/Yes | 300/100 Manheim Twp. 1972 | Putting green, sports court, shuffleboard, bocce court, ping pong, billiards |
| 4 | 5 | DOUBLETREE BY HILTON LANCASTER 2400 Willow Street Pike Lancaster, PA 17602 | 10,080 13,500 | Diane Poillon President and CEO | www.doubletreelancaster.com 717-464-2711 888-251-4379 | Chris Bainbridge 717-464-7525 cbainbridge@willowval.com | Yes Yes Yes/Yes | 62/117 DNR 1986 | Full meeting, banquet and conference capabilities; Lancaster train, airport and bus shuttle; Jacuzzi, indoor pool and water playground; lounge; room service and catering |
| 5 | 6 | LANCASTER MARRIOTT AT PENN SQUARE 25 S. Queen St. Lancaster, PA 17603 | 9,696 14,628 | Joshua Nowak Sales and marketing director | www.lancastermarriott.com 717-239-1600 866-503-3786 | Joshua Nowak 717-239-1600 josh.nowak@interstatehotels.com | Yes No Yes/Yes | 170/50 Lancaster 2009 | William H. Montgomery House in lobby |
| 6 | 8 | BEST WESTERN PREMIER THE CENTRAL HOTEL HARRISBURG 800 East Park Drive Harrisburg, PA 17111 | 9,152 17,000 | Peter Chiccarine General manager | www.thecentralhotelharrisburg.com 717-561-2800 800-644-3144 | Tim Shellenberger 717-561-0875 tim.shellenberger@thecentralhotelharrisburg.com | Yes Yes Yes/Yes | 50/85 Lower Paxton Twp. 1980 | DNR |
| 7 | 9 | WYNDHAM GETTYSBURG 95 Presidential Circle Gettysburg, PA 17325 | 8,901 63,000 | Peter Doggett Area general manager | www.wyndhamgettysburg.com 717-339-0020 | Hans Schreiber 717-339-0020, ext. 6012 hans.schreiber@interstatehotels.com | Yes No Yes/Yes | 50/75 Straban Twp. 2006 | Onsite Gateway movie theater, Hertz car rental, 1863 Restaurant & Lobby Bar |
| 8 | 10 | SHERATON HARRISBURG-HERSHEY 4650 Lindle Road Harrisburg, PA 17111 | 8,900 15,000 | Tom Dickert General manager | www.sheratonharrisburghershey.com 717-564-5511 | Susan Fear 717-564-5511 contact@sheratonhershey.com | Yes Yes Yes/Yes | 115/75 DNR 1982 | Pub, Jacuzzi |
| 9 | 11 | PARK INN BY RADISSON HARRISBURG WEST 5401 Carlisle Pike Mechanicsburg, PA 17050 | 8,299 16,000 | John Cruz General manager | www.gimmanagement.com 717-697-0321 800-772-7829 | Zeddie Neidig 717-697-0321 neidig@ghotels.com | Yes Yes Yes/Yes | DNR/DNR Philadelphia 1972 | Volleyball courts, 11-hole mini golf course, large outdoor picnic facility, Avis rental car service |
| 10 | 12 | WYNDHAM GARDEN YORK 2000 Loucks Road York, PA 17408 | 7,500 18,000 | Christopher D. Guerrero General manager | www.wyorkpa.com 717-846-9500 800-992-0613 | NA | Yes Yes Yes/Yes | 40/60 W. Manchester Twp. 1979 | Newly renovated |
| 11 | NR | THE INN AT LEOLA VILLAGE 38 Deborah Drive Leola, PA 17540 | 6,000 10,000 | NA | www.theinnatleolavillage.com 717-656-7002 877-669-5094 | Kelly Douth 717-556-8705 kdouth@theinnatleolavillage.com | No No No/No | 30/20 Upper Leacock Twp. DNR | DNR |
| 12 | 13 | LIBERTY MOUNTAIN RESORT 78 Country Club Trail Carroll Valley, PA 17320-0703 | 5,725 22,000 | Eric W. Flynn President and COO | www.libertymountainresort.com 717-642-8282 | Deanna Painter 717-642-8282, ext. 3132 dpainter@skliberty.com | Yes DNR Yes/Yes | 1501/1,400 Carroll Valley 1988 | Multiple conference and meeting rooms including large banquet facilities, multiple restaurants, free Wi-Fi, golf, pro shop with simulators, challenge course, winter skiing |
| 13 | 14 | THE HOTEL HERSHEY 100 Hotel Road Hershey, PA 17033 | 5,490 25,000 | William F. Simpson Jr. CEO | www.hersheypa.com 717-533-2171 800-437-7439 | NA | Yes Yes Yes/Yes | DNR/DNR Derry Twp. 1933 | European-style spa with fitness classes and indoor pool, hiking, jogging, nature trails, Cocoa Kids Club, outdoor recreation complex, 18-hole putting course, fitness center |
| 14 | 17 | HERITAGE HILLS GOLF RESORT 2700 Mount Rose Ave. York, PA 17402 | 4,800 15,000 | Matt DeRose General partner | www.heritagehillresort.com 717-755-0123 877-782-9752 | NA | Yes No Yes/Yes | 75/100 York 1989 | Driving range, meeting facilities, full-service day spa, miniature golf course, seasonal snow-tubing hill, 18-hole golf course |
| 15 | 18 | HERITAGE HOTEL LANCASTER 500 Centerville Road Lancaster, PA 17601 | 3,648 5,200 | Matt DeRose General partner | www.heritagehotelancaster.com 717-898-2431 800-223-8963 | NA | Yes No Yes/Yes | 25/50 York DNR | Loxley's Restaurant and Patio on-site, serving breakfast, lunch and dinner |
| 16 | 19 | GETTYSBURG HOTEL 1 Lincoln Square Gettysburg, PA 17325 | 3,350 9,300 | Chuck Moran General manager | www.hotelgettysburg.com 717-337-2000 866-378-1797 | Andrea N. Proulx 717-338-5403 aproulx@hotelgettysburg.com | Yes No Yes/Yes | 60/40 Gettysburg 1797 | One Lincoln Restaurant, outdoor rooftop pool, complimentary Wi-Fi throughout property, meeting and catering services, business, center, fitness center, Starbucks coffee |
| 17 | 21 | HILTON GARDEN INN HARRISBURG EAST 3943 Tecport Drive Harrisburg, PA 17111 | 2,220 2,871 | Brett Sechrist General manager | www.harrisburgeast.hgi.com 717-635-7299 | Jon Gays 717-635-7299, ext. 1012 jon.gays@hilton.com | Yes Yes Yes/Yes | 30/16 Lancaster 2007 | DNR |
| 18 | NR | THE FAIRFIELD INN 1757 15 W. Main St., P.O. Box 300 Fairfield, PA 17320-0300 | 1,200 3,425 | John G. Kramb Owner | www.thefairfieldinn.com 717-642-5410 | Kara Dierdorff 717-642-5410 kara@thefairfieldinn.com | Yes No Yes/Yes | 3/5 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 |
| 19 | 22 | HOMEWOOD SUITES BY HILTON HARRISBURG WEST 5001 Ritter Road Mechanicsburg, PA 17055-4884 | 1,168 1,168 | Keith Koman Area general manager | www.highhotels.com 717-697-4900 800-222-2466 | Brenda French 717-796-8606 harhw_ds@hilton.com | Yes No No/Yes | 28/9 E. Lancaster Twp. 1995 | Suite-only property with full kitchens; evening reception Mon.-Thurs. with beer and wine; nearby Rossmoyne Suite meeting room |
| 20 | 23 | HAMPTON INN-HARRISBURG WEST 4950 Ritter Road Mechanicsburg, PA 17055 | 987 1,700 | Jason Schultz General manager | www.highhotels.com 717-691-1300 | Mardell Knepper 717-691-1300 mardell.knepper@hilton.com | Yes No No/Yes | 30/6 E. Lampeter Twp. 1993 | 24-hour convenience shop, in-room refrigerators and microwaves, nearby Rossmoyne Suite meeting room |
| 21 | 24 | HAMPTON INN-YORK AT THE GALLERIA MALL 1550 Mount Zion Road York, PA 17402 | 987 987 | Lisa Linton Guest services manager | www.highhotels.com 717-840-1500 800-426-7866 | Kerry Ritz 717-791-4302 kerry.ritz@hilton.com | Yes No No/Yes | 30/9 Springettsbury Twp 1992 | Free hot breakfast bar and evening light fare; in-room refrigerator and microwave; Wi-Fi; 24-hour convenience shop |
| 22 | NR | THE HOTEL LANCASTER 26 E. Chestnut St. Lancaster, PA 17602 | 950 2,462 | NA | www.thehotellancaster.com 717-394-0900 855-363-8100 | Gary Davis 717-394-0900, ext. 1106 stay@thehotellancaster.com | Yes No No/Yes | 12/18 Lancaster 1970 | DNR |
| 23 | 25 | HOMEWOOD SUITES BY HILTON HARRISBURG EAST 3990 TecPort Drive Harrisburg, PA 17111 | 918 1,496 | Sara Lambert General manager | www.harrisburgeast.homewoodsuites.com 717-909-4663 800-225-5466 | Sara Dittess 717-909-4663 sara.dittess@hilton.com | Yes No No/Yes | 20/15 Swatara Twp. 2004 | Complimentary evening social, Monday through Thursday from 5 p.m.-7 p.m., including light fare, beer and wine |
| 24 | NR | HOMEWOOD SUITES BY HILTON YORK 200 Masonic Drive York, PA 17406 | 900 900 | Tammy Portner-Smith General manager | www.homewoodsuitesyork.com 717-434-1800 | Katelyn Bevan 717-747-0680 kbevan@gospringwood.com | Yes No No/Yes | 8/20 York 2008 | DNR |
| 25 | NR | HAMPTON INN & SUITES YORK SOUTH 2159 S. Queen St. York, PA 17402 | 600 600 | Rob Marella General Manager | www.yorksouthsuits.com hamptoninn.com 717-741-0900 | Katelyn Bevan 717-747-0680 kbevan@gospringwood.com | Yes No No/Yes | 8/20 DNR 2014 | DNR |

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

The Central Penn Business Journal's list of hotel-based meeting facilities is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 26, 2016.**

Researched by Elaine Keisling



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LANCASTER



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 | Rental contact Phone Email | F/T/P/T local employees On-site restaurant/Catering | 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 S. Altland Executive director | www.pafarmshowcomplex.com 717-787-5373 | NA | DNR DNR DNR/Yes | 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 | NA | www.yorkexpo.com 717-848-2596 | Cody Cashman 717-848-2596, ext. 118 ccashman@yorkexpo.com | DNR DNR Yes/Yes | 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 |
| 3 | 3 | LANCASTER COUNTY CONVENTION CENTER 3 E. Vine St. Lancaster, PA 17602 | 46,508 68,195 | Joshua Nowak Director of sales and marketing | www.lancasterconventioncenter.com 717-239-1600 | Joshua Nowak 717-239-1600 josh.nowak@interstatehotels.com | 170 50 Yes/Yes | 1/1 Lancaster 2009 | DNR |
| 4 | 4 | MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055 | 28,000 DNR | Kim S. Phipps PhD President | www.messiah.edu 717-766-2511 800-233-4220 | Heather R. Negley 717-691-6009 hnegley@messiah.edu | 607 273 No/Yes | 2/2 Upper Allen Twp. 1909 | Summer conference program specializing in overnight, multi-day events for large groups; exceptional dining, sound/lighting, new performing arts center |
| 5 | 5 | LEBANON VALLEY EXPO CENTER AND FAIRGROUNDS 80 Rocherty Road Lebanon, PA 17042 | 25,500 73,000 | Patrick J. Kerwin Executive director | www.lebexpo.org 717-273-3670 | Patrick J. Kerwin pkerwin@lebexpo.org | 1 10 Yes/Yes | 1/1 S. Lebanon Twp. 1971 | All typical amenities, plus large pole buildings, a picnic pavilion and food stand, a large outdoor track with a reviewing stand, bleachers |
| 6 | 6 | CARLISLE EXPO CENTER 100 K St. Carlisle, PA 17013 | 22,378 30,000 | Tyler Staley Expo director | www.carlisleexpo.com 717-243-6121 | Tyler Staley 717-243-7855, ext. 124 tylers@carlislevents.com | 30 50 No/Yes | 1/1 Carlisle 1982 | Free on-site parking, loading docks, full-service catering, broadband Internet connectivity |
| 7 | 7 | LANCASTER BIBLE COLLEGE 901 Eden Road Lancaster, PA 17601-5306 | 20,000 40,442 | Peter W. Teague EdD President | www.lbc.edu 717-569-7071 800-544-7335 | Renee E. Crowe 717-560-8200, ext. 5219 rcrowe@lbc.edu | 185 20 Yes/Yes | 1/2 Manheim Twp. 1933 | Hospitality suite, lecture hall, chapel seats 1,300, computer technology in each classroom, dining facilities, Wi-Fi, air-conditioned dorms |
| 8 | 8 | SPOOKY NOOK SPORTS INC. 2913 Spooky Nook Road Manheim, PA 17545 | 18,000 28,000 | Sam Beiler Owner | www.spookynooksports.com 717-945-7087 | Lyndsay Warner 717-618-8502 lyndsay@nooksports.com | 65 385 Yes/Yes | 1/1 W. Hempfield Twp. 2013 | Largest indoor sports complex in the country; guests may use the fitness center and new sports performance training |
| 9 | 9 | AACA MUSEUM INC. DBA ANTIQUE AUTOMOBILE CLUB OF AMERICA MUSEUM 161 Museum Drive Hershey, PA 17033 | 13,532 70,000 | Mark Lizewskie Executive director | www.aacamuseum.org 717-566-7100 | Nuria E. Guarneschelli 717-566-7100, ext. 113 nuria@aacamuseum.org | 10 13 No/Yes | 1/1 S. Hanover Twp. 2003 | Completely accessible, sound system, wireless Internet access, built-in projection in board room; events include admission to museum galleries |
| 10 | 10 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | 11,000 26,707 | Joseph E. Murphy CEO | www.masonicvillages.org 717-367-1121 | NA | 879 710 Yes/Yes | 1/5 W. Donegal Twp. 1910 | Wellness center, bank, chapel, walking paths, farm market, indoor/outdoor pools, putting green, clubs, six restaurants, home care, cultural center |
| 11 | NR | THE VINEYARD AT HERSHEY LLC AKA THE BREWERY AT HERSHEY 598 Schoolhouse Road Middletown, PA 17057-4029 | 6,000 DNR | Jason L. Reimer President | www.vineyardat hershey.com 717-944-1569 | NA | 5 18 No/Yes | 1/1 Londonderry Twp. 2012 | Large facility available for indoor and outdoor functions, including private and special events |
| 12 | 13 | SKI ROUNDTOP OPERATING CORP. DBA ROUNDTOP MOUNTAIN RESORT 925 Roundtop Road Lewisberry, PA 17339 | 5,500 10,000 | Matthew Thomas General manager | www.skiroundtop.com 717-432-9631 | Lucricia Eberly leberly@skiroundtop.com | 35 1,000 No/Yes | 1/DNR Warrington Twp. 1964 | Banquet, meeting and event space; on-site activities and team building; varied year-round activities |
| 13 | NR | CORK FACTORY HOTEL 480 New Holland Ave., Suite 3000 Lancaster, PA 17602 | 5,225 10,000 | Cory Amman | www.corkfactoryhotel.com 717-735-2075 | Lindsey Antonio 717-735-2075 lindsey.antonio@corkfactoryhotel.com | 56 32 Yes/Yes | 1/1 Lancaster 1865 | Historic property, hotel, award-winning food and beverages, customizable menus, in-house pastry team, event specialists and coordinators, AV, Wi-Fi |
| 14 | 15 | SPRING GARDEN RECEPTION & CONFERENCE CENTER 903 Spring Garden Drive Middletown, PA 17057 | 5,200 8,900 | Clarence Riley Owner and president | www.commonwealthcaterers.com 717-939-4003 | Clarence Riley 717-939-4003 info@commonwealthcaterers.com | 10 25 No/Yes | 1/1 Lower Swatara Twp. 1975 | Full line of AV equipment, free parking, food service |
| 15 | 16 | OUT DOOR COUNTRY CLUB 1157 Dewiler Drive York, PA 17404-1105 | 5,154 7,700 | Thomas Gibb General manager | www.odcc.com 717-764-1188 | Courtney Boyer 717-764-1188 cboyer@odcc.com | 35 75 Yes/Yes | 1/1 Manchester Twp. 1959 | Corporate events, golf outings, multiple meeting spaces, AV system, outdoor patio; membership not required to host a corporate or private event |
| 16 | 17 | HERITAGE HILLS GOLF RESORT 2700 Mount Rose Ave. York, PA 17402 | 4,800 15,000 | Matt DeRose General partner | www.heritagehillsresort.com 717-755-0123 877-782-9752 | NA | 75 100 Yes/Yes | 4/5 York 1989 | Driving range, meeting facilities, full-service day spa, miniature golf course, seasonal snow-tubing hill, 18-hole golf course |
| 17 | NR | STOCK'S MANOR 2421 Mount Allen Drive Mechanicsburg, PA 17055 | 4,300 5,500 | Stephen Weinstock Owner | www.stocksmanor.com 717-766-3100 | Stephen Weinstock stephen@stocksonsecon.com | 15 30 No/Yes | DNR/DNR Harrisburg 2011 | Beautiful country estate setting with all the modern amenities. |
| 18 | NR | THE LODGE AT LIBERTY FORGE 3804 Lisburn Road Mechanicsburg, PA 17055 | 4,000 5,500 | Ben Haugh General manager | www.thelodgeatlibertyforge.com 717-691-5335 | Krissy Lobaugh 717-259-9535 krissy@thelodgeatlibertyforge.com | 6 30 Yes/Yes | 1/1 Lower Allen Twp. 2002 | Banquet, event and meeting space; golf course; casual dining restaurant |
| 19 | 20 | COUNTRY CLUB OF YORK 1400 Country Club Road York, PA 17403 | 3,819 11,108 | Bryan J. Danehy General manager and COO | www.ccyork.com 717-843-8078 | Shannon G. Seitz 717-843-8078 sseitz@ccyork.org | 55 80 Yes/DNR | 1/1 Spring Garden Twp. 1899 | Meeting rooms, full-service restaurant, golf course, platform courts, tennis courts, swimming pool |
| 20 | 21 | U.S. ARMY HERITAGE AND EDUCATION CENTER 950 Soldiers Drive Carlisle, PA 17013 | 3,485 4,607 | Peter D. Crean Director | www.usahec.org 717-245-3972 | Judy Scott 717-245-3099 judy.r.scott.naf@email.mil | 75 8 Yes/Yes | 1/1 Middlesex Twp. 1968 | State-of-the-art technology, highly trained and enthusiastic staff, spacious facilities, museum and outdoor Army Heritage Trail |
| 21 | 22 | CONFERENCE CENTER AT SHIPPENSBURG UNIVERSITY 500 Newburg Road Shippensburg, PA 17257 | 2,600 12,000 | George F. "Jody" Harpster PhD President | www.conferencecenteratshipu.com 717-477-1256 | Pam Kammerer 717-477-1256 pvkammerer@ship.edu | 3 3 No/Yes | 1/1 Shippensburg Twp. 2007 | Free wireless Internet, video conferencing, executive boardroom, on-site catering, free parking adjacent, full media services |
| 22 | 23 | CAMP HEBRON INC. 957 Camp Hebron Road Halifax, PA 17032-9520 | 2,500 10,564 | Dustin Musser Executive director | www.camphebron.org 717-896-3441 800-864-7747 | Kimberly Chavez 717-896-3441 reservationsist@camphebron.org | 15 60 No/Yes | 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 |
| 23 | 24 | DIXON UNIVERSITY CENTER 2986 N. Second St. Harrisburg, PA 17110 | 2,316 14,658 | Frank T. Brogan Chancellor | www.dixonuniversitycenter.org 717-720-4080 | Kristina Heagy 717-720-4080 kheagy@passhe.edu | 7 2 No/Yes | 1/1 Harrisburg 1991 | Flexible meeting rooms, state-of-the-art in-room technology, video-conference rooms, affordable rental rates, free parking, business center |
| 24 | 27 | CIVIC CLUB OF HARRISBURG 612 N. Front St., P.O. Box 61407 Harrisburg, PA 17106-1407 | 2,100 3,100 | Gail Bishop President | www.thecivicclubofharrisburg.com 717-234-6736 | Kevin Braasch 717-599-0842 civicclubhb@gmail.com | 0 0 No/Yes | 1/DNR Harrisburg 1914 | All equipment needed for business events; indoor and outdoor space; one event per day; select from among eight caterers |
| 25 | NR | WHITAKER CENTER FOR SCIENCE AND THE ARTS 222 Market St. Harrisburg, PA 17101 | 2,000 DNR | Michael L. Hanes President and CEO | www.whitakercenter.org 717-214-2787 | Margaret Freedman 717-724-3853 mfreedman@whitakercenter.org | 25 30 DNR/Yes | 1/1 Harrisburg 1999 | Varies |

DBA-doing business as DNR-did not respond NA-not available NR-not ranked
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Researched by Elaine Keisling

Tourist attractions

Ranked by annual attendance

| Rank | Prev. rank | Company Address | 2015 attendance | Top local executive Title | Website Phone | F-T/P-T local employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|-----------------|--|--|-------------------------|---|--|
| 1 | | HERSHEY'S CHOCOLATE WORLD ATTRACTION 251 Park Blvd. Hershey, PA 17033 | 4 million | Suzanne Jones DNR | www.hersheyschocolateworld.com 717-534-4900 | 75 600 | 9/DNR Derry Twp. 1972 | Free chocolate-making tour with sample, chocolate tasting, 4D show, Create Your Own Candy Bar, food court, Bake Shoppe, retail |
| 2 | NR | SPOOKY NOOK SPORTS INC. 2913 Spooky Nook Road Manheim, PA 17545 | 950,000 | Sam Beiler Owner | www.spookynooksports.com 717-945-7087 | 65 385 | 1/1 W. Hempfield Twp. 2013 | Indoor sports complex, home to the U.S. Women's Olympic field hockey team, Warehouse Hotel and Forklift & Palate Restaurant |
| 3 | 5 | HARRISBURG SENATORS 245 Championship Way, P.O. Box 15757 Harrisburg, PA 17105-0757 | 301,588 | Kevin Kulp President | www.senatorsbaseball.com 717-231-4444 | 20 50 | 1/1 DNR 1987 | Minor league baseball, family-centered entertainment |
| 4 | 8 | LIBERTY MOUNTAIN RESORT 78 Country Club Trail Carroll Valley, PA 17320-0703 | 175,000 | Eric W. Flynn President and COO | www.libertymountainresort.com 717-642-8282 | 150 1,400 | 1/1 Carroll Valley 1975 | Four-season resort with lodging, multiple venues for weddings and conferences, golf course, dining, spa, winter skiing, boarding and tubing |
| 5 | 9 | LAKE TOBIAS WILDLIFE PARK 760 Tobias Road Halifax, PA 17032-9474 | 169,500 | E.E. Tobias; J.E. Miller; J.R. Tobias; R.E. Ogden; J.E. Tobias-Kieffer; P.E. Jury and T.E. Hoffman Owners | www.laketobias.com 717-362-9126 | 11 140 | 1/1 Halifax Twp. 1965 | Safari tours, zoo exhibits, reptiles and exotics building, petting zoo, concessions, picnic facilities; wild and exotic animals from six continents |
| 6 | 11 | TURKEY HILL EXPERIENCE 301 Linden St. Columbia, PA 17512 | 160,000 | John Cox President | www.turkeyhillexperience.com 717-684-0134 844-847-4884 | 6 60 | 1/DNR Conestoga 2011 | Corporate visitors center for Turkey Hill Dairy, featuring interactive exhibits highlighting Turkey Hill history and ice cream and iced tea production |
| 7 | 7 | U.S. ARMY HERITAGE AND EDUCATION CENTER 950 Soldiers Drive Carlisle, PA 17013 | 156,589 | Peter D. Crean Director | www.usahec.org 717-245-3972 | 75 8 | 1/1 Middlesex Twp. 1968 | Museum and research complex, free public archives, museum and educational campus dedicated to telling the Army and nation's history |
| 8 | 10 | WILDWOOD PARK-DAUPHIN COUNTY PARKS & RECREATION 100 Wildwood Way Harrisburg, PA 17110-2914 | 150,000 | Chris Rebert Park manager | www.dauphincounty.org 717-221-0292 | 4 2 | 1/1 Harrisburg 1907 | Nature center, walking trails and boardwalks, wetlands and forest |
| 9 | 12 | THE HERSHEY STORY, THE MUSEUM ON CHOCOLATE AVENUE 63 W. Chocolate Ave. Hershey, PA 17033 | 121,000 | Amy Bischof Director | www.hersheystory.org 717-534-8939 | 10 75 | 1/1 Derry Twp. 1933 | Museum experience, daily classes in the chocolate lab, chocolate tasting, The Pantry Café, museum shop, family activities |
| 10 | 14 | THE VINEYARD AT HERSHEY LLC AKA THE BREWERY AT HERSHEY 598 Schoolhouse Road Middletown, PA 17057-4029 | 120,000 | Jason L. Reimer President | www.vineyardat Hershey.com 717-944-1569 | 5 18 | 1/1 Londonderry Twp. 2012 | Winery, craft brewery and cidery; rentals; entertainment and events |
| 11 | 13 | HERSHEY GARDENS 170 Hotel Road Hershey, PA 17033 | 114,300 | Mariella Trosko Director | www.hersheygardens.org 717-534-3492 | 15 30 | 1/1 Derry Twp. 1937 | 23 acres of horticulture, including the historic rose garden, various themed gardens, seasonal displays, Children's Garden and Butterfly House |
| 12 | 15 | AACA MUSEUM INC. DBA ANTIQUE AUTOMOBILE CLUB OF AMERICA MUSEUM 161 Museum Drive Hershey, PA 17033 | 68,000 | Mark Lizewskie Executive director | www.aacamuseum.org 717-566-7100 | 10 13 | 1/1 S. Hanover Twp. 2003 | Public museum of rare antique and specialty cars, buses, motorcycles and art; a Smithsonian affiliate |
| 13 | NR | INDIAN ECHO CAVERNS 368 Middletown Road, P.O. Box 188 Hummelstown, PA 17036-0188 | 64,000 | Edward O. Swartz President | www.indianechohavens.com 717-566-8131 | 5 30 | 1/1 Derry Twp. 1929 | Cavern tour, extensive gift shop, panning for gemstones, petting barnyard, corporate meeting room, picnic and catering facilities, scout badge program |
| 14 | 16 | PRIDE OF THE SUSQUEHANNA RIVERBOAT 107 N. Front St., Suite 110, P.O. Box 910 Harrisburg, PA 17101 | 47,000 | Jason M. Meckes Executive director | www.harrisburgriverboat.com 717-234-6500 | 2 25 | 1/1 Harrisburg 1988 | The Pride of the Susquehanna Riverboat is operated by nonprofit Harrisburg Area Riverboat Society as a community service |
| 15 | 19 | NATIONAL CIVIL WAR MUSEUM 1 Lincoln Circle at Reservoir Park Harrisburg, PA 17103 | 44,936 | Wayne E. Motts CEO | www.nationalcivilwarmuseum.org 717-260-1861 866-258-4729 | 6 6 | 1/1 Harrisburg 2001 | An educational and historical museum, dedicated to the entire Civil War and conveying the stories of both sides |
| 16 | 18 | LANCASTER SCIENCE CENTER DBA LANCASTER SCIENCE FACTORY 454 New Holland Ave. Lancaster, PA 17602 | 43,184 | Emily Landis Executive director | www.lancaster-sciencefactory.org 717-509-6363 | 6 12 | 1/DNR Lancaster 2008 | Hands-on, interactive science center with more than 60 fun and educational science, technology, engineering and math exhibits and programs |
| 17 | 20 | HARLEY-DAVIDSON INC. DBA HARLEY-DAVIDSON MOTOR CO. YORK VEHICLE OPERATIONS 1425 Eden Road York, PA 17402-1907 | 33,000 | Michael Fisher General manager | www.harley-davidson.com 717-848-1177 | 1,000 120 | 1/DNR Milwaukee 1973 | Motorcycle manufacturing facility |
| 18 | 22 | YORK COUNTY HERITAGE TRUST AKA YORK COUNTY HISTORY CENTER 250 E. Market St. York, PA 17403-2013 | 27,253 | Joan J. Mummert President and CEO | www.yorkhistorycenter.org 717-848-1587 | 18 6 | 5/9 York 1895 | Nonprofit educational organization; historic sites and collections that explore the history of York County |
| 19 | 24 | UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331 | 21,955 | Dylan Lissette President and CEO | www.utzsnacks.com 717-637-6644 800-367-7629 | 1,300 100 | 10/60 Hanover 1921 | Snack-food manufacturer |
| 20 | 25 | STEAM INTO HISTORY INC. 2 W. Main St., P.O. Box 128 New Freedom, PA 17349 | 19,631 | Sharon A. Dom CEO | www.steamintohistory.com 717-942-2370 | 4 14 | 1/1 New Freedom 2013 | A train attraction with a steam and diesel locomotive in southern York County along the York County Rail Trail |
| 21 | 26 | SUSQUEHANNA ART MUSEUM 1401 N. Third St. Harrisburg, PA 17102 | 17,000 | Alice Anne Schwab Executive director | www.sqart.org 717-233-8668 | 5 0 | 1/1 Harrisburg 1989 | Art museum with exhibitions and educational and special events |
| 22 | 23 | MIDDLETOWN & HUMMELSTOWN RAILROAD 136 Brown St. Middletown, PA 17057 | 10,000 | Wendell J. Dillinger Treasurer | www.mhrrailroad.com 717-944-4435 877-987-2469 | 3 18 | 1/1 Middletown 1976 | Scheduled train rides mid-June thru Labor Day weekend; special event dinner trains, Easter Bunny, Pumpkin Patch, Teddy Bear Express and Santa rides |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of tourist attractions was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBsurveys.info; follow @CPBListCentral on Twitter. Published June 10, 2016.

Researched by Elaine Keisling

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Ask
LISTCENTRAL

Theaters and arts centers

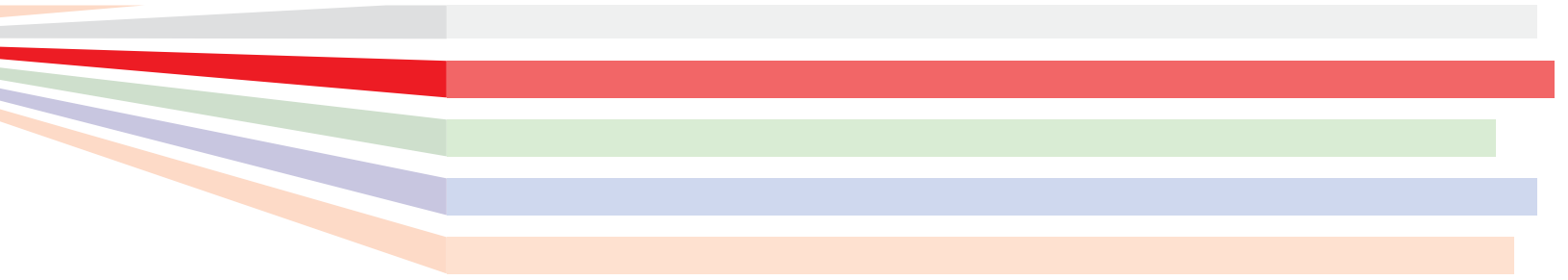
Ranked by annual attendance

| Rank | Prev. rank | Company Address | 2015 theater attendance | Top local executive Title | Website Phone | Theaters Largest/total capacity Local F-T/P-T employees | Possible to lease Contact | Local/total locations Headquarters Year established locally | Types of performances |
|------|------------|---|-------------------------|--|---|---|--|---|--|
| 1 | 1 | FULTON THEATRE 12 N. Prince St., P.O. Box 1865 Lancaster, PA 17608-1865 | 129,151 | Aaron A. Young Managing director | www.thefulton.org 717-394-7133 | 2 668/775 30/19 | No NA | 1/1 Lancaster 1963 | Musicals, dramas, family theater, student performances and symphony |
| 2 | 3 | HERSHEY THEATRE 15 E. Caracas Ave., P.O. Box 395 Hershey, PA 17033-0395 | 73,974 | Donald C. Papson Executive director | www.hersheytheatre.com 717-534-3405 | 1 1,904/DNR 10/25 | Yes Dennis Norton 717-534-3412 dnorton@hersheypa.com | 1/1 Derry Twp. 1933 | Touring Broadway musicals and plays, internationally known entertainers, music, dance, comedy, classic films |
| 3 | 4 | H. RIC LUHRS PERFORMING ARTS CENTER 475 Lancaster Drive Shippensburg, PA 17257 | 50,528 | Leslie Folmer Clinton Director | www.luhrscenter.com 717-477-7469 | 1 1,500/1,500 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 |
| 4 | 5 | GAMUT THEATRE GROUP AKA POPCORN HAT PLAYERS AND HARRISBURG SHAKESPEARE FESTIVAL 15 N. Fourth St. Harrisburg, PA 17101-1821 | 24,000 | Melissa H. Nicholson Executive director | www.gamuttheatre.org 717-238-4111 | 1 230/DNR 8/2 | Yes Michelle Kay Smith 717-238-4111 gamut.rm@gmail.com | 1/1 Harrisburg 1992 | Shakespeare, classic literature, children's theater, Greek theater, experimental theater, staged readings, educational Shakespeare |
| 5 | 7 | NED SMITH CENTER FOR NATURE AND ART 176 Water Company Road, P.O. Box 33 Millersburg, PA 17061 | 22,739 | Stephen Quigley Executive director | www.nedsmithcenter.org 717-692-3699 | 2 300/400 7/3 | Yes Stephen Quigley 717-692-3699 squigley@nedsmithcenter.org | 1/DNR DNR 1993 | Concerts, theatrical performances, dance performances |
| 6 | 6 | ROSE LEHRMAN ARTS CENTER 1 HACC Drive Harrisburg, PA 17110 | 22,086 | Irvin Clark VP of Harrisburg campus | www.liveatroselehrman.org 717-231-7673 800-222-4222 | 2 379/519 3/2 | Yes Lori Friedlander 717-780-3231 lbfriedl@hacc.edu | 1/1 Harrisburg 1975 | Professional touring dance, music, theater |
| 7 | 9 | TWIN VALLEY PLAYERS INC. 269 Center St. Millersburg, PA 17061 | 19,418 | Todd F. Hoover Vice president | www.tvpcollonnade.com 717-692-3453 | 1 148/148 0/8 | Yes Adam Steppy 717-692-3453 generalmanager@tvpcollonnade.com | 1/1 Upper Paxton Twp. 1970 | Movies, musicals, live artists, and traveling song and dance revue |
| 8 | NR | MESSIAH COLLEGE 1 College Ave. Mechanicsburg, PA 17055 | 19,000 | Kim S. Phipps PhD President | www.messiah.edu 717-766-2511 800-233-4220 | 4 775/1,500 607/273 | Yes Heather Negley 717-691-6009 hnegley@messiah.edu | 2/2 Upper Allen Twp. 1909 | Theatrical and dance performances; jazz, choral, orchestra, piano, wind and symphony concerts; opera; student recitals; musicals; vocal jazz; lectures; worship events |
| 9 | 12 | DREAMWRIGHTS YOUTH & FAMILY THEATRE DBA DREAMWRIGHTS CENTER FOR COMMUNITY ARTS 100 Carlisle Ave. York, PA 17401 | 10,233 | Ann L. Davis Executive director | www.dreamwrights.org 717-848-8623 | 1 170/170 4/2 | Yes Ann Davis ann@dreamwrights.org | 1/1 York 1997 | Family-friendly performances, teen performances, Summer Classic for teens and adults, dance and performing arts camps |
| 10 | 15 | HARRISBURG COMMUNITY THEATRE DBA THEATRE HARRISBURG/JAY & NANCY KREVSKY PRODUCTION CENTER 513 Hurlock St. Harrisburg, PA 17110 | 9,905 | Brett A. Bernardini Executive and artistic director | www.theatreharrisburg.com 717-232-5501 | 1 130/130 3/0 | Yes Brett Bernardini 717-232-5501 email@theatreharrisburg.com | 2/2 Susquehanna Twp. 1926 | Staged theater, special events, rentals |
| 11 | 14 | OPEN STAGE OF HARRISBURG 25 N. Court St. Harrisburg, PA 17101 | 8,600 | Donald L. Alsedek Producing artistic director | www.openstagehbg.com 717-232-6736 | 1 121/121 5/0 | Yes Stuart Landon stuart@openstagehbg.com | 1/1 Harrisburg 1984 | Contemporary thought-provoking theatre |

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

The Central Penn Business Journal's list of theaters and arts centers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published June 10, 2016.**

Researched by Elaine Keisling



CHAPTER 8

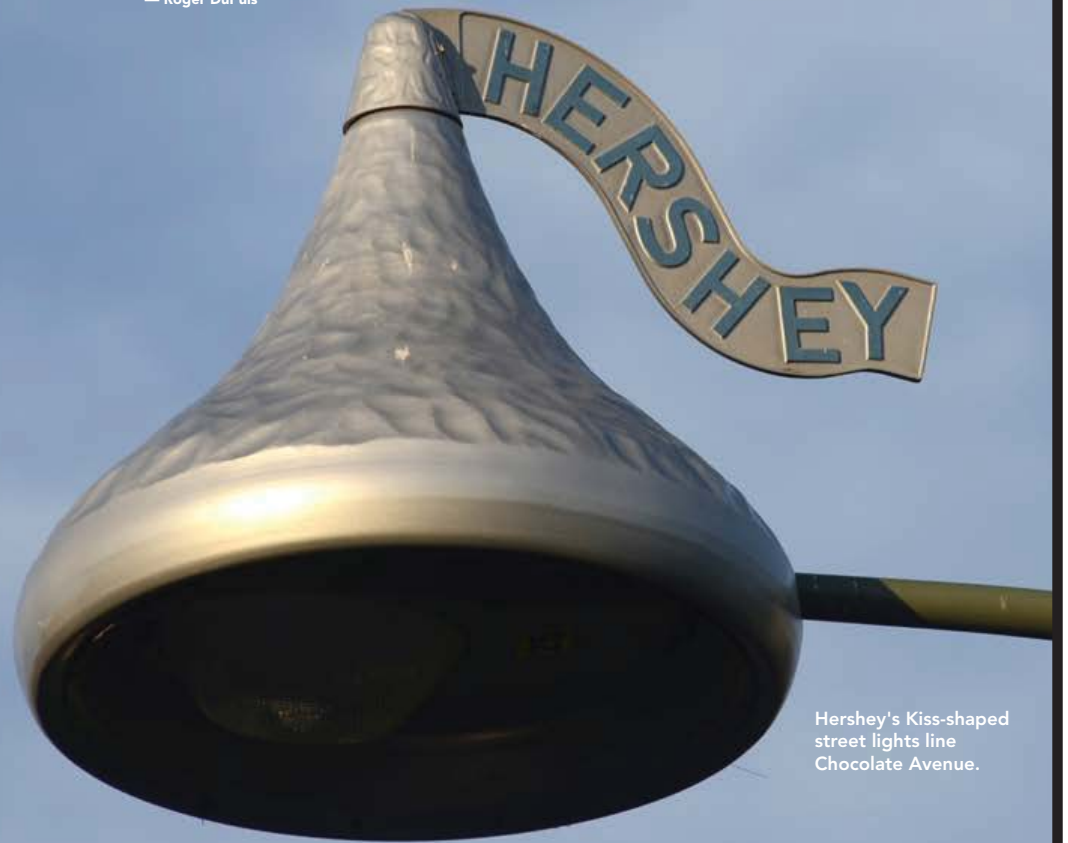
MANUFACTURING, DISTRIBUTION & LOGISTICS

| | |
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| Biotechnology Companies | 111 |
| Food and Beverage Manufacturers | 111 |
| Manufacturers | 112-113 |
| Transportation Companies | 114 |
| Trucking Companies | 114 |
| Warehouses and Distribution Centers | 115 |

LOOKING UP

If you're looking for a taste of the midstate, look to the horizons and the skies. Confections produced by The Hershey Co., the Dauphin County candy company, already are known across the nation and around the world, particularly the brand's namesake chocolate bar. The brand made international headlines in 2016 first for rebuffing a takeover bid from Illinois-based Mondelez International, and later for launching a new line of Cookie Layer Crunch bars. But Hershey isn't Central Pennsylvania's only high-flying brand. Snyder's of Hanover announced in December that its York County-baked pretzels will now be featured on Delta Air Lines flights. Other food-service names making headlines? In Lebanon County, Bell & Evans built a new manufacturing facility, and has plans for more poultry houses to keep up with the demand for chickens. In Franklin County, meanwhile, Ventura Foods, a producer of custom and proprietary dressings, sauces, and other flavorings, plans to invest more than \$12.4 million to expand its Chambersburg facility, relocating dressing, sauce and mayonnaise business from out of state.

— Roger DuPuis



Hershey's Kiss-shaped street lights line Chocolate Avenue.

PHOTO/AMY SPANGLER

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 | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|---|-----------------|--|---|-------------------------|---|---|
| 1 | 1 | VIVOPHARM PTY. LTD. 1214 Research Blvd., Suite 1050 Hummelstown, PA 17036 | 17 | Ralf Brandt PhD CEO and managing director | www.vivopharm.com 717-798-9990 | 15 2 | 1/3 Derry Twp. 2011 | In vivo studies, in vitro pharmacology, safety and toxicology studies, and pharmacokinetic and pharmacodynamic studies |
| 2 | 4 | MACULOGIX INC. 1801 Oberlin Road, Suite 301 Middletown, PA 17057 | 10 | John G. Edwards CEO | www.maculogix.com 717-914-4067 | 10 0 | 1/3 Derry Twp. 2008 | Developed diagnostic device for the detection of the early to advanced stages of dry age-related macular degeneration |
| 3 | 2 | APOGEE BIOTECHNOLOGY CORP. 1214 Research Blvd., Suite 2015 Hummelstown, PA 17036 | 9 | Charles D. Smith PhD President and CEO | www.apogee-biotech.com 717-531-4758 | 7 2 | 1/1 Derry Twp. 2011 | Developing sphingosine kinase inhibitor program for the treatment of solid tumors and chronic inflammatory diseases |
| 4 | 3 | APTAGEN LLC 250 N. Main St. Jacobus, PA 17407 | 8 | G. Thomas Caltagirone PhD President and CEO | www.aptagen.com 717-278-2436 | 6 2 | 1/1 Jacobus 2006 | Aptamer and aptabody custom-based services to replace antibodies in research, diagnostic platforms, drug discovery and therapeutics |
| 5 | 6 | R.W. HEIDEN ASSOCIATES LLC 1026 New Holland Ave., P.O. Box 5001 Lancaster, PA 17606-5001 | 3 | Richard Heiden President | www.supersleuthchemists.com 717-299-6860 | 1 2 | 1/1 Lancaster 1987 | Chemical analysis, process and material engineering consulting, chemistry-based investigations, industrial forensics, biochemical science and contract research |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published June 24, 2016.**

Researched by Elaine Keisling

Food and beverage manufacturers

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | F-T/P-T local employees | Local/total locations Headquarters Year established locally | Brands/products |
|------|------------|---|--------------------------------------|---|--|-------------------------|---|---|
| 1 | 1 | UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331 | \$626 million \$626 million | Dylan Lisette President and CEO | www.utzsnacks.com 717-637-6644 800-367-7629 | 1,300 100 | 10/60 Hanover 1921 | Utz, "Dirty" Potato Chips, Zapp's, Wachusett's, Condor/Keystone, Bachman and others |
| 2 | 3 | SECHLER FAMILY FOODS INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510 | \$313 million \$313 million | Scott I. Sechler Chairman, president and owner | www.bellandevans.com 717-865-6626 | DNR 1,357 | 3/4 Bethel Twp. 1939 | Bell & Evans |
| 3 | 2 | KNOUSE FOODS COOPERATIVE INC. 800 Peach Glen Idaville Road Peach Glen, PA 17375 | \$298.2 million \$298.2 million | Kenneth E. Guise President | www.knouse.com 717-677-8181 | 1,264 177 | 5/6 Huntington Twp. 1949 | Musselmans, Lucky Leaf |
| 4 | 4 | DUTCH GOLD HONEY INC. 2220 Dutch Gold Drive Lancaster, PA 17601 | \$180.12 million \$192.45 million | Nancy J. Gamber Olcott President and CEO | www.dutchgoldhoney.com 717-393-1716 | 68 0 | 1/2 E. Hempfield Twp. 1946 | Honey and maple syrup |
| 5 | 5 | THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011 | \$63 million \$63 million | Kevin Silva President | www.warrellcorp.com 717-761-5440 800-233-7082 | 300 1 | 2/2 Lower Allen Twp. 1965 | Pennsylvania Dutch Candies, Katharine Beecher Candies, Manchester Farms |
| 6 | NR | RUTTER'S BROS. DAIRY INC. 2100 N. George St. York, PA 17404 | \$54 million \$54 million | Todd M. Rutter President | www.rutters.com 717-848-9827 888-840-1667 | 120 20 | 1/DNR Manchester Twp. 1921 | Rutter's brand milk, chocolate milk, fresh-pasteurized cream, orange juice, iced tea and spring water |
| 7 | 6 | ASK FOODS INC. 77 N. Hetrick Ave., P.O. Box 388 Palmyra, PA 17078-0388 | \$51.11 million \$51.11 million | Wendie DiMatteo Holsinger President and CEO | www.askfoods.com 717-838-6356 800-879-4275 | 269 94 | 3/2 Palmyra 1948 | Del salads, entrees and desserts |
| 8 | 7 | MARTIN'S POTATO CHIPS INC. 5847 Lincoln Highway W., P.O. Box 28 Thomasville, PA 17364-0028 | \$37.5 million \$37.5 million | Ken Potter Jr. President and CEO | www.martinschips.com 717-792-3565 800-272-4477 | 115 8 | 1/7 Jackson Twp. 1971 | Martin's |
| 9 | NR | KESSLER'S INC. DBA KESSLER FOODS 1201 Hummel Ave., P.O. Box 126 Lemoyne, PA 17043-0126 | \$6.5 million \$6.5 million | Bob Kessler President and CEO | www.kesslerfoods.com 717-763-7162 800-382-1328 | 34 6 | 1/1 Lemoyne 1928 | Kessler's, Nittany Lion, Primal Scream, private labels |
| 10 | NR | TORCHBEARER SAUCES LLC 1110 E. Powderhorn Road Mechanicsburg, PA 17050 | \$428,000 \$428,000 | Thomas J. Lynch Partner | www.torchbearersauces.com 717-697-3568 | 7 20 | 1/1 Hampden Twp. 2005 | TorchBearer marinades, hot sauces, salsas |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of food and beverage manufacturers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Oct. 7, 2016.** ① Unable to separate full- and part-time

Researched by Elaine Keisling



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Manufacturers

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 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 | HIGH INDUSTRIES INC. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008 | \$356.61 million \$372.49 million | Michael F. Shirk CEO | www.high.net 717-293-4444 | 1,188/75 939,131 261,204 | 7/9 E. Lampeter Twp. 1931 | Steel fabrication; precast-concrete; steel and concrete erection; metal processing/distribution; specialty heavy hauling; construction services |
| 2 | 2 | FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179 | \$212 million \$212 million | Henry Fry Chairman | www.frycomm.com 717-766-0211 800-334-1429 | 1,029/8 1.3 million DNR | 5/5 Silver Spring Twp. 1934 | Publication and catalog printing, co-mailing, direct mail, digital editions, web design, portal-based submission tools |
| 3 | 3 | YORK CONTAINER CO. 138 Mount Zion Road, P.O. Box 3008 York, PA 17402-0008 | \$88.22 million \$88.22 million | Stephen Tansley President | www.yorkcontainer.com 717-757-7611 800-772-9675 | 258/0 DNR DNR | 1/1 Springettsbury Twp. 1954 | Manufactures corrugated shipping boxes and point-of-purchase displays |
| 4 | NR | IRA G. STEFFY & SON INC. 460 Wenger Drive Ephrata, PA 17522-9269 | \$60.57 million \$60.57 million | Gary R. Erb President | www.iragsteffyandson.com 717-733-2001 | 100/2 DNR DNR | 1/1 Ephrata 1976 | Structural-steel fabricator and erector |
| 5 | 4 | GREINER INDUSTRIES INC. 1650 Steel Way Mount Joy, PA 17552-9515 | \$43.07 million \$43.07 million | Franklin Greiner Jr. President | www.greinerindustries.com 717-653-8111 800-782-2110 | 255/1 356,000 0 | 1/1 Mount Joy Twp. 1976 | Steel fabrication, CNC machining, rolling and forming, blasting and coatings, mechanical and electrical contracting, mobile crane service, transit |
| 6 | 5 | ROSS TECHNOLOGY CORP. 104 N. Maple Ave., P.O. Box 646 Leola, PA 17540-0646 | \$35 million \$35 million | Donald E. Speicher Chairman and CEO | www.rosstechnology.com 717-656-2200 800-345-8170 | 145/34 205,000 DNR | 3/3 Leola 1962 | Architectural, perimeter and industrial security, including forced-entry, ballistic-resistant and blast-resistant windows and doors; safety products |
| 7 | 6 | MOUNT JOY WIRE CORP. 1000 E. Main St. Mount Joy, PA 17552 | \$33.72 million \$33.72 million | Tom R. Duff CEO | www.mjwire.com 717-653-1461 800-321-2305 | 140/2 200,000 DNR | 1/1 Mount Joy 1991 | Manufactures high-carbon steel wire |
| 8 | 8 | TOOLING DYNAMICS LLC 905 Vogelsong Road York, PA 17404 | \$31.6 million \$31.6 million | Robert W. Updike President and COO | www.toolingdynamics.com 717-764-8873 | 130/15 65,000 DNR | 1/1 York 1982 | Manufactures precision metal stampings and Swiss-machined parts |
| 9 | 10 | NEW CONCEPT TECHNOLOGY INC. 320 Busser Road, P.O. Box 297 Emigsville, PA 17318-0297 | \$30.67 million \$30.67 million | Thomas K. Baughman CEO | www.newconcepttech.com 717-741-0840 | 220/10 180,000 20,000 | 1/2 Manchester Twp. 1985 | Contract manufacturer of stamped, conventionally molded, insert molded and assembled products for the automotive, medical and telecom industries |
| 10 | 9 | ZEIGLER BROS. INC. 400 Gardners Station Road Gardners, PA 17324-9686 | \$29 million \$29 million | T.M. Zeigler; M.P. Zeigler and T.R. Zeigler Owners | www.zeiglerfeed.com 717-677-6181 800-841-6800 | 72/5 5,500 26,200 | 2/2 Tyrone Twp. 1935 | Manufactures specialty animal feed for aquaculture, pet, zoo and laboratory research |
| 11 | 12 | MGS INC. 178 Muddy Creek Church Road Denver, PA 17517-9328 | \$25 million \$29.9 million | Andrew S. Gehman CEO | www.mgsincorporated.com 717-336-7528 800-952-4228 | 200/0 100,000 DNR | 1/3 E. Cocalico Twp. 1962 | Manufactures specialty equipment trailers for power products, public utilities, OEM, retail products and military market |
| 12 | 11 | LEONHARDT MANUFACTURING CO. INC. 800 High St. Hanover, PA 17331-1736 | \$23.44 million \$23.44 million | Jason Jacobs President and CEO | www.leonhardtmgf.com 717-632-4150 | 110/0 100,000 DNR | 1/1 Hanover 1970 | Full range of tubing fabrication capabilities; sub assemblies, welding and brazing and metal finishing |
| 13 | 13 | PRL INC. 64 Rextmont Road, P.O. Box 142 Cornwall, PA 17016-0142 | \$22.55 million \$22.55 million | Janis Herschkowitz President and CEO | www.prlinc.com 717-273-6787 | 153/7 DNR DNR | 5/5 Cornwall 1969 | Manufactures high-specification, finished-machined castings for military, nuclear and industrial applications |
| 14 | NR | DUTCHLAND INC. 160 Route 41 Gap, PA 17601-9410 | \$21.43 million \$21.43 million | Benjamin R. Kauffman CEO | www.dutchlandinc.com 717-442-8282 | 120/4 DNR DNR | 1/1 Sadsbury Twp. 1985 | Precast post-tensioned concrete tanks and custom-designed wastewater treatment plants for the water and wastewater industry |
| 15 | 14 | CRESCENT INDUSTRIES INC. 70 E. High St. New Freedom, PA 17349-9664 | \$18.17 million \$18.17 million | Daryl W. Paules President and CEO | www.crescentind.com 717-235-3844 800-411-3844 | 144/3 83,000 11,000 | 3/3 New Freedom 1946 | FDA, ITAR and ISO 13485-certified custom plastic-injection molder, including mold building, contract assembly and packaging service |

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Manufacturers

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 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 |
|------|------------|---|------------------------------------|--|---|---|---|--|
| 16 | 7 | MAUELL CORP. 31 Old Cabin Hollow Road Dillsburg, PA 17019-8815 | \$16.74 million DNR | Gary M. Suchy Sr. President and CEO | www.mauell.com 717-432-8686 | 40/7 30,000 DNR | 1/DNR Franklintown 1971 | Designs and manufactures human-machine interface technology engineering services for command and control rooms and the process-control industry |
| 17 | 15 | SIGNATURE CUSTOM CABINETRY INC. 434 Springville Road Ephrata, PA 17522 | \$16.1 million \$16.1 million | Kent M. Martin President and CEO | www.signaturecab.com 717-738-4884 | 116/2 55,000 DNR | 1/1 Ephrata Twp. 1989 | Manufactures high-end residential custom cabinetry, marketed through a national network of independent dealers and designers |
| 18 | 16 | PLAIN & FANCY CUSTOM CABINETRY INC. Oak Street and Route 501 Schaefferstown, PA 17088 | \$13.5 million \$13.5 million | George H. "Butch" Achey President | www.plainfancycabinetry.com 717-949-6571 800-447-9006 | 105/10 300,000 25,000 | 1/1 Schaefferstown 1968 | Manufacturer of residential custom cabinetry |
| 19 | 17 | INCLINATOR COMPANY OF AMERICA 601 Gibson Blvd. Harrisburg, PA 17104 | \$12.1 million \$12.1 million | William M. Stratton III President and CEO | www.inclinator.com 717-939-8420 800-343-9007 | 39/2 62,000 8,000 | 1/1 Swatara Twp. 1923 | Manufactures customized residential elevators, vertical platform lifts, homewaiters and dumbwaiters |
| 20 | 20 | MAX INTERNATIONAL CONVERTERS INC. 2360 Dairy Road Lancaster, PA 17601 | \$10.97 million \$10.97 million | Laura C. Douglas Chairman and CEO | www.maxintl.com 717-898-0147 800-233-0222 | 26/0 39,000 20,000 | 1/1 E. Hempfield Twp. 1974 | Manufactures small paper rolls for business machines such as ATMs, POS, airline, specialty products for gaming systems, linerless labels; custom rolls |
| 21 | 24 | RLB VENTURES INC. DBA BENCH DOGS 10 Industrial Way Denver, PA 17517 | \$7.92 million \$7.92 million | Richard Broadbent and Robert L. Bunting Jr. Owners | www.benchdogs.com 717-964-1111 | 53/1 DNR DNR | 1/1 E. Cocalico Twp. 1995 | Manufactures high-quality displays, fixtures and case goods |
| 22 | 23 | CARLISLE CONTAINER CO. 750 Claremont Road, P.O. Box 85 Carlisle, PA 17013 | \$7.5 million \$7.5 million | Diane Wolf CEO | www.carlislecontainer.net 717-249-2444 800-776-0646 | 43/0 DNR DNR | 1/1 Middlesex Twp. 1965 | Manufacturer of corrugated packaging and point-of-purchase displays; in-house large-format digital printing capabilities |
| 23 | 21 | LANCASTER MOLD INC. 2501 Horseshoe Road Lancaster, PA 17601 | \$7.16 million \$7.16 million | Gary S. Rehm President | www.lancastermold.com 717-656-2614 | 44/1 DNR DNR | 3/3 Upper Leacock Twp. 1973 | Design/build and run facility for the plastic injection industry |
| 24 | 25 | BEHNEY CORP. 517 King St. Lebanon, PA 17042 | \$5.4 million \$5.4 million | Jay M. Behney President and CEO | www.behneycorp.com 717-866-7475 | 33/2 100,000 DNR | 1/DNR Jackson Twp. 1965 | Manufactures underground precast concrete products; steel fabrication job shop |
| 25 | 26 | BILLET INDUSTRIES INC. 247 Campbell Road York, PA 17402 | \$3.2 million \$3.2 million | Troy Billet President | www.billet-industries.com 717-840-0280 | 25/4 31,600 DNR | 1/1 Hellam Twp. 1972 | Precision machining, machined fabrications, contract manufacturing, certified welding, job shop |
| 26 | 27 | TRIANGLE PRESS INC. 6720 Allentown Blvd. Harrisburg, PA 17112-3375 | \$2.74 million \$2.74 million | Adrienne Camasta Kihm CEO, co-owner and art director | www.trianglepress.net 717-541-9315 | 21/3 DNR DNR | 1/1 Lower Paxton Twp. 1922 | Full-service sheet-fed and digital printing, including graphic design, prepress, fulfillment and mailing |
| 27 | 32 | CENTRAL PENN WELDING & IRONWORKS LLC 650 Division St., P.O. Box 3709 Harrisburg, PA 17105-3709 | \$2.1 million \$2.1 million | Bryant Jefferson President and owner | www.cpironworks.com 717-972-8765 | 10/2 DNR DNR | 1/1 Harrisburg 2006 | Miscellaneous metal fabrication, structural steel, installation, erection, commercial/decorative handrail, pipe handrailings, ADA-compliant handrails |
| 28 | NR | HAWK INDUSTRIES INC. 41 Monarch St., P.O. Box 342 Littletstown, PA 17340-0342 | \$1.5 million \$4.07 million | Scott A. Hawk President | www.hawkindy.com 717-359-4138 | 20/1 20,000 10,000 | 2/2 Union Twp. 1949 | Manufacturers of custom commercial and institutional furniture and cabinetry with a focus on the food service market |
| 29 | 29 | PRO-PAC INC. 254 O'Brien Lane Hanover, PA 17331-1352 | \$959,872 \$959,772 | Dennis Mills President | www.pro-pac-pa.com 717-646-9555 | 7/10 28,000 15,000 | 1/1 Conewago Twp. 2001 | Manufactures cartons, die cuts, auto-bottoms, 4CGT, pads, dividers; fulfillment including shrink wrapping and repackaging; pick pack and ship service |
| 30 | 30 | PRECISION ELECTRONICS CO. INC. 2130 Pennsylvania Ave. York, PA 17404 | \$75,000 \$75,000 | Ash S. Bhargava President and CEO | www.pec-usa.com 717-845-8704 800-787-2467 | 1/2 3,000 2,000 | 1/1 North York 1987 | Contract manufacturer of electro-mechanical, electronics, cable and harness assemblies, control systems, conformal coatings. |

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Transportation companies

Ranked by revenue

| Rank | Company Address | FYE 2015 revenue/operating funds | Top local executive Title | Website Phone | Vehicles | F/T/P-T employees | Local/total locations Headquarters Year established locally | Services provided |
|------|---|-----------------------------------|---|---|----------|-------------------|---|--|
| 1 | WOLF'S BUS LINES INC. 200 Old US Rt. 15 York Springs, PA 17372-9202 | \$5.29 million DNR | Bradley Walter Wolf President | www.wolfsbus.com 717-528-4125 800-692-7804 | DNR | 29 49 | 1/1 Latimore Twp. 1947 | Charter bus transportation and motor coach tours |
| 2 | YORK ADAMS TRANSPORTATION AUTHORITY (YATA) DBA RABBITTRANSIT 1230 Roosevelt Ave. York, PA 17404 | \$4.11 million \$13.81 million | Richard Farr Executive director | www.rabbittransit.org 717-846-5562 800-632-9063 | DNR | DNR DNR | 1/1 W. Manchester Twp. 1974 | Fixed route, commuter and paratransit/shared ride |
| 3 | BERKS AREA REGIONAL TRANSPORTATION AUTHORITY AKA BARTA 1700 N. 11th St. Reading, PA 19604 | \$3.92 million \$12.31 million | David Kilmer Executive director | www.bartabus.com 610-921-0605 | DNR | DNR DNR | 1/1 Reading DNR | Fixed route and paratransit |
| 4 | CAPITAL AREA TRANSIT AUTHORITY AKA CAT 901 N. Cameron St., P.O. Box 1571 Harrisburg, PA 17105-1571 | \$3.52 million \$15.44 million | William A. Jones General manager | www.cattransit.com 717-238-8304 | DNR | DNR DNR | 1/1 Harrisburg 1973 | Fixed route and paratransit, rural transit, student fares |
| 5 | RED ROSE TRANSIT AUTHORITY AKA RRTA 45 Erick Road Lancaster, PA 17601 | \$3.49 million \$10.32 million | David Kilmer Executive director | www.redrosetransit.com 717-397-5613 | DNR | DNR DNR | 1/1 Lancaster 1973 | Fixed route and paratransit |
| 6 | PREMIERE #1 LIMOUSINE SERVICE LLC 2000 Wine St. Middletown, PA 17057-3093 | \$2.95 million DNR | Douglas H. Rydbom Senior member | www.premiere1limousine.com 717-616-8995 | DNR | 20 42 | 1/1 Londonderry Twp. 2001 | Group motor coach, airport transportation via sedan, van and limo |
| 7 | BAILEY COACH INC. 55 S. Fayette St. York, PA 17404-5537 | \$2.64 million DNR | John W. Bailey President | www.baileycoach.com 717-718-0490 | 24 | 16 42 | 1/1 W. Manchester Twp. 1998 | Passenger transportation in USA and Canada; sedan van service to the regional airports and cruise ship terminals; sports team, student and military transportation |
| 8 | CARL R. BIEBER INC. DBA BIEBER TOURWAYS P.O. Box 180 Kutztown, PA 19350 | \$1.57 million \$2.98 million | Steven G. Haddad President and CEO | www.biebertours.com 610-683-7333 | DNR | DNR DNR | DNR/DNR Kutztown DNR | Includes intercity routes between Harrisburg-Reading and Harrisburg-Scranton |
| 9 | GREYHOUND LINES INC. 411 Market St. Harrisburg, PA 17101 | \$1.56 million \$3.54 million | DNR 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 |
| 10 | FULLINGTON TRAILWAYS AUTO BUS CO. 316 Cherry St., P.O. Box 211 Clearfield, PA 16830 | \$1.09 million \$3.49 million | Jonathan T. Berzas President and CEO | 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 |

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

The Central Penn Business Journal's list of transportation companies was limited to those that provide service in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the Pennsylvania Department of Transportation, individual transit agencies and companies and other Business Journal research. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Elaine Keisling

Trucking companies

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | Geographic service area | Local/total drivers F/T/P-T local employees | Local/total locations/ Headquarters Year established locally | Products hauled |
|------|------------|---|------------------------------------|--|---|--|---|--|---|
| 1 | 2 | CARLISLE CARRIER CORP. 6380 Brackbill Blvd., P.O. Box 1549 Mechanicsburg, PA 17050 | \$59.28 million \$59.28 million | David L. Metzler President and CEO | www.carlislecarrier.com 717-691-8600 | Northeast | 230/230 295/0 | 1/1 Hampden Twp. 1990 | Household goods |
| 2 | 1 | NAPA TRANSPORTATION INC. 4800 E. Trindle Road, P.O. Box 959 Mechanicsburg, PA 17055-0959 | \$54.84 million \$76.16 million | Ronald Accomando President and CEO | www.napatran.com 717-920-9840 800-332-0263 | Northeast and Mid-Atlantic | DNR/DNR 296/0 | 1/4 Hampden Twp. 1991 | Consumer products, food and beverage |
| 3 | 3 | S&H EXPRESS INC. 400 Mulberry St. York, PA 17403 | \$35.8 million \$63.87 million | Stephen L. Shellenberger Chairman and CEO | www.sandhexpress.com 717-848-5015 | Northeast | 221/283 291/8 | 3/5 York 1987 | General commodities |
| 4 | 4 | LESTER R. SUMMERS INC. 40 Garden Spot Road, Suite 100 Ephrata, PA 17522 | \$21.06 million \$21.06 million | 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 | 70/DNR 106/9 | 1/1 Ephrata 1946 | Precast, steel, glass, construction equipment and other oversize material; sand, stone and other aggregates |
| 5 | 5 | FROCK BROS. TRUCKING INC. 125 Frock Drive, P.O. Box 157 New Oxford, PA 17350-0157 | \$14.38 million \$14.38 million | John D. Frock President and CEO | www.frockbros.com 717-624-4431 800-962-0445 | 48 contiguous states and Canada | DNR/DNR 87/8 | 1/1 Oxford Twp. 1982 | Refrigerated, dry and all general commodities |
| 6 | 7 | CENTRAL PENNSYLVANIA TRANSPORTATION INC. 425 Steelway Lancaster, PA 17601 | \$10.58 million \$12.5 million | Chic Rhoads CEO | www.centralpenntans.com 717-295-2442 | Northeast | DNR/DNR 75/12 | 2/3 Lancaster 1985 | General commodities |
| 7 | 6 | DAILY EXPRESS INC. 1072 Harrisburg Pike, P.O. Box 239 Carlisle, PA 17013-0039 | \$10.04 million \$82.98 million | Todd R. Long CEO | www.dailyexp.com 717-243-5757 | Continental U.S., Canada and Mexico | DNR/DNR 86/3 | 1/9 Middlesex Twp. 1958 | Machinery, construction equipment, wind turbines, fabricated products, mining machines, farm equipment |
| 8 | 8 | JAGTRUX INC. 1435 River Road, P.O. Box 69 Marietta, PA 17547 | \$8.2 million \$8.2 million | James A. Germak President | www.jagtrux.com 717-426-0195 800-343-9628 | Northeast, Southeast and Midwest, including all major metro areas | DNR/DNR 35/10 | 2/2 E. Donegal Twp. 1982 | Building materials, dry goods |
| 9 | NR | GSH ENTERPRISES INC. 66 Campbell Road York, PA 17406 | \$1.78 million \$1.78 million | Stephen Deichman President | www.gshenterprises.com 717-515-0055 | Mid-Atlantic and Northeast | 9/DNR 14/0 | 1/1 Springettsbury Twp. 2009 | Infrastructure, building materials, railroad, form work |

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, Franklin, 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 3, 2016.**

Researched by Elaine Keisling

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 | 2015 local/total revenue F-T/P-T local employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|---|---|---|--|---|--|
| 1 | 3 | APR SUPPLY CO. 749 Guilford St. Lebanon, PA 17046-3531 | 460,000 800,000 | Scott M. Weaver President and CEO | www.aprsupply.com 717-274-5999 | \$39.9 million \$107.65 million 153/9 | 11/34 Lebanon 1922 | Wholesale distributor of air-conditioning, plumbing and heating products and supplies |
| 2 | 4 | UTZ QUALITY FOODS INC. 900 High St. Hanover, PA 17331 | 450,000 450,000 | Dylan Lisette President and CEO | www.utzsnacks.com 717-637-6644 800-367-7629 | \$626 million \$626 million 1,300/100 | 10/60 Hanover 1921 | Snack-food manufacturer |
| 3 | 5 | MAPLE PRESS CO. DBA MAPLE LOGISTICS SOLUTIONS 60 Grumbacher Road, P.O. Box 15100 York, PA 17405 | 442,000 442,000 | James S. Wisotzky CEO | www.maplelogisticsolutions.com 717-764-4596 | DNR DNR 120/25 | 3/3 Manchester Twp. 1977 | Warehousing, fulfillment, e-commerce, cross-docking, value-added services |
| 4 | 2 | HIGH INDUSTRIES INC. 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17605-0008 | 261,204 297,404 | Michael F. Shirik CEO | www.high.net 717-293-4444 | \$356.61 million \$372.49 million 1,188/75 | 7/9 E. Lampeter Twp. 1931 | Steel fabrication; precast-concrete; steel and concrete erection; metal processing/distribution; specialty heavy hauling; construction services |
| 5 | 6 | SCHAEDLER YESCO DISTRIBUTION INC. 3982 Paxton St., P.O. Box 4990 Hamburg, PA 17111-0990 | 132,122 258,691 | James D. Schaedler CEO | www.sydist.com 717-233-1621 800-998-1621 | \$72 million \$136 million 302/4 | 5/21 Swatara Twp. 1924 | Electrical supply distributor |
| 6 | 7 | JOHN GROSS & CO. INC. 400 Cheryl Ave. Mechanicsburg, PA 17055 | 105,000 105,000 | Brian J. Gross President | www.jgrossco.com 717-766-2508 800-368-6800 | \$51.6 million \$51.6 million 88/7 | 1/1 Mechanicsburg 1950 | Food service distributor |
| 7 | 8 | HVAC DISTRIBUTORS INC. 2 Old Market St., P.O. Box 160 Mount Joy, PA 17552-0160 | 105,000 315,000 | David W. McIlwaine President | www.hvacdist.com 717-653-6674 800-228-4822 | \$25.65 million \$67.4 million 69/1 | 2/14 Mount Joy 1987 | Distributor and manufacturers' representative of heating and air-conditioning equipment and supplies |
| 8 | 9 | THE WARRELL CORP. 1250 Slate Hill Road Camp Hill, PA 17011-8011 | 100,000 100,000 | Kevin Silva President | www.warrellcorp.com 717-761-5440 800-233-7082 | \$63 million \$63 million 300/1 | 2/2 Lower Allen Twp. 1965 | Candy and snack manufacturer of Pennsylvania Dutch Candies, branded, private-label and contract manufactured goods |
| 9 | 10 | RUTTER'S BROS. DAIRY INC. 2100 N. George St. York, PA 17404 | 80,000 DNR | Todd M. Rutter President | www.rutters.com 717-848-9827 888-840-1667 | \$54 million \$54 million 120/20 | 1/DNR Manchester Twp. 1921 | Beverage processing and manufacturing |
| 10 | 11 | PHOENIX CONTACT USA 586 Fulling Mill Road, P.O. Box 4100 Middletown, PA 17111 | 50,000 50,000 | Jack Nehlig President | www.phoenixcontact.com/us 717-944-1300 800-322-3225 | DNR DNR 507/24 | 1/4 Lower Swatara Twp. 1981 | Manufactures industrial connection technology, automation technology, electronic interface systems and surge protection |
| 11 | 13 | ASK FOODS INC. 77 N. Hetnick 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 | \$51.11 million \$51.11 million 269/94 | 3/2 Palmyra 1948 | Manufactures deli salads, entrees and desserts |
| 12 | 14 | SECHLER FAMILY FOODS INC. DBA BELL & EVANS 154 W. Main St. Fredericksburg, PA 17026-9510 | 50,000 50,000 | Scott I. Sechler Chairman, president and owner | www.bellandevans.com 717-865-6626 | \$313 million \$313 million DNR/1,357 | 3/4 Bethel Twp. 1939 | Organic and natural poultry processor |
| 13 | 16 | CENTRAL PENNSYLVANIA TRANSPORTATION INC. 425 Steelway, Lancaster, PA 17601 | 40,000 40,000 | Chic Rhoads CEO | www.centralpenntans.com 717-295-2442 | \$10.58 million \$12.5 million 75/12 | 2/3 Lancaster 1985 | Dedicated, short-haul and regional truckload transportation, shuttle and jockey services, local warehousing |
| 14 | NR | ADVANCED MOVING & INSTALLATION LLC 635 Lucknow Road, Harrisburg, PA 17110 | 40,000 DNR | Josh Hockenberry Owner | www.advanced-install.com 717-315-3438 | \$2.2 million DNR 30/8 | 1/1 Susquehanna Twp. 2004 | Office furniture sales and installation; transportation and storage of office equipment |
| 15 | 17 | 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.martinchips.com 717-792-3565 800-272-4477 | \$37.5 million \$37.5 million 115/8 | 1/7 Jackson Twp. 1971 | Makes and distributes potato chips, popcorn, snack foods |
| 16 | 19 | PLAIN & FANCY CUSTOM CABINETS INC. Oak Street and Route 501 Schaefferstown, PA 17088 | 25,000 DNR | George H. "Butch" Achey President | www.plainfancycabinetry.com 717-949-6571 800-447-9006 | \$13.5 million \$13.5 million 105/10 | 1/1 Schaefferstown 1968 | Manufacturer of residential custom cabinetry |
| 17 | 23 | AGRI MARKETING INC. DBA USA GYPSUM 1368 W. Route 897, Denver, PA 17517 | 16,000 30,000 | Terry L. Weaver President | www.usagysum.com 717-335-0379 | \$3.1 million \$3.1 million 9/1 | 2/2 W. Cocalico Twp. 1998 | Provides scrap gypsum wallboard recycling services to the manufactured housing, construction industries and C&D recycling |
| 18 | 25 | AIRBORNE CONTAMINATION IDENTIFICATION ASSOCIATES LTD. 3430 Woodbridge Court, York, PA 17406 | 13,000 13,000 | Shari L. Leaman President | www.acia-ltd.com 717-767-1850 | \$3.82 million \$3.82 million 12/4 | 1/2 Manchester Twp. 2000 | HVAC filters, fan belts, UV lights, filter housings, dust collection systems, duct cleaning, robotic duct coatings and indoor air-quality sampling |
| 19 | 26 | 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 | \$66.43 million \$66.43 million 325/0 | 1/1 Harrisburg 1931 | Electrical and mechanical contracting and service; electrical motor and apparatus sales and service, controls and systems integration |
| 20 | 27 | CRESCENT INDUSTRIES INC. 70 E. High St. New Freedom, PA 17349-9664 | 11,000 11,000 | Daryl W. Paules President and CEO | www.crescentind.com 717-235-3844 800-411-3844 | \$18.17 million \$18.17 million 144/3 | 3/3 New Freedom 1946 | FDA, ITAR and ISO 13485-certified custom plastic-injection molder, including mold building, contract assembly and packaging service |
| 21 | 28 | INCLINATOR COMPANY OF AMERICA 601 Gibson Blvd. Harrisburg, PA 17104 | 8,000 8,000 | William M. Stratton III President and CEO | www.inclinator.com 717-939-8420 800-343-9007 | \$12.1 million \$12.1 million 39/2 | 1/1 Swatara Twp. 1923 | Manufactures customized residential elevators, vertical platform lifts, homewaiters and dumbwaiters |
| 22 | NR | C. SUMMERS INC. 112 Spruce Street Elizabethville, PA 17023 | 7,100 7,100 | Steven C. Summers President | www.csummersinc.com 717-362-8117 800-752-1902 | DNR DNR 13/1 | 1/1 Elizabethville 1961 | Refrigerated meats and frozen food storage and distribution |
| 23 | NR | PRECISION ELECTRONICS CO. INC. 2130 Pennsylvania Ave. York, PA 17404 | 2,000 2,000 | Ash S. Bhargava President and CEO | www.pec-usa.com 717-845-8704 800-787-2467 | \$75,000 \$75,000 1/2 | 1/1 North York 1987 | Contract manufacturer of electro-mechanical, electronics, cable and harness assemblies, control systems, conformal coatings. |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of warehouses and distribution centers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBListCentral on Twitter. Published June 3, 2016. Unable to separate full- and part-time

Researched by Elaine Keisling



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MANUFACTURING

in the Midstate



In honor of National Manufacturing Day in October, this special issue takes a high-level look at manufacturing in Central PA, with dedicated editorial and commentary, facts and figures, and a look into the future and the past of manufacturing in the midstate.

Premium placement ad close:

September 26, 2017

Ad sales close:

September 26, 2017

Publication date:

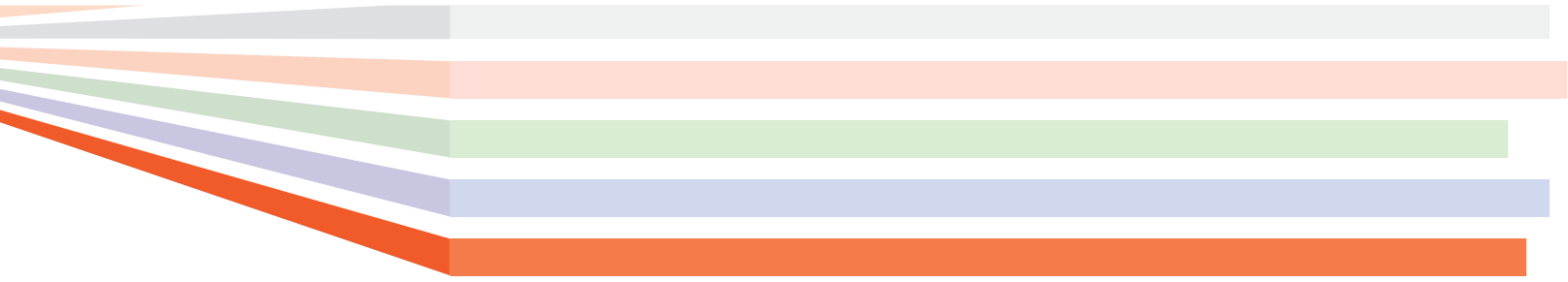
October 13, 2017

Contact Shaun McCoach at

717-323-5204 or email shaunm@cpbj.com

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BUSINESS JOURNAL

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CHAPTER 9

MEDIA & TECHNOLOGY

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TOP B2B BRANDS

Sacunas has developed a top 100 list of B2B brands, based on a set of five variables, including digital engagement, employee sentiment from Glassdoor, market share, Fortune 500 year-over-year rankings and a “lean-in” score, which is a measure of brand innovation. “In today’s economy when price no longer defines market share, experiences can become the strategic differentiator,” said Heather Wadlinger, director of research and strategy as well as customer experience at Sacunas. “Consumers, especially millennials, are willing to pay a premium for an optimally designed experience. The companies that made it in our top 10 are experience connoisseurs — they know how to design for the consumer.” None of the companies on the top 100 list are based in Central Pennsylvania. However, many have offices or divisions in the midstate, including Intel, AECOM, Cisco and IBM.

— Jason Scott

Here are the top 10 business-to-business brands from Dauphin County-based B2B marketing agency Sacunas Inc.:

1. Google
2. GE
3. Intel
4. AECOM
5. Apple
6. Boeing
7. Cisco Systems
8. IBM
9. Facebook
10. FedEx



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Computer consultants

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | Local F-T/P-T employees | Local/total locations Headquarters Year established locally | Consulting expertise |
|------|------------|---|------------------------------------|---|--|-------------------------|---|--|
| 1 | 2 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$45 million \$48.5 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 235 13 | 4/6 Chambersburg 1995 | Software selection; server architecture and design; security, technology and IT organizational assessments, project management |
| 2 | 1 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$38.55 million \$45.36 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128 5 | 4/6 Lower Swatara Twp. 1940 | Project and managed network services, electronic content management |
| 3 | 3 | BUSINESS INFORMATION GROUP INC. 156 N. George St. York, PA 17401 | \$18.56 million \$18.56 million | Scott A. Dolmetsch Founder and CEO | www.businessinformationgroup.com 717-741-4894 877-508-9983 | 78 7 | 1/1 York 1992 | Network and wireless infrastructure design; IT planning; risk assessment; IT policy development and implementation; IT audits |
| 4 | 4 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$13 million \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50 1 | 2/2 York Twp. 1981 | DNR |
| 5 | 5 | MOMENTUM INC. 2120 Market St., Suite 100 Camp Hill, PA 17011-4709 | \$11.07 million \$11.07 million | S. Clay, L. Daniels and K.L. Sarabok Principals | www.m-inc.com 717-214-8000 | 54 2 | 1/1 Camp Hill 1998 | Business analysis, project management, organizational change management, training, facilitation, implementation support |
| 6 | 7 | PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. Mechanicsburg, PA 17055 | \$10.07 million \$10.07 million | Debra A. Pierson President | www.piercion.it 717-796-0493 | 12 20 | 2/2 Silver Spring Twp. 1993 | Project management of complex, multiple-location installations; technology infrastructure installations, including e-classroom equipment, servers, PCs |
| 7 | 8 | CREDO TECHNOLOGY SOLUTIONS INC. DBA CREDO TECHNICAL STAFFING 110 Sunset Ave. Harrisburg, PA 17112 | \$8.55 million \$8.55 million | Jogi Daita CEO | www.credotechsolutions.com 717-657-7015 844-633-9011 | 50 2 | 1/1 Lower Paxton Twp. 2010 | Oracle Gold Partner, ERP project assessment, design, resource planning, project management, project staffing and implementation. |
| 8 | 6 | GES AUTOMATION TECHNOLOGY INC. 2020 Greenwood St. Harrisburg, PA 17104 | \$8.49 million \$8.49 million | Gary E. Slatt President | www.gestech.com 717-236-8733 | 31 1 | 1/1 Harrisburg 1986 | Industrial automation applications including controls systems and information technology for manufacturing |
| 9 | 11 | RKL ESOLUTIONS LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$7.5 million \$12.1 million | Joe L. Noll President | www.rklesolutions.com 717-735-9109 | 21 0 | 1/6 Manheim Twp. 2007 | VMware, Cisco, Exchange, SAN, SQL Server, Xamarin, Sage X3, Sage 500 and Sage 100 |
| 10 | 9 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$7.36 million \$10.02 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 41 3 | 1/3 Silver Spring Twp. 1994 | Single- and multi-platform networks, custom web-based applications, training, system security project management, application integration, InfoSec |
| 11 | 14 | ANNAGEN LLC DBA NETREPID 2330 Vartan Way, Suite 185 Harrisburg, PA 17110 | \$7 million \$7 million | Samuel D. Coyl President | www.netrepid.com 717-730-0780 800-577-6981 | 25 2 | 1/1 Susquehanna Twp. 2013 | Evolving technology to the cloud with hosted infrastructure and software services; helps eliminate capex and focuses on opex. relative to production. |
| 12 | 10 | DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$6.33 million \$6.33 million | Nathan Balagopal President | www.dominotech.net 717-730-6265 | 51 3 | 2/2 Harrisburg 1996 | Custom app development, database programming, Web-based training, Web design, business-process re-engineering, network design, server virtualization |
| 13 | 13 | CSB TECHNOLOGY PARTNERS LLC 1595 S. Mount Joy St., Suite 109 Elizabethtown, PA 17022 | \$5.43 million \$5.43 million | Jason Moyer and Timothy Maier Partners | www.csbtech.net 717-689-3990 | 9 0 | 1/1 Elizabethtown 2005 | Network integration, VoIP, wireless, network security and virtualization |
| 14 | 12 | TCW COMPUTER SYSTEMS INC. 254 S. Esbenshade Road Manheim, PA 17366-9129 | \$4.05 million \$4.05 million | Steve Walter President | www.tcwcomputers.com 717-653-2700 888-228-7779 | 23 2 | 1/1 Rapho Twp. 1993 | Windows/networking, server/WS virtualization, VPN/remote access, VoIP telephony, Wi-Fi, network security, remote backup, disaster recovery, AV |
| 15 | 15 | CONESTOGA DATA SERVICES INC. DBA CDS GROUP 46 E. King St. Lancaster, PA 17602 | \$3.7 million \$3.7 million | Ren Baker Chairman and CEO | www.cdsgroup.com 717-569-7728 888-309-8002 | 18 0 | 1/1 Lancaster 1981 | End-to-end analysis; designs and supports non-core, but critical, automated-edge business processes; enterprise-class data collection; storage |
| 16 | 18 | SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033 | \$3.2 million \$3.2 million | Susan Graham President | www.susangconsulting.com 717-533-4470 | 40 3 | 1/1 Derry Twp. 2006 | Information technology direct placement and staffing augmentation services including developers, Web designers, project managers, account executives |
| 17 | 19 | 12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 | \$2.5 million \$2.5 million | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | 16 2 | 1/1 E. Lampeter Twp. 1998 | Small-business consultants providing outsourced IT support for Microsoft Networks, Windows Server, Exchange Server, SharePoint, WatchGuard, Barracuda, Dell, Lenovo |
| 18 | 20 | ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111 | \$2 million \$2 million | Dale Nagle President | www.alliancecomp.com 717-920-0300 | 25 0 | 5/5 Swatara Twp. 2000 | Network installation and maintenance, custom-built servers and workstations |
| 19 | 22 | ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300 | \$1.77 million \$1.77 million | Ashis B. Pal President | www.geographit.com 717-399-7007 | 10 1 | 1/2 Manheim Twp. 1990 | Consulting, implementation, migration services including needs assessments, system architecture and database design, custom software development, system integration |
| 20 | 24 | TECHNOLOGY SOLUTIONS ASSOCIATES LLC 24A E. Roseville Road Lancaster, PA 17601 | \$1 million \$1 million | Jason L. Groff Partner | www.techsola.com 717-824-3915 855-380-6173 | 7 0 | 1/1 Manheim Twp. 1999 | Microsoft networks, accounting and ERP systems, contact management and custom programming |
| 21 | 23 | MAIN STREET SOFTWARE INC. 172 Main St. Landisville, PA 17538 | \$889,000 \$889,000 | Valerie S. Aubry President | www.mssinc.com 717-898-2946 877-898-2946 | 8 0 | 1/1 E. Hempfield Twp. 1984 | 32 years of experience assisting clients with all of their technology needs and providing a vendor liaison to help them make the best decisions. |
| 22 | NR | KIRBTECH LLC 1675 Newville Road Carlisle, PA 17015 | \$700,000 \$700,000 | Kirby E. Witmer Owner | www.kirbtech.com 717-258-3789 877-547-2832 | 6 0 | 1/1 W. Pennsboro Twp. 2007 | Small-business network management and implementation; computer networks for 1-75 computers |
| 23 | NR | COLLABSION INC. 14945 Sally Ann Road Stewartstown, PA 17363 | \$417,000 \$417,000 | Alex Wilson Owner | www.collabsion.com 717-817-2503 | 2 0 | 1/1 E. Hopewell Twp. 2012 | IT director and CTO services, business process improvement |

DBA doing business as DNR did not respond NA not applicable NR not ranked The Central Penn Business Journal's list of computer consultants is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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/lists. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. Published June 24, 2016.

Researched by Elaine Keisling



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Advertising, marketing and PR firms

Ranked by local revenue

| Rank | Prev. Rank | Company Address | 2015 local/total Revenue | Top local executive Title | Website Phone | F-T/P-T local employees PR services | Local/total locations Headquarters Year established locally | Nontraditional methods used |
|------|------------|---|------------------------------------|--|--|---|---|---|
| 1 | NR | WEIDENHAMMER INC. 320 Granite Run Drive Lancaster, PA 17601 | \$25 million \$42 million | John P. Weidenhammer President | www.hammer.net 610-378-8600 866-497-2227 | 133/0 DNR | 1/6 Wyomissing, Berks Co. 2009 | DNR |
| 2 | 1 | GODFREY ADVERTISING INC. 40 N. Christian St. Lancaster, PA 17602-2828 | \$16.02 million \$16.02 million | Stacy Whisel President | www.godfrey.com 717-393-3831 | 92/1 Media relations, content generation, measurement and reporting, media training, speaking opportunities, trade shows | 1/1 Lancaster 1947 | Search marketing, SEO and paid search; social media; responsive and mobile design and development; websites; content marketing; analytics |
| 3 | 3 | DONOVAN ADVERTISING INC. DBA DONOVAN CONNECTIVE MARKETING 180 W. Airport Road Litzitz, PA 17543-7629 | \$15.02 million \$15.02 million | William J. Donovan Jr. President and CEO | www.donovanadv.com 717-560-1333 | 24/3 Social media, online PR, media relations, news releases, product launches, media kits, event planning | 1/1 Manheim Twp. 1984 | Shopper, viral and experiential marketing, social media consumer and trade sales promotion, website development and e-commerce |
| 4 | 2 | JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504 | \$13.79 million \$13.79 million | Luke Kempksi President | www.jplcreative.com 717-558-8048 | 92/3 Planning, content development, social media, events, trade shows | 1/3 Swatara Twp. 1989 | Web, digital, mobile, social, content marketing, inbound, SEO, SEM, event, experiential |
| 5 | 6 | WEBPAGEFX INC. 1705 N. Front St. Harrisburg, PA 17102 | \$11.44 million \$11.44 million | William S. Craig CEO and co-founder | www.webpagefx.com 717-609-0362 888-449-3239 | 96/3 Social media, digital PR and digital earned media | 2/6 Harrisburg 1996 | SEO, PPC, email marketing, website design, Web lead nurturing and generation, mobile apps |
| 6 | 4 | PAVONE MARKETING GROUP INC. 1006 Market St. Harrisburg, PA 17101-2811 | \$11 million \$11 million | Michael R. Pavone President and CEO | www.pavone.net 717-234-8886 | 60/7 Media relations, social media, reputation management, media training | 2/3 Harrisburg 1992 | Web banners, blogs, social media, digital |
| 7 | 5 | WEBER ADVERTISING & MARKETING INC. 533 Janet Ave. Lancaster, PA 17601-4680 | \$7.78 million \$7.78 million | Jim Weber President | www.weberadvertising.com 717-299-1277 888-548-3799 | 36/3 Press releases, Internet work | 1/1 Lancaster 1996 | Corporate meetings, point-of-purchase displays |
| 8 | 8 | BRAVO GROUP INC. 20 N. Market Square, Suite 800 Harrisburg, PA 17101 | \$6.5 million \$8.6 million | Christopher J. Bravacos President and CEO | www.bravogroup.us 717-214-2200 | 30/6 Public relations, government relations, creative services and audience research with integrated digital services | 1/3 Harrisburg 1999 | DNR |
| 9 | 7 | MARTIN COMMUNICATIONS INC. 25 W. Main St. Shiremanstown, PA 17011 | \$4.52 million \$4.52 million | Thomas F. Martin President | www.martincommunicationsinc.com 717-712-0980 | 12/2 NA | 1/1 Shiremanstown 1993 | Web banners, in-banner videos, pre-roll, post-roll, VOD, e-newsletters, Vimeo, blogs, Facebook |
| 10 | 11 | HALL MEDIA SOLUTIONS INC. 600 Eden Road, Suite J Lancaster, PA 17601-4205 | \$4.15 million \$4.15 million | Dawn Hall President and CEO | www.hallmediasolutions.com 717-569-5000 | 2/2 News releases, media contacts | 1/1 Manheim Twp. 1988 | Internet display ads, search-engine marketing, social networking |
| 11 | NR | DAVID A. SMITH PRINTING INC. 742 S. 22nd St. Harrisburg, PA 17104 | \$3.76 million \$3.76 million | David A. Smith CEO | www.dasprint.com 717-564-3719 800-564-3117 | 27/3 DNR | 1/1 Harrisburg 1967 | DNR |
| 12 | 13 | WEB TALENT LLC DBA WEB TALENT MARKETING 322 N. Arch St. Lancaster, PA 17603 | \$2.25 million \$2.25 million | Michael Canarelli CEO and co-founder | www.webtalentmarketing.com 717-283-4045 855-438-2867 | 24/0 Press releases, reputation management, outreach, content marketing | 1/1 Lancaster 2010 | Website design and programming, search engine optimization, pay-per-click, display/banner advertising, social media, blogging, link building, lead generation |
| 13 | 15 | TAYLOR BRAND GROUP LLC 135 N. Duke St., Suite 2 Lancaster, PA 17602 | \$2.21 million \$2.21 million | David G. Taylor President | www.taylorbrandgroup.com 717-393-7343 | 8/1 Media relations, event management, news release and feature writing, social media support | 1/1 Lancaster 2005 | Digital options, social media, SEO |
| 14 | NR | MACY ADVERTISING INC. 5 Camden Court Lancaster, PA 17602 | \$1.98 million \$1.98 million | Robert Macy President and creative director | www.macyadvertising.com 717-951-3804 | 3/2 NA | 2/2 W. Lampeter Twp. 1995 | Email, integrated social-media and traditional media marketing |
| 15 | NR | FIG INDUSTRIES LLC 153 E. King St. Lancaster, PA 17602 | \$1.8 million \$2.06 million | Deborah A. Brandt President | www.figindustries.com 717-394-7737 | 12/1 DNR | 1/2 Lancaster 2000 | DNR |
| 16 | 12 | VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401 | \$1.28 million \$1.6 million | Randy L. Schrum President | www.visimpact.com 717-764-3911 | 12/4 NA | 1/1 York 1996 | SEO, social media, Web advertising, blogging, pay-per-click |
| 17 | 18 | INSIDE OUT CONSULTING LLC DBA ELITE DIGITAL GROUP 14 W. King St. York, PA 17401 | \$1.2 million \$2 million | Kim J. Walsh-Phillips CEO | www.elteditgroup.com 717-848-9339 | 15/5 Content strategy, social media strategy and execution, media strategic plans, news release development and distribution | 1/3 York 2001 | Direct-response digital marketing that is measured and used to drive leads and sales. |
| 18 | 23 | GAVIN COMMUNICATIONS LLC DBA GAVIN ADVERTISING 328 W. Market St. York, PA 17401 | \$1.2 million \$1.5 million | Mandy P. Arnold President | www.gavinadvertising.com 717-848-8155 | 18/3 Strategy, messaging, media training, coaching, publicity, pitching, product placements, crisis communications | 1/1 York 2011 | Social media, public relations, Web, behavior targeting, online advertising, digital strategies, online video |
| 19 | 19 | CEISLER MEDIA & ISSUE ADVOCACY LLC 300 N. Second St. Harrisburg, PA 17101 | \$1.14 million \$3.54 million | Kurt Knaus Managing director | www.ceislermedia.com 717-724-2866 | 3/0 Strategic media relations, reputation management, community engagement, political consensus-building, advocacy | 1/3 Philadelphia 2009 | Graphic design, Web ads, video Web editing, social media, new media, website design |
| 20 | NR | THE SPOT MEDIA GROUP LLC 600 N. Hartley St., Suite 140 York, PA 17404 | \$1.13 million \$1.13 million | Dave Maday President and owner | www.thespotmediagroup.com 717-852-7768 | 7/1 DNR | 1/1 York 2007 | DNR |
| 21 | 16 | SQAD CO. DBA WHITE GOOD & CO. ADVERTISING 226 N. Arch St. Lancaster, PA 17603 | \$1.03 million \$1.03 million | Sherry H. Qualls President | www.whitegood.com 717-396-0200 | 10/2 Full-service public relations, trade support, media mailings, events | 1/1 Lancaster 1981 | Trade shows, public relations events, sales support, client social networks |
| 22 | 20 | SHARP INNOVATIONS INC. 3113 Main St. Conestoga, PA 17516 | \$850,000 \$850,000 | Joseph W. Sharp President and CEO | www.sharpinnovations.com 717-290-6760 888-575-8977 | 10/7 NA | 1/1 Conestoga Twp. 1999 | Websites, search engine optimization, social media, blogging, pay-per-click advertising, online public relations |
| 23 | 27 | BACHLEDA ADVERTISING LLC 1148 Heidelberg Ave., P.O. Box 407 Schaefferstown, PA 17088-0407 | \$733,000 \$733,000 | Michael Bachleda President | www.bachleda.com 717-949-3311 | 3/0 News releases, event promotion | 1/1 Heidelberg Twp. 1997 | Web development and marketing, social marketing |
| 24 | 22 | AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402 | \$660,000 \$660,000 | Don Bishop President and CEO | www.affinigent.com 717-600-0033 800-932-3380 | 5/2 Web-based news releases | 1/1 Springettsbury Twp. 1999 | Content, social media, search engine, automated and email marketing; marketing automation; pay-per-click; direct response; Web 2.0 sites; social networking |
| 25 | 29 | VISCUL CREATIVE INC. 8 Tristan Drive, Suite 4, PO Box 66 Dillsburg, PA 17019 | \$500,000 \$500,000 | Randall M. Hughes and Jessica R. Hughes Partners | www.visculcreative.com 717-502-6629 717-658-7348 | 4/0 DNR | 1/1 Dillsburg 2008 | DNR |

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, marketing and PR firms is limited to those with offices in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJSurveys.com; follow @CPBJListCentral on Twitter. **Published April 29, 2016.**

Researched by Elaine Keisling



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Database-mgt. and software-development firms

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

| Rank | Prev. Rank | Company Name | Address | 2015 local database or software/total revenue | Top local executive | Website | % database mgt./software | Local/total | Services provided |
|------|------------|---|---|---|---|--|--------------------------|------------------------------------|--|
| 1 | 1 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS | 1144 Kennebec Drive Chambersburg, PA 17201 | \$11.25 million \$48.5 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 7%/20% 235/13 | 4/6 Chambersburg 1995 | Application development, data center, 24/7 multilingual service desk, desktop lifecycle mgt., project mgt., staffing, networking and infrastructure |
| 2 | 2 | KEYMARK IMR INC. DBA KEYMARK | 1104 Fernwood Ave. Camp Hill, PA 17011 | \$4.69 million \$28.1 million | Jim Wanner Chief expectations officer | www.keymarkinc.com 717-364-3700 866-494-0500 | 100%/0% 14 | 14/130 Lower Allen Twp. 1995 | Documents, data and information management |
| 3 | 3 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS | 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$3.57 million \$10.02 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 18%/28% 41/3 | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 4 | 8 | RKL ESOLUTIONS LLC | 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$3.5 million \$12.1 million | Joe L. Noll President | www.rklesolutions.com 717-735-9109 | 25%/25% 21 | 1/6 Manheim Twp. 2007 | Information systems, integration, DBA services, custom development and Sage ERP |
| 5 | 4 | CONESTOGA DATA SERVICES INC. DBA CDS GROUP | 46 E. King St. Lancaster, PA 17602 | \$3.03 million \$3.7 million | Ren Baker Chairman and CEO | www.cdsgrp.com 717-569-7728 888-309-8002 | 41%/41% 18 | 1/1 Lancaster 1981 | Business consultants; technology design, development, deployment and support |
| 6 | 9 | GES AUTOMATION TECHNOLOGY INC. | 2020 Greenwood St. Harrisburg, PA 17104 | \$2.55 million \$8.49 million | Gary E. Slatt President | www.gestech.com 717-236-8733 | 10%/20% 31/1 | 1/1 Harrisburg 1986 | Industrial automation, including controls systems integration, process design and engineering, and information technology |
| 7 | 6 | DOMINO TECHNOLOGIES INC. | 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$2.25 million \$6.33 million | Nathan Balagopal President | www.dominotech.net 717-730-6265 | 20%/16% 51/3 | 2/2 Harrisburg 1996 | Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery planning |
| 8 | 10 | BUSINESS INFORMATION GROUP INC. | 156 N. George St. York, PA 17401 | \$2.23 million \$18.56 million | Scott A. Dolmetsch Founder and CEO | www.businessinformationgroup.com 717-854-9983 877-508-9983 | 8%/4% 78/7 | 1/1 York 1992 | 24/7 IT support services and consulting, including networking, application development and wireless communication |
| 9 | 7 | CANDORIS TECHNOLOGIES LLC | 9 E. Main St. Annville, PA 17003-1412 | \$1.85 million \$15.18 million | Stephan Van Der Ploog Chief accountability officer | www.candoris.com 717-228-1600 844-486-4652 | 12%/0% 36 | 2/2 Annville Twp. 2011 | Data center infrastructure services, IT services and consulting, custom software development, Salesforce.com consulting |
| 10 | 23 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS | 501 Filling Mill Road Middletown, PA 17057 | \$1.81 million \$45.36 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 25%/0% 128/5 | 4/6 Lower Swatara Twp. 1940 | Document mgt., MFPs and printers, electronic content mgt., network services; workplace interiors, office furniture, design and planning, project mgt. |
| 11 | 14 | ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT | 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300 | \$1.24 million \$1.77 million | Ashis B. Pal President | www.geographit.com 717-399-7007 | 25%/45% 10/1 | 1/2 Manheim Twp. 1990 | GIS and IT consulting, implementation plans, needs assessments, GIS modeling and analytics, system architecture and database designs; custom desktop |
| 12 | 17 | 12:34 MICROTECHNOLOGIES INC. | 119 Reese Ave. Lancaster, PA 17602-3919 | \$1 million \$2.5 million | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | 20%/20% 16/2 | 1/1 E. Lampeter Twp. 1998 | Microsoft partner; IT support for small businesses; Microsoft, Dell, ESET, Watchguard, Barracuda; hosting services, development services |
| 13 | 16 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY | 2699 S. Queen St. York, PA 17402 | \$700,000 \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 20%/20% 50/1 | 2/2 York Twp. 1981 | Copy systems and print management, networking, cloud services, managed network solutions, web development, office furniture and space planning |
| 14 | 18 | KIWI INFO SYSTEMS LLC DBA AGIS INTERNET MARKETING | 130 E. Chestnut St. Lancaster, PA 17602 | \$425,000 \$1.05 million | Kae Kohl President | www.ag-is.com 717-285-7105 | 20%/20% 8/1 | 1/1 Lancaster 2001 | Digital marketing and web development, custom business applications, database development, e-commerce, mobile app development, digital advertising, SEO/SEM, email marketing |
| 15 | 19 | TECHNOLOGY SOLUTIONS ASSOCIATES LLC | 24A E. Roseville Road Lancaster, PA 17601 | \$350,000 \$1 million | Jason L. Groff Partner | www.techsola.com 717-824-3915 855-380-6173 | 5%/30% 7 | 1/1 Manheim Twp. 1999 | Full range of computer hardware and software services including custom design and development |
| 16 | 21 | ALLIANCE COMPUTERS INC. | 5520 Derry St. Harrisburg, PA 17111 | \$200,000 \$2 million | Dale Nagle President | www.alliancecomp.com 717-920-0300 | 10%/0% 25 | 5/5 Swatara Twp. 2000 | Retail locations with in-shop and on-site service department, web design, reputation management |
| 17 | 22 | AFFINIGENT INC. | 4 Kent Road, Suite 200 York, PA 17402 | \$165,000 \$660,000 | Don Bishop President and CEO | www.affinigent.com 717-600-0033 800-932-3380 | 5%/20% 5/2 | 1/1 Springettsbury Twp. 1999 | Search-engine marketing, email marketing, social media, Web development and Internet applications |
| 18 | 20 | MAIN STREET SOFTWARE INC. | 172 Main St. Landisville, PA 17538 | \$120,000 \$889,000 | Valerie S. Aubry President | www.mssinc.com 717-898-2946 877-898-2946 | 10%/25% 8 | 1/1 E. Hempfield Twp. 1984 | IT managed services, business continuity and disaster recovery, network integration, depot and on-site repair service, mid-range accounting |
| 19 | | KIRBTECH LLC | 1675 Newville Road Carlisle, PA 17015 | \$35,000 \$700,000 | Kirby E. Witmer Owner | www.kirbtech.com 717-258-3789 877-547-2832 | 5%/0% 6 | 1/1 W. Pennsboro Twp. 2007 | IT support, business software, computer repair, network setup and maintenance, phone systems, servers and cloud computing |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjSurveys.info; follow @CPBJListCentral on Twitter. **Published May 6, 2016.**

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Information-technology services

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 local revenue | Top local executive Title | Website Phone | F-T/P-T local employees IT services | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|---|--------------------|---|--|--|---|---|
| 1 | 2 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$45 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 235/13 Application development, networking and infrastructure, desktop support, telephony and cabling, hardware sales and deployment, OEM manufacturer, 365/24/7 technical service desk, project mgt., staffing | 4/6 Chambersburg 1995 | Application development, data center, 24/7 multilingual service desk, desktop lifecycle mgt., project mgt., staffing, networking and infrastructure |
| 2 | 1 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$38.55 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128/5 Server backup, server and PC mgt., help desk, onsite support, VCIO consulting, electronic content management, computer upgrades, server migrations, security assessments, virtualization | 4/6 Lower Swatara Twp. 1940 | Document mgt., MFPs and printers, electronic content mgt., network services; workplace interiors, office furniture, design and planning, project mgt. |
| 3 | NR | WEIDENHAMMER INC. 320 Granite Run Drive Lancaster, PA 17601 | \$25 million | John P. Weidenhammer President | www.hammer.net 610-378-8600 866-497-2227 | 133/0 IT consulting, cloud services, Web and application development, commerce solutions, network and data-center management, unified communications | 1/6 Wyomissing, Berks Co. 2009 | Business and IT consulting, cloud services, application development, infrastructure services, creative and marketing services, K-12 financial mgt. |
| 4 | 3 | MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797 | \$20 million | John D. Morefield President | www.morefield.com 717-761-6170 800-382-1266 | 91/7 IT support and help desk, backup and disaster recovery, cyber security, 24/7 network monitoring, cloud solutions, network design, managed services | 1/2 Hampden Twp. 1945 | Technology and IT services, VoIP, computer networking, video conferencing, security, audiovisual; enterprise and small business |
| 5 | 4 | BUSINESS INFORMATION GROUP INC. 156 N. George St. York, PA 17401 | \$18.56 million | Scott A. Dolmetsch Founder and CEO | www.businessinformationgroup.com 717-854-9983 877-508-9983 | 78/7 24/7 IT service and support including repairs, installation and infrastructure design; network security; help desk; managed services; wireless infrastructure design and implementation | 1/1 York 1992 | 24/7 IT support services and consulting, including networking, application development and wireless communication |
| 6 | 5 | CANDORIS TECHNOLOGIES LLC 9 E. Main St. Annville, PA 17003-1412 | \$15.18 million | Stephan Van Der Ploog Chief accountability officer | www.candoris.com 717-228-1600 844-486-4652 | 36/0 Data center infrastructure services, IT services and consulting | 2/2 Annville Twp. 2011 | Data center infrastructure services, IT services and consulting, custom software development, Salesforce.com consulting |
| 7 | NR | CARGAS SYSTEMS INC. 1310 Marshall Ave. Lancaster, PA 17601-4507 | \$13.24 million | Chip Cargas Chairman and CEO | www.cargas.com 610-378-8600 888-611-3138 | 86/5 Database migration, systems integration, custom software development, software implementation and end-user training | 1/1 Manheim Twp. 1988 | Business software and consulting company specializing in Intact cloud accounting, Microsoft Dynamics, custom software and Cargas Energy software. |
| 8 | 6 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50/1 Help desk support, managed network services, VCIO consulting, VMware, hardware and software sales, computer/server upgrades, onsite support, tech-for-a-day services, short- and long-term rentals | 2/2 York Twp. 1981 | Copy systems and print management, networking, cloud services, managed network solutions, web development, office furniture and space planning |
| 9 | NR | MOMENTUM INC. 2120 Market St., Suite 100 Camp Hill, PA 17011-4709 | \$11.07 million | S. Clay L. Daniels and K.L. Sarabok Principals | www.m-inc.com 717-214-8000 | 54/2 Consulting, business analysis, project management, organizational change management, training, facilitation, implementation support | 1/1 Camp Hill 1998 | Management consulting, process improvement, project management and implementation support |
| 10 | 7 | PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. Mechanicsburg, PA 17055 | \$10.07 million | Debra A. Pierson President | www.pierson.it 717-796-0493 | 12/20 Server consulting and implementation; audio/video, PC, laptop and peripherals installation; networking equipment | 2/2 Silver Spring Twp. 1993 | Server consulting and implementation; audio/video, PC, laptop and peripherals installation; networking equipment |
| 11 | NR | CREDO TECHNOLOGY SOLUTIONS INC. DBA CREDO TECHNICAL STAFFING 110 Sunset Ave. Harrisburg, PA 17112 | \$8.55 million | Jogi Daita CEO | www.credotechsolutions.com 717-657-7015 844-633-9011 | 50/2 Project consulting, project staffing, project management, project recovery, change management and quality assurance, technical staffing services. | 1/1 Lower Paxton Twp. 2010 | Technical staffing, IT consulting services |
| 12 | 10 | RKL ESOLUTIONS LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$7.5 million | Joe L. Noll President | www.rklesolutions.com 717-735-9109 | 21/0 Systems configuration; system integration; network infrastructure; Security; manufacturing, distribution, supply chain and logistics ERP | 1/6 Manheim Twp. 2007 | Information systems, integration, DBA services, custom development and Sage ERP |
| 13 | 8 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$7.36 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 41/3 System and facility security review, evaluation and assessments; fully qualified Navy validator; computer repair and onsite support; computer network design, installation, configuration, maintenance; software dev. training OTS/classroom | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 14 | 9 | DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$6.33 million | Nathan Balagopal President | www.dominotech.net 717-730-6265 | 51/3 Help desk, website development, mobile application development, database development, IT project mgt., business analysis, business process re-engineering, network design, network monitoring, network implementation, server administrator | 2/2 Harrisburg 1996 | Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery planning |
| 15 | 12 | CSB TECHNOLOGY PARTNERS LLC 1595 S. Mount Joy St., Suite 109 Elizabethtown, PA 17022 | \$5.43 million | Jason Moyer and Timothy Maier Partners | www.csbtech.net 717-689-3990 | 9/0 DNR | 1/1 Elizabethtown 2005 | Computer networking and consulting, wired and wireless networking, voice over IP phone systems, network security, storage area networks |
| 16 | 11 | TCW COMPUTER SYSTEMS INC. 254 S. Esbenschade Road Manheim, PA 17366-9129 | \$4.05 million | Steve Walter President | www.tcwcomputers.com 717-653-2700 888-228-7779 | 23/2 Help desk support, in-house repair services, short- and long-term rentals, backup and disaster recovery services, on-site networking support, video conferencing, audio, video and managed services | 1/1 Rapho Twp. 1993 | Comprehensive IT services for SMBs; custom-built PCs and servers; Lenovo-authorized sales/services; Apple service center; audio, video, surveillance |
| 17 | 13 | CONESTOGA DATA SERVICES INC. DBA CDS GROUP 46 E. King St. Lancaster, PA 17602 | \$3.7 million | Ren Baker Chairman and CEO | www.cdsgroup.com 717-569-7728 888-309-8002 | 18/0 24/7 help desk services, U.S.-based, native language techs | 1/1 Lancaster 1981 | Business consultants; technology design, development, deployment and support |
| 18 | 15 | 12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 | \$2.5 million | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | 16/2 Help desk, managed services, system repair, hardware and software sales | 1/1 E. Lampeter Twp. 1998 | Microsoft partner; IT support for small businesses; Microsoft, Dell, ESET, Watchguard, Barracuda; hosting services, development services |
| 19 | NR | MICROXPRESS INC. 1585 N. Queen St. York, PA 17404 | \$1.78 million | Craig M. Beam President | www.microxpress.net 717-840-4357 | 11/1 Managed IT services; network monitoring; outsourced network administration and help desk; network security; managed backup | 1/1 Manchester Twp. 1989 | Managed IT services, consulting, IT staff augmentation |
| 20 | 17 | TECHNOLOGY SOLUTIONS ASSOCIATES LLC 24A E. Roseville Road Lancaster, PA 17601 | \$1 million | Jason L. Groff Partner | www.techsola.com 717-824-3915 855-380-6173 | 7/0 IT systems and network mgt., security services, desktop and server maintenance | 1/1 Manheim Twp. 1999 | Full range of computer hardware and software services including custom design and development |
| 21 | 19 | KIRBTECH LLC 1675 Newville Road Carlisle, PA 17015 | \$700,000 | Kirby E. Witmer Owner | www.kirbtech.com 717-258-3789 877-547-2832 | 6/0 Network design and admin., servers and desktops sales and service, help desk, managed services, maintenance contracts, software | 1/1 W. Pennsboro Twp. 2007 | IT support, business software, computer repair, network setup and maintenance, phone systems, servers and cloud computing |
| 22 | NR | COLLABSION INC. 14945 Sally Ann Road Stewartstown, PA 17363 | \$417,000 | Alex Wilson Owner | www.collabsion.com 717-817-2503 | 2/0 Wi-Fi surveys, system design and installations; performance tuning | 1/1 E. Hopewell Twp. 2012 | Wireless consulting and IT strategy planning; safety training (CPR, first aid); office assistant and virtual assistant services |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of information-technology services was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published June 24, 2016.**

Researched by Elaine Keisling

Systems integrators

Ranked by local systems-integration revenue

| Rank | Prev. rank | Company Address | 2015 local systems integration/total revenue | Top local executive Title | Website Phone | 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 | \$19.13 million \$25.50 million | John D. Morefield President | www.morefield.com 717-761-6170 800-382-1266 | 91/7 Windows and Apple iOS | 1/2 Hampden Twp. 1945 | Technology and IT services, VoIP, computer networking, video conferencing, security, audiovisual; enterprise and small business |
| 2 | 3 | CANDORIS TECHNOLOGIES LLC 9 E. Main St. Annville, PA 17003-1412 | \$13.34 million \$15.18 million | Stephan Van Der Ploog Chief accountability officer | www.candoris.com 717-228-1600 844-486-4652 | 36/0 Windows Server 2012 R2, Windows 10, Windows 8, Mac OSX | 2/2 Annville Twp. 2011 | Data center infrastructure services, IT services and consulting, custom software development, Salesforce.com consulting |
| 3 | 2 | SAGE TECHNOLOGY SOLUTIONS INC. 1040 W. Main St. Mount Joy, PA 17552 | \$13.16 million \$13.16 million | Daniel L. Rohrer President | www.sagetechs.com 717-653-6641 | 58/2 DNR | 1/1 Mount Joy 1993 | Communications systems integrator; voice, data, wireless, video, sound, security |
| 4 | 5 | PIERSON COMPUTING CONNECTION INC. 6 N. Frederick St. Mechanicsburg, PA 17055 | \$10.07 million \$10.07 million | Debra A. Pierson President | www.pierson.it 717-796-0493 | 12/20 IBM, Lenovo, Meraki, Cisco | 2/2 Silver Spring Twp. 1993 | Wireless network analysis and design; server consulting and implementation; audio/video, PC, laptop and peripherals installation; networking equipment |
| 5 | 4 | STANLEY CONVERGENT SECURITY SOLUTIONS INC. 34 Wobum Abbey Ave. Camp Hill, PA 17011 | \$9 million DNR | Michael Jaworowski Area VP of sales | www.stanleycss.com 717-648-5506 877-766-4876 | 10/0 DNR | 1/75 Naperville, Ill. 1985 | Integrated systems, intrusion detection, access control, video surveillance, fire detection |
| 6 | 6 | BUSINESS INFORMATION GROUP INC. 156 N. George St. York, PA 17401 | \$8.54 million \$18.56 million | Scott A. Dolmetsch Founder and CEO | www.thinkbigservice.net 717-854-9983 877-508-9983 | 78/7 Microsoft Windows Server and Desktop, Microsoft Hyper-V, VMware, Linux, Unix | 1/1 York 1992 | 24/7 IT support services and consulting, including networking, application development and wireless communication |
| 7 | 9 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$6.75 million \$48.50 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-222-2080 866-966-4562 | 235/13 Microsoft AD, Novell, Microsoft Windows | 4/6 Chambersburg 1995 | Application development, data center, 24/7 multilingual service desk, desktop lifecycle mgt., project mgt., staffing, networking and infrastructure |
| 8 | 7 | GES AUTOMATION TECHNOLOGY INC. 2020 Greenwood St. Harrisburg, PA 17104 | \$5.86 million \$8.49 million | Gary E. Slatt President | www.gestech.com 717-236-8733 | 31/1 Windows, Linux, Apple iOS/OSX, Droid | 1/1 Harrisburg 1986 | Industrial automation, including controls systems integration, process design and engineering, and information technology |
| 9 | 10 | CSB TECHNOLOGY PARTNERS LLC 1595 S. Mount Joy St., Suite 109 Elizabethtown, PA 17022 | \$5.43 million \$5.43 million | Jason Moyer and Timothy Maier Partners | www.csbtech.net 717-689-3990 | 9/0 Cisco, HP, NexGen, Ruckus, Dell | 1/1 Elizabethtown 2005 | Computer networking and consulting, wired and wireless networking, voice over IP phone systems, network security, storage area networks |
| 10 | 11 | RKL ESOLUTIONS LLC 1800 Fruitville Pike, P.O. Box 8408 Lancaster, PA 17604-8408 | \$4 million \$12.10 million | Joe L. Noll President | www.rklesolutions.com 717-735-9109 | 21/0 Windows, Linux, VMware, Hyper-V and Novell | 1/6 Manheim Twp. 2007 | Information systems, integration and Sage ERP |
| 11 | 13 | ANNAEEN LLC DBA NETREPID 2330 Vartan Way, Suite 185 Harrisburg, PA 17110 | \$2 million \$7 million | Samuel D. Coyl President | www.netrepid.com 717-730-0780 800-577-6981 | 25/2 Windows, Linux, MAC, Exchange, SQL, Citrix, VMWare | 1/1 Susquehanna Twp. 2013 | Data center and private cloud provider |
| 12 | 14 | DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$1.50 million \$6.33 million | Nathan Balagopal President | www.dominotech.net 717-730-6265 | 51/3 Microsoft Windows, Linux, Unix | 2/2 Harrisburg 1996 | Network design and administration, router administration, firewall design, security auditing, software installation, disaster-recovery planning |
| 13 | 15 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$1.46 million \$45.36 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128/5 Windows, Linux/Unix, Mac | 4/6 Lower Swatara Twp. 1940 | Document mgt., MFPs and printers, electronic content mgt., network services; workplace interiors, office furniture, design and planning, project mgt. |
| 14 | 26 | 12:34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 | \$1.25 million \$2.50 million | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | 16/2 Windows Server 2012, R2, 2008 R2 | 1/1 E. Lampeter Twp. 1998 | Microsoft partner; IT support for small businesses; Microsoft, Dell, ESET, Watchguard, Barracuda; hosting services, development services |
| 15 | 22 | TCW COMPUTER SYSTEMS INC. 254 S. Esbenschade Road Manheim, PA 17366-9129 | \$1.01 million \$4.05 million | Steve Walter President | www.tcwcomputers.com 717-653-2700 888-228-7779 | 23/2 Windows Server 2008R2, 2010, 2012, 2013, 2014 Exchange, SQL, Remote Desktop, Mac OS, Windows 7, 8, 10 | 1/1 Rapho Twp. 1993 | Comprehensive IT services for SMBs; custom-built PCs and servers; Lenovo-authorized sales/services; Apple service center; audio, video, surveillance |
| 16 | 18 | MOMENTUM INC. 2120 Market St., Suite 100 Camp Hill, PA 17011-4709 | \$1 million \$11.04 million | Steve Clay; Lori Daniels and Karen L. Sarabok Principals | www.m-inc.com 717-214-8000 | 54/2 DNR | 1/1 Camp Hill 1998 | Management consulting, process improvement, project management and implementation support |
| 17 | 20 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$900,000 \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50/1 DNR | 2/2 York Twp. 1981 | Copy systems and print management, networking, cloud services, managed network solutions, web development, office furniture and space planning |
| 18 | 16 | MAIN STREET SOFTWARE INC. 172 Main St. Landisville, PA 17538 | \$769,000 \$889,000 | Valerie S. Aubry President | www.mssinc.com 717-898-2946 877-898-2946 | 8/0 Server 2003, Server 2008, Server 2012, Hyper V Server | 1/1 E. Hempfield Twp. 1984 | IT managed services, business continuity and disaster recovery, network integration, depot and on-site repair service, mid-range accounting |
| 19 | 25 | TECHNOLOGY SOLUTIONS ASSOCIATES LLC 24A E. Roseville Road Lancaster, PA 17601 | \$650,000 \$1 million | Jason L. Goff Partner | www.techsola.com 717-824-3915 855-380-6173 | 7/0 Microsoft Windows Products | 1/1 Manheim Twp. 1999 | Full range of computer hardware and software services including custom design and development |
| 20 | 19 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$612,000 \$10.02 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | 41/3 Windows Server 2008, 2012, Linux | 1/3 Silver Spring Twp. 1994 | Software and internet application development; database mgt.; web design; IT security and evaluation; systems integration; help desk support |
| 21 | 27 | KIRBTECH LLC 1675 Newville Road Carlisle, PA 17015 | \$560,000 \$700,000 | Kirby E. Witmer Owner | www.kirbtech.com 717-258-3789 877-547-2832 | 6/0 Windows 7 and 8, Windows Server, Windows Small Business Server | 1/1 W. Pennsboro Twp. 2007 | IT support, business software, computer repair, network setup and maintenance, phone systems, servers and cloud computing |
| 22 | 24 | CONESTOGA DATA SERVICES INC. DBA CDS GROUP 46 E. King St. Lancaster, PA 17602 | \$555,000 \$3.70 million | Ren Baker Chairman and CEO | www.cdsgroup.com 717-569-7728 888-309-8002 | 18/0 Windows, Unix/Linux, OS400, iOS, Android, WinMobile, WinServ | 1/1 Lancaster 1981 | Business consultants; technology design, development, deployment and support |
| 23 | 23 | COLLABSION INC. 14945 Sally Ann Road Stewartstown, PA 17363 | \$417,000 \$417,000 | Alex Wilson Owner | www.collabsion.com 717-817-2503 | 2/0 Windows, Mac | 1/1 E. Hopewell Twp. 2012 | Wireless consulting and IT strategy planning, safety training (CPR, first aid); office assistant and virtual assistant services |
| 24 | 29 | ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111 | \$200,000 \$2 million | Dale Nagle President | www.alliancecomp.com 717-920-0300 | 25/0 All Windows, including all server packages; Mac | 5/5 Swatara Twp. 2000 | Retail locations with in-shop and on-site service department, web design, reputation management |

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LISTCENTRAL

Q: What if there is no list for my industry?

A: Send list suggestions to lists@cpbj.com. We try to add new surveys each year.

Website-design companies

Ranked by local website-design revenue

| Rank | Prev. rank | Company Address | 2015 website-design revenue | Top local executive Title | Website Phone | Website samples | F-T/P-T local employees Headquarters Year established locally | Web-design specialties |
|------|------------|---|-----------------------------|---|--|---|---|--|
| 1 | 4 | WEB TALENT LLC DBA WEB TALENT MARKETING 322 N. Arch St. Lancaster, PA 17603 | \$23.3 million | Michael Canarelli CEO and co-founder | www.webtalentmarketing.com 717-283-4045 855-438-2867 | DNR | 24/0 Lancaster 2010 | Conversion optimization, e-commerce, search-engine marketing, WordPress, B2B and B2C. |
| 2 | 1 | WEBPAGEFX INC. 1705 N. Front St. Harrisburg, PA 17102 | \$11.4 million | William S. Craig CEO and co-founder | www.webpagefx.com 717-609-0362 888-449-3239 | www.clevelandbrothers.com www.vfoutlet.com www.ceramcor.com | 96/3 Harrisburg 1996 | E-commerce, web conversion, mobile, lead generation, SEO, marketing automation, responsive websites |
| 3 | 2 | JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504 | \$6 million | Luke Kempfski President | www.jplcreative.com 717-558-8048 | DNR | 92/3 Swatara Twp. 1989 | Digital strategy, user experience, mobile apps, responsive design, social, SEO, SEM, video, demand generation, content marketing, advanced analytics |
| 4 | NR | WILLIAMS-FORREST LP 225 E. Grant St., Suite 100 Lancaster, PA 17602-2957 | \$4.16 million | William David Barr President | www.williams-forrest.com 717-435-8076 | www.bmw.com www.steinwayspiro.com | 20/10 Lancaster 2007 | Digital strategy, design and development, SharePoint, quality assurance |
| 5 | NR | WEIDENHAMMER INC. 320 Granite Run Drive Lancaster, PA 17601 | \$2.8 million | John P. Weidenhammer President | www.hammer.net 610-378-8600 866-497-2227 | www.thewaterfront.com www.allergyeats.com www.delawareandlehigh.org | 133/0 Wyomissing, Berks Co. 2009 | Brand development, website and SEO, video production, photography, illustration, print |
| 6 | NR | GODFREY ADVERTISING INC. 40 N. Christian St. Lancaster, PA 17602-2828 | \$2.7 million | Stacy Whisel President | www.godfrey.com 717-393-3831 | www.solenis.com www.godfrey.com www.mcneiluscompanies.com/ meridian-interactive.html | 92/1 Lancaster 1947 | Unified marketing communication programs; responsive and mobile design and development strategy, user experiences, front-end and back-end design, search and analytics |
| 7 | NR | DONOVAN ADVERTISING INC. DBA DONOVAN CONNECTIVE MARKETING 180 W. Airport Road Litz, PA 17543-7629 | \$1.85 million | William J. Donovan Jr. President and CEO | www.donovanadv.com 717-560-1333 | Yuengling, Perdue Retail Trade, Real Deal Snacks | 24/3 Manheim Twp. 1984 | B2C and B2B with e-commerce capabilities |
| 8 | 7 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | \$1.8 million | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | DNR | 235/13 Chambersburg 1995 | Mobile-responsive web design, secure web application development and integration, and MS SharePoint integration |
| 9 | 9 | TARGET MEDIA MID ATLANTIC INC. DBA TARGET SYSTEMS 700 Bent Creek Blvd. Mechanicsburg, PA 17050-1875 | \$1.63 million | Virginia J. Kenyon CEO | www.target-sys.com 717-795-8646 | www.dnasupplementation.com www.lotnetwork.com www.usnscf.com | 41/3 Silver Spring Twp. 1994 | Database-driven apps; e-commerce apps; B2B apps; reporting apps; site layout; mobile web design; data warehousing; business intelligence websites |
| 10 | 5 | VISUAL IMPACT GROUP INC. 160 Roosevelt Ave., Suite 201 York, PA 17401 | \$1.28 million | Randy L. Schrum President | www.visimpact.com 717-764-3911 | www.americanwoodmark.com www.freylyutz.com www.argosweaponstorage.com | 12/4 York 1996 | Layout, branding, interface, information design, campaign integration, mobile web and apps |
| 11 | 10 | PARADOXLABS INC. 8 N. Queen St., Ninth Floor Lancaster, PA 17603 | \$920,000 | Brett Hart CEO | www.paradoxlabs.com 717-431-3330 | www.backcountryedge.com www.myresapoducts.com www.uniquesplits.com | 11/0 Lancaster 2002 | Magento, e-commerce, e-commerce marketing, ERP/POS integration and support |
| 12 | 6 | PIPELINE INTERACTIVE INC. 941 Cumberland St. Lebanon, PA 17042 | \$900,000 | Dennis Miller President | www.pipelineinteractive.com 717-273-5665 | www.fivebelow.com www.marshmallowpeeps.com www.staufers.com | 10/3 Lebanon 1999 | E-commerce, content management systems, web-based applications, responsive design, mobile applications, email marketing, social media, Magento, WordPress, SEO |
| 13 | 8 | SHARP INNOVATIONS INC. 3113 Main St. Conestoga, PA 17516 | \$850,000 | Joseph W. Sharp President and CEO | www.sharpinnovations.com 717-290-6760 888-575-8977 | www.srmax.com www.safglutz.com www.barewealthadvisors.com | 10/7 Conestoga Twp. 1999 | Web design, web programming, search-engine optimization, social media, pay-per-click advertising, mobile development, web content, hosting, maintenance, brand development |
| 14 | NR | MACY ADVERTISING INC. 5 Camden Court Lancaster, PA 17602 | \$800,000 | Robert Macy President and creative director | www.macyadvertising.com 717-951-3804 | www.danedecor.com www.tekniplex.com www.coffeeco.com | 3/2 W. Lampeter Twp. 1995 | E-commerce, retail, creative layout and design, responsive websites |
| 15 | 11 | DOMINO TECHNOLOGIES INC. 2001 N. Front St., Suite 334 Harrisburg, PA 17102-2109 | \$625,450 | Nathan Balagopal President | www.dominotech.net 717-730-6265 | DNR | 51/3 Harrisburg 1996 | High-impact animations, content-management systems, database-integrated websites, e-learning systems, audiovisual effects |
| 16 | 14 | KIWI INFO SYSTEMS LLC DBA AGIS INTERNET MARKETING 130 E. Chestnut St. Lancaster, PA 17602 | \$623,800 | Kae Kohl President | www.ag-is.com 717-285-7105 | www.paaatism.org www.centralpafoodbank.org www.pa-fsa.org | 8/1 Lancaster 2001 | Responsive website design, business applications, database development, e-commerce, mobile app development, Internet marketing, SEO/SEM, email marketing |
| 17 | 13 | AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402 | \$495,000 | Don Bishop President and CEO | www.affinigent.com 717-600-0033 800-932-3380 | www.doucetteindustries.com www.bigtechnology4smallbusiness.com | 5/2 Springettsbury Twp. 1999 | Mobile responsive design, integration with third-party applications, sales funnel integration |
| 18 | 22 | ADVANCED TECHNOLOGY SOLUTIONS INC. DBA GEOGRAPHIT 1525 Oregon Pike, Suite 202 Lancaster, PA 17601-7300 | \$354,392 | Ashis B. Pal President | www.geographit.com 717-399-7007 | DNR | 10/1 Manheim Twp. 1990 | Graphic and website design, site layout, user-interface design and user experience |
| 19 | 15 | DIETRICH NGUYEN INC. DBA TRIPLE STRENGTH 2043 Horseshoe Pike Annville, PA 17003 | \$324,301 | Hung Q. Nguyen President and creative director | www.triplestrength.com 717-868-2172 | www.diakon.org, www.cpyb.org, www.gwmmovingandstorage.com | 3/1 S. Annville Twp. 1991 | User interface, ASP.net, WordPress, web marketing, SEO |
| 20 | 16 | 12-34 MICROTECHNOLOGIES INC. 119 Reese Ave. Lancaster, PA 17602-3919 | \$300,000 | J. Alejandro Rosado Jr. CEO | www.1234micro.com 717-396-0600 866-327-1234 | DNR | 16/2 E. Lampeter Twp. 1998 | SQL backend database |
| 21 | 17 | QUANTUM DYNAMIX LLC 480 New Holland Ave. Lancaster, PA 17602 | \$269,807 | Eric D. Kazda President | www.quantumdynamix.net 717-431-6681 | DNR | 6/3 Lancaster 2008 | Content-management system-driven website; WordPress design and development; responsive design, email marketing, lead-generating website design |
| 22 | 19 | ALLIANCE COMPUTERS INC. 5520 Derry St. Harrisburg, PA 17111 | \$200,000 | Dale Nagle President | www.alliancecomp.com 717-920-0300 | www.makeitpremier.com www.meadowspetresort.com www.thehandywox.com | 25/0 Swatara Twp. 2000 | Alignment and search-engine optimization |
| 23 | NR | THE SPOT MEDIA GROUP LLC 600 N. Hartley St., Suite 140 York, PA 17404 | \$122,927 | Dave Maday President and owner | www.thespotmediagroup.com 717-852-7768 | www.cgalaw.com www.yorkcity.org www.bennettwilliams.com | 7/1 York 2007 | Responsive Web design and development, e-commerce, content mgt. systems, search-engine optimization, website maintenance and website hosting |
| 24 | NR | JUMP MOTION DESIGN 2140 Cedar Lane Enola, PA 17025 | \$80,000 | Chad E. Arentz Owner/Creative Director | www.jumpmotion.com 717-525-2667 | www.mclureco.com www.elitetherapyfitness.com www.fostersautomotive.com | 1/4 DNR DNR | High-quality design and latest marketing technologies and social integrations so each website is a complete marketing tool and communication hub |
| 25 | NR | INVOQ MARKETING CO. LLC 17 N. Prince St. Lancaster, PA 17602 | \$50,000 | Jon Martin CEO | www.invoqmarketing.com 717-340-2679 | www.equipiter.com www.dakotastorage.com www.pequeahinge.com | 4/0 Lancaster 2015 | Websites that facilitate inbound marketing and leverage the HubSpot marketing platform |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published April 1, 2016.**

Researched by Elaine Keisling

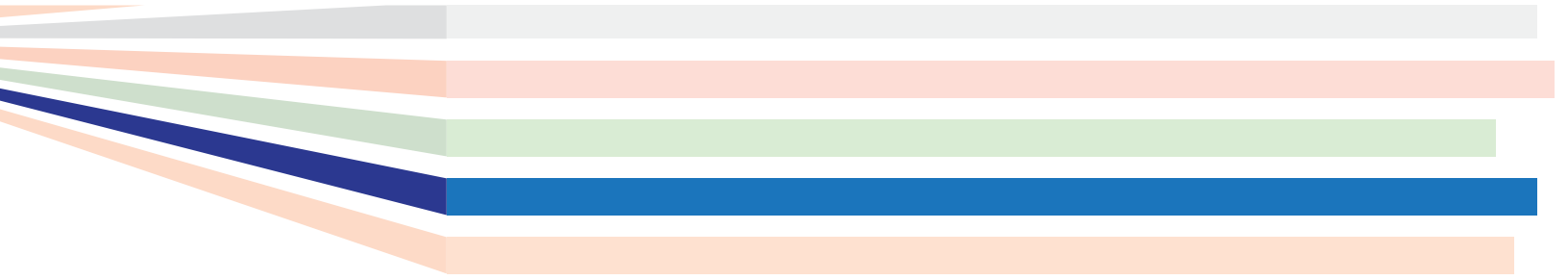
SEO and social media firms

Ranked by SEO and social media local revenue

| Rank | Prev. Rank | Company Address | 2015 local SEO and social media revenue | Top local executive Title | Website Twitter handle Phone | SEO services | F-T/P-T Local employees Local/total locations Headquarters Year established locally | Social media services |
|------|------------|--|---|---|---|--|---|---|
| 1 | | WEBPAGEFX INC. 1705 N. Front St. Harrisburg, PA 17102 | \$8.58 million | William S. Craig CEO and co-founder | www.webpagefx.com @webpagefx 717-609-0362 888-449-3239 | SEO, SEM, e-commerce, SEO audits, lead generation and tracking, Web analytics, marketing automation, content marketing, digital PR, viral content | 96/3 2/6 Harrisburg 1996 | Facebook, Twitter, Instagram, LinkedIn, Pinterest, community building, digital PR, content development and placement, online media buying |
| 2 | NR | DONOVAN ADVERTISING INC. DBA DONOVAN CONNECTIVE MARKETING 180 W. Airport Road Lititz, PA 17543-7629 | \$1.8 million | William J. Donovan Jr. President and CEO | www.donovanadv.com @donovanadv 717-560-1333 | On-site and off-site SEO; keyword marketing; search engine compatibility studies; SEO writing; search engine submission; local, image and video search | 24/3 1/1 Manheim Twp. 1984 | Full social media capabilities, including content strategy and development, monitoring and engagement, social advertising, reporting and insights |
| 3 | 2 | WEB TALENT LLC DBA WEB TALENT MARKETING 322 N. Arch St. Lancaster, PA 17603 | \$1.69 million | Michael Canarelli CEO and co-founder | www.webtalentmarketing.com @webtalentmktg 717-283-4045 855-438-2867 | Migrations and launches, keyword research, SEO audits and strategy, link building, search engine penalty recovery, analytics support and analysis | 24/0 1/1 Lancaster 2010 | Social media strategy, audits, and execution; paid social media campaigns with Twitter, Facebook, and LinkedIn |
| 4 | 3 | THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601 | \$1.25 million | Dana A. Chryst CEO | www.jaygroup.com @TheJayGroupPA 717-285-6200 888-422-7989 | Customized technology and services; turnkey approach of key services to complement current capabilities | 300/150 2/2 W. Hempfield Twp. 1965 | NA |
| 5 | NR | INSIDE OUT CONSULTING LLC DBA ELITE DIGITAL GROUP 14 W. King St. York, PA 17401 | \$1.14 million | Kim J. Walsh-Phillips CEO | www.elitedigitalgroup.com @kwalsphillips 717-848-9339 | Keyword search, content development, ranking | 15/5 1/3 York 2001 | Facebook ad campaigns; Twitter, LinkedIn, Google and Instagram campaigns; social media content and marketing funnels |
| 6 | 4 | JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504 | \$689,700 | Luke Kempinski President | www.jplcreative.com @JPLcreative 717-558-8048 | Various services | 92/3 1/3 Swatara Twp. 1989 | Various services |
| 7 | 5 | PAVONE MARKETING GROUP INC. 1006 Market St. Harrisburg, PA 17101-2811 | \$550,000 | Michael R. Pavone President and CEO | www.pavone.net 717-234-8886 | Initial website and content audit and implementation; reporting change in website rankings across search engines, insights and recommendations | 60/7 2/3 Harrisburg 1992 | Social media playbook, includes audit and game plan; monthly content calendar; daily real-time promotions; brand platform launches; paid social plan and set up; blogger plan |
| 8 | 7 | SHARP INNOVATIONS INC. 3113 Main St. Conestoga, PA 17516 | \$297,500 | Joseph W. Sharp President and CEO | www.sharppinnovations.com @sharppwebdesign 717-290-6760 888-575-8977 | Organic SEO, PPC management and SEO audits; three-tier digital marketing programs | 10/7 1/1 Conestoga Twp. 1999 | Social media and blogging management |
| 9 | NR | GAVIN COMMUNICATIONS LLC DBA GAVIN ADVERTISING 328 W. Market St. York, PA 17401 | \$180,000 | Mandy P. Arnold President | www.gavinadvertising.com @gavinadv 717-848-8155 | SEO, content creation, analytics, web design and development, PPC, video content, mobile, social, online listing management, email marketing | 18/3 1/1 York 2011 | Reputation management, campaigns, content management and creative services, social integration |
| 10 | NR | KIWI INFO SYSTEMS LLC DBA AGIS INTERNET MARKETING 130 E. Chestnut St. Lancaster, PA 17602 | \$168,160 | Kae Kohl President | www.ag-is.com @agismarketing 717-285-7105 | SEO strategy planning and research, audits, link building, analytics and conversion rate optimization | 8/1 1/1 Lancaster 2001 | Social media strategy planning and research, reputation management, ongoing support |
| 11 | 9 | AFFINIGENT INC. 4 Kent Road, Suite 200 York, PA 17402 | \$165,000 | Don Bishop President and CEO | www.affinigent.com @affinigent 717-600-0033 800-932-3380 | Various services | 5/2 1/1 Springettsbury Twp. 1999 | Various services |
| 12 | 8 | PIPELINE INTERACTIVE INC. 941 Cumberland St. Lebanon, PA 17042 | \$135,000 | Dennis Miller President | www.pipelineinteractive.com 717-273-5665 | Keyword research, blog creation and content marketing, on-page optimization, link building, local search, mobile search | 10/3 1/1 Lebanon 1999 | Strategy, advertising, content strategy and marketing, social engagement displays |
| 13 | NR | THE LARAMIE GROUP 34 W. Granada Ave. Hershey, PA 17033 | \$4,000 | Laura M. Gifford Owner and consultant | www.thelaramiegroup.com @gifferazz 717-418-2143 | SEO/SEM for our websites or previously designed websites and blogs. | 1/0 1/1 Derry Twp. 2007 | Social media account strategy, setup, planning and training |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of search-engine optimization and social media firms was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBListCentral on Twitter. **Published April 1, 2016.**

Researched by Alaine Keisling



CHAPTER 10

NONPROFIT

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| Nonprofit Wish List | 133 |



IMPACT EQUALS FUNDING

Nearly everyone who donates to a charity wants to know they're doing something good for the community, said one midstate nonprofit leader. And nonprofits have to make that impact clear. "I think that nonprofits that can't tell the story about the people who they're serving, and the story of how they impact the community, in general, miss the boat on (finding) funders," said Ruth Koup, founder of the nonprofit Suits to Careers Inc., and more recently acting interim CEO of a recently-revived nonprofit Harrisburg Police Athletic League. The CEOs of two faith-based area nonprofits agree. "Individuals support nonprofits because they believe they are solving problems, and this means that demonstrating impact is essential," said Peter Greer of Hope International, of Manheim Township, Lancaster County, which provides loans to the poor worldwide. Matthew Carey of LifePath Christian Ministries, the former York Rescue Mission, said, "The areas that impact people the most are children ... homelessness, educational issues, guns, single-family homes, lack of opportunities." Other causes that make people want to help include homelessness among veterans and nutritional education, Carey said.

— David O'Connor

PHOTO/THINKSTOCK

Capital campaigns

Ranked by campaign goal

| Rank | Prev. rank | Company Address | Campaign goal Start date | Campaign contact | Campaign purpose | Website Phone | Services provided |
|------|------------|---|---------------------------------|--|--|---|--|
| 1 | 1 | MASONIC VILLAGE AT ELIZABETHTOWN 1 Masonic Drive Elizabethtown, PA 17022 | \$60 million January 2015 | Joseph E. Murphy 717-367-1121 NA | Endowment for Masonic Villages | www.masonicvillages.org 717-367-1121 | Continuing care retirement community, plus a children's home, adult day care, home care, hospice, clinical and therapeutic services |
| 2 | NR | ELIZABETHTOWN COLLEGE 1 Alpha Drive Elizabethtown, PA 17022-2298 | \$50 million July 2013 | David C. Beidleman 717-361-1493 beidleman@etown.edu | Scholarships; facilities; student resources; sports, fitness and wellness facilities | www.etown.edu 717-361-1000 | Academic programs in liberal arts, sciences and professional studies |
| 3 | 2 | CHINESE CULTURAL & ARTS INSTITUTE 200 S. 41st St. Harrisburg, PA 17111 | \$26 million August 2016 | William F. Hubler 717-497-4400 ccaifund@gmail.com | To raise capital to build a new cultural center in Harrisburg, along with a surrounding Chinatown business district | www.chineseculturalartsinstitute.org 717-585-7701 | Facilitates and nurtures an understanding of Chinese cultural arts in the midstate; community outreach; Chinese language training for business travel |
| 4 | 3 | HARRISBURG AREA COMMUNITY COLLEGE AKA HACC 1 HACC Drive Harrisburg, PA 17110-2999 | \$14 million August 2015 | Linnie Carter 717-780-2321 lscarter@hacc.edu | Student center renovations, scholarships, innovation fund and emergency assistance funds; \$10 million specifically for capital | www.hacc.edu 717-780-2300 800-222-4222 | Two-year college with associate degrees, certificates and diplomas in 150 programs; workforce training programs for companies and individuals |
| 5 | 4 | ARMY HERITAGE CENTER FOUNDATION 950 Soldiers Drive, P.O. Box 839 Carlisle, PA 17013 | \$8.5 million January 2017 | Mike Perry 717-232-7509 mperry@armyheritage.org | Complete visitor and education center | www.armyheritage.org 717-258-1102 | Nonprofit friends group supporting the U.S. Army Heritage and Education Center and its educational programs; support to members and remote researchers; support to on-site visitors |
| 6 | NR | INFINITY CHARTER SCHOOL 51 Banks St., Suite 1 Harrisburg, PA 17103 | \$8 million May 2016 | Miranda Metz NA mir_metz@yahoo.com | To raise money for the renovation/construction of a new school; has outgrown the rented space available and waiting list is nearly as large as enrollment | www.infinityschool.org 717-232-4597 | Appropriate education for intellectually gifted students in grades K-8 |
| 7 | 6 | KEYSTONE HUMAN SERVICES 124 Pine St. Harrisburg, PA 17101-1208 | \$6 million October 2014 | Ann H. Moffitt ACFRE 717-232-7509 amoffitt@keystonehumanservices.org | To secure property and build a training center and office space; begin an endowment for the Susquehanna Service Dogs program | www.keystonehumanservices.org 717-232-4597 888-377-6504 | Intellectual disabilities, mental health, autism, children and families, Capitol Area Head Start, Susquehanna Service Dogs |
| 8 | 9 | BETHANY VILLAGE 325 Wesley Drive Mechanicsburg, PA 17055 | \$5 million June 2015 | J.D. Shuman CFRE 717-591-8007 jshuman@asbury.org | A new town center with cafe and enhanced gift shop; strengthen benevolent care endowment fund that allows residents who have outlived their financial resources to remain | www.bethanyvillage.org 717-766-0279 | Continuing-care retirement community, including residential living, in-home care, assisted living and skilled nursing care |
| 9 | NR | RED LAND COMMUNITY CENTER INC. 736 Wyndmere Road Lewisberry, PA 17339 | \$3.64 million June 2016 | Jennifer Washburn 717-938-4649 riscdirector@gmail.com | To raise funds for a new community center | www.redlandseniorcenter.org 717-938-4649 | Services provided will be recreational, wellness, classes, and community outreach |
| 10 | 10 | GAMUT THEATRE GROUP AKA POPCORN HAT PLAYERS AND HARRISBURG SHAKESPEARE FESTIVAL 15 N. Fourth St. Harrisburg, PA 17101-1821 | \$2.7 million August 2013 | Melissa H. Nicholson 717-591-8007 melissa@gamuttheatre.org | To purchase and renovate 15 N. Fourth St. in downtown Harrisburg, converting it from a church to a theater with two performance stages, multiple classrooms, office and production facilities | www.gamuttheatre.org 717-238-4111 | Professional, regional, nonprofit theater, home to Popcorn Hat Players Children's Theatre and the Harrisburg Shakespeare Company |
| 11 | NR | LANDIS COMMUNITIES 1001 E. Oregon Road Lititz, PA 17543 | \$2.6 million Sept. 2016 | Beth Trout 717-381-3544 btrout@landiscommunities.org | A learning and wellness center that will create a new front entrance, including a commons area with bistro, auditorium, art gallery, bank, pharmacy, salon, meditation rooms and a wellness center with a pool, fitness center and aerobics room | www.landiscommunities.org 717-569-3271 | Continuing-care retirement community, skilled nursing care, personal care, adult and child day care, at-home services, market rate rentals |
| 12 | NR | DREAMWRIGHTS YOUTH & FAMILY THEATRE DBA DREAMWRIGHTS CENTER FOR COMMUNITY ARTS 100 Carlisle Ave. York, PA 17401 | \$2.5 million April 2016 | Joseph T. "JT" Hand 717-848-5002 jth@yorkwater.com | New studio space, upgraded and ADA-compliant bathrooms, elevator, stairwells, refurbished office space and box office | www.dreamwrights.org 717-848-8623 | Innovative educational performance arts organization that inspires growth, creativity and responsibility |
| 13 | 16 | HARRISBURG SYMPHONY ASSOCIATION 800 Corporate Circle Harrisburg, PA 17110-9346 | \$1.8 million September 2015 | Ted K. Reese 7176124964 ted@harrisburgsymphony.org | To raise funds for an artistic innovation fund, a stage extension, acoustic and lighting improvements, new instrument purchases, an educational programming fund and elimination of long-term deficit | www.harrisburgsymphony.org 717-545-5527 | Professional orchestra |
| 14 | 18 | BETHESDA MISSION 2101 N. Front St., P.O. Box 3041 Harrisburg, PA 17105-3041 | \$1.65 million Fall 2015 | Scott Dunwoody 717-257-4442, ext. 229 sdunwoody@bethesdamission.org | To renovate and expand youth center, create entryway, renovate recently acquired adjacent printing company for gym and activity facility, create outdoor play area and parking | www.bethesdamission.org 717-257-4442 | Human services provider |
| 15 | NR | BRETHREN HOME COMMUNITY DBA CROSS KEYS VILLAGE 2390 Carlisle Pike New Oxford, PA 17350-9582 | \$1.5 million March 2015 | Vanessa Berger 717-624-5208 v.berger@crosskeysvillage.org | To raise funds for a new memory care residence, renovations to a current memory care neighborhood and create an education endowment | www.crosskeysvillage.org 717-624-2161 888-624-8242 | Continuing care retirement community providing independent living, personal care, memory care, adult day services, health care, rehabilitation care |
| 16 | NR | SUSQUEHANNA CONFERENCE OF THE UNITED METHODIST CHURCH DBA MISSION CENTRAL 5 Pleasant View Drive Mechanicsburg, PA 17050 | \$1.4 million June 2015 | Rob Visscher 717-766-1533, ext. 115 rvisscher@susumc.org | Raise funds to eliminate mortgage and funds for program expansion | www.missioncentral.org 717-766-1533 | Mission warehouse connecting resources to human need locally, nationally and globally |
| 17 | 17 | NEW HOPE MINISTRIES INC. 211 S. Baltimore St., P.O. Box 448 Dillsburg, PA 17019 | \$1.3 million July 2015 | Eric Saunders 717-432-2087 esaunders@nhm-pa.net | Update facilities, expand operations and increase services and accessibility for food pantry, crisis, stability and youth programs | www.nhm-pa.org 717-432-2087 | Christian social service agency that assists neighbors in times of need and supports efforts toward stability |
| 18 | 19 | CHRISTIAN RECOVERY AFTERCARE MINISTRY INC. 509 Division St., P.O. Box 5464 Harrisburg, PA 17110 | \$1 million May 2015 | Juanita Edrington Grant 717-234-3664 Cramino@comcast.net | To renovate a purchased commercial building | www.craminc.org 717-234-3664 | Provides pre-release and re-entry services, including job search assistance, vocational training, family reunification, mentoring, computer and financial literacy, limited legal assistance |
| 19 | NR | PINNACLE HEALTH SYSTEM 409 S. Second St., P.O. Box 8700 Harrisburg, PA 17105-8700 | \$1 million October 2015 | Jessica Ritchie 717-231-8146 jritchie@pinnaclehealth.org | To support a new children's unit at the Pennsylvania Psychiatric Institute | www.pinnaclehealth.org 717-231-8900 | Multi-hospital health system with inpatient and outpatient services throughout Central Pennsylvania |
| 20 | NR | DAUPHIN COUNTY LIBRARY SYSTEM 101 Walnut St. Harrisburg, PA 17101-1610 | \$700,000 January 2015 | Karen Cullings 717-234-4961 kcullings@dcls.org | Funds for new and expanded programs and services | www.dcls.org 717-234-4961 | Lending of books, magazines, music, digital downloads; free public computers and internet access; reference service; early education programs for children and parents; family programs |
| 21 | NR | ADAMS COUNTY LIBRARY SYSTEM 140 Baltimore St. Gettysburg, PA 17325 | \$500,000 September 2016 | Karla Trout 717-334-0163 karlat@adamslibrary.org | Modernize the building for 21st century library services | www.adamslibrary.org 717-334-5716 | Free traditional and modern library services in print and electronic format; 50 educational programs monthly; technology training |
| 22 | 21 | KEYSTONE MUSICAL ARTS CENTER DBA KMAC P.O. Box 1231 Mechanicsburg, PA 17055 | \$400,000 December 2015 | Terry Selders 717-737-5622 terry@keystonemusicalartscenter.org | Build-out a facility to house the music school | www.kmac.rocks 717-737-5622 | Music lessons and classes; music therapy, homeschool classes and more are planned in the future |
| 23 | NR | LEBANON COUNTY CHRISTIAN MINISTRIES 250 S. Seventh St. Lebanon, PA 17042 | \$300,000 October 2016 | Troy E. Williams NA troy@lccm.us | To purchase an adjacent property and a new cargo van; renovate kitchen; IT upgrade; security and access control system; miscellaneous renovation projects | www.lccm.us 717-272-4400 | Nonprofit, faith-based organization that provides food, clothing and other emergency services |
| 24 | NR | MARCH OF DIMES - CAPITAL AREA DIVISION 3544 N. Progress Ave., Suite 204 Harrisburg, PA 17110 | \$160,000 January 2016 | Kristin Campilongo 717-260-3401 kcampilongo@marchofdimes.org | Funds to research and find the causes of premature birth | www.marchofdimes.org 717-545-4534 800-533-9255 | Works to improve the health of babies by preventing birth defects, premature birth and infant mortality |
| 25 | NR | GAUDENZIA INC. DBA DRUG FREE WORKPLACE PA 2930 Derry St., P.O. Box 4434 Harrisburg, PA 17111 | \$100,000 January 2016 | Amy Green 717-454-3100 agreen-dfwp@comcast.net | To raise money for drug addiction education and to help organizations with drug-free workplace programs | www.drugfreeworkplacepa.org 717-454-3100 | Drug-free workplace programs; drug addiction education for public, schools, churches, rehab programs and counseling centers; drug and alcohol rehabilitation services |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of capital campaigns was limited to those in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Capital campaigns allow nonprofit organizations to raise funds for capital needs, such as facilities, endowment and other non-operating expenditures. Information came from the individual organizations 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 @CPBListCentral on Twitter. **Published Oct. 21, 2016.**

Researched by Alaine Keisling



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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 2015 revenue | Local/total locations Headquarters Year established locally | Types of programming |
|------|------------|--|---------------|---|---|---|--------------------------------------|---|---|
| 1 | | PENNSYLVANIA CHAMBER OF BUSINESS AND INDUSTRY 417 Walnut St. Harrisburg, PA 17101-1902 | 4,012 | Eugene Barr President and CEO | www.pachamber.org 717-255-3252 800-225-7224 | Starting at \$300 Advocacy; educational conferences and webinars; annual chamber dinner and golf outing | 53/0 \$5.9 million | 1/4 Harrisburg 1916 | Membership mixers, how-to workshops, legislative updates |
| 2 | | LANCASTER CHAMBER OF COMMERCE & INDUSTRY 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558 | 2,115 | Thomas T. Baldrige President and CEO | www.lancasterchamber.com 717-397-3531 | \$433 base Leadership skills and professional development, community leadership initiatives | 21/4 DNR | 1/1 Lancaster 1872 | Membership mixers, breakfast networking, lunch-and-learns, legislative updates, industry subgroups, women's events, 'under 40' events, online networking |
| 3 | | HARRISBURG REGIONAL CHAMBER 3211 N. Front St., Suite 201 Harrisburg, PA 17110-1342 | 1,150 | David E. Black President and CEO | www.harrisburgregionalchamber.org 717-232-4099 877-883-8339 | Varies Govt. relations, business financing and resources, regional demographics, grant administration, discounted products and services | 14/1 \$2.36 million | 2/2 Harrisburg 1914 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, industry subgroups, women's events, online networking |
| 4 | | YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333 | 1,090 | Loren Kroh Interim president and CEO | www.ycea-pa.org 717-848-4000 | \$420-\$5,916 Small business, economic development, marketing, business advocacy, funding programs, site selection, redevelopment, workforce development | 23/0 \$2.6 million | 2/2 York 2012 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, women's events, 'under 40' events, online networking |
| 5 | | GREATER CHAMBERSBURG CHAMBER OF COMMERCE 100 Lincoln Way E., Suite A Chambersburg, PA 17201 | 930 | Noel Purdy President | www.chambersburg.org 717-264-7101 | \$284 and up Health and energy programs, Buy Local programs, Heritage Center, Civil War seminars, special development programs | 10/1 DNR | 1/1 Chambersburg 1911 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, 'under 40' events |
| 6 | | LEBANON VALLEY CHAMBER OF COMMERCE 604 Cumberland St. Lebanon, PA 17042 | 780 | Gregory D. Buckler IOM MBA President and CEO | www.lvchamber.org 717-273-3727 | \$280 and up "Getting Down To Business" expo, public affairs roundtables, group health insurance, electricity program, annual golf outing, Farm-City Banquet | 5/1 DNR | 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 |
| 7 | | WEST SHORE CHAMBER OF COMMERCE 4211 Trindle Road Camp Hill, PA 17011-5728 | 650 | George M. Book Jr. President and CEO | www.wschamber.org 717-761-0702 | Starting at \$300 Business and Industry Night Expo, Junior Leadership Central PA, Taste of the Chamber, Luminary Awards luncheon, ChamberConnects | 5/0 DNR | 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 |
| 8 | | HANOVER AREA CHAMBER OF COMMERCE 146 Carlisle St. Hanover, PA 17331-2406 | 550 | Gary M. Laird President | www.hanoverchamber.com 717-637-6130 | Varies, average is \$300 Workforce development programs, legislative roundtables, Main Street Hanover, Hanover Area Young Professionals | 3/2 DNR | 1/DNR Hanover 1923 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, 'under 40' events, online networking |
| 9 | | GETTYSBURG ADAMS CHAMBER OF COMMERCE 1382 Biglerville Road Gettysburg, PA 17325 | 532 | Carrie S. Stuart President | www.gettysburg-chamber.org 717-334-8151 | \$165-\$1,308 DNR | 3/1 \$11,961 | 1/1 Gettysburg 1919 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups |
| 10 | | MECHANICSBURG CHAMBER OF COMMERCE 6 W. Strawberry Ave. Mechanicsburg, PA 17055-6213 | 425 | Jeff Palm Executive director | www.mechanicsburgchamber.org 717-796-0811 | \$35-\$125 Community events including Jubilee Day, Streets of Treats, 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 | NR | EPHRATA AREA CHAMBER OF COMMERCE 16 E. Main St., Suite 1 Ephrata, PA 17522-2701 | 275 | Andrea Glass Executive director | www.ephrataeachamber.org 717-738-9010 | \$125-\$790 As requested by members | 1/2 DNR | 1/1 Ephrata 1922 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates, community service, industry subgroups, women's events, 'under 40' events, online networking |
| 12 | | PERRY COUNTY CHAMBER OF COMMERCE 14-B W. Main St., P.O. Box 663 New Bloomfield, PA 17068 | 264 | Richard Pluta President | www.perrycountychamber.org 717-582-4523 | \$125-\$850 DNR | 1/0 DNR | 1/1 Bloomfield 2009 | Membership mixers, how-to workshops, legislative updates, community service, online networking |
| 13 | NR | SHIPPENSBURG AREA CHAMBER OF COMMERCE 53 W. King St. Shippensburg, PA 17257-1224 | 240 | Scott Brown President | www.shippensburg.org 717-532-5509 | \$175-\$5,000 Golf tournament, Family Fun Day, Bloom Festival, community Christmas party | 1/1 DNR | 1/1 Shippensburg 1938 | Membership mixers, breakfast networking, lunch-and-learns, how-to workshops, legislative updates |
| 14 | NR | ELIZABETHTOWN AREA CHAMBER OF COMMERCE 50 S. Wilson Ave. Elizabethtown, PA 17022-2165 | 230 | Ramon Escudero Executive Director | www.elizabethtowncoc.com 717-361-7188 | \$135-\$1,000 DNR | 1/2 \$102,000 | 1/1 Elizabethtown 1928 | Membership mixers, lunch-and-learns, how-to workshops, legislative updates, community service |
| 15 | | CENTRAL PENNSYLVANIA GAY AND LESBIAN CHAMBER OF COMMERCE 3211 N. Front St., Suite 201, P.O. Box 135 Harrisburg, PA 17108-0135 | 135 | Harry Young President and CEO | www.cpglcc.org DNR | \$75-\$2,500 DNR | 0/0 \$20,500 | 1/1 Harrisburg 2007 | Membership mixers, legislative updates, community service, online networking |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBjListCentral on Twitter. Published May 27, 2016.

Researched by Elaine Keisling

Economic development organizations

Ranked by revenue

| Rank | Prev. rank | Company Address | 2015 total revenue | Top local executive Title | Website Phone | F-T/P-T local employees Coverage area | Local/total locations Headquarters Year established locally | Notable projects |
|------|------------|--|--------------------|---|---|--|---|--|
| 1 | 2 | COMMUNITY FIRST FUND 30 W. Orange St., P.O. Box 524 Lancaster, PA 17608-0524 | \$5.49 million | Daniel Betancourt President and CEO | www.communityfirstfund.org 717-393-2351 | 19/0 Adams, Berks, Chester, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Lehigh, Montgomery, Northampton, Perry and York counties | 4/5 Lancaster 1992 | DNR |
| 2 | 3 | YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333 | \$2.6 million | Loren Kroh Interim president and CEO | www.ycea-pa.org 717-848-4000 | 23/0 York County | 2/2 York 2012 | DNR |
| 3 | 4 | COMMONWEALTH CORNERSTONE GROUP 211 N. Front St. Harrisburg, PA 17101-1406 | \$2.06 million | Charlotte Folmer Executive director | www.commonwealthcornerstone.org 717-780-3800 | DNR/DNR DNR | 1/1 Harrisburg 2004 | DNR |
| 4 | 5 | CUMBERLAND AREA ECONOMIC DEVELOPMENT CORP. 53 W. South St., Suite 1 Carlisle, PA 17013 | \$1.94 million | Jonathan Bowser CEO | www.cumberlandbusiness.com 717-240-7180 | 13/3 Cumberland County | 1/1 Carlisle 2005 | DNR |
| 5 | 6 | GETTYSBURG TRAVEL COUNCIL INC. DBA DESTINATION GETTYSBURG 571 W. Middle St. Gettysburg, PA 17325 | \$1.9 million | Norris L. Flowers President and CEO | www.destinationgettysburg.com 717-334-6274 800-337-5015 | 10/8 All of Adams County | 2/2 Gettysburg 1954 | DNR |
| 6 | 8 | ECONOMIC DEVELOPMENT CO. OF LANCASTER COUNTY AND EDC FINANCE CORP. 100 S. Queen St., P.O. Box 1558 Lancaster, PA 17608-1558 | \$1.32 million | Lisa Riggs President | www.edclancaster.com 717-397-4046 | 9/1 Lancaster County | 1/1 Lancaster 1960 | Pod #2 at Rock Litz, Oaktree Multi-Tenant, Listrak, Direct Manufacturing |
| 7 | 18 | LANCASTER CITY ALLIANCE 354 N. Prince St. Lancaster, PA 17603 | \$1.25 million | Robert C. Shoemaker President and CEO | www.lancastercityalliance.org 717-394-0783 | 5/1 Lancaster | 1/1 Lancaster 2013 | Building On Strength economic development plan; Cultivate Lancaster |
| 8 | 7 | CAPITAL REGION ECONOMIC DEVELOPMENT CORP. 3211 N. Front St. Harrisburg, PA 17110-1342 | \$941,309B | David E. Black President and CEO | www.harrisburgregionalchamber.org 717-232-4099 | DNR/DNR Cumberland, Dauphin and Perry counties | 2/2 Harrisburg 1962 | DNR |
| 9 | 16 | HARRISBURG DOWNTOWN IMPROVEMENT DISTRICT INC. 22 N. Second St. Harrisburg, PA 17101 | \$750,000 | Todd Vander Woude Executive director | www.harrisburgdid.com 717-236-9762 | 3/0 Harrisburg | 1/1 Harrisburg DNR | Facade improvement program, security cameras |
| 10 | 11 | MAIN STREET YORK INC. AKA DOWNTOWN INC 16 N. George St. York, PA 17401 | \$644,503B | DNR DNR | www.downtownyorkpa.com 717-849-2331 | DNR/DNR Downtown York | 1/1 York 1984 | DNR |
| 11 | 14 | ASSETS LANCASTER DBA ASSETS 100 S. Queen St. Lancaster, PA 17603 | \$452,751 | Jessica King Executive director | www.assetspa.org 717-393-6089 | 6/2 Lancaster County | 1/1 Lancaster 1993 | DNR |
| 12 | 19 | LANCASTER DOWNTOWN INVESTMENT DISTRICT 354 N. Prince St. Lancaster, PA 17603 | \$400,000 | Marshall W. Snively Executive director | www.lancastercityalliance.org 717-394-0783 | 10/5 Designated area of downtown Lancaster | 1/1 Lancaster 1991 | 15-member clean team and bike ambassador program that cleans and patrols downtown Lancaster every day |
| 13 | 9 | ADAMS COUNTY ECONOMIC DEVELOPMENT CORP. 1300 ProLine Place Gettysburg, PA 17325 | \$324,101Ⓞ | Robin K. Fitzpatrick President | www.acedc.org 717-334-0042 | DNR/DNR Adams County | 1/1 Straban Twp. 1989 | DNR |
| 14 | 12 | DOWNTOWN CARLISLE ASSOCIATION 53 W. South St. Carlisle, PA 17013 | \$254,646 | Glenn A. White Executive director | www.lovecarlisle.com 717-245-2648 | 3/1 Downtown Carlisle | 1/1 Carlisle 1981 | DNR |
| 15 | 10 | LEBANON VALLEY ECONOMIC DEVELOPMENT CORP. 16 Lebanon Valley Parkway Lebanon, PA 17042 | \$229,098 | Susan M. Eberly President | www.lvedc.org 717-274-3180 | 1/2 Lebanon County | 1/1 S. Lebanon Twp. 1957 | Business retention, recruitment and expansion efforts; workforce development partnerships and low-interest financing |
| 16 | 13 | MAIN STREET GETTYSBURG INC. 116 Baltimore St. Gettysburg, PA 17325 | \$170,769B | Deborah Adamik President | www.mainstreetgettysburg.org 717-337-3491 | DNR/DNR Gettysburg | 1/1 Gettysburg DNR | DNR |
| 17 | NR | NUTRICORE NORTHEAST INC. 144 Roosevelt Ave., Suite 100 York, PA 17404 | \$40,000 | Katie L. Lentz President | www.nutricorenortheast.org 717-846-8879 | 1/0 Susquehanna Valley | 2/2 York 2003 | Development of YorKitchen, a shared kitchen incubator |
| 18 | 17 | HERSHEY PARTNERSHIP 185 Hershey Square, P.O. Box 351 Hershey, PA 17033 | \$33,310 | Ann Messner President | www.hersheypartnership.com DNR | 0/1 Hershey | 0/0 Derry Twp. 1994 | Hershey Soup Cook-Off |

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Researched by Alaine Keisling

— Ask —
LISTCENTRAL

Q: I missed the survey deadline. Do I have to wait until next year?

A: We update our database continuously. If you missed the deadline for publication in the weekly paper, you can still complete the survey. Your company's information will be available online or in future reprints. Complete a survey at www.CPBJSurveys.info or email lists@cpbj.com.

Municipalities

Ranked by total revenue

| Rank | Municipality Address | Total/tax revenue | Phone Website | Total expenditures Debt as of FYE2014 | Square miles Comp. plan/planning comm. Zoning ordinance | School district Year founded |
|------|--|-------------------------------------|--|---------------------------------------|---|---|
| 1 | LANCASTER , LANCASTER CO. 120 N. Duke St., P.O. Box 1599 Lancaster, PA 17603 | \$127.22 million \$31.06 million | 717-291-4785 www.cityoflancasterpa.com | \$147.1 million \$212.38 million | 7.4 Yes/Yes Yes | Lancaster 1818 |
| 2 | HARRISBURG , DAUPHIN CO. 10 N. Second St. Harrisburg, PA 17101 | \$102.6 million \$34.58 million | 717-255-3060 www.harrisburgpa.gov | \$120.04 million \$137.01 million | 8.1 Yes/Yes Yes | Harrisburg City 1860 |
| 3 | YORK , YORK CO. 50 W. King St., P.O. Box 509 York, PA 17405 | \$88.29 million \$26.33 million | 717-849-2221 www.yorkcity.org | \$86.73 million \$110.81 million | 5.2 Yes/Yes Yes | York City 1887 |
| 4 | EPHRATA , LANCASTER CO. 124 S. State St. Ephrata, PA 17522 | \$37.26 million \$3.19 million | 717-738-9232 www.ephrataboro.org | \$35.54 million \$13.09 million | 3.6 Yes/Yes Yes | Ephrata Area 1891 |
| 5 | HANOVER , YORK CO. 44 Frederick St. Hanover, PA 17331 | \$29.69 million \$7.42 million | 717-637-3877 www.borough.hanover.pa.us | \$27.69 million \$46.8 million | 3.7 Yes/Yes Yes | Hanover Public 1815 |
| 6 | HAMPDEN TWP. , CUMBERLAND CO. 230 S. Sporting Hill Road Mechanicsburg, PA 17050-3097 | \$29.61 million \$8.22 million | 717-761-0119 www.hampdentownship.us | \$25.31 million \$53.37 million | 17.8 Yes/Yes Yes | Cumberland Valley 1960 |
| 7 | MANHEIM TWP. , LANCASTER CO. 1840 Municipal Drive Lancaster, PA 17601-4162 | \$29.05 million \$16.4 million | 717-569-6408 www.manheimtownship.org | \$26.78 million \$19.57 million | 24 Yes/Yes Yes | Manheim Twp. 1729 |
| 8 | NORTH CODORUS TWP. , YORK CO. 1986 Stoverstown Road Spring Grove, PA 17362 | \$27.38 million \$2.39 million | 717-225-4812 | \$23.22 million \$14.05 million | 32.3 Yes/Yes Yes | Spring Grove Area 1838 |
| 9 | CARLISLE , CUMBERLAND CO. 53 W. South St. Carlisle, PA 17013 | \$26.45 million \$7.56 million | 717-249-4422 www.carlislepa.org | \$26.08 million \$21.41 million | 5.4 Yes/Yes Yes | Carlisle Area 1782 |
| 10 | LOWER PAXTON TWP. , DAUPHIN CO. 425 Prince St. Harrisburg, PA 17109 | \$25.6 million \$12.78 million | 717-657-5600 www.lowerpaxton-pa.gov | \$22.99 million \$92.4 million | 28.1 Yes/Yes Yes | Central Dauphin 1729 |
| 11 | SPRINGETTSBURY TWP. , YORK CO. 1501 Mount Zion Road York, PA 17402 | \$23.23 million \$8.85 million | 717-757-3521 www.springettsbury.com | \$26.97 million \$24.54 million | 16.8 Yes/Yes Yes | Central York and York Suburban 1891 |
| 12 | DERRY TWP. , DAUPHIN CO. 600 Clearwater Road Hershey, PA 17033 | \$23.08 million \$13.66 million | 717-533-2057 www.derytownship.org | \$24.18 million \$33.63 million | 27.2 Yes/Yes Yes | Derry Twp. 1729 |
| 13 | LEBANON , LEBANON CO. 400 S. Eighth St. Lebanon, PA 17042 | \$21.2 million \$8.06 million | 717-273-6711 www.lebanonpa.org | \$21.28 million \$215,000 | 4.2 Yes/Yes Yes | Lebanon 1885 |
| 14 | MIDDLETOWN , DAUPHIN CO. 60 W. Emaus St. Middletown, PA 17057 | \$20.5 million \$2.47 million | 717-948-3051 www.middletownborough.com | \$22.98 million \$26.76 million | 2 Yes/Yes Yes | Middletown Area 1828 |
| 15 | EAST HEMPFIELD TWP. , LANCASTER CO. 1700 Nissley Road, P.O. Box 128 Landisville, PA 17538 | \$19.99 million \$7.64 million | 717-898-3100 www.easthempsfield.org | \$19.25 million \$2.73 million | 21.1 Yes/Yes Yes | Hempfield 1818 |
| 16 | YORK TWP. , YORK CO. 190 Oak Road Dallastown, PA 17313-9300 | \$19.68 million \$8.06 million | 717-741-3861 www.yorktownship.com | \$20.58 million \$0 | 25.5 Yes/Yes Yes | Dallastown Area 1753 |
| 17 | SWATARA TWP. , DAUPHIN CO. 599 Eisenhower Blvd. Harrisburg, PA 17111 | \$17.64 million \$11.34 million | 717-564-2551 www.swataratwp.com | \$17.78 million \$11.03 million | 13.2 Yes/Yes Yes | Central Dauphin 1799 |
| 18 | LOWER ALLEN TWP. , CUMBERLAND CO. 1993 Hummel Ave. Camp Hill, PA 17011-5938 | \$17.4 million \$7.55 million | 717-975-7575 www.lower-allen.pa.us | \$15.95 million \$14.78 million | 10.3 Yes/Yes Yes | West Shore 1954 |
| 19 | FAIRVIEW TWP. , YORK CO. 599 Lewisberry Road New Cumberland, PA 17070-2399 | \$16.89 million \$6.58 million | 717-901-5210 www.twp.fairview.pa.us | \$15.72 million \$17.76 million | 35.6 Yes/Yes Yes | West Shore 1803 |
| 20 | EAST PENNSBORO TWP. , CUMBERLAND CO. 98 S. Enola Drive Enola, PA 17025-2796 | \$15.88 million \$5.77 million | 717-732-0711 www.eastpennsboro.net | \$16.26 million \$29.61 million | 10.9 Yes/Yes Yes | East Pennsboro Area 1952 |
| 21 | UPPER ALLEN TWP. , CUMBERLAND CO. 100 Gettysburg Pike Mechanicsburg, PA 17055 | \$15.62 million \$6.75 million | 717-766-0756 www.upperallentwp.org | \$14.57 million \$26.47 million | 13.2 Yes/Yes Yes | Mechanicsburg Area 1850 |
| 22 | SUSQUEHANNA TOWNSHIP , DAUPHIN CO. 1900 Linglestown Road Harrisburg, PA 17110 | \$15.09 million \$10.95 million | 717-545-4751 www.susquehannatwp.com | \$15.83 million \$10.2 million | 13.4 Yes/Yes Yes | Susquehanna Twp. 1815 |
| 23 | WEST MANCHESTER TWP. , YORK CO. 380 East Berlin Road York, PA 17404 | \$14.92 million \$5.16 million | 717-792-3505 www.westmanchestertownship.com | \$14.37 million \$0 | 20.1 Yes/Yes Yes | West York Area 1799 |
| 24 | PENN TWP. , LANCASTER CO. 97 N. Penryn Road Manheim, PA 17545 | \$14.45 million \$2.21 million | 717-665-4508 | \$14.55 million \$12.25 million | 29.6 Yes/Yes Yes | Manheim Central 1846 |
| 25 | PENN TWP. , YORK CO. 20 Wayne Ave. Hanover, PA 17331 | \$14.37 million \$6.19 million | 717-632-7366 www.pennntp.com | \$16.23 million \$17.23 million | 12.8 Yes/Yes Yes | South Western 1880 |

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.CPBj.com/ListCentral. Surveys available at www.CPBjSurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Alaine Keisling



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Nonprofit wish list

Listed randomly

| Rank | Organization Address Website | Donation contact Email Phone Twitter handle | 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 | UNITED METHODIST HOME FOR CHILDREN INC. 5120 Simpson Ferry Road Mechanicsburg, PA 17050-3627 www.umhcservices.org | Sue Stuart info@umhcservices.com 717-766-7652 | \$25, \$50, \$100 Visa gift cards for emergencies, special occasions, movies and technology; \$20 cards for local services such as food, gas and recreational venues | Kim Hanford info@umhcservices.com DNR | 130/12 63/26 Lower Allen Twp. 1917 | Human services; residential care for children and youth |
| 2 | VNA OF HANOVER & SPRING GROVE INC. 440 Madison St Hanover, PA 17331 www.vnahanover.org | Bryan S. Warner 717-637-1227, 800-422-3197 | Gift cards | Teresa Lawyer tlawyer@vnahanover.org Veterans and others, both men and women, over 18 to visit patients; respite care for families | 1,953/97 62/47 Hanover 1909 | Home health care, palliative care, personal home care, hospice |
| 3 | HOPE WITHIN MINISTRIES 4748 E. Harrisburg Pike Elizabethtown, PA 17022 www.hopewithin.org | Donita M. Sturges donita.sturges@hopewithin.org 717-367-9797 | Financial gifts; AC Moore, Staples or Giant gift cards; stamps; copy paper; non-expired glucose test strips; Keurig K coffee and herbal tea cups for volunteers | DNR | 425/45 1/9 Londonderry Twp. 2006 | Faith-based ministry that offers free primary health care services to residents of Dauphin and Lancaster counties |
| 4 | SALVATION ARMY HARRISBURG CAPITAL CITY REGION 1122 Green St., P.O. Box 61798 Harrisburg, PA 17106-1798 www.salvationarmyharrisburg.org | Kathy Anderson-Martin kathy.anderson-martin@use.salvationarmy.org 717-233-6755 | 10 multi-dimensional microphones for PA system; reusable divided lunch trays and beverage cups for breakfast program; ice machine; 2-3 shelved rolling carts; Christmas toys for children in need | Kathy Anderson-Martin kathy.anderson-martin@use.salvationarmy.org Assist with food pantry re-stocking, client in-take for Christmas assistance applications, kettle bell-ringing; mail letters and miscellaneous tasks | DNR/DNR 19/5 Harrisburg 1885 | Basic needs assistance; food, clothing utilities and breakfast feeding program; Pathway of Hope self-sufficiency mentoring; children and youth programs; emergency disaster; spiritual ministries |
| 5 | FAIR HOUSING COUNCIL OF THE CAPITAL REGION INC. 2100 N. Sixth St Harrisburg, PA 17110 www.pafairhousing.org | Malvin T. Johnson mh@comcast.net 717-238-9540 | DNR | Malvin T. Johnson mh@comcast.net Office volunteers, board members and attorneys | 1,590/0 0/4 Harrisburg 1973 | Housing counseling agency; landlord tenant financial literacy; homebuyer education; financial counseling |
| 6 | COMMUNITY ACTION PROGRAM CHILD CARE 601 S. Queen St., P.O. Box 599 Lancaster, PA 17603 www.capanc.org | Cassey R. Buchta atoutman@capanc.org 717-299-7388, ext. 3015 | 8 1/2 x 11 inch copy paper; Post-it Notes; black and blue pens; 6 1/2 x 3 1/2 and letter-size envelopes; masking, Scotch and painter's tape; manila folders; permanent, dry erase and washable markers | DNR | 90/6 24/2 Lancaster DNR | Assists primarily low-income families in Lancaster with children ages 6 weeks to 5 years |
| 7 | KIDNEY FOUNDATION OF CENTRAL PA 1500 Paxton St., Suite 101 Harrisburg, PA 17104-2633 www.kfdp.org | Joan Line info@kfdp.org 717-652-8123, 800-762-6202 | Laptop computer for Camp Kyndie; arts and craft supplies for camp (construction paper, markers); gift certificates to local attractions and restaurants; grocery gift cards for dialysis patients | Tina Fomstrom info@kfdp.org Help with special events; office support with mailings | 3,500/25 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 |
| 8 | SOUTH CENTRAL PA SICKLE CELL COUNCIL 2000 Linglestown Road, Suite 103 Harrisburg, PA 17110 www.scpsc.org | Judy Chandler findacure@scpsc.org 717-234-3358 | #10 EasyClose privacy tint envelopes, 1" x 2 5/8" white Avery inject address labels, 8 1/2 x 11 copy paper 96 bright | Judy Chandler jchandler@scpsc.org Clerical work, event duties | 122/17 3/0 DNR 1994 | Providing support to clients, families and caregivers affected by sickle cell disease through advocacy, public awareness, intervention and education |
| 9 | THE VISTA SCHOOL 1021 Springboard Drive Hershey, PA 17033 www.thevistaschool.org | Alexis Kern akern@thevistaschool.org 717-583-5102 | Vans, exercise equipment, adapted bikes, video game chairs, flat-screen TVs, Disney DVDs, kitchenware, Kubota B Series tractor with attachments, Toro power broom, pull-behind cart for a Polaris UTV | Linda Whipple Special events, assisting with the maintenance of residential homes for adults with autism | 135/DNR 260/5 Derry Twp. 2002 | Licensed private school for children and families living with autism in Central Pennsylvania |
| 10 | SPIRITRUST LUTHERAN 1050 Pennsylvania Ave. York, PA 17404 www.spiritrustlutheran.org | Glenn D. Miller foundation@spiritrustlutheran.org 717-854-3971, 888-404-3500 | Laptops, calculators, copier paper, #10 white envelopes, pens; domestic abuse programs: projector, DVD player, speakers; hospice: incontinence supplies; red, white and blue yam; bathing, stuffing | Sherry Fair sfair@spiritrustlutheran.org Friendly visitors in our Chambersburg, Gettysburg, Hanover, Shrewsbury, York senior living villages; drivers to take local residents to appointments | 21,182/5,650 896/475 York 1951 | Residential living for seniors, home care and hospice services, VITA, financial education and coaching, counseling, several volunteer-based programs |
| 11 | BRETHREN VILLAGE RETIREMENT COMMUNITY 3001 Litzke Pike, P.O. Box 5093 Lancaster, PA 17606-5093 www.bv.org | Tara M. Ober tober@bv.org 717-569-2657, 800-367-9899 | Two gazebos for our affordable housing buildings, low-air-lux mattress, whisper glide bench swing, wheelchair scale | Ed Rasmuson erasmuson@bv.org DNR | 1,050/DNR 276/209 Manheim Twp. 1897 | Provides a continuum of services and Christ-like care to support the aging process |
| 12 | GRACEFUL ACRES INC. P.O. Box 403 Halifax, PA 170032 www.gracefulacres.org | Jon Mattis 717-215-1768 | Training reins, English or western boots, Horse Health Joint Combo, Conklin probiotic, Wintec English saddle with interchangeable gullets, western saddle, Abetta synthetic full quarter bars | DNR | 35/DNR 1/0 DNR 2012 | Therapeutic riding program for children and young adults |
| 13 | JEWISH HOME OF GREATER HARRISBURG INC. DBA THE CAMPUS 4000 Linglestown Road Harrisburg, PA 17112 www.jewishhomeharrisburg.org | Ann Myers amyers@jgh.org 717-657-0700 | iPads, DVD players, induction warmers, Netflix subscription, patio furniture cushions, outdoor benches, security camera, gas fireplace for lobby | Jessica Finknbinder jfinknbinder@jgh.org DNR | 205/30 46/3 Lower Paxton Twp. 1977 | Nursing home, personal care home, continuing-care retirement facility and independent living all on one campus; therapy offered for all levels. |
| 14 | CHILD CARE CONSULTANTS INC. 29 N. Duke St. York, PA 17401-1229 www.childcareconsultants.org | Kristen Miller info@childcareconsultants.org 717-854-2273, 800-864-4925 | Fiction and non-fiction books for children 0-14; school supplies; laminator for educational materials; health and safety supplies, first aid kits, smoke detectors, safety gates | Kristen Miller info@childcareconsultants.org Readers for child care programs; business and community leaders to share knowledge on running small businesses with family providers | 20,000/15 46/3 York 1988 | Child care resource and referral agency for parents, employers and child care providers; oversees the Child Care Works and Keystone Stars programs |
| 15 | STEAM INTO HISTORY INC. 2 W. Main St., P.O. Box 128 New Freedom, PA 17349 www.steamintohistory.com | Debra Dwyer Beshore info@steamintohistory.com 717-942-2370 | 6-8 ft. plastic folding tables; bottled water; copy paper and card stock, 8 1/2 x 11, 11 x 17; manila file folders; Post-it Notes; writing tablets; paper products; cookies; china tea cups and saucers | P. Alex Homenan info@steamintohistory.com Flaggers, model train attendants and clerks for the gift shop | 15,000/50 4/14 New Freedom 2013 | A train attraction with a steam and diesel locomotive in southern York County along the York County Rail Trail |
| 16 | CHILDREN'S AID SOCIETY SOUTHERN PA 343 Lincoln Way W. New Oxford, PA 17350 www.cassd.org | Jan Zeigler and Eric M. Chase zeigler@casd.org 717-624-4461 | Flooring and area rugs for crisis nursery, flooring for art therapy rooms, iPads/electronic notebooks for therapists, children's books, copier paper, art supplies, unwrapped children's gifts | Jan Zeigler zeigje@casd.org Volunteers to play with young children in a nursery; to manage God's Closet, a children's clothing bank; and to work in a center auxiliary in York | 3,900/200 35/15 New Oxford 1913 | Crisis nursery for child-abuse prevention, art and play therapy, child centered counseling, parent support groups, family advocacy and 24-hour hotline |
| 17 | SUSQUEHANNA CONFERENCE OF THE UNITED METHODIST CHURCH DBA MISSION CENTRAL 5 Pleasant View Drive Mechanicsburg, PA 17050 www.missioncentral.org | Ray Harden missioncentral@sumsc.org 717-766-1533 | Commercial warehouse shrink wrap machine to shrink wrap pallets | John Mullan missioncentral@sumsc.org Gardener to care for small peace garden, as well as small trees, shrubs, and perennials; janitor to clean bathrooms and kitchen twice a week | 2.15 million/7,900 4/3 Silver Spring Twp. 2002 | Mission warehouse connecting resources to human need locally, nationally and globally |
| 18 | HUMANE SOCIETY OF HARRISBURG AREA INC. 7790 Grayson Road Harrisburg, PA 17111 www.humanesocietyhb.org | Kristi Ehrhart kristie@humanesocietyhb.org 717-564-3320 | Canned pet food, sensitive stomach cat food, peanut butter, non-clumping cat litter, small litter pans, Kong and Nylabone toys, cardboard cat scratchers, cat and dog pill pockets, salt licks | Nancy Valdez nancy@humanesocietyhb.org Paper towels, laundry detergent, unscented bleach, brooms, garbage bags, hand soap, Windex, Clorox wipes, white copy paper, gift cards | DNR/200 30/10 Swatara Twp. 1911 | Assists animals and the community |
| 19 | THE ARC OF CUMBERLAND & PERRY COUNTIES AKA CPARC 71 Ashland Ave. Carlisle, PA 17013-3437 www.cparc.org | Anne Couldridge acouldridge@cparc.org 717-249-2611 | Paint and supplies, gardening tools, living room furniture, shelving units, spillage pans, binders, craft materials/art supplies, vinyl chairs with arms, vacuums, desks, desk chairs, game gift cards | Adrienne Williams awilliams@cparc.org Yard work, window cleaning, painting/staining, snow removal, playing games or spending time with individuals | 2,000/26 325/89 Carlisle 1953 | Provides support, training and opportunities to people with intellectual disabilities and their families |
| 20 | COMPASS MARK INC. 630 Janet Ave. Lancaster, PA 17601 www.compassmark.org | Phyllis Spencer spencer@compassmark.org 717-299-2831 | Gift cards to purchase incentives for youth education programs, 30 or more teddy bears for elementary LionsQuest students, gas cards for volunteers | Desiree Weber dweber@compassmark.org Youth mentoring and leadership development after-school/office/clerical; assemble curriculum supplies and activities | 17,000/35 14/12 Manheim Twp. 1966 | Provides substance abuse and gambling education, youth development, addiction information and referral services. |
| 21 | ART ASSOCIATION OF HARRISBURG 21 N. Front St. Harrisburg, PA 17101 www.artassooofhb.com | Carrie Wissler-Thomas carrie@artassooofhb.com 717-236-1432 | Cherry wood credenza | Carrie Wissler-Thomas carrie@artassooofhb.com Volunteers to assist with Bal Masque, the annual major fundraiser | 800/DNR 1/5 Harrisburg 1926 | Nonprofit art school and gallery, with 10 in-house exhibitions, 60 community shows, art classes for youth, adults, sales gallery |
| 22 | BIG BROTHERS BIG SISTERS OF THE CAPITAL REGION INC. 1500 N. Second St., Suite H Harrisburg, PA 17102-2528 www.capbig.org | Megan Halpin msimon@capbig.org 717-236-0199 | Projectors; laptops; crayons and activity books match bag supplies; gift certificates and coupons | Meaghan Maher mmaher@capbig.org Mentors, especially male mentors | 664/787 18/8 Harrisburg 1981 | Provides children facing adversity with strong and enduring, professionally supported one-to-one relationships that change their lives for the better |
| 23 | MARKET SQUARE CONCERTS 225 Market St., P.O. Box 1292 Harrisburg, PA 17108 www.marketsquareconcerts.org | Darlene Richter info@marketsquareconcerts.org 717-221-9599 | DSLR camera, printer paper, size 10 envelopes, Apple desktop computer, monetary donations, CD storage, monetary | Darlene Richter ushers for concerts, stage hands for concerts, person help to display event posters and flyers in the community | DNR/DNR 0/3 Harrisburg 1982 | Presents classical chamber music concerts |
| 24 | VISION RESOURCES OF CENTRAL PENNSYLVANIA 1130 S. 19th St. Harrisburg, PA 17104-2912 www.vroccp.org | Paul Zavinsky pzavinsky@vroccp.org 717-238-2531 | Gift cards; canned drinks, chips or candy for vending machine; leaf vacuum; new MP3 player/recorder; professional headphones | Cheryl Cuddy ccuddy@vroccp.org Volunteer readers for radio reading service; groups for special projects; special skills volunteers | 14,911/192 11/62 Harrisburg 1921 | Services for individuals who are blind or visually impaired; employment for individuals with all disabilities |
| 25 | CATHOLIC CHARITIES OF THE DIOCESE OF HARRISBURG PA INC. 4800 Union Deposit Road Harrisburg, PA 17111-3710 www.cchbg.org | Christopher P. Meehan cmeehan@chbg.org 717-657-4804 | Personal care products, diapers/baby supplies, cleaning supplies, paper products, laundry supplies, furniture, clothing, gift cards (Walmart, Giant, Target, etc). | Christopher P. Meehan cmeehan@chbg.org Planning committees for special events (golf, 5K, gala), working at homeless shelter or maternity home | 3,537/DNR 70/87 Lower Paxton Twp. 1938 | Provides health/human services to those in need, regardless of religious preference or ability to pay |

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 or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJournal.com/surveys; follow @CPBJListCentral on Twitter. Published Oct. 21, 2016.

Researched by Alaine Keisling

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3.9.17

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5.24.17

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6.26.17

CENTRAL PENN BUSINESS JOURNAL'S WOMEN of INFLUENCE

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7.18.17

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CENTRAL PENN BUSINESS JOURNAL

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8.9.17

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9.13.17

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This program celebrates Central Pennsylvania's top executives who contribute to the success of the midstate's economic growth. NOMINATIONS BEGIN IN MARCH

9.25.17

TOP 50 FASTEST GROWING COMPANIES 2017

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10.2.17

40 FORTY UNDER 40

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11.6.17

2017 BUSINESS of the Year

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11.30.17

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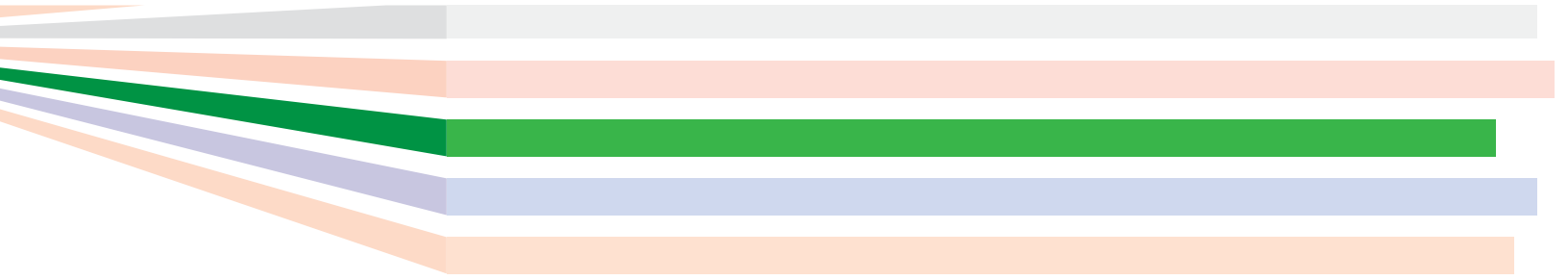
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CHAPTER 11

OFFICE MANAGEMENT

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Always Lancaster

FELINE FRIENDLY

Letting cats loose in a glass studio sounds about as smart as letting a bull into a china shop. But three felines have long greeted customers at Art & Glassworks of Lancaster, with surprisingly few casualties to the shop's fragile merchandise.

Effie, Morris and Mickey belong to store owner Karen Meacham. She is one of the midstate's many small-business owners making Take Your Pet to Work Day an everyday event. About 8 percent of companies nationwide let employees bring their Fidos and Fluffys to work, according to a 2015 survey by the Society for Human Resource Management. That statistic doesn't include small shops like Art & Glassworks, where owners often let their pets tag along for the sake of convenience.

But several internationally known giants like Amazon and Google also offer pet-friendly policies as a means to attract talent, especially millennials. Pets can decrease stress, according to some studies, and encourage employees to work longer hours.

Experts caution anyone thinking of opening their office to workers' furry children to make sure the animals get along with each other and don't disturb anyone who might be afraid of or allergic to them. Those issues arise periodically at the glass shop, with customers occasionally turning tail when they see a cat napping in the window, said Jackie Kissel, a longtime employee. For the most part, though, people, including Kissel, enjoy the company of the store's three furry workers. "They're wonderful," she said.

— Jennifer Wentz

Effie is one of three shop cats residing full-time at Art & Glassworks, a stained glass studio and shop in the 300 block of North Queen Street in Lancaster.

PHOTO/AMY SPANGLER

Commercial cleaners and maintenance companies

Ranked by local employees

| Rank | Prev. rank | Company Address | Local employees F-T/P-T | Top local executive Title | Website Phone | Sq. footage cleaned # residential dwellings % of business: comm./res. | Area covered | Local/total locations Headquarters Year established locally | Services offered |
|------|------------|---|-------------------------|--------------------------------------|--|---|---|---|---|
| 1 | 1 | CLEANTEAM BUILDING SERVICES INC. 651 Market St. Lemoyne, PA 17043 | 200 50/150 | Bruce Schwartz President | www.getcleanteam.com 717-763-7444 | DNR DNR 100%/0% | Lancaster, York, Dauphin, Cumberland, Franklin and Lebanon | 2/4 Lemoyne 1985 | Full-service commercial, industrial, educational and institutional janitorial |
| 2 | 2 | AMES JANITORIAL SERVICES INC. 240 Hinkle Road Annville, PA 17003-8877 | 95 70/25 | Mark M. Cheyney President and CEO | www.ameservices.com 717-838-8387 | 6.55 million 165 95%/5% | Berks, Cumberland, Dauphin, Lancaster, Lebanon and York; Delaware, Maryland and West Virginia | 1/1 S. Londonderry Twp. 1987 | Commercial, residential and special cleaning services |
| 3 | 3 | ALLIED MAINTENANCE SYSTEMS INC. 45 Fairview Road, P.O. Box 450 New Cumberland, PA 17070 | 91 11/80 | Christopher S. Green President | www.alliedmaintenancesystems.com 717-774-5481 | 3.75 million 65 100%/0% | Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry, York | 1/1 Fairview Twp. 1985 | Commercial cleaning services, specialty floor work, pressure washing services, post-construction services |
| 4 | 4 | MAINTENANCE MANAGEMENT INC. 3741 E. Market St. York, PA 17402 | 75 25/50 | Lynn M. Lauer CFO | www.mmiyorkpa.com 717-812-9446 | 2.5 million DNR 100%/0% | Pennsylvania and parts of Delaware, Maryland and New Jersey | 1/1 Springettsbury Twp. 1985 | Janitorial and maintenance programs; construction projects; car detail programs; real estate management consulting |
| 5 | 5 | PERSONALIZED COMMERCIAL CLEANING 780 Eden Road Lancaster, PA 17601 | 54 4/50 | Philip A. Garfinkel Owner | www.personalizedcommercialcleaning.com 717-393-5111 | 1.5 million DNR 100%/0% | Lancaster, Lebanon, York, Dauphin, Chester | 1/1 Manheim Twp. 1997 | Stripping and waxing, office cleaning, carpet cleaning, windows, medical office cleaning, terminal cleaning |
| 6 | 9 | THE GALS CLEANING SERVICE 112 E. Columbia Road Enola, PA 17025 | 36 3/33 | Angela Sara Rose Martin Owner | www.thegalscleaningservice.com 717-645-9633 | DNR DNR 98%/2% | Dauphin, Cumberland and York | 1/1 E. Pennsboro Twp. 2010 | Specializes in after-hours cleaning services, including regular cleaning, flooring and carpets |
| 7 | 7 | WESLEY ENTERPRISES INC. DBA MAID TO PERFECTION OF YORK COUNTY 1579 Rodney Road York, PA 17408-9716 | 18 2/16 | Ronald C. Wesley II CEO | www.mtpmaid.com/yorkpa 717-757-5300 888-624-3872 | 610,000 275 42%/58% | 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 |
| 8 | NR | EASTERN MOBILE WASH LLC 4750 E. Harrisburg Pike, P.O. Box 124 Elizabethtown, PA 17022-9004 | 15 7/8 | Glen Bootay President | www.easternmobilewash.com 717-361-0801 | DNR DNR DNR/DNR | DNR | 1/1 Londonderry Twp. 1993 | Commercial and residential pressure washing; waste hauler support |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of commercial cleaners and maintenance companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 30, 2016.**

Researched by Alaine Keisling

Property Managers HANDBOOK 2017

Your tool for smarter property management

Sponsored by: **SERVICE1st** FIRE & WATER

A marketing supplement to: **CENTRAL PENN BUSINESS JOURNAL**

Compiled and produced by the Central Penn Business Journal, *Property Managers Handbook* is targeted to commercial and residential property managers, facilities managers, operations managers and owners as an easy-to-use, digest-sized resource book of reliable service and product suppliers.

What's Included...

- **Business Directory**—Includes selected contractors, trades, suppliers and consultants. Listed alphabetically within categories, advertisers stand out, providing property managers with quick, easy-to-access solutions.
- **The List**—The biggest commercial property managers in Central Pennsylvania.
- **Reference Section**—Useful telephone numbers, property management courses and associations.
- **Emergency Resources**—Crisis telephone numbers and online links.
- **Editorial**—Articles that tackle key issues for today's property managers. Each identifies the challenge, recommends solutions and highlights local resources.
- **Category Index**

Ad Reservations Due: November 11, 2017
Publication Date: December 29, 2017

Contact **Shaun McCoach** at 717-323-5204 or shaunm@cpbj.com for more information.

CENTRAL PENN BUSINESS JOURNAL
WWW.CPBJ.COM

Commercial printers

Ranked by local commercial-printing revenue

| Rank | Prev. Rank | Company Address | Local commercial-printing/ total revenue | Top local executive Title | Website Phone | % of bus. printing/ copies/other Electronic files? Pickup/delivery | F-T/P-T employees Headquarters Year established locally | Specialties |
|------|------------|--|---|---|---|---|--|---|
| 1 | 1 | FRY COMMUNICATIONS INC. 800 W. Church Road Mechanicsburg, PA 17055-3179 | \$212 million \$212 million | Henry Fry Chairman | www.frycomm.com 717-766-0211 800-334-1429 | 95%/0%/5% Yes NA | 1,029/8 Silver Spring Twp. 1934 | Magazines, catalogs, directories, journals, direct mail, high-end decorated magazine covers |
| 2 | 2 | INTELLIGENCER PRINTING CO. 330 Eden Road Lancaster, PA 17601 | \$26.58 million \$26.58 million | Robert A. Mason President and CEO | www.intelprinting.com 717-291-3100 800-233-0107 | 93%/0%/7% Yes Mid-Atlantic states | 117/1 Manheim Twp. 1794 | Annual reports, brochures, booklets, magazines, colleges and universities literature, direct mail, inserts, digital printing services |
| 3 | 3 | PEMCO PRINTING CO. LLC 2100 State Road Lancaster, PA 17601 | \$13 million DNR | William McGorty Vice president | www.pemcor.com 717-898-1555 800-735-1555 | 100%/0%/0% Yes Mid-Atlantic | 100/15 W. Conshohocken, Montgomery Co. DNR | General commercial printing, digital printing, direct mail, marketing services |
| 4 | 4 | TEX VISIONS LLC 10 Pine Hill Drive Carlisle, PA 17013 | \$6.5 million \$6.5 million | Marcel Ruhland CEO | www.texvisions.com 717-249-3273 877-503-5247 | 100%/0%/0% Yes | 65/20 Carlisle 2004 | Advertising flags and banners, signs, trade-show displays, tents, tablecloths, feather flags, backdrops, fence wraps, umbrellas, car flags |
| 5 | 5 | WM ENTERPRISES INC. DBA GRAPHTECH 1310 Crooked Hill Road Harrisburg, PA 17110 | \$5.43 million \$5.43 million | Jon R. Williams President | www.thinkgraphtech.com 717-238-5751 | 100%/0%/0% Yes Harrisburg, Hershey, Lancaster, Carlisle | 36/4 Susquehanna Twp. 1992 | Magazines, brochures, catalogs, directories, flyers, newsletters, programs |
| 6 | 9 | TRIANGLE PRESS INC. 6720 Allentown Blvd. Harrisburg, PA 17112-3375 | \$2.74 million \$2.74 million | Adrienne Camasta Kihm CEO, co-owner and art director | www.trianglepress.net 717-541-9315 | 100%/0%/0% Yes Primarily within a 25-mile radius | 21/3 Lower Paxton Twp. 1922 | Brochures, magazines, catalogs, newsletters, flyers, annual reports, directories, books, pocket folders, stationery, mailers, envelopes, postcards, foil-stamped bags and boxes |
| 7 | 6 | INTEGRA GRAPHIX INC. 160 Koser Road Lititz, PA 17543 | \$2.7 million \$3 million | Larry C. Hess President | www.integrasynergy.com 717-626-7895 | 90%/0%/10% Yes Within 100 miles of Lancaster | 5/4 Manheim Twp. 2005 | Design services; prints magazines, catalogs, books, directories, brochures, banners and signs; direct-mail services |
| 8 | 8 | ART COMMUNICATION SYSTEMS INC. 1340 N. 17th St. Harrisburg, PA 17103 | \$2.3 million \$3.3 million | Park L. Cook President and owner | www.artcomsys.com 717-232-0144 800-336-2522 | 83%/9%/8% Yes Central Pennsylvania | 28/3 Harrisburg 1982 | Magazines, newsletters, brochures, membership directories |
| 9 | 7 | DAVID A. SMITH PRINTING INC. 742 S. 22nd St. Harrisburg, PA 17104 | \$2.29 million \$3.76 million | David A. Smith CEO | www.dasprint.com 717-564-3719 800-564-3117 | 68%/12%/20% Yes 25-mile radius of Harrisburg | 27/3 Harrisburg 1967 | Catalogs, programs, specialty box wraps, directories, promotional mailing pieces, letterheads, digital envelopes, digital and conventional, promotional items |
| 10 | 10 | H&H GRAPHICS INC. 854 N. Prince St. Lancaster, PA 17603 | \$2.13 million \$5.32 million | Mary Kohler President and CEO | www.thehandgroup.com 717-393-3941 866-338-7569 | 40%/40%/20% Yes Lancaster, Dauphin, Cumberland counties, Philadelphia area | 34/6 Lancaster 1972 | Full service |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of commercial printers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published March 4, 2016.**

Researched by Elaine Keisling

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 | \$2.79 million \$3.35 million | James M. Marshall VP and plant manager 717-763-7387 800-233-1055 | Yes Yes Greater Harrisburg area | 17/3 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 | H&H GRAPHICS INC. 854 N. Prince St. Lancaster, PA 17603 www.thehandgroup.com | \$2.1 million \$5.32 million | Mary Kohler President and CEO 717-393-3941 866-338-7569 | Yes Yes Lancaster, Dauphin, Cumberland counties, Philadelphia area | 34/6 Full-service, color and black and white | 2/2 Lancaster 1972 | Print, signs and marketing support |
| 3 | 3 | ART COMMUNICATION SYSTEMS INC. 1340 N. 17th St. Harrisburg, PA 17103 www.artcomsys.com | \$1 million \$3.3 million | Park L. Cook President and owner 717-232-0144 800-336-2522 | Yes Yes Central Pennsylvania | 28/3 DNR | 2/2 Harrisburg 1982 | Full-service commercial printer, including design services, computer-to-plate pre- press, four-color process; multicolor and single-color printing |
| 4 | 4 | PRINT WORKS ON DEMAND INC. 5630 Allentown Blvd., P.O. Box 6314 Harrisburg, PA 17112 www.printworksod.com | \$743,000 \$965,000 | Glenn R. Young Jr. President 717-545-5215 | Yes Yes Central Pennsylvania | 6/3 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 | On-demand full-service digital and commercial print company |
| 5 | 5 | DOCUSCAN USA INC. 3265 Farmtrail Road York, PA 17406-5602 www.docuscanusa.com | \$552,500 \$26 million | Paul V. Kilker President and CEO 717-846-8886 | Yes Yes Within 100 miles of York | 12/2 Disaster recovery, black-and-white and color copies and printing | 1/9 Manchester Twp. 1988 | Technical information mgt. services, including technical writing and illustrations, database mgt., computer-based training and Internet hosting |
| 6 | 6 | DAVID A. SMITH PRINTING INC. 742 S. 22nd St. Harrisburg, PA 17104 www.dasprint.com | \$451,108 \$3.76 million | David A. Smith CEO 717-564-3719 800-564-3117 | Yes Yes 25-mile radius of Harrisburg | 27/3 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 |
| 7 | NR | WEAVER ASSOCIATES INC. 753 Rosemont Drive Lititz, PA 17543 www.weaverassociatesinc.com | \$319,500 \$2.9 million | Ronald Weaver President 717-394-5009 | Yes Yes Central Pennsylvania | 12/0 Black-and-white digital; color digital | 1/1 Manheim Twp. 1999 | Business to business sales of printers, MFPs, copiers, toner supplies, paper, printing, laptops and servers |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of copy-service providers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. **Published online.**

Researched by Elaine Keisling

Document-management providers

Ranked by local document-management revenue

| Rank | Prev. rank | Company Address | 2015 total local document-mgt. revenue Service/product revenue | Top local executive Title | Website Phone | F-T/P-T local employees Document-mgt. products sold | Local/total locations Headquarters Year established locally | Document-mgt. services provided |
|------|------------|---|---|--|---|---|---|--|
| 1 | 1 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$21.41 million \$12.73 million \$8.68 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128/5 Sharp, Kyocera, Konica Minolta, Lexmark, HP MFPs, Canon scanners, KIP wide-format printers, Hyland Onbase ECM, RISO duplicators, Duplo and Tec Lighting finishers, Muratec fax | 4/6 Lower Swatara Twp. 1940 | Electronic content mgt.; managed print, document storage, shredding, quick-print, scanning and managed network services; network integration, help desk |
| 2 | 2 | KEYMARK IMR INC. DBA KEYMARK 1104 Fernwood Ave. Camp Hill, PA 17011 | \$4.69 million \$0 \$4.69 million | Jim Wanner Chief expectations officer | www.keymarkinc.com 717-364-3700 866-494-0500 | 14/0 OnBase by Hyland, DocuWare, AnyDoc, Forms InMotion, Kofax, Kapow, Full Court, Kodak, Fujitsu | 14/130 Lower Allen Twp. 1995 | Document, workflow and case management; accounts payable and mailroom automation; specializing in financial services, government, health care, insurance, and commercial enterprises |
| 3 | 3 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$4 million \$2 million \$2 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50/1 Electronic filing systems, workflow analysis, computer programming | 2/2 York Twp. 1981 | Document scanning, workflow analysis, computer programming |
| 4 | 4 | IMR DIGITAL LLC 1104 Fernwood Ave., Suite 401 Camp Hill, PA 17011 | \$1.65 million \$1.65 million \$0 | David Buttgeriet VP of business process and conversion operations | www.imrdigital.com 570-459-2213 800-582-6319 | 40/0 DNR | 1/3 Hazleton 1981 | Document scanning, backfile/go forward conversion, data capture, aperture card conversion, microfilm processing, business process outsourcing, automated mailroom, ap automation |
| 5 | 5 | DOCUSCAN USA INC. 3265 Farmtrail Road York, PA 17406-5602 | \$1.3 million \$650,000 \$650,000 | Paul V. Kilker President and CEO | www.docuscanusa.com 717-846-8886 | 12/2 Laserfiche ECM Solution System software | 1/9 Manchester Twp. 1988 | Document scanning, oversized engineering scanning, database mgmt. software systems, CD/DVD replication, shredding, digital file conversion and transfer, and film and fiche scanning |
| 6 | 6 | ELA GROUP INC. DBA ELA TECHNOLOGIES 743 S. Broad St. Lititz, PA 17543 | \$13,491 \$10,941 \$2,550 | Grant W. Hummer PE President | www.elatechnologies.com 717-626-7271 | 4/0 Laserfiche Software Suite and system maintenance | 1/2 Lititz 2010 | Scanning and software-configuration services |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of document-management providers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published March 4, 2016.

Researched by Alaine Keisling

COUNTY REPORT: Lancaster/Lebanon 2017



Since we live, work and play in Central Pennsylvania, we might think that we know everything there is to know about Lancaster and Lebanon Counties. In reality, the counties are more than just the Amish community and bologna. Lancaster and Lebanon are fertile ground to new and expanding businesses including large-scale manufacturers and locally-based small businesses.

Ad Space Reservation: **June 23, 2017**

Publication Date: **August 4, 2017**

CENTRAL PENN.
BUSINESS JOURNAL

Contact Shaun McCoach at 717-236-4300 or email shaunm@cpbj.com for more information.



Executive recruiters

Ranked by number of F-T local employees

| Rank | Prev. rank | Company Address | F-T local employees | Top local executive Title | Website Phone | 2015 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 | 60 | Thomas E. Readdy President and CEO | www.tpgworks.com 717-721-4005 | \$34.13 million \$34.13 million DNR | DNR | 10/10 Ephrata 1993 | Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services |
| 2 | 2 | SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033 | 40 | Susan Graham President | www.susangconsulting.com 717-533-4470 | \$3.2 million \$3.2 million Flat fee | Health care, manufacturing, retail, commercial, private industry | 1/1 Derry Twp. 2006 | Information technology staffing, direct placement, recruiting and project management |
| 3 | NR | CHARTWELL STAFFING SERVICES INC. 245 Centerville Road Lancaster, PA 17603 | 40 | Tracy Kidan President | www.chartwellstaff.com 717-370-7003 855-782-3372 | \$10.37 million \$214.51 million DNR | DNR | 4/41 E. Hempfield Twp. 2011 | Staffing |
| 4 | 3 | JFC PRO TEMPS INC. DBA JFC GLOBAL 1520 Market St. Camp Hill, PA 17011-4815 | 20 | Linda A. Carchidi President | www.jfcglobal.com 717-761-8095 888-532-5627 | \$7.09 million \$7.09 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 |
| 5 | 4 | ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111 | 12 | Deborah A. Abel President | www.abelpersonnel.com 717-561-2222 888-223-5562 | \$9.5 million \$9.5 million 20-25% first-year salary | Government and government contracting, call centers, manufacturing, nonprofits | 2/2 Swatara Twp. 1969 | Full-service staffing and recruiting firm with a focus on office and professional staffing |
| 6 | NR | THE WALLACE GROUP LLC 1227 N. Third St. Harrisburg, PA 17102-2027 | 4 | Robert M. Wallace SPHR President and CEO | www.thewallacegroup.com 717-232-2174 | \$200,000 \$200,000 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 |
| 7 | 5 | CNESTA GROUP LLC 27 E. Main St., P.O. Box 616 New Bloomfield, PA 17068 | 1 | Joseph K. Fitzpatrick Managing partner | www.cnestagroup.com 717-582-8669 | \$212,006 \$597,845 25-30% first-year salary and bonus; multi-search and Vistage member discount | HR, finance, operations, sales and marketing, engineering and general management | 1/3 Bloomfield 2013 | Search, coaching, OD and talent acquisition in operations, finance, sales and marketing; broad leadership; all HR disciplines |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Nov. 11, 2016.**

Researched by Alaine Kesling

Staffing firms

Ranked by local revenue

| Rank | Prev. Rank | Company Address | 2015 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 | PERFORMANCE GROUP INC. 22 W. Main St. Ephrata, PA 17522-2009 | \$34.13 million | Thomas E. Readdy President and CEO | www.tpgworks.com 717-721-4005 | Vacation and holidays, health insurance, debit-card pay system, 401(k) contributions | 60/DNR 85% industrial, 5% clerical, 5% technical, 3% human resources outsourcing, 2% professional | 10/10 Ephrata 1993 | Managed staffing, temps or temps-to-hire, engineering, recruitment, training, payroll and employment services |
| 2 | 2 | JFC PRO TEMPS INC. DBA JFC WORKFORCE 1520 Market St. Camp Hill, PA 17011-4815 | \$23.16 million | Linda A. Carchidi President | www.jfcglobal.com 717-761-8095 888-532-5627 | Vacation pay, holiday pay, 401(k), scholarships, employee-discount program, discounted health insurance | 52/52 35% light industrial, 32% clerical, 9% professional, 11% skilled trades, 6% technical, 5% medical, 2% other | 6/6 Camp Hill 1982 | Recruiting organization specializing in office support and skilled trades placement; contract, temporary or direct hire |
| 3 | NR | CHARTWELL STAFFING SERVICES INC. 245 Centerville Road Lancaster, PA 17603 | \$10.37 million | Tracy Kidan President | www.chartwellstaff.com 717-370-7003 855-782-3372 | DNR | 40/263 DNR | 4/41 E. Hempfield Twp. 2011 | Staffing |
| 4 | 4 | ABEL PERSONNEL INC. 3356 Paxton St., P.O. Box 4038 Harrisburg, PA 17111 | \$9.50 million | Deborah A. Abel President | www.abelpersonnel.com 717-561-2222 888-223-5562 | Holidays, vacation bonus, life insurance, referral incentives, tuition reimburse., resume advice; emp. counseling, clearances and testing; drug testing | 12/12 Professional, customer service, office admin., accounting, HR, data entry, IT, engineering, substitute teachers, nurses | 2/2 Swatara Twp. 1969 | Full-service staffing and recruiting firm with a focus on office and professional staffing |
| 5 | NR | CREDO TECHNOLOGY SOLUTIONS INC. DBA CREDO TECHNICAL STAFFING 110 Sunset Ave. Harrisburg, PA 17112 | \$8.55 million | Jogi Daita CEO | www.credotechsolutions.com 717-657-7015 844-633-9011 | Medical, dental, life and disability, vision, 401(k), vacation, sick time (PTO) | 50/70 100% technical/IT | 1/1 Lower Paxton Twp. 2010 | Technical staffing, IT consulting services |
| 6 | 5 | JFC PRO TEMPS INC. DBA JFC GLOBAL 1520 Market St. Camp Hill, PA 17011-4815 | \$7.09 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 | 20/20 55% professional, 43% technical, 2% other | 6/6 Camp Hill 1992 | Specialized recruiting in accounting, finance, engineering and information technology; contract and direct hire |
| 7 | 7 | SUSAN GRAHAM CONSULTING LLC 111 Cocoa Ave., P.O. Box 625 Hershey, PA 17033 | \$3.20 million | Susan Graham President | www.susangconsulting.com 717-533-4470 | 100% employee-paid health, vision, dental; paid time off, matching simple IRA plan | 40/40 100% information technology/technical | 1/1 Derry Twp. 2006 | Information technology staffing, direct placement, recruiting and project management |
| 8 | 8 | JFC MEDICAL INC. 1520 Market St. Camp Hill, PA 17011-4815 | \$1.72 million | Linda A. Carchidi President | www.jfcmedical.com 717-761-8095 888-532-5627 | Vacation pay, holiday pay, 401(k), employee-discount program, discounted health insurance | 3/3 100% medical | 6/6 Camp Hill 2003 | Clinical and non-clinical medical staffing on a contract and direct-hire basis |
| 9 | 9 | CNESTA GROUP LLC 27 E. Main St., P.O. Box 616 New Bloomfield, PA 17068 | \$212,006 | Joseph K. Fitzpatrick Managing partner | www.cnestagroup.com 717-582-8669 | DNR | 1/2 DNR | 1/3 Bloomfield 2013 | Search, coaching, OD and talent acquisition in operations, finance, sales and marketing; broad leadership; all HR disciplines |
| 10 | NR | THE WALLACE GROUP LLC 1227 N. Third St. Harrisburg, PA 17102-2027 | \$200,000 | Robert M. Wallace President and CEO | www.thewallacegroup.com 717-232-2174 | DNR | 4/5 DNR | 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 staffing firms is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published Nov. 11, 2016.**

Researched by Alaine Kesling

Office-equipment companies

Ranked by local office-equipment revenue

| Rank | Prev. Rank | Company Address | 2015 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 Fulling Mill Road Middletown, PA 17057 | \$16.19 million \$45.36 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128 5 | 42%/50% 0%/8% Both Yes | Printers, copiers, multifunction printers, wide-format scanners, duplicators, folders, binders, shredders | 4/6 Lower Swatara Twp. 1940 | Sharp, HP, Konica-Minolta, Kip, Kyocera, Canon, Bell & Howell, HSM, Riso, MBM |
| 2 | 2 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$13 million \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50 1 | 60%/10% 0%/30% Both Yes | Copy, print, scan and fax systems; software, workflow solutions, managed printer services, 3D printing, wide format and print production | 2/2 York Twp. 1981 | Konica, Kyocera, HP, Barracuda, VMware, MX Logic, OKI |
| 3 | 3 | QUALITY DIGITAL OFFICE SOLUTIONS 2969 Old Tree Drive P.O. Box 7063 Lancaster, PA 17604 | \$4.8 million \$4.8 million | Joseph Patrick McMonagle President | www.qualitydos.com 717-293-1950 866-228-4400 | 20 2 | 85%/0% 10%/5% Both Yes | Color and black-and-white A3 and A4 multifunctional devices and laser printers; document management software; wide-format printers; shredders; facsimile equipment | 1/2 E. Hempfield Twp. 1987 | Kyocera, Xerox, Samsung |
| 4 | 4 | WILLIAM A. FRASER INC. DBA FRASER ADVANCED INFORMATION SYSTEMS 5521 Carlisle Pike Mechanicsburg, PA 17050 | \$3 million \$30 million | Joel Martin Branch sales manager | www.fraser-ais.com 717-766-1126 800-422-8599 | 12 0 | 90%/0% 0%/10% Both Yes | Multifunction printers, copiers, fax machines, desktop/laptop computers, 3D printers, production printers, managed print services, managed IT services | 1/4 West Reading 1971 | Sharp, Canon, Muratec, HP, KIP, 3D Systems |
| 5 | 6 | OFFICE FURNITURE OUTLET 519 N. Franklin St. York, PA 17403 | \$315,000 \$6.3 million | Ronald A. Vestal President | www.offum.com 717-848-2900 800-963-3423 | 4 2 | 5%/90% 5%/0% Both Yes | All | 1/1 York 1976 | All |
| 6 | NR | WEAVER ASSOCIATES INC. 753 Rosemont Drive Lititz, PA 17543 | \$290,500 \$2.9 million | Ronald Weaver President | www.weaverassociatesinc.com 717-394-5009 | 12 0 | 10%/1% 9%/80% Both Yes | 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 The Central Penn Business Journal's list of office-equipment companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published Sept. 30, 2016.**

Researched by Elaine Keisling

Office-furniture dealers

Ranked by local office-furniture sales

| #*52 | Prev. Rank | Company Address | 2015 office-furniture/total revenue | Top local executive %1:3. | (+/-) 1065. | F-T/P-T local % of business: furniture/ supplies/other | New or used? Furniture carried | Local/total locations Headquarters Year established | Product lines carried |
|------|------------|--|-------------------------------------|--|---|--|--|---|--|
| 1 | 1 | CORPORATE FACILITIES INC. DBA CFI 401 E. Winding Hill Road, Suite 110 Mechanicsburg, PA 17050-7625 | \$35.73 million \$74.94 million | David M. Besselman Managing partner for Central Pa. | www.cfi-kill.com 717-234-1234 | 15/0 90%/0% 0%/10% | Both, plus Boomerang Knoll remanufactured Furniture systems, casegoods, tables and conference, seating, ergonomic, K-12, higher education, lounge and reception health care, assisted living | 2/7 Philadelphia 1985 | Knoll, Global Office, Evolve, Global Care, JSI, KI, Krug, Bernhardt, National Office, SitOnIt, Smith Systems, Dauphin, Girsberger, Holly Lutz, Hzy Design, Boomerang |
| 2 | 2 | PHILLIPS OFFICE PRODUCTS INC. DBA PHILLIPS OFFICE SOLUTIONS 501 Fulling Mill Road Middletown, PA 17057 | \$19.27 million \$45.36 million | Peter H. Phillips President | www.buyphillips.com 717-944-0400 800-538-7500 | 128/5 50%/42% 0%/8% | Both, plus remanufactured Systems, seating, casegoods, files, interactive-meeting technologies | 4/6 Lower Swatara Twp. 1940 | Steelcase, Hon, Global |
| 3 | 4 | SUPPLYSOURCE INC. 2400 Gettysburg Road Camp Hill, PA 17011 | \$10.5 million \$20 million | Larry Basile VP of Sales | www.supplysourceinc.com 717-558-0682 800-633-8753 | 15/0 100%/0% 0%/0% | New furniture Cubicles, desks, task and side chairs, waiting room and lounge, sit-to-stand desks, file cabinets, peds, bookcases, white boards, waste receptacles | 2/5 Williamsport, Lycoming Co. 1984 | Herman Miller, Nemschoff, SitOnIt, Global, Versteel, Open Plan, OFS, Right Height Manufacturing, Office To Go, National, Humanscale, Great Openings, Geiger, First Office, Evolve, Egan, American Seating, KI, Palmer Hamilton |
| 4 | 5 | TANNER FURNITURE INC. 7813 Derry St. Harrisburg, PA 17111-5265 | \$8.14 million \$8.14 million | Gary Alan Poffenberger President | www.gotanner.com 717-985-9700 800-251-8437 | 17/15 100%/0% 0%/0% | Both Corporate, education, health care | 2/2 Swatara Twp. 1989 | Hon, Haworth, JSI, Arco Bell, USA Capitol, Amtab, Friant, OFS brands |
| 5 | NR | DATUM FILING SYSTEMS INC. DBA DATUM STORAGE SOLUTIONS 89 Church Road, P.O. Box 355 Emigsville, PA 17318 | \$7.5 million \$25 million | Thomas Potter President | www.datumstorage.com 717-764-6350 800-828-8018 | 125/10 30%/DNR DNR/70% | DNR High-density storage systems, shelving, physical computer security products, mail-room furniture, LAN furniture, wardrobe accessories | 1/2 Manchester Twp. 1992 | DNR |
| 6 | 6 | OFFICE FURNITURE OUTLET 519 N. Franklin St. York, PA 17403 | \$5.67 million \$6.3 million | Ronald A. Vestal President | www.offum.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, Manel, OFM, Office Star Products, Safco, Sandusky-Lee |
| 7 | 7 | GUERNSEY INC. 5040 Louise Drive Mechanicsburg, PA 17055 | \$2.43 million DNR | Robert Chilton President of Pa. operations | www.buyguernsey.com 717-948-5238 888-948-5238 | 70/2 10%/0% 70%/20% | New Office furniture, chairs, workstations | 2/7 Dulles, Va. 2013 | Hon, Global, Safco |
| 8 | 8 | QUALITY COPY PRODUCTS INC. DBA QUALITY DIGITAL OFFICE TECHNOLOGY 2699 S. Queen St. York, PA 17402 | \$2 million \$13 million | Jeffrey K. Poet CEO | www.qualitydot.com 717-741-4894 800-258-9657 | 50/1 10%/60% 0%/30% | New Case goods, panel systems, seating, filing systems | 2/2 York Twp. 1981 | Global, Evolve, Hon, Richelieu, OFS, Coe |
| 9 | NR | SYSTEMS PLUS OFFICE SERVICE INC. 102 W. Franklin St. Steelton, PA 17113 | \$1.2 million \$1.2 million | Troy L. Page Vice president | www.systemsplusoffice.com 717-939-5200 | 15/4 100%/0% 0%/0% | Both Systems furniture, floor-to-ceiling architectural wall, access flooring, health care, seating, lounge, casegoods, storage and filing | 1/1 Steelton 1991 | Trendway, Krug, Sit On It, Ideon, JSI, Feek, Open Plan Systems, The Senator Group, Allemuir, ERG International |

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Researched by Elaine Keisling

Payroll companies

Ranked by W2s issued locally

| Rank | Prev. rank | Company Address | 2015 W2s issued locally % 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 | 1 | PAYTIME INC. 5053 Ritter Road Mechanicsburg, PA 17055 | 68,000 90% | Nathan Patterson President | www.paytimepayroll.com 717-458-0021 800-298-6431 | 26/4 All | All DNR | 1/1 Upper Allen Twp. 1992 | Payroll, HR, time and labor management; ACA management, pay cards, workers' compensation insurance |
| 2 | 2 | WALZ GROUP PC 2929 Litzitz Pike, P.O. Box 5555 Lancaster, PA 17606-5555 | 6,500 7% | Brett H. Tennis CPA President | www.walzgroupcpa.com 717-392-8200 | 44/8 All | PA 175 | 1/1 Manheim Twp. 1978 | Accounting, auditing, tax planning and reporting, succession planning and general business advisory, QuickBooks consulting, outsourced services |
| 3 | NR | SMITH ELLIOTT KEARNS & CO. LLC 55 Wetzel Drive, Suite 1 Hanover, PA 17331 | 5,000 10% | John R. Schnitzer CPA Managing member | www.sek.com 717-637-5915 | 80/15 DNR | DNR DNR | 5/6 Conewago Twp. 1963 | Tax preparation and planning, payroll, financial statement prep, auditing, accounting, estate administration, business valuations, 401(k) admin. |
| 4 | 3 | MILLER BROWN OHM & ASSOCIATES PC 315 Main St. McSherrystown, PA 17344 | 2,290 25% | Tim M. Ohm CPA President | www.mbcopas.com 717-668-8492 | 11/4 York and Adams | PA DNR | 2/2 McSherrystown 1985 | Accounting, tax, payroll, business consulting, QuickBooks |
| 5 | 4 | ACCOUNTING SERVICES OF YORK LLC 3030 E. Market St. York, PA 17402 | 1,710 40% | David L. Riggs President | www.accountingservicesofyork.com 717-757-5482 | 6/1 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 | 5 | SONRISE PAYMASTERS LLC 419 Cumberland St., Suite 1 Lebanon, PA 17402 | 1,410 98% | Beth Kneasel Managing partner and COO | www.paymasterspa.com 717-820-4156 | 1/3 All PA counties | PA, NJ, MD 135 | 1/1 Lebanon 2013 | Payroll processing including electronic depositing of taxes and filing of reports for federal, state and local tax authorities |
| 7 | 6 | DIANA M. REED & ASSOCIATES PC 1505 E. Chocolate Ave. Hershey, PA 17033-1166 | 910 8% | Diana M. Reed CPA President | www.dianamreed.com 717-533-5513 | 11/7 Dauphin, Lebanon, Lancaster, Cumberland, York, Adams | PA and other states 20 full payroll clients; 40 others for payroll-tax services | 1/1 Derry Twp. 1988 | Accounting, bookkeeping and payroll, financial statements, tax planning and returns, reviews, compilations, agreed-upon procedures, nonprofits |

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

The Central Penn Business Journal's list of payroll companies was limited to those doing business in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/Surveys; follow @CPBjListCentral on Twitter. **Published Nov. 11, 2016.**

Researched by Elaine Keisling

Self-storage companies

Ranked by number of local self-storage units

| Rank | Prev. rank | Company Address | Self-storage units | Top local executive Title | Website Phone | 24-hour access? Storage unit sizes | Local/total locations Headquarters Year established locally | Other services available |
|------|------------|--|--------------------|--|---|---|---|--|
| 1 | 1 | INVESTMENT REAL ESTATE LLC DBA MOOVE IN SELF STORAGE 10 Bentzel Mill Road York, PA 17404 | 5,426 | John H. Gilliland President and CEO | www.moovein.com 717-779-0804 | Yes 5x5 to 20x30, outside RV and boat storage | 11/15 Manchester Twp. 1997 | Document storage, packing materials, storage, truck rental |
| 2 | 2 | ARMSTRONG RELOCATION CO. PENNSYLVANIA LLC 1074 E. Main St. Mount Joy, PA 17552-9332 | 1,100 | Mark Brandenburger President | lancaster.armstrongrelocation.com 717-492-4155 800-233-2808 | No 5x7x7 | 1/1 Mount Joy 1981 | Document storage, packing materials, packing services, piano moving, storage |
| 3 | 3 | RSJ HOLDINGS LLC DBA TRINDLE SELF STORAGE 1755 W. Trindle Road Carlisle, PA 17015 | 613 | Steven J. Rose Owner | www.trindleselfstorage.com 717-245-0026 | Yes 5x5, 5x10, 10x10, 10x15, 10x20, 10x30 | 1/DNR S. Middleton Twp. 2012 | Document storage, packing materials |
| 4 | 4 | HIGH PROPERTIES DBA PREMIER SELF STORAGE AT GREENFIELD 170 Independence Court Lancaster, PA 17601 | 544 | Mark C. Fitzgerald DNR | www.premierselfstoragepa.com 717-735-9920 | Yes 5x5; 5x10; 10x10; 10x15; 10x20; 10x30; 5x11; 7x15; 8x10; 8x11; 8x15; 13x10; 15x15; 20x15; 20x20; 35x15; 40x15; 50x15 | 1/1 E. Lampeter Twp. 2009 | Packing materials, storage |
| 5 | NR | U-STOR-IT LP DBA U-STOR-IT SOUTH SELF STORAGE 2786 S. Queen St. Dallastown, PA 17313 | 500 | Morgan Whiteley Owner | www.ustorityork.com 717-741-2202 | Yes 5x5 to 10x30 non-climate and climate-controlled units | 2/2 York Twp. 2004 | Document storage, packing materials, storage |
| 6 | 5 | GREENLIN STORAGE 193 Cedar St. Middletown, PA 17057 | 400 | Doug Gellatly DNR | www.londonderrystorage.com 717-944-8934 | Yes 10x30, 10x20,10x10,5x10,5x5 | DNR/DNR Londonderry Twp. 1997 | Packing materials, storage, truck rental |
| 7 | NR | OAK FLAT LLC DBA ACME STORAGE Oak Flat Road, P.O. Box 361 Newville, PA 17241-0361 | 254 | David R. Hockenberry II Owner | www.acmestorage.com 717-776-6225 | Yes 5x10, 10x10, 10x20, 10x30, 10x40 | 1/1 W. Pennsboro Twp. 1998 | Storage |
| 8 | NR | MATINCHECK ASSOCIATES INC. DBA PA LARGE STORAGE 2912 River Road Middletown, PA 17057 | 19 | Josh Matincheck DNR | www.palargestorage.com 717-944-4709 | Yes 16x50, door opening 14x14 | 1/1 Londonderry Twp. 2006 | DNR |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of self-storage companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/Surveys; follow @CPBjListCentral on Twitter. **Published July 15, 2016.**

Researched by Elaine Keisling

Security-systems companies

Ranked by number of full-time equivalent local security employees

| Rank | Prev. rank | Company Address | FTE local security employees | Top local executive Title | Website Phone | F-T/P-T local employees 2015 local revenue % of business: comm./res. | % of business security equip./monitoring/non-security Counties covered | Local/total locations Headquarters Year established locally | Equipment sold |
|------|------------|--|------------------------------|---|--|--|--|---|--|
| 1 | 2 | KOURT SECURITY PARTNERS LLC DBA SELECT SECURITY P.O. Box 1707 Lancaster, PA 17608-1707 | 90 | Patrick M. Egan Founder and CEO | www.selectsecurity.com 717-481-7400 877-877-0345 | 89/1 \$7.15 million 46%/54% | 44%/56%/0% Pennsylvania | 2/10 Lancaster 2003 | Integrated security and fire-alarm systems with wired or wireless monitoring, video-surveillance systems, fire sprinkler installation and inspections |
| 2 | 3 | YARNELL ELECTRIC INC. DBA YARNELL SECURITY SYSTEMS 131 Elmwood Road Lancaster, PA 17602 | 43 | Ronald R. Yarnell and Teri Yarnell Owners | www.yarnellsecurity.com 717-399-3900 800-243-3909 | 42/1 \$5 million 50%/50% | 50%/50%/0% Adams, Berks, Chester, Dauphin, Franklin, Lancaster, Lebanon, Lehigh, Northumberland, Schuylkill, York | 1/1 E. Lampeter Twp. 1967 | UL-listed residential and commercial fire and security systems; CCTV systems with remote viewing; card-access systems |
| 3 | 6 | CHOICE SECURITY SERVICES LLC 200 Richardson Drive Lancaster, PA 17603-4032 | 29 | James Joseph Durkin President | www.choicesecuritysvc.com 717-207-0155 | 29/0 DNR 95%/5% | 67%/33%/0% Central Pennsylvania | 1/1 E. Hempfield Twp. 2001 | Fire systems, CCTV, electronic access, intrusion systems |
| 4 | 8 | VECTOR SECURITY INC. 3549 Hempland Road, Suite C Lancaster, PA 17601 | 28 | James Lorah Branch manager | www.vectorsecurity.com 717-285-0050 888-565-1570 | 28/0 DNR 19%/81% | 62%/38%/0% Cumberland, Franklin, Adams, Perry, Dauphin, Lancaster, York, Lebanon, Chester | 1/27 Warendale, Allegheny Co. 1996 | Fire alarm, intrusion alarm, CCTV, access control, cloud-based CCTV |
| 5 | 7 | M3T CORP. 2250 Bumble Bee Hollow Road Mechanicsburg, PA 17055 | 27 | John F. Maffey President | www.m3tcorporation.com 717-790-0500 | 25/2 \$5.30 million 99%/1% | 90%/10%/0% DNR | 1/2 Upper Allen Twp. 2001 | DNR |
| 6 | 1 | GETTLE INC. 2745 Blackbridge Road York, PA 17406-7920 | 21 | George E. Buss President and CEO | www.gettle.com 717-843-1231 800-758-0780 | 22/0 \$2.30 million 100%/0% | 92%/5%/3% York, Adams, Lancaster, Dauphin, Cumberland, Perry, Berks, Lebanon, Schuylkill, Juniata and Franklin | 1/2 Manchester Twp. 1954 | Fire alarm, burglar alarms, CCTV systems, nurse call systems, intercom systems and access-control systems |
| 7 | 4 | GLOBAL DATA CONSULTANTS LLC DBA GDC IT SOLUTIONS 1144 Kennebec Drive Chambersburg, PA 17201 | 17 | Gregory D. Courtney President and CEO | www.gdcitsolutions.com 717-262-2080 866-966-4562 | 235/13 \$45 million 100%/0% | 2%/5%/93% Dauphin, Lancaster, York, Lebanon, Cumberland, Adams, Franklin, Fulton, Perry, Huntingdon, Blair, Bedford | 4/6 Chambersburg 1995 | Firewalls, intrusion detection, vulnerability scanning, email encryption, network encryption, server/desktop/laptop disk encryption, antivirus/malware |
| 8 | 9 | KNIGHT SECURITY SYSTEM INC. 5879 Avis Lane Harrisburg, PA 17112 | 15 | Keith E. Maley President | www.knightsecuritysystemsinc.com 717-541-0212 800-522-5276 | 18/1 DNR 50%/50% | 20%/60%/20% Dauphin, Cumberland, Lancaster, Perry, York, Adams, Lebanon, Schuylkill | 1/1 Lower Paxton Twp. 1979 | Security, camera, access-control, medic-alert and fire-alarm systems; home theater, house audio, structured wiring, automation |
| 9 | 12 | APP-TECHS CORP. 505 Willow Lane Lancaster, PA 17601 | 15 | Dan Fritsch President | www.app-techs.com 717-735-0848 | 8/7 DNR 100%/0% | 100%/0%/0% Nationwide | 1/1 Lancaster 2003 | EasyNVR video-recording servers, surveillance cameras, Milestone VMS, wireless networks, access control, software; government, schools, industrial |
| 10 | 15 | MOREFIELD COMMUNICATIONS INC. 35 N. 35th St. Camp Hill, PA 17011-2797 | 15 | John D. Morefield President | www.morefield.com 717-761-6170 800-382-1266 | 91/7 \$20 million 100%/0% | 15%/0%/85% More than 30 counties in Pa. and northern Md. | 1/2 Hampden Twp. 1945 | IP video surveillance, CCTV, access-control systems |
| 11 | 11 | LOWV SYSTEMS INC. 5 E. Allen St. Mechanicsburg, PA 17055 | 14 | Ken Darr Vice president | www.lowvsystems.com 717-796-1000 | 15/0 \$3.20 million 90%/10% | 80%/10%/10% All of Pennsylvania | 1/1 Mechanicsburg 2002 | Tridium-Niagara, Webs AX integrated security, Honeywell, Notifier; security, video surveillance, fire alarms, access control, 24/7 monitoring, entry |
| 12 | NR | SHEARER LOCKSMITH INC. DBA SHEARER SECURITY DEVICES 5450 Derry St. Harrisburg, PA 17111 | 11 | Wayne D. Shearer CPL ALT President | www.shearersecurity.com 717-564-2230 866-743-2737 | 18/0 \$2 million 40%/60% | 40%/20%/40% All of Pennsylvania | 1/1 Swatara Twp. 1988 | GE, Honeywell, DSC, 2GiG, Hivision |
| 13 | 5 | STANLEY CONVERGENT SECURITY SOLUTIONS INC. 34 Woburn Abbey Ave. Camp Hill, PA 17011 | 10 | Michael Jaworowski Area VP of sales | www.stanleycss.com 717-648-5506 877-766-4876 | 10/0 \$9 million 100%/0% | 50%/50%/0% All of Pennsylvania | 1/75 Naperville, Ill. 1985 | Integrated solutions, intrusion detection, access control, video surveillance, fire detection |
| 14 | 13 | JDMC INC. DBA KLEPPERS SECURITY SOURCE 117 E. King St. York, PA 17401 | 10 | John E. Trone President | www.kleppers.com 717-848-1754 | 12/0 DNR 70%/30% | 70%/10%/20% Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, York, Perry, Bucks | 1/1 York 1920 | Access-control equipment, IP video surveillance, fire and security equipment, safes, door hardware |
| 15 | 17 | REED'S LOCK & ACCESS CONTROL SYSTEMS INC. 700 E. Main St. Annville, PA 17003 | 7 | Mark T. Reed CML Vice president | www.reedslock.com 717-867-8344 | 7/0 DNR 65%/35% | 85%/10%/5% Lebanon, Lancaster, Schuylkill, Dauphin, Berks, York, others as needed | 1/1 Annville Twp. 1979 | Honeywell, GE/ITI, Keri Access, Paxton, CCTV, Video intercom, Gardall & Amsec safes, ASSA Svc center, Schlage Primus/Everest, Securtron, IEI |
| 16 | 16 | ADVANTAGE SECURITY INC. 300 E. Market St. Hallam, PA 17406 | 6 | Duane Ness President | www.advantagesecurity.com 717-840-8400 877-840-8400 | 8/0 \$1.80 million 40%/60% | 40%/30%/30% Adams, York, Lancaster, Cumberland, Dauphin, Lebanon | 1/1 Hallam 1987 | Interlogix, AES Intellinet, Edwards, Vigilant |
| 17 | NR | 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 \$430,000 70%/30% | 30%/70%/0% Adams, Cumberland, Dauphin, Franklin, Juniata, Mifflin, Perry, York | 1/1 Mount Holly Springs 1989 | Honeywell, Keyscan, Digital Watchdog |
| 18 | 19 | SAGE TECHNOLOGY SOLUTIONS INC. 1040 W. Main St. Mount Joy, PA 17552 | 5 | Daniel L. Rohrer President | www.sagetechs.com 717-653-6641 | 58/2 \$13.16 million 100%/0% | 8%/0%/92% All of Central Pennsylvania | 1/1 Mount Joy 1993 | Access control and CCTV |
| 19 | 10 | BLACK CONSULTING SERVICES INC. DBA BLACKCSI 4075 Lingiestown Road, PMB 214 Harrisburg, PA 17112 | 5 | Ruthann Black President | www.blackcsi.com 717-620-3042 | 12/0 DNR 100%/0% | 40%/0%/60% Pennsylvania | 1/1 Hampden Twp. 2002 | Access control, IP video, visitor management, VoIP |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked CCTV-closed-circuit TV The Central Penn Business Journal's list of security-systems companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBjListCentral on Twitter. **Published Jan. 15, 2016.**

Researched by Alaine Keisling



Q: How do I know what surveys are coming up?

A: Check out the schedule of upcoming lists on page 175, download a 2017 editorial calendar at www.bit.ly/CPBjcalendar or complete a survey at www.CPBjsurveys.info.

Signage companies

Ranked by local revenue

| Rank | Prev. rank | Company Address | 2015 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 148 N. Penn St. Hanover, PA 17331 | \$227.7 million \$331.5 million | Rick Fritz CFO | www.timbar.com 717-632-4727 800-572-6061 | 614/1 All, specializing in food, health and beauty, office supplies and back-to-school 15%/60%/25% | 5/13 Hanover 1955 | Point-of-purchase displays |
| 2 | 2 | TEX VISIONS LLC 10 Pine Hill Drive Carlisle, PA 17013 | \$6.5 million \$6.5 million | Marcel Ruhland CEO | www.texvisions.com 717-249-3273 877-503-5247 | 65/20 Manufactures custom-printed products and display hardware such as flags, banners, banner stands, Bowflag, tradeshow displays and flagpoles 50%/35%/15% | 1/1 Carlisle 2004 | Flags, trade show displays, point-of-purchase, freestanding, mounted, promotional, window, tents, umbrellas |
| 3 | 4 | D.E. GEMMILL INC. 10174 Chapel Church Road Red Lion, PA 17356 | \$5.3 million \$5.3 million | David E. Gemmill President | www.degemmill.com 717-755-9794 | 45/3 New construction, commercial, retail, state road signs 20%/70%/10% | 2/2 Chancelor Twp. 1986 | Post mounted, freestanding, interior, traffic, lighted, ADA |
| 4 | 3 | EXHIBIT STUDIOS INC. 1223 N. Cameron St. Harrisburg, PA 17103 | \$4.3 million \$4.3 million | Nathan A. Young President | www.exhibitstudios.com 717-213-4333 866-213-4333 | 21/1 All 30%/50%/20% | 1/1 Harrisburg 2000 | Trade show displays and graphics, brand environments, billboards, point-of-purchase displays, product displays, vehicle wraps |
| 5 | NR | W.J. STRICKLER SIGNS INC. 3999 Carlisle Pike, P.O. Box 175 New Oxford, PA 17350-0175 | \$4 million \$4.8 million | Bryan Strickler President | www.stricklersigns.com 717-624-8450 | 27/1 All markets 10%/60%/30% | 1/2 Berwick Twp. 1972 | Electric and electronic exterior; LED message boards |
| 6 | 5 | CONNECTEDSIGN LLC 480 New Holland Ave., Suite 6202 Lancaster, PA 17602 | \$2 million \$2 million | Brigitte Bucklin President | www.connectedsign.com DNR 866-833-2723 | 7/0 Corporate communications, manufacturing, warehousing, universities, health care, retail and restaurants 20%/40%/40% | 1/1 Lancaster 2007 | Digital signage, kiosks, visual communications networks |
| 7 | 7 | C&C LANCASTER LLC DBA FASTSIGNS OF LANCASTER 121 Centerville Road Lancaster, PA 17603 | \$1.95 million \$2.6 million | Clint Ehlers President and CEO | www.fastsigns.com/311 717-569-7606 | 12/2 All 54%/20%/26% | 1/2 E. Hempfield Twp. 1997 | Trade show displays, banners, vehicle lettering and wraps, point-of-purchase, ADA and architectural, interior and exterior wall-mounted, freestanding |
| 8 | NR | THE SPOT MEDIA GROUP LLC 600 N. Hartley St., Suite 140 York, PA 17404 | \$1.13 million \$1.13 million | Dave Maday President and owner | www.thespotmediagroup.com 717-852-7768 | 7/1 Large and small local businesses, including retail, manufacturers, attorneys, auto dealerships and government entities DNR/DNR/DNR | 1/1 York 2007 | Interior and exterior signage, banners, real estate, point-of-purchase displays, trade show displays |
| 9 | 9 | LITITZ SIGN CO. 400 N. Cedar St. Lititz, PA 17543-1154 | \$875,000 \$875,000 | Thomas Benjamin Owner | www.lititzsignco.com 717-626-7715 717-626-7715 | 6/2 Most of eastern Pa., parts of N.J., Del. and Md. 15%/35%/50% | 1/1 Lititz 1987 | Everything from small coroplast signs, truck lettering, vehicle wraps to large electric center signs and channel letters and EMCs |
| 10 | 12 | KIRKPATRICK PARTNERS LLC DBA SIGNS NOW 643 Frederick St. Hanover, PA 17331 | \$412,000 \$412,000 | J. Adam Kirkpatrick Owner | www.signsnowhanover.com 717-633-5864 | 3/1 Retail, commercial, business to business, manufacturers, marketing, maintenance 15%/60%/25% | 1/1 Penn Twp. 1990 | Banners, aluminum, plastic, dimensional, wide-format digital printing, vehicle wraps, vehicle lettering, window lettering, CNC routing, wood, trade show, magnetics |

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

The Central Penn Business Journal's list of signage companies is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published April 29, 2016.**

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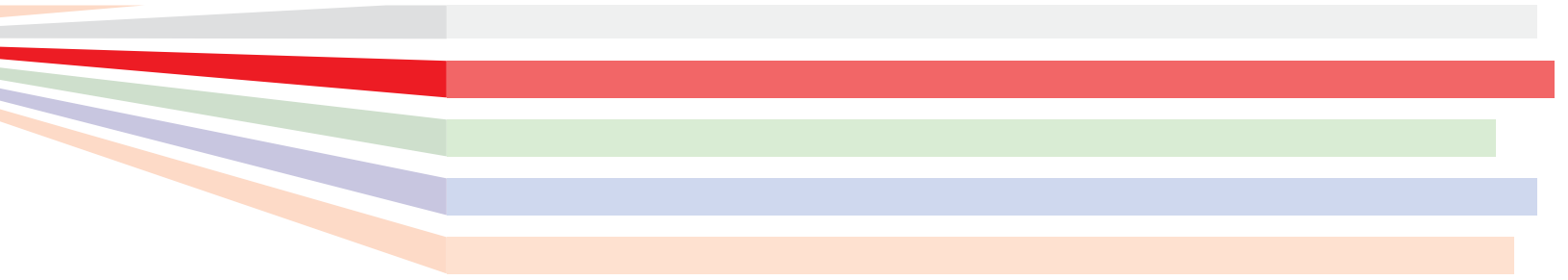
Mail and packaging companies

Ranked by local employees

| Rank | Prev. rank | Company Address | Local employees F-T/P-T | Top local executive Title | Website Phone | 2015 local revenue Mail services | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|-------------------------|-------------------------------------|--|--|---|---|
| 1 | 1 | THE JAY GROUP INC. 700 Indian Springs Drive Lancaster, PA 17601 | 450 300/150 | Dana A. Chryst CEO | www.jaygroup.com 717-285-6200 888-422-7989 | \$25 million Packing, shipping, fulfillment | 2/2 W. Hempfield Twp. 1965 | Fulfillment and contact center services |
| 2 | 3 | MAPLE PRESS CO. DBA MAPLE LOGISTICS SOLUTIONS 60 Grumbacher Road, P.O. Box 15100 York, PA 17405 | 145 120/25 | James S. Wisotzky CEO | www.maplelogisticsolutions.com 717-764-4596 | DNR Packing, shipping, fulfillment | 3/3 Manchester Twp. 1977 | Warehousing, fulfillment, e-commerce, cross-docking, value-added services |
| 3 | 2 | GGIS INFORMATION SERVICES INC. 3265 Farmtrail Road York, PA 17406 | 125 125/0 | Paul V. Kilker President and CEO | www.ggisinc.com 717-764-2222 800-927-4474 | DNR Mail forwarding, packing, shipping, fulfillment, pick up and delivery, faxing | 1/9 Manchester Twp. 1988 | Technical information mgt., including technical writing and illustrations, databases, computer-based training, internet hosting, engineering services |
| 4 | 4 | DASHER SERVICES INC. 777 East Park Drive Harrisburg, PA 17111-2754 | 55 25/30 | Sharon R. Ryan President | www.dasherinc.com 717-234-3274 | DNR Mail forwarding, packing, shipping, fulfillment | 1/4 Lower Paxton Twp. 1985 | Data breach notification services, confidential print/mail services, telephone and face-to-face outreach, document imaging |
| 5 | 5 | PRO-PAC INC. 254 O'Brien Lane Hanover, PA 17331-1352 | 17 7/10 | Dennis Mills President | www.pro-pac-pa.com 717-646-9555 | \$959,872 Packing, shipping, fulfillment | 1/1 Conewago Twp. 2001 | Manufactures cartons, die cuts, auto-bottoms, 4CGT, pads, dividers; fulfillment including shrink wrapping and repackaging; pick pack and ship service |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of mail and packaging companies was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published July 15, 2016.**

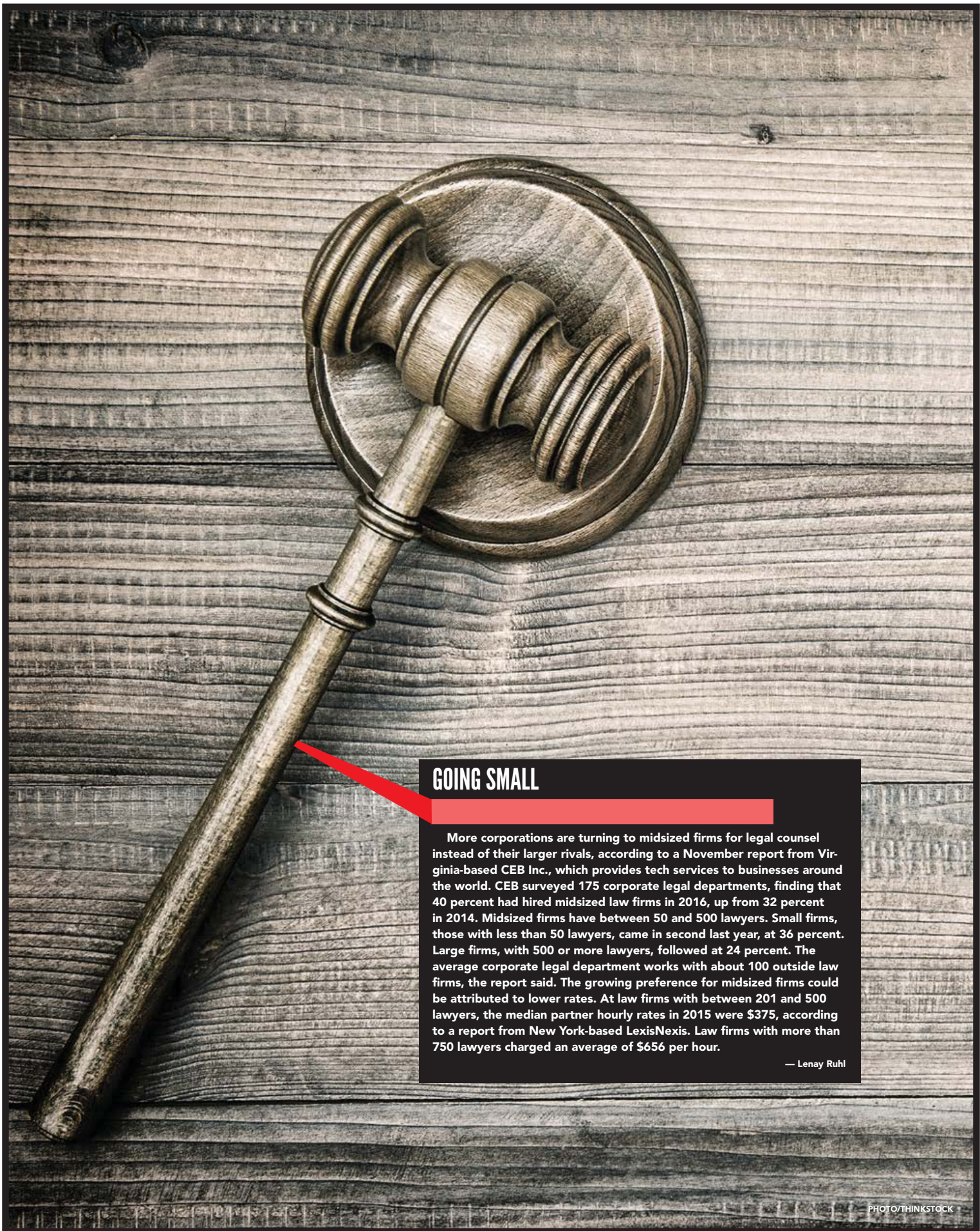
Researched by Alaine Keisling



CHAPTER 12

PROFESSIONAL SERVICES

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GOING SMALL

More corporations are turning to mid-sized firms for legal counsel instead of their larger rivals, according to a November report from Virginia-based CEB Inc., which provides tech services to businesses around the world. CEB surveyed 175 corporate legal departments, finding that 40 percent had hired mid-sized law firms in 2016, up from 32 percent in 2014. Mid-sized firms have between 50 and 500 lawyers. Small firms, those with less than 50 lawyers, came in second last year, at 36 percent. Large firms, with 500 or more lawyers, followed at 24 percent. The average corporate legal department works with about 100 outside law firms, the report said. The growing preference for mid-sized firms could be attributed to lower rates. At law firms with between 201 and 500 lawyers, the median partner hourly rates in 2015 were \$375, according to a report from New York-based LexisNexis. Law firms with more than 750 lawyers charged an average of \$656 per hour.

— Lenay Ruhl

PHOTO/THINKSTOCK


Architectural firms

Ranked by number of local architects

| Rank | Prev. Rank | Company Address | Local PA registered/ total architects | Top local executive Address | Website | F-T/P-T local emp. % of bus. arch./eng. Local active | Notable local projects in 2015 | Local/total locations Headquarters Year estab. locally | Services provided |
|------|------------|---|--|---|--|--|---|--|--|
| 1 | 2 | RLPS LLP DBA RLPS ARCHITECTS 250 Valleybrook Drive Lancaster, PA 17601 | 23 30 | Michael J. Martin Managing partner | www.rpls.com 717-660-9501 | 73/1 100%/0% 85 | Ephrata Area SD, F&M College, Landis Homes, LOCI, Masonic Villages, Village at Sprengle Drive, Woodcrest Villa, York College | 1/1 Manheim Twp. 1954 | Master planning, architecture and interior design; specializing in senior living, K-12 and higher education |
| 2 | 1 | CRABTREE ROHRBAUGH & ASSOCIATES INC. 401 E. Winding Hill Road Mechanicsburg, PA 17055-4924 | 18 21 | G. Douglas Rohrbaugh Chairman | www.cra-architects.com 717-458-0272 866-458-0272 | 75/0 100%/0% DNR | State College Area SD, Cabela's, Immaculata, Kutztown University, Middletown Area SD, Cumberland Valley SD, PSECU | 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 |
| 3 | 5 | NOELKER AND HULL ASSOCIATES INC. 30 W. King St. Chambersburg, PA 17201 | 8 11 | Stuart E. Christenson President | www.noelkerhull.com 717-263-8464 | 42/0 100%/0% DNR | DNR | 1/3 Chambersburg 1957 | Architecture, master planning, interior design |
| 4 | 3 | LSC DESIGN INC. 320 N. George St., Suite 100 York, PA 17401 | 7 8 | Robert A. Kinsley CEO | www.lscdesign.com 717-845-8383 | 37/2 74%/22% 150 | DNR | 1/1 York 1980 | Architecture, civil engineering, structural engineering, interior design, 3D scanning, building sciences |
| 5 | 8 | BEERS & HOFFMAN LTD. ARCHITECTS DBA BEERS + HOFFMAN ARCHITECTURE 55 N. Water St. Lititz, PA 17543-1610 | 7 7 | S.L. Shonk, C.B. Christman, T.M. Schwaar, M.J. Landis and P.D. Kerekygator Partners | www.beersltd.com 717-625-0400 | 15/0 100%/0% 50 | GSH Cancer Care, Northwest ES, HACC, Lancaster Bible College, Philhaven, Cornwall Manor, StoneRidge, Fulton Bank | 4/4 Lititz 1982 | Full-service architecture, including educational, health care, senior housing, religious, commercial and residential, LEED project certification |
| 6 | 6 | MURPHY & DITTENHAFFER INC. 226 W. Market St. York, PA 17401-1008 | 7 15 | Frank E. Dittenhafer President | www.murphdittarch.com 717-848-8627 | 19/1 90%/0% 70 | Penn State York, York JCC, PennMar, York College, Elizabethtown College, Shippensburg, HACC York, Royal Square Development | 1/2 York 1985 | College/university, religious, housing, nonprofit, historic preservation, master planning, interior design, LEED/sustainable, performing arts centers |
| 7 | NR | GANNETT FLEMING ARCHITECTS INC. 209 Senate Ave. Camp Hill, PA 17011-2332 | 6 26 | Charles H. Beauduy President | www.ganflec.com 717-673-7220 | 99/8 60%/40% 21 | Pa. ANG Combined Command training facility and Pa. ARNG training aids center and vehicle maintenance facility | 1/3 E. Pennsboro Twp. 1978 | Municipal, governmental, corporate, commercial, industrial, transportation and religious design |
| 8 | 7 | MCKISSICK ASSOCIATES ARCHITECTS PC 317 N. Front St. Harrisburg, PA 17101-1606 | 6 8 | Vern L. McKissick President | www.mckissickassociates.com 717-238-6810 | 18/1 90%/DNR 22 | Capital View Commerce Center, Shikellamy MS, Rowan College at Burlington County master plan, Baltimore City SD's Medfield ES | 1/5 Harrisburg 1999 | Architecture, preservation and adaptive reuse, K-12 education, community master plans, green design, design-build and corporate offices, interiors |
| 9 | 9 | MM ARCHITECTS INC. DBA MAROTTA/MAIN ARCHITECTS 214 N. Duke St. Lancaster, PA 17602 | 5 5 | A. Donald Main President | www.marottain.com 717-393-3211 | 14/5 100%/0% 75 | First Evangelical Church of Chambersburg, Fulton Bank, Triode Media Group, North Museum, Pennsylvania Renaissance Faire | 1/1 Lancaster 2001 | Full-service architecture, master planning, preservation and interior design focusing on commercial, K-12, higher education, institutional |
| 10 | 13 | HAMMEL ASSOCIATES ARCHITECTS LLC 25 E. Grant St., Suite 102 Lancaster, PA 17602 | 5 5 | Theodore L. Vedock Principal | www.hammelarch.com 717-393-3713 | 8/1 100%/0% 35 | East Donegal Township municipal building and police station; multiple projects for Eurofins Lancaster Laboratories | 1/1 Lancaster 1990 | Architecture, planning, interior design, LEED consulting, sustainable design, historic preservation, adaptive reuse |
| 11 | 14 | TONO ARCHITECTS LLC 436 W. James St., Suite 100 Lancaster, PA 17603 | 4 4 | D. Hunter Johnson Managing principal and owner | www.tonogroup.com 717-735-8166 | 15/0 95%/5% 40 | Virtua Health, Armstrong World Industries, Listrak Global HQ | 1/2 Lancaster 2001 | Architecture, planning, interior design, structural engineering, construction management |
| 12 | 10 | TIPPETTS/WEAVER ARCHITECTS INC. 137 N. Duke St. Lancaster, PA 17602 | 4 4 | Wendy H. Tippetts President | www.tippettsweaver.com 717-394-0553 | 9/9 100%/0% 4 | St. John's Episcopal Church in York; Lancaster Press Building; offices for Gardner Russo Gardner in Lancaster | 1/1 Lancaster 1987 | Architecture, interior design and master planning for commercial, residential and institutional; historic rehabilitation |
| 13 | 11 | NUTEC DESIGN ASSOCIATES INC. 3687 Concord Road York, PA 17402-8725 | 4 4 | Andrew L. Shakely President | www.nutecgroup.com 717-751-0300 | 25/0 60%/40% 74 | DNR | 1/2 Springettsbury Twp. 1986 | Architecture, interior design, engineering and building information modeling |
| 14 | 18 | MURRAY ASSOCIATES ARCHITECTS PC 1600 N. Second St. Harrisburg, PA 17102-2447 | 4 4 | Benedict H. Dubbs President | www.murrayassoc.com 717-234-2581 | 14/0 100%/0% 10 | TE Connectivity, Wilson College, HACC, PinnacleHealth, Pa. State Police, Heart of Lancaster, Bloomsburg University | 1/1 City of Harrisburg 1935 | LEED/sustainable master planning, architecture and interior design for adaptive reuse, renovation, restoration and new construction projects |
| 15 | 19 | SAA ARCHITECTS INC. 600 N. Hartley St., Suite 150 York, PA 17404 | 4 4 | Mark D. Shermeyer President | www.saaarchitects.com 717-843-3200 | 12/0 90%/0% 37 | ABC Keystone Chapter, Out Door Country Club, Union House Apartments, American Yeast, Penn Waste, One West Marketway | 1/1 York 1996 | Full-service architectural and interior design for health care, commercial, community, residential, educational and adaptive reuse |
| 16 | 12 | GREENFIELD ARCHITECTS LTD. 1853 William Penn Way Lancaster, PA 17601 | 4 4 | Francis Fox President | www.greenfieldarchitects.net 717-293-4475 | 10/0 100%/0% 13 | DNR | 1/1 E. Lampeter Twp. 1990 | Architectural design, planning and interior design for manufacturing, processing, distribution, commercial, hospitality and other industries |
| 17 | 15 | TKS ARCHITECTS INC. 930 Century Drive, Suite 103 Mechanicsburg, PA 17055 | 3 3 | Douglas C. Tilley President | www.tksarchitects.com 717-697-1799 | 7/2 95%/0% 22 | Medical Professional Center of Newport, Aspire Fitness Center, Palmstown Manor, Little Leagues' Child Development Center | 1/1 Lower Allen Twp. 2007 | Complete architectural, interior design and project management services |
| 18 | 22 | OFFICE FOR PLANNING AND ARCHITECTURE INC. 234 Liberty St. Harrisburg, PA 17101-1211 | 3 5 | Bret E. Peters Principal | www.oparchitecture.com 717-230-9660 | 5/3 80%/0% 6 | Harrisburg comprehensive plan, Penn State Harrisburg educational activities building, Lehigh University communications bldg. | 1/1 Harrisburg 1999 | Architecture, urban design and planning |
| 19 | 17 | LEFEVRE FUNK ARCHITECTS INC. 128 E. Grant St. Lancaster, PA 17602 | 3 3 | M. Melanie Burnette Partner and president | www.lefevrefunk.com 717-299-6188 | 3/0 100%/0% DNR | DNR | 1/1 DNR 2002 | Architectural planning, feasibility, design and project implementation, historic preservation, green design, retail, hospitality, multi-family housing |
| 20 | NR | BUCHART HORN INC. 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040 | 2 7 | Brian S. Funkhouser President and CEO | www.bucharthorn.com 717-852-1400 800-274-2224 | 91/10 23%/77% 47 | York Water Co.'s Lake Redman pump station; Armstrong World Industry's Marietta plant WWTP upgrade; Resource Recovery Center site improvements | 3/16 York 1945 | Architectural design and building systems engineering; water resources engineering; transportation engineering |
| 21 | NR | NEWCOMER ASSOCIATES INC. 1105 Sheller Ave. Chambersburg, PA 17201 | 2 2 | T. Kim Jackson Principal | www.newcomerassociates.com 717-263-0101 | 20/0 60%/35% 30 | Martin's Famous Pastry Shoppe administrative office and phase 8 addition | 1/1 Chambersburg 1980 | Architecture, structural, mechanical, electrical, interior design and construction administration |
| 22 | 21 | CORNERSTONE DESIGN-ARCHITECTS 48-50 W. Chestnut St., Suite 400, P.O. Box 1786 Lancaster, PA 17603 | 2 2 | Dale R. Yoder President | www.cornerstonedesign.com 717-435-1800 | 12/1 100%/0% 85 | Spooky Nook Sports Hotel, Magnolia Place, Mountain View Terrace, Various LGH Projects, LBC-Frey Center, Lofts at Worthington | 1/1 Lancaster 1990 | Integrated project delivery, architectural and interior design services for senior housing, health care, private education and religious institutions |
| 23 | 16 | RICHARD F. MULA ARCHITECTS LLC 202 W. James St. Lancaster, PA 17603 | 2 2 | Richard F. Mula Managing member | www.mula-architects.com 717-581-9350 | 9/1 100%/0% DNR | WSH Health Pavilion, SEI corporate center, AgChoice Farm Credit corporate offices, Millersville Univ./SSI student housing | 2/2 Lancaster 1999 | Full-service architecture, planning and interiors |
| 24 | 25 | KD3 DESIGN STUDIO INC. 426 S. Third St., Suite 101 Lemoynre, PA 17043 | 2 2 | Dale R. Hair and Kurt M. Oravec Principals | www.kd3designstudio.com 717-920-2282 | 4/1 100%/0% 15 | HHA Jackson Tower, Hershey Fire Station, Klein Dental, 17 N. Front Street Apartments, Millennium Way Dental Studio | 1/1 Lemoynre 2006 | Architecture and interior design services, sustainable design, multi-family housing, adaptive reuse, LEED consulting |
| 25 | 29 | ARCHITECTURE WORKSHOP INC. 1 S. Railroad St. Hanover, PA 17331 | 2 2 | Jill R. Rohrbaugh President | www.architecture.rocks 717-632-5688 | 4/0 100%/0% 55 | Gettysburg College, Hanover Hospital, Giorgio Foods, Plainville Farms, AT&T, Ox Industries, Honey Locust, Mark Hershey Farms | 1/1 Hanover 1976 | Architectural services for regional institutions, state and local governments; IBC and ADA code consulting and permit expediting |

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Researched by Elaine Keisling



YORK BUILDING PRODUCTS
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950 Smile Way, York, PA 17404 | 717.848.2831 | yorkbuilding.com



Employee-benefits administrators

Ranked by number of local employees

| Rank | Prev. rank | Company Address | Local *03/2; **6 | Top local executive I-7/* | \$**6-7* Phone | Plans administered F-T/P-T employees | Local/total locations Headquarters Year established locally | Services provided |
|------|------------|--|------------------|--|--|---|---|--|
| 1 | 1 | MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St., P.O. Box 1728 Lancaster, PA 17608-1728 | 189 | Richard M. Rankin Chairman, president and CEO | www.murrayins.com 717-397-9600 800-533-5271 | Workers' compensation, automobile, general and professional liability claims 180/9 | 4/6 Lancaster 1930 | Insurance, third-party administration, risk management, employee benefits, wealth management, HR |
| 2 | 2 | CONRAD M. SIEGEL INC. DBA CONRAD SIEGEL ACTUARIES 501 Corporate Circle, P.O. Box 5900 Harrisburg, PA 17110-0900 | 104 | Mark A. Bonsall FSA President and chairman | www.conradsiegel.com 717-652-5633 | DNR 96/8 | 1/1 Susquehanna Twp. 1963 | Plan design, consulting and administration; daily-valued record keeping; fiduciary oversight and education; rate negotiation; actuarial consulting |
| 3 | 4 | GUNN-MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900 | 69 | G. Greg Gunn CIC Managing partner | www.gunnmowery.com 717-761-4600 800-840-1243 | Medical, disability, dental and vision, long-term care and voluntary benefits 68/1 | 4/4 Lemoyne 1985 | Business insurance, employee benefits, personal insurance, surety bonds, group captives and consortiums |
| 4 | 3 | SOUTH CENTRAL PREFERRED LLC 3421 Concord Road York, PA 17402 | 67 | Christina L. Eckert Vice president and COO | www.scphealth.com 717-851-6800 800-842-1768 | Self-insured single-employer plans 67/0 | 1/1 Springettsbury Twp. 1992 | Insurance third-party administration |
| 5 | 5 | MARKLEY ACTUARIAL SERVICES INC. 26-28 W. King St., Suite 202 Lancaster, PA 17603 | 17 | J.R. Markley, L.A. Pfautz and L.A. Showalter Owners | www.markleyactuarial.com 717-295-3178 800-815-9654 | DNR 16/1 | 1/1 Lancaster 1985 | Plan design, plan administration and consulting services for defined-contribution and defined-benefit retirement plans, including cash-balance plans |
| 6 | 6 | EHD ADVISORY SERVICES INC. 1857 William Penn Way Lancaster, PA 17605 | 8 | Kenneth L. Eshleman Principal and president | www.ehdadvisory.com 717-390-4336 800-544-7292 | DNR 7/1 | 1/1 Lancaster 2003 | Investment management, financial planning, and 401(k)/profit sharing |
| 7 | NR | PENNSYLVANIA PENSION PLANNERS INC. 2090 Linglestown Road Harrisburg, PA 17110 | 7 | Eric D. Pettis President | www.papensionplanners.com 717-652-5858 | Defined-contribution 401(k), 403(b) and 457 7/0 | 1/1 Susquehanna Twp. 1969 | DNR |

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Researched by Alaine Keisling

Niche consultants

Ranked by number of local consultants

| Rank | Prev. rank | Company Address | Local consultants | Top local executive Title | Website Phone | Type of billing F-T/P-T local employees | Local/total locations Headquarters Year established locally | Consulting focus |
|------|------------|--|-------------------|--|--|---|---|--|
| 1 | NR | WEBPAGEFX INC. 1705 N. Front St. Harrisburg, PA 17102 | 74 | William S. Craig CEO and co-founder | www.webpagefx.com 717-609-0362 888-449-3239 | Full strategies, campaign, hourly or by project 96/3 | 2/6 Harrisburg 1996 | E-commerce, SEO, web conversion, mobile, lead generation, marketing automation, website phone call tracking |
| 2 | NR | JPL INTEGRATED COMMUNICATIONS INC. DBA JPL 471 JPL Wick Drive Harrisburg, PA 17111-2504 | 40 | Luke Kempinski President | www.jplcreative.com 717-558-8048 | DNR 92/3 | 1/3 Swatara Twp. 1989 | B2C, B2B, digital, brand, marketing, advertising, lead generation, content marketing, video production, mobile apps, SEO, SEM, analytics, live events |
| 3 | 2 | INFORMATION NETWORK ASSOCIATES INC. 5235 N. Front St. Harrisburg, PA 17110 | 28 | Daniel Ryan CEO | www.ina-inc.com 717-441-9030 800-443-0824 | Project or hourly billing 135/64 | 1/1 Susquehanna Twp. 1982 | Risk management, intelligence, security and private investigative firm |
| 4 | 1 | DELTA DEVELOPMENT GROUP INC. 2000 Technology Parkway, Suite 200 Mechanicsburg, PA 17050 | 22 | LeRoy D. Kline Jr. President and CEO | www.deltaone.com 717-441-9030 877-441-9030 | Various 27/5 | 1/1 Hampden Twp. 1988 | Economic development, real estate development, municipal planning, information technology development, disaster preparedness planning |
| 5 | NR | INSIDE OUT CONSULTING LLC DBA ELITE DIGITAL GROUP 14 W. King St. York, PA 17401 | 16 | Kim J. Walsh-Phillips CEO | www.elitedigitalgroup.com 717-848-9339 | Monthly and by project and product sales 15/5 | 1/3 York 2001 | Direct response social media marketing, digital advertising, social media training, marketing training |
| 6 | 3 | HIGH ENVIRONMENTAL HEALTH & SAFETY CONSULTING LTD. 1866 Colonial Village Lane Lancaster, PA 17601 | 11 | Steven D. High President | www.highehs.com 717-209-4045 877-285-1129 | Varies 10/1 | 1/1 E. Lampeter Twp. 1998 | Environmental health and indoor air quality, compliance training, OSHA audits, industrial hygiene, chemical inventory, expert witness, safety programs |
| 7 | 4 | YORK COUNTY ECONOMIC ALLIANCE 144 Roosevelt Ave., Suite 100 York, PA 17401-3333 | 8 | Loren Kroh Interim president and CEO | www.ycea-pa.org 717-848-4000 | DNR 23/0 | 2/2 York 2012 | Site location assistance, workforce development and financing, foreign direct investment, redevelopment |
| 8 | | TURBO EXECS LLC 2137 Embassy Drive, Suite 214 Lancaster, PA 17603 | 8 | Ed Krow and Patty Lawrence Partners | www.turboexecs.com 717-925-3270 | By project, hourly, monthly retainer 3/5 | 1/1 E. Hempfield Twp. 2012 | Financial, human resources, sales and marketing, operations, interim executives, secure capital |
| 9 | 5 | HR RESOLUTIONS LLC 5441 Jonestown Road Harrisburg, PA 17112 | 4 | Karen A. Young SPHR SHRM-SCP President | www.hrresolutions.com 717-652-5187 | Hourly, project, retainer 4/1 | 1/1 Lower Paxton Twp. 2005 | Human resource practitioners |
| 10 | NR | DAECHER CONSULTING GROUP INC. 2010 Market St. Camp Hill, PA 17011 | 4 | Matthew A. Daecher President | www.safetyteam.com 717-975-9190 800-975-9119 | Contract and hourly 5/1 | 1/2 Camp Hill 1997 | Commercial vehicle operations management/safety consulting; accident reconstruction |

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, Franklin, 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 Oct. 28, 2016.**

Researched by Alaine Keisling

Engineering firms

Ranked by local revenue

| Rank | Prev. Rank | Company Address | 2015 local/total revenue | Top local executive Title | Website Phone | Largest project completed in 2015 | 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 | \$105.93 million \$352 million | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | Shippensburg Univ. central heating and cooling; I-80 bridges over Susquehanna River north branch; PennDOT BPT construction mgt. | 168/498 35/103 552/166 | 3/65 E. Pennsboro Twp. 1915 | Infrastructure planning and design for the transportation, water, earth sciences, facilities, power, GIS and construction services |
| 2 | 2 | RETTIEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 | \$33.51 million \$59.02 million | Mark P. Lauriello PE President and CEO | www.rettiew.com 717-394-3721 800-738-8395 | Design/build services for new warehouse facility for Amsted Rail | 34/60 12/21 186/24 | 2/9 Manor Twp. 1969 | Civil, transportation, environmental, structural and subsurface utility engineering; land planning; surveying; safety consulting; design/build |
| 3 | 3 | MICHAEL BAKER INTERNATIONAL INC. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | \$32.23 million \$578.04 million | Steven L. Barber PE VP and office executive | www.mbakertint.com 717-221-2000 800-642-2537 | Schuylkill Ave. bridge; Second St. bridge over Spring Creek; Norfolk Southern's Rutherford intermodal facility; I-83/581 interchange | 35/814 12/169 130/12 | 2/90 Moon Twp., Allegheny Co. 1948 | Transportation, structural, environmental, urban devel., water/wastewater, aviation, geospatial, facilities, rail and transit, energy, oil and gas |
| 4 | 4 | BUCHART HORN INC. 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040 | \$22 million \$31.63 million | Brian S. Funkhouser PE President and CEO | www.bucharthorn.com 717-852-1400 800-274-2224 | York Water Co.'s Lake Redman pump station; Armstrong World Industry's Marietta plant WWTP upgrade; Resource Recovery Center site imp. | 22/54 9/24 91/10 | 3/16 York 1945 | Architectural design and building systems engineering; water resources engineering; transportation engineering |
| 5 | 5 | ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797 | \$21.39 million \$21.39 million | William S. Tafuto PE President and CEO | www.armgroup.net 717-533-8600 | Consulting services for public works solid waste | 17/17 9/9 79/8 | 4/6 Derry Twp. 1998 | Engineering and permitting; construction quality assurance and surveying; environmental services; geophysics; geotechnical/civil engineering |
| 6 | 6 | ERDMAN ANTHONY ASSOCIATES INC. 100 Sterling Parkway, Suite 212 Mechanicsburg, PA 17050 | \$17.74 million \$35.68 million | Curtis W. Helman PE President | www.erdmananthony.com 717-766-1741 | Final design for I-83 Exit 18 reconstruction in York Co.; Lititz Pike bridge project construction inspection in Lancaster Co. | 18/61 5/12 111/2 | 1/7 Rochester, N.Y. 1954 | Highway, bridge engineering; construction inspection; geospatial; civil/structural; MEP; commissioning; LEED; BIM and energy modeling |
| 7 | 8 | HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730 | \$17.38 million \$26.5 million | Robert C. Grubic PE President and CEO | www.hrg-inc.com 717-564-1121 | Middletown SR 230 infrastructure improvement project | 39/57 14/23 126/4 | 2/7 Swatara Twp. 1962 | Land development, transportation, municipal, water resources, water and wastewater, environmental, survey, GIS, financial |
| 8 | 7 | SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302 | \$15.2 million \$20.3 million | Sandra Loy Bell CEO | www.skellyloy.com 717-232-0593 800-892-6532 | DNR | 10/11 2/3 82/20 | 1/6 Swatara Twp. 1969 | Engineering and environmental consulting |
| 9 | 25 | INTERTEK GROUP PLC DBA PSI 1707 S. Cameron St., Suite B Harrisburg, PA 17104 | \$14 million \$3 billion | Jayson W. Miller District manager | www.intertek.com 717-230-8622 | Norfolk Southern Rutherford Yard | 14/DNR 5/DNR 120/1 | 2/1,000 London 1975 | Construction testing, environmental, geotechnical, NDE, building science and enclosure consulting, code evaluation, building product testing |
| 10 | 9 | JOHNSON MIRMIRAN & THOMPSON INC. 220 St. Charles Way, Suite 200 York, PA 17402 | \$12.94 million \$190 million | Barry A. Epley PE Senior VP | www.jmt.com 717-741-1600 800-266-5488 | DNR | 30/302 7/81 65/10 | 2/36 Sparks, Md. 1983 | Transportation/bridge design, surveys, environ. documents, construction management/inspection, water resources, permitting, municipal engineering |
| 11 | 16 | ADVANTAGE ENGINEERS LLC 435 Independence Ave., Suite C Mechanicsburg, PA 17055 | \$9.57 million \$25.02 million | Edward L. Balsavage PE CEO | www.advantageengineers.com 717-458-0800 | 875,000-sq.-ft. Lebanon Valley Distribution Center for Trammell Crow Co. | 2/9 0/8 64/3 | 2/9 Upper Allen Twp. 2001 | Geotechnical and construction phase, environmental, and telecommunications engineering and consulting services |
| 12 | 12 | GHD INC. 1240 N. Mountain Road Harrisburg, PA 17112-1754 | \$9.15 million \$450 million | Joel K. Kostelac PE BCEE Office manager | www.ghd.com 717-541-0622 | Cranberry Twp. Brush Creek water pollution control facility design | 26/444 5/41 66/15 | 1/94 Irvine, Calif. 1979 | Water, wastewater, stormwater, environmental, structural, architectural, electrical and IT locally; many others through the GHD global network |
| 13 | 13 | LSC DESIGN INC. 320 N. George St., Suite 100 York, PA 17401 | \$9 million \$9 million | Robert A. Kinsley II AIA CEO | www.lscdesign.com 717-845-8383 | DNR | 3/3 3/3 37/2 | 1/1 York 1980 | Architecture, civil engineering, structural engineering, interior design, 3D scanning, building sciences |
| 14 | 17 | KCI TECHNOLOGIES INC. 5001 Louise Drive, Suite 201 Mechanicsburg, PA 17055-6912 | \$8.78 million \$169 million | Eric L. Martz PE Regional practice leader | www.kci.com 717-691-1340 | New boiler plant and domestic water heating systems for Hoy Towers and Bistline House in Harrisburg | 11/149 1/23 48/8 | 1/31 Sparks, Md. 1987 | Employee-owned engineering firm specializing in transportation, environmental, site, telecom/utilities and construction-management projects |
| 15 | 15 | C.S. DAVIDSON INC. 38 N. Duke St. York, PA 17401-1210 | \$8.72 million \$8.72 million | John A. Klinedinst PE President and CEO | www.csdavidson.com 717-846-4805 | Franklin County Bridge 54 replacement, Upper Allen Twp. street improvements, Manheim Twp. MS4 program | 28/28 7/7 74/1 | 3/3 York 1923 | Civil, structural, survey, construction materials testing, inspection, transportation, land development, site planning, water/wastewater, stormwater |
| 16 | 14 | BL COS. INC. 4242 Carlisle Pike, Suite 260 Camp Hill, PA 17011 | \$8.38 million \$48.2 million | Mark Koellner MS PG Principal and director | www.blcompanies.com 717-651-9850 800-577-3267 | FedEx Ground | 12/47 2/4 42/2 | 3/13 Meriden, Conn. 1998 | Civil engineering, environmental sciences, land surveying, landscape architecture, MEP engineering, architecture |
| 17 | 11 | RUMMEL KLEPPER & KAHL LLP DBA RK&K 3501 Concord Road, Suite 100 York, MD 17402 | \$8 million \$186 million | M. Dumler; M. Potter; M. Myers; T. Mohler and C. Wicks Partners | www.rkk.com 717-600-2220 800-787-2755 | Fritz WWTP improvements in Reading; I-95/I-276 interchange and toll plazas; U.S. Route 22 bridge over Lehigh River; SR 36 corridor improvements | 18/232 8/119 57/1 | 3/20 Baltimore 1959 | Engineering, planning, sustainable design, cultural resources, surveying, landscape architecture and construction management/inspection |
| 18 | 18 | NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029 | \$6.97 million \$9.18 million | Paul J. Navarro PE President and CEO | www.navarrowright.com 717-441-2216 | Rapid bridge replacement project (P3) | 7/9 3/3 93/2 | 1/4 New Cumberland 1996 | Transportation, geotechnical, environment, cultural resources, surveying, water/wastewater, municipal, site/civil, landscape arch., construction insp. |
| 19 | 23 | RGS ASSOCIATES INC. 53 W. James St., Suite 101 Lancaster, PA 17603 | \$5.04 million \$5.04 million | Joel R. Snyder RLA Managing principal | www.rgsassociates.com 717-715-1396 | Belmont Shopping Center | 5/5 3/3 36/0 | 3/3 Lancaster 1993 | Land planning, civil engineering, landscape architecture |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked EIT-engineer-in-training or not-yet-licensed engineer ES-elementary school MS-middle school HS-high school SD-school district SR-state route WWTP-wastewater treatment plant The Central Penn Business Journal's list of engineering firms is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published March 18, 2016.** [Ⓢ] Ranked last year as Professional Service Industries Inc.

Researched by Elaine Keisling



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Engineering firms

Ranked by local revenue

| Rank | Prev. Rank | Company Address | 2015 local/total Revenue | Top local executive Title | Website Phone | Largest project completed in 2015 | Local/total Pa.-lic./EITs F-T/P-T employees | Local/total locations Headquarters Year est. locally | Services provided |
|------|------------|--|----------------------------------|---|---|--|---|--|--|
| 20 | | CENTURY ENGINEERING INC. 200 Airport Road New Cumberland, PA 17070 | \$5 million \$46 million | Troy Holloway PE Vice president | www.centuryeng.com 717-901-7055 800-229-8583 | Millersville University campuswide electrical upgrade, West Chester University campuswide geothermal conversion, Pa. rapid bridge replacement | 25/125 1/14 45/0 | 1/6 Hunt Valley, Md. 2007 | Multi-discipline consulting engineering |
| 21 | | ELA GROUP INC. 743 S. Broad St. Lititz, PA 17543-2808 | \$4.8 million \$4.8 million | Grant W. Hummer PE President | www.elagroup.com 717-626-7271 | State College Area HS; mapping services, transportation study and detour routing for U.S. Women's Open; Downingtown Area SD turf fields | 9/9 6/7 1/1 39/0 | 1/3 Lititz 1996 | GIS; site structural design; civil/municipal/traffic/transportation eng.; land planning; landscape architecture; land development/subdivision planning |
| 22 | | NTM ENGINEERING INC. 130 W. Church St., Suite 200 Dillsburg, PA 17019-1278 | \$4.8 million \$5.7 million | Donna M. Newell MS PE CFM President | www.ntmeng.com 717-432-4425 | PennDOT EPA MS4 and TMDL support | 16/22 6/7 33/2 | 1/3 Dillsburg 2006 | Hydrology and hydraulics, stormwater design/permitting, roadway permitting, GIS, transportation and bridge design, bridge inspection, training |
| 23 | | PROVIDENCE ENGINEERING CORP. 10 Eisenhower Blvd. Lancaster, PA 17603-3395 | \$3.8 million \$4.9 million | David W. Bernhardt PE President | www.proveng.com 717-509-7000 | Gordon Food Service distribution warehouse | 15/22 7/7 30/4 | 1/5 E. Hempfield Twp. 1992 | Structural engineering and virtual design services |
| 24 | | WHITNEY BAILEY COX & MAGNANI LLC 100 Sterling Parkway, Suite 108 Mechanicsburg, PA 17050 | \$3.73 million \$29.6 million | Joseph L. O'Neil PE Senior VP | www.wbcm.com 717-691-4708 800-673-9312 | Bloomsburg University student housing; 1250 Camp Hill Bypass office building; I-83 bridge repairs | 7/49 3/17 12/1 | 1/5 Baltimore 1992 | Building structures, industrial and site engineering, traffic engineering, highway and bridge design, water resources, landscape architecture and GIS |
| 25 | | MOORE ENGINEERING CO. 3637 Columbia Ave. Lancaster, PA 17603 | \$3.59 million \$3.59 million | William E. Fleischer President | www.mooreengineering.com 717-285-3141 | Doe Run ES | 4/4 0/0 20/1 | 1/1 E. Hempfield Twp. 1961 | Consulting engineering, design, drafting and commissioning services |
| 26 | | CENTERPOINT ENGINEERING INC. 2 Market Plaza Way Mechanicsburg, PA 17055 | \$3.27 million \$3.27 million | James S. Bridges President | www.centerpointeng.com 717-795-8575 | DNR | 6/6 1/1 20/1 | 1/1 Upper Allen Twp. 2003 | Structural, MEP, civil, fire-protection engineering for educational, medical, correctional, institutional, industrial, commercial/retail, residential |
| 27 | | LIGHT-HEIGEL AND ASSOCIATES INC. 430 E. Main St. Palmyra, PA 17078 | \$2.9 million \$2.9 million | Keith L. Heigel President | www.light-heigel.com 717-838-1351 800-257-2190 | Penn Towne Center commercial retail, East Pointe Trade Center, Lebanon Valley Distribution Center | 3/3 2/2 30/2 | 6/6 Palmyra 1959 | Engineering, surveying, code compliance, grant writing and sewage enforcement |
| 28 | | STECKBECK ENGINEERING AND SURVEYING INC. 279 N. Zinns Mill Road Lebanon, PA 17042 | \$2.9 million \$2.9 million | Jeffrey Steckbeck PE President and CEO | www.steckbeck.net 717-272-7110 | Bell and Evans 150,000-sq.-ft. hatchery | 7/7 2/2 21/2 | 1/1 W. Cornwall Twp. 1990 | Civil, environmental, municipal, structural, electrical engineering, land surveying, construction inspection, land development, DEP permitting, GIS |
| 29 | | PARAGON ENGINEERING SERVICES INC. 2201 S. Queen St. York, PA 17402-4630 | \$2.32 million \$3.31 million | Vaughn G. Silar Jr. PE President | www.peservices.org 717-854-7374 | Gordon Food Services | 6/DNR 3/DNR 26/6 | 1/1 York Twp. 2002 | Mechanical, electrical and plumbing engineering services |
| 30 | | TRAFFIC PLANNING AND DESIGN INC. 1426 N. Third St., Suite 250 Harrisburg, PA 17102 | \$2.3 million \$15 million | Craig Mellott PE Principal | www.trafficpd.com 717-234-1430 | Martin's Food Markets in Waynesboro | 7/48 0/8 15/2 | 1/7 Lower Pottsgrove Twp., Montgomery Co. 2000 | Transportation planning; highway, streetscape and trail design; bridge design and inspection; traffic signal system design; expert witness |
| 31 | NR | DAVID MILLER/ASSOCIATES INC. 1076 Centerville Road Lancaster, PA 17601-1710 | \$2.1 million \$2.1 million | James V. Boyer PE President and managing principal | www.dmai.com 717-898-3402 | Norfolk Southern phase of Lancaster Northwest Gateway | 3/3 2/2 13/1 | 1/1 E. Hempfield Twp. 1984 | Landscape architecture, civil engineering, planning, surveying, GIS services, municipal consulting, park and recreation planning |
| 32 | | FIRST CAPITAL ENGINEERING INC. 48 S. Richland Ave. York, PA 17404 | \$2.03 million \$2.03 million | Ann K. Luciani CEO | www.fcapi.com 717-845-3227 | Local warehouse/industrial development | 1/1 4/4 15/1 | 2/2 York 1995 | Civil engineering, land surveying, landscape architecture, environmental and construction inspection services |
| 33 | | RAUDENBUSH ENGINEERING INC. 29 S. Union St. Middletown, PA 17057-1412 | \$1.93 million \$4.51 million | Jodi A. Raudenbush PE President | www.raudeng.com 717-944-0883 | PSU Harrisburg Student Enrichment Center, Maplewood residential development, Middletown HS, Jackson Towers renovation | 6/13 2/5 20/1 | 1/4 Middletown 1997 | Site/civil, structural, transportation, geotechnical and environmental engineering; land surveying; landscape architecture; GIS; materials testing |
| 34 | | KUROWSKI & WILSON LLC DBA K&W ENGINEERS 470 Friendship Road, Suite 100 Harrisburg, PA 17111 | \$1.87 million \$1.87 million | Thomas P. Wilson and J. Marc Kurowski Principals | www.kandwengineers.com 717-635-2835 | Hershey Conservatory, Donegal SD athletic facilities, Capitol Commerce Center, Sheetz, East Hanover Twp. public works building, The Circle School | 3/3 2/2 13/1 | 1/1 Swatara Twp. 2005 | Land development, sustainable site planning, landscape architecture, survey, water/wastewater design/permitting and municipal engineering |
| 35 | | CARNEY ENGINEERING GROUP INC. 115 S. Howard Ave. York, PA 17401 | \$1.3 million \$1.3 million | Joshua M. Carney PE President | www.carneyengineeringgroup.com 717-852-1260 | Fresh Direct distribution center in Bronx, N.Y. | 6/6 3/3 11/0 | 1/11 York 2009 | Structural engineering |
| 36 | | HANOVER LAND SERVICES INC. 585 McAllister St. Hanover, PA 17331 | \$1.3 million \$1.3 million | Kristin Barmoy PE President | www.hanoverlandservices.com 717-637-5674 | Hanover Borough community development block grant stormwater improvements, South Heights residential subdivision | 2/2 0/2 13/6 | 2/2 Penn Twp. 2000 | Survey and civil engineering consulting, including land use planning, roadway design, stormwater management, sediment control, utility design |
| 37 | | BARTON & LOGUIDICE DPC 3901 Hartzdale Drive, Suite 101 Camp Hill, PA 17011 | \$1.27 million \$33.6 million | Sean C. Sweeney PE Senior managing engineer | www.bartonandloguidice.com 717-737-8326 800-724-1070 | AJ Stove & Pellets environmental permitting; Lanchester Landfill alternative capping project; CLDS Susquehanna Co. stream bank restoration/site work | 4/66 1/11 11/1 | 1/9 Syracuse, N.Y. DNR | Multi-disciplined engineering and environmental consulting & planning firm offering solid waste management, environmental permitting, municipal svcs. |
| 38 | | REYNOLDS CONSULTING ENGINEERS INC. 3300 N. Third St. Harrisburg, PA 17110 | \$1.2 million \$43.3 million | D.S. Angle, J.P. Merritt and A.P. Worrall Owners | www.reynoldsolutions.com 717-238-5737 | DNR | 2/3 0/0 5/0 | 1/1 Harrisburg 1999 | Building commissioning, mechanical, electrical and plumbing system design, consulting engineering and LEED consulting |
| 39 | NR | ADVANCED GEOSERVICES CORP. 120 N. Pointe Blvd., Suite 302 Lancaster, PA 17601 | \$220,452 \$12.93 million | Grant T. Smith Landscape architect | www.advancedgeoservices.com 717-278-9995 888-824-3992 | Urban Outfitters Devon Park | 0/17 0/2 3/0 | 1/5 West Chester, Chester Co. 2014 | Engineering services for environmental, geotechnical, civil/site, land planning, surveying, landscape architecture, water/wastewater and municipal |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked EIT-engineer-in-training or not-yet-licensed engineer ES-elementary school MS-middle school HS-high school SD-school district SR-state route WWTP-wastewater treatment plant The Central Penn Business Journal's list of engineering firms is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published March 18, 2016.**

Researched by Elaine Keisling

Environmental consultants

Ranked by local environmental revenue

| Rank | Prev. rank | Company Address | 2015 local environmental/total revenue | Top local executive Title | Website Phone | Local environmental projects | Local/total enviro. professionals 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 | \$30.28 million \$352 million | Robert M. Scaer Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | Borough of Hanover WTP improvements; Harrisburg water system hydraulic modeling; environmental studies at exit 4 of I-83 | 113/315 552/166 | 3/65 E. Pennsboro Twp. 1915 | Geotechnical; dams/flood control; natural resources; planning; municipal; water and wastewater; GIS; construction, information and asset management |
| 2 | 3 | ARM GROUP INC. 1129 W. Governor Road, P.O. Box 797 Hershey, PA 17033-0797 | \$21.39 million \$21.39 million | William S. Tafuto President and CEO | www.armgroup.net 717-533-8600 | HRI SR-78 impacted soils removal; PADEP Act 2 SSS; RGS DGS annex complex | DNR/DNR 79/8 | 4/6 Derry Twp. 1998 | Environmental compliance audits, phase I/II ESAs, water supply, landfill design and permitting, renewable energy/geothermal, ecological services |
| 3 | 2 | LEIDOS INC. 6310 Allentown Blvd. Harrisburg, PA 17112 | \$19.6 million \$5.1 billion | Marc A. Reeves Vice president | www.leidos.com 717-901-8100 | Transportation, oil and gas, manufacturing projects | 93/1,200 195/0 | 3/200 Reston, Va. 1975 | Environmental and engineering consulting, equipment sales and rental, GIS, geophysics, water resource development, air permitting and auditing |
| 4 | 4 | SKELLY AND LOY INC. 449 Eisenhower Blvd., Suite 300 Harrisburg, PA 17111-2302 | \$15.2 million \$20.3 million | Sandra Loy Bell CEO | www.skellyloy.com 717-232-0593 800-892-6532 | Middlesex Twp. MS4 assistance; Nixon Park stream and wetlands mitigation in Springfield Twp.; I-83 roadway improvement project from Derry Street to I-81 | 64/94 82/20 | 1/6 Swatara Twp. 1969 | MS4 permitting, stream restoration, NEPA, asbestos, lead water testing, threatened and endangered species, wastewater, drone surveys, compliance |
| 5 | 6 | GHD INC. 1240 N. Mountain Road Harrisburg, PA 17112-1754 | \$8.7 million \$450 million | Joel K. Kostelac Office manager | www.ghd.com 717-541-0622 | Capital Region Water water/wastewater and asset management projects; Pa. American Water Co. Fairview Twp. sewer system extension | 32/700 66/15 | 1/94 Irvine, Calif. 1979 | Water/wastewater engineering; stormwater management; waste management; environmental compliance; renewable energy; GIS; and asset management |
| 6 | 5 | BUCHARTHORN INC. 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040 | \$8.49 million \$48.3 million | Brian S. Funkhouser President and CEO | www.bucharthorn.com 717-852-1400 800-274-2224 | Lake Redman pump station for York Water Co.; Armstrong World Ind. Marietta WWTP upgrade; Resource Recovery Center site improvements | 20/34 91/10 | 3/16 York 1945 | Wastewater and water supply collecting, distribution and treatment; environmental impact assessments; hazardous waste investigation and remediation |
| 7 | 7 | RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 | \$8.33 million \$59.02 million | Mark P. Lauriello President and CEO | www.rettew.com 717-394-3721 800-738-8395 | PennDOT SEMP section; Shippensburg Possum Hollow Road; PennDOT P3 rapid bridge replacement | 34/59 186/24 | 2/9 Manor Twp. 1969 | Water/Wastewater Engineering; Environmental Compliance/Permitting/Reporting; Source Water Development/Protection; Hydraulic Modeling; Noise Studies; E |
| 8 | NR | AECOM TECHNOLOGY CORP. 4507 N. Front St., Suite 200 Harrisburg, PA 17110 | \$8.25 million \$18 billion | George Keil Operations manager | www.aecom.com 717-635-7901 | Site investigations, design and permitting for Marcellus companies | 40/22,500 80/6 | 3/470 Los Angeles 1993 | Environmental compliance and planning (all media), water resources, geotechnical, geological, ecological, archaeological, GIS and engineering |
| 9 | 9 | UTILITY SERVICES GROUP INC. DBA USG 1304 State Hill Road Camp Hill, PA 17011 | \$5.27 million \$5.27 million | Robert H. Kalbach President | www.usginc.net 717-737-6092 | Commercial and industrial sewer inspection and trenchless repair; stormwater maintenance; industrial services | 37/37 41/2 | 1/1 Lower Allen Twp. 2005 | Robotic pipe inspection, pipe cleaning, utility repair via no-dig solutions, vacuum excavation, underground pipe network mapping |
| 10 | 8 | BL COS. INC. 4242 Carlisle Pike, Suite 260 Camp Hill, PA 17011 | \$4.62 million \$48.2 million | Mark Koelner Principal and director | www.blcompanies.com 717-651-9850 800-577-3267 | Former Amp Electronics site in Dauphin Co., George's Flowers in Carlisle; Belmont development in Lancaster Co. | 20/39 42/2 | 3/13 Meriden, Conn. 1998 | Site assessment and remediation, Act 2 compliance, stormwater, wastewater terrestrial/aquatic ecology, wetlands, archaeology and historic structures |
| 11 | 10 | LIBERTY ENVIRONMENTAL INC. 480 New Holland Ave., Suite 8203 Lancaster, PA 17602 | \$4.17 million \$4.17 million | James P. Cinelli President | www.libertyenviro.com 717-517-5000 800-305-6019 | Soil and groundwater remediation for retail gas operations throughout Central Pa.; phase I and II environmental site assessments for real estate due diligence; regulatory compliance for manufacturers | 9/31 9/0 | 1/5 Reading 2012 | Regulatory compliance, site assessment and remediation, natural resources, air quality permitting, air pollution control engineering |
| 12 | 13 | JOHNSON MIRMIRAN & THOMPSON INC. 220 St. Charles Way, Suite 200 York, PA 17402 | \$4.13 million \$190 million | Barry A. Epley Senior VP | www.jmt.com 717-741-1600 800-266-5488 | Eisenhower Drive entrance wetland delineation, bog turtle survey; SR 219-016 waterway permit; Wissinoming Park GSI | 33/185 65/10 | 2/36 Sparks, Md. 1983 | Wetlands; LEED services; NEPA documentation; natural resources, ecologic and biologic assessments; noise analysis; mitigation design; endangered species |
| 13 | 11 | EHC ASSOCIATES INC. DBA ENVIRONMENTAL HAZARDS CONTROL 2502 Horseshoe Road Lancaster, PA 17601 | \$4.1 million \$4.1 million | Edward C. Gallagher VP and partner | www.ehcassociates.com 717-656-3008 | Philadelphia Public Safety Training Center, Penn State Berks, Hershey Medical Center | 52/52 52/0 | 1/1 Upper Leacock Twp. 1983 | Consulting, inspections, testing, remediation/abatement, air duct and hood cleaning |
| 14 | 12 | HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730 | \$3.38 million \$26.5 million | Robert C. Grubic President and CEO | www.hrg-inc.com 717-564-1121 | Carlisle sanitary sewer rehabilitation; Capital Region Water sewer main replacement; Mechanicsburg Borough sewer system capacity study | 17/38 126/4 | 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 |
| 15 | 14 | RUMMEL KLEPPER & KAHL LLP DBA RK&K 3501 Concord Road, Suite 100 York, MD 17402 | \$2.24 million \$186 million | M. Dumler, M. Potter, M. Myers, T. Mohler and C. Wicks Partners | www.rk.com 717-600-2220 800-787-2755 | Lancaster aeration system upgrade; PennDOT Dist. 5 eng. and environ. services; York water treatment and PS expansion | 18/269 57/1 | 3/20 Baltimore 1959 | Environmental engineering, energy management, GIS, natural gas/petroleum pipelines, corrosion engineering, hazardous waste |
| 16 | 15 | INTERTEK GROUP PLC DBA PSI Ⓞ 1707 S. Cameron St., Suite B Harrisburg, PA 17104 | \$1.71 million \$3 billion | Jayson W. Miller District manager | www.intertek.com 717-230-8622 | Verizon Wireless, Dollar General | 7/400 120/1 | 2/1,000 London 1975 | Asbestos, mold, IAQ, lead paint, phase I and II site assessments, geotechnical and property-condition assessments, LEED services |
| 17 | 18 | GEOSERVICES LTD. 1525 Cedar Cliff Drive Camp Hill, PA 17011-7707 | \$1.15 million \$1.15 million | Peter G. Robelen President | www.geoservicesltd.com 717-303-2660 877-500-9683 | Suez Environmental, Montoursville School District, Crown Holdings Inc. | 7/7 7/0 | 1/1 Lower Allen Twp. 1989 | Groundwater development and management, litigation support and expert testimony, water supply permitting, site characterization and remediation |
| 18 | NR | GROUNDWATER SERVICES INTERNATIONAL INC. DBA GSI 443 McCormick Road Mechanicsburg, PA 17055 | \$1.03 million DNR | Philip J. Walsh President | www.gwater.com 717-691-9799 | Pipeline terminal, industrial-site characterization, gasoline service stations USTIF and ACT 2 sites | DNR/DNR 3/3 | 1/3 Upper Allen Twp. 1988 | UST cleanups, phase I/II site assessments, USTIF, Act 2 investigations and remediation, environmental due diligence, wetlands and geophysics |
| 19 | 21 | ADVANTAGE ENGINEERS LLC 435 Independence Ave., Suite C Mechanicsburg, PA 17055 | \$956,000 \$25.02 million | Edward L. Balsavage CEO | www.advantageengineers.com 717-458-0800 | Environmental subsurface soil sampling and soil-gas analysis for furniture manufacturer; 20,000-sq.-ft. office building phase I ESA and asbestos building inspection; Cumberland Co. restaurant phase I ESA and underground storage tank investigation | 7/25 64/3 | 2/9 Upper Allen Twp. 2001 | Remedial site investigations, groundwater invest/monitor, soil remediation, hazmat inspections, natural resource inv, wetland delineations, permitting |
| 20 | 22 | AUGUST MACK ENVIRONMENTAL INC. 941 Wheatland Ave., Suite 202 Lancaster, PA 17603 | \$947,211 \$23.53 million | Philip M. Donmoyer Office manager | www.augustmack.com 717-399-9587 800-579-0770 | Environmental compliance audits and regulatory requirements reviews; phase I and II environmental site assessments | 8/131 8/0 | 1/6 Indianapolis, Ind. 1998 | Regulatory compliance; environmental due diligence and risk management; site investigation, remediation and closure; sustainability services |
| 21 | 26 | NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029 | \$793,059 \$9.18 million | Paul J. Navarro President and CEO | www.navararrowright.com 717-441-2216 | Pennsylvania rapid bridge replacement project, I83 widening project in Dauphin Co., SR 0222 corridor project in Berks Co. | 4/6 93/2 | 1/4 New Cumberland 1996 | Environmental site assessments, wetland mitigation and stream restoration, stormwater management, archaeological surveys, permitting and planning |
| 22 | 24 | BARTON & LOGUIDICE DPC 3901 Hartzdale Drive, Suite 101 Camp Hill, PA 17011 | \$790,994 \$33.6 million | Sean C. Sweeney Senior managing engineer | www.bartonandloguidice.com 717-737-8326 800-724-1070 | Environmental permitting and compliance near York; cogeneration system air permitting for a senior living facility near Lewisburg; environmental site review near Red Lion | 11/101 11/1 | 1/9 Syracuse, N.Y. DNR | Landfills, recycling, composting, environmental assessments, remediation, industrial hygiene, landfill gas recovery, leachate treatment and storage |
| 23 | 23 | MICHAEL BAKER INTERNATIONAL INC. 4431 N. Front St., Second Floor Harrisburg, PA 17110 | \$711,025 \$578.04 million | Steven L. Barber VP and office executive | www.mbakernit.com 717-221-2000 800-642-2537 | CNG P3 environmental studies, CamTran Act 2 closure report | 13/641 130/12 | 2/90 Moon Twp., Allegheny Co. 1948 | Wetlands, NEPA, all appropriate inquiry, asbestos testing, phase II ESA, water encroachment permitting, NPDES, erosion and sediment control |
| 24 | 27 | KCI TECHNOLOGIES INC. 5001 Louise Drive, Suite 201 Mechanicsburg, PA 17055-6912 | \$551,635 \$169 million | Eric L. Martz Regional practice leader | www.kci.com 717-691-1340 | SR 0896 wetland investigation, agriculture resources and bog turtle habitat assessment; Camp Hill Prison water main; Middle Spring Dam annual compliance monitoring | 2/191 48/8 | 1/31 Sparks, Md. 1987 | Environmental planning, monitoring, engineering and construction, hazardous waste remediation, water resources, watershed planning |
| 25 | 25 | RAUDENBUSH ENGINEERING INC. 29 S. Union St. Middletown, PA 17057-1412 | \$505,300 \$4.51 million | Jodi A. Raudenbush President | www.raudeng.com 717-944-0883 | DGS 973-7 phase 1 Daniel Boone Homestead WWTF | 6/14 20/1 | 1/4 Middletown 1997 | Civil engineering, site design, stormwater management, water/wastewater engineering, geotechnical engineering and lab testing |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked WWP-wastewater treatment plant The Central Penn Business Journal's list of environmental consultants is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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 April 22, 2016.** Ⓞ Ranked last year as Professional Service Industries Inc.

Researched by Elaine Keisling



Q: I used to get surveys from you. Why don't I get them anymore?
A: Like many email-based programs, our surveys sometimes get caught in spam filters. Email lists@cpbj.com to make sure we have your current email address, or grab a blank survey at www.CPBJSurveys.info.

Independent insurance agencies: Health/life

Ranked by local health and life premium volume

| Rank | Prev. rank | Company Address | 2015 local health and life/total retail premium volume | Top local executive Title | Website Phone | % 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. P.O. Box 5404 Lancaster, PA 17606-5404 | \$1.3 billion \$1.31 billion | Samuel N. Lombardo Chairman and CEO | www.benecon.com 717-723-4600 888-400-4647 | 98%/1% 0%/1% 20 | 20/20 97/6 | 100%/0% 0% | 1/1 Manheim Twp. 1946 |
| 2 | 2 | AMERICAN INSURANCE ADMINISTRATORS INC. AKA AIA BENEFITS RESOURCE GROUP 4550 Lena Drive Mechanicsburg, PA 17055 | \$317 million \$317 million | K. Krause; D. Wert and D. Dorsheimer Principals | www.aiabrg.com 717-591-8280 800-292-0134 | 60%/5% 35%/0% 40 | DNR/DNR 80/3 | 98%/2% DNR | 1/1 Lower Allen Twp. 1987 |
| 3 | 4 | E.K. MCCONKEY & CO. INC. DBA MCCONKEY INSURANCE & BENEFITS 2555 Kingston Road, Suite 100 York, PA 17402 | \$200 million \$310 million | Norman F. Basso President and CEO | www.ekmconkey.com 717-755-9266 | 60%/DNR 35%/5% 25+ | 70/80 78/0 | 95%/2% 3% | 1/2 Springettsbury Twp. 1890 |
| 4 | 3 | MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St., P.O. Box 1728 Lancaster, PA 17608-1728 | \$136 million \$279.25 million | Richard M. Rankin Chairman, president and CEO | www.murrayins.com 717-397-9600 800-533-5271 | 16%/1% 64%/19% 32 | DNR/DNR 180/9 | 71%/10% 19% | 4/6 Lancaster 1930 |
| 5 | NR | ENGLH-HAMBRIGHT & DAVIES INC. AKA EHD 1857 William Penn Way Lancaster, PA 17601 | \$101.84 million \$223.56 million | Jon K. Miles President and CEO | www.ehd-ins.com 717-394-5681 800-544-7292 | 22%/0% 78%/DNR 87 | 24/27 95/0 | 92%/8% 0% | 3/4 Lancaster 1896 |
| 6 | 5 | ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leader Heights Road, P.O. Box 2726 York, PA 17405-2726 | \$58.77 million \$95.1 million | Anthony P. Campisi CPCU President and CEO | www.glatfelters.com 717-741-0911 800-233-1957 | 25%/6% 69%/0% 25 | 14/46 41/1 | 91%/9% 0% | 1/9 York Twp. 1951 |
| 7 | 7 | SAUVE CONSULTING GROUP INC. 6 Kacey Court, Suite 204 Mechanicsburg, PA 17055 | \$52.72 million \$52.72 million | Jeremy S. Sauvé and Steve Wevodau Area VPs | www.sauvebenefits.com 717-728-1177 | 62%/5% 0%/33% 24 | 14/DNR 7/8 | 100%/DNR DNR | 1/1 Upper Allen Twp. 2011 |
| 8 | 6 | GUNN-MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900 | \$50.5 million \$100 million | G. Greg Gunn CIC Managing partner | www.gunnmowery.com 717-761-4600 800-840-1243 | 25%/5% 70%/0% Most | 60/60 68/1 | 50%/20% 30% | 4/4 Lemoyne 1985 |
| 9 | 9 | THE PATTON GROUP 1041 S. Queen St. York, PA 17403 | \$31.5 million \$31.5 million | Robert M. Patton CLU Partner | www.thepattongroup.biz 717-812-1982 | 90%/5% 0%/5% 12 | 5/5 5/1 | 90%/10% 0% | 1/1 York 1975 |
| 10 | 10 | WEVODAU INSURANCE & BENEFIT STRATEGIES INC. 600 N. Front St. Wormleysburg, PA 17043 | \$22 million \$22 million | Gery R. Wevodau President | www.wevins.com 717-761-0393 | 70%/15% 0%/15% 12 | 5/5 4/1 | 80%/20% DNR | 1/1 Wormleysburg 2006 |
| 11 | 8 | KLING BROS. INSURANCE LLC 43 W. King St. York, PA 17401-1479 | \$11 million \$48.5 million | Karl D. Fetterman Principal | www.klingbros.com 717-854-7851 | 22%/4% 74%/0% 35 | 10/10 15/3 | 86%/14% 0% | 2/2 York 1933 |
| 12 | 12 | COVENANT INSURANCE GROUP INC. 3361 W. Canal Road Dover, PA 17315 | \$4.5 million \$12.36 million | Robert T. Stone President | www.covenantcares.com 717-292-2028 888-292-2028 | 36%/1% 63%/0% 4 | 13/13 11/12 | 51%/49% DNR | 1/1 Dover Twp. 1984 |
| 13 | 15 | YORK INDEPENDENTS INC. 18 S. George St., Suite 608 York, PA 17401 | \$3.13 million \$3.13 million | Sean K. Clark CEO | www.yifinancial.com 717-324-6147 | 0%/14% 1%/85% 95 | 1/1 1/3 | 0%/100% 0% | 1/1 York 2001 |
| 14 | 16 | DIETZ AND BLUETT INSURANCE 835 Edgewood Road York, PA 17402 | \$2.02 million \$6.06 million | Lee Dietz and Dave Bluett Agency principals | www.dietz-bluet.com 717-757 2761 | 33%/0% 67%/0% 15 | 5/DNR 4/4 | 40%/30% 30% | 1/1 Windsor Twp. 2006 |
| 15 | NR | VINCENT COCKLEY DBA INSURANCE BENEFITS ASSOCIATES 23 N. Orchard View Drive Hanover, PA 17331-8228 | \$1.75 million \$1.75 million | V. Barry Cockley Owner | www.applytodayinsurance.com 717-630-8455 | 90%/5% 0%/5% 5 | 1/1 1/0 | 80%/20% 0% | 1/1 Berwick Twp. DNR |
| 16 | 11 | KELLER AGENCY INC. DBA KELLER-BROWN INSURANCE SERVICES 9 S. Main St., P.O. Box 215 Shrewsbury, PA 17361-0215 | \$777,037 \$10.8 million | Bari Joy Keller-Brown President | www.keller-brown.com 717-235-6891 800-785-7461 | 2%/3% 95%/0% 20 | 17/17 17/0 | 55%/40% 5% | 1/1 Shrewsbury 1899 |
| 17 | 13 | KNOLL INSURANCE AGENCY INC. 704 Bridge St. New Cumberland, PA 17070 | \$648,000 \$8.87 million | John Knoll President | www.knoll-insurance.com 717-774-8128 | 8%/0% 92%/0% 32 | 6/6 11/1 | 89%/11% 0% | 1/1 New Cumberland 1997 |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published March 25, 2016.** Ⓞ Property-casualty retail volume reported as part of the Insurance Alliance of Central PA.

Researched by Alaine Keisling

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CAT | LT | RABBITTRANSIT | RED ROSE | VANPOOLS | BARTA | AMTRAK



A program of the Delaware Valley Regional Planning Commission




Independent insurance agencies: Property-casualty

Ranked by local property-casualty retail premium volume

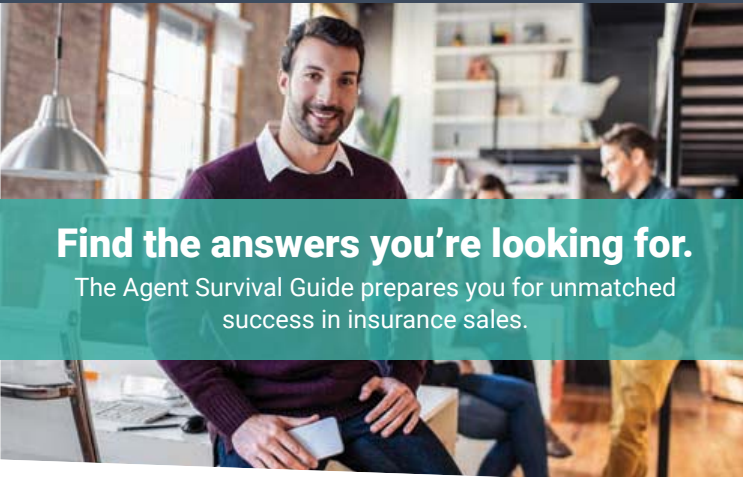
| Rank | Prev. rank | Company Address | 2015 local property casualty/total retail premium volume | Top local executive Title | Website Phone | % of insur. sold: prop. cas/health life/other Major carriers | Local/total agents FT/P-T local employees | % of insur. sold: comm./personal other | Local/total locations Headquarters Year estab. |
|------|------------|---|--|--|---|--|---|--|--|
| 1 | 1 | THE INSURANCE ALLIANCE OF CENTRAL PA INC. 3425 Simpson Ferry Road, Suite 101 Camp Hill, PA 17011 | \$204.48 million \$204.48 million | Jane D. Koppenheffer President and CEO | www.tiacp.com 717-230-1910 | 100%/0% 0%/0% 51 | 101/187 147/9 | 84%/16% 0% | 10/16 Lower Allen Twp. 1997 |
| 2 | 3 | E.K. MCCONKEY & CO. INC. DBA MCCONKEY INSURANCE & BENEFITS 2555 Kingston Road, Suite 100 York, PA 17402 | \$150 million \$310 million | Norman F. Basso President and CEO | www.ekmconkey.com 717-755-9266 | 35%/60% DNR/5% 25+ | 70/80 78/0 | 95%/2% 3% | 1/2 Springettsbury Twp. 1890 |
| 3 | 2 | MURRAY INSURANCE ASSOCIATES INC. DBA MURRAY SECURUS 39 N. Duke St., P.O. Box 1728 Lancaster, PA 17608-1728 | \$143.25 million \$279.25 million | Richard M. Rankin Chairman, president and CEO | www.murrayins.com 717-397-9600 800-533-5271 | 64%/16% 1%/19% 32 | DNR/DNR 180/9 | 71%/10% 19% | 4/6 Lancaster 1930 |
| 4 | NR | ENGLER-HAMBRIGHT & DAVIES INC. AKA EHD 1857 William Penn Way Lancaster, PA 17601 | \$121.72 million \$223.56 million | Jon K. Miles President and CEO | www.ehd-ins.com 717-394-5681 800-544-7292 | 78%/22% 0%/DNR 87 | 24/27 95/0 | 92%/8% 0% | 3/4 Lancaster 1896 |
| 5 | 4 | GUNN-MOWERY LLC 650 N. 12th St. (Lemoyne), P.O. Box 900 Camp Hill, PA 17001-0900 | \$49.5 million \$100 million | G. Greg Gunn CIC Managing partner | www.gunnmowery.com 717-761-4600 800-840-1243 | 70%/25% 5%/0% Most | 60/60 68/1 | 50%/20% 30% | 4/4 Lemoyne 1985 |
| 6 | 5 | KLING BROS. INSURANCE LLC 43 W. King St. York, PA 17401-1479 | \$37.5 million \$48.5 million | Karl D. Fetterman Principal | www.klingbros.com 717-854-7851 | 74%/22% 4%/0% 35 | 10/10 15/3 | 86%/14% 0% | 2/2 York 1933 |
| 7 | 6 | ARTHUR J. GLATFELTER AGENCY INC. DBA GLATFELTER INSURANCE GROUP 183 Leader Heights Road, P.O. Box 2726 York, PA 17405-2726 | \$36.33 million \$95.1 million | Anthony P. Campisi CPCU President and CEO | www.glatfelters.com 717-741-0911 800-233-1957 | 69%/25% 6%/0% 25 | 14/46 41/1 | 91%/9% 0% | 1/9 York Twp. 1951 |
| 8 | 8 | KELLER AGENCY INC. DBA KELLER-BROWN INSURANCE SERVICES 9 S. Main St., P.O. Box 215 Shrewsbury, PA 17361-0215 | \$10.03 million \$10.8 million | Bari Joy Keller-Brown President | www.keller-brown.com 717-235-6891 800-785-7461 | 95%/2% 3%/0% 20 | 17/17 17/0 | 55%/40% 5% | 1/1 Shrewsbury 1899 |
| 9 | 9 | KNOLL INSURANCE AGENCY INC. 704 Bridge St. New Cumberland, PA 17070 | \$8.23 million \$8.87 million | John Knoll President | www.knoll-insurance.com 717-774-8128 | 92%/8% 0%/0% 32 | 6/6 11/1 | 89%/11% 0% | 1/1 New Cumberland 1997 |
| 10 | 10 | COVENANT INSURANCE GROUP INC. 3361 W. Canal Road Dover, PA 17315 | \$7.86 million \$12.36 million | Robert T. Stone President | www.covenantcares.com 717-292-2028 888-292-2028 | 63%/36% 1%/0% 4 | 13/13 11/12 | 51%/49% DNR | 1/1 Dover Twp. 1984 |

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, Franklin, Lancaster, Lebanon, Perry or York counties that 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.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published March 25, 2016.**

Researched by Elaine Keisling



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Quality of Life REPORT

It is a vivid portrait of working, living and having a business in the midstate. Instead of acrylics or pastels, the Central Penn Business Journal uses facts, figures, graphs and articles. The Central Penn Business Journal quantifies our strengths in education, health care, transportation and more, to illustrate how the midstate stands out.

Quality of Life in the Midstate is an in-depth resource for those considering expansion in or relocation to central Pennsylvania. Readers get all the vital information in one place.



Space Reservation:
March 31, 2017

Publication Date:
May 12, 2017

For more information
contact **Shaun McCoach**
at **1-717-323-5204** or
shaunm@cpbj.com.

CENTRAL PENN
BUSINESS JOURNAL

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Law firms ranked by women

Ranked by number and percentage of women lawyers

| Rank | Prev. Rank | Company Address | Women/all local lawyers | Top local executive Title | Website Phone | 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 | 46 117 | David M. Kleppinger Chairman | www.mcneeslaw.com 717-232-8000 | 245/5 DNR Yes | 2/7 Harrisburg 1935 | Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate |
| 2 | NR | JAMES SMITH DIETTERICK & CONNELLY LLP DBA JSDC LAW OFFICES 134 Sipe Ave. Hummelstown, PA 17036 | 9 22 | Scott A. Dietterick Managing partner | www.jsdc.com 717-533-3280 | 44/5 \$150-\$400 Yes | 2/3 Derry Twp. 1988 | Business, banking, trust and estates, elder law, family law, criminal, tax, creditors' rights, construction law and real estate |
| 3 | 3 | DALEY ZUCKER MEILTON & MINER LLC 635 N. 12th St., Suite 101 Lemoyne, PA 17043 | 6 7 | Patricia Carey Zucker Managing member | www.dzmlaw.com 717-724-9821 | 16/1 \$150-\$350 Yes | 3/3 Lemoyne 2004 | Family law, bankruptcy, estate planning/admin, elder, employment, business, insurance, taxation, agricultural, liquor, municipal |
| 4 | 4 | MARSHALL DENNEHEY WARNER COLEMAN & GOGGIN PC 100 Corporate Center Drive, Suite 201 Camp Hill, PA 17011 | 8 20 | Timothy J. McMahon Office managing attorney | www.marshalldennehey.com 717-651-3500 | 39/4 DNR DNR | 1/20 Philadelphia 1985 | Civil defense litigation, professional liability, medical malpractice, casualty and employment and workers' compensation law |
| 5 | 2 | BUCHANAN INGERSOLL & ROONEY PC 409 N. Second St., Suite 500 Harrisburg, PA 17101-1357 | 12 36 | Stephen C. Gierasch Office head | www.bipc.com 717-237-4800 | 55/1 DNR DNR | 1/19 Pittsburgh 1986 | Energy, corporate finance, litigation, utilities, financial services, labor and employment, health care, environmental, government relations |
| 6 | 8 | CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132 | 10 29 | Jeffrey L. Rehmyer II President | www.cgalaw.com 717-848-4900 | 62/4 \$160-\$300 Yes | 2/2 York 1989 | Bankruptcy, business, estate planning/admin., family, health, labor and employment, litigation, mediation, municipal, real estate, school and tax law |
| 7 | NR | SCARINGI & SCARINGI PC 2000 Lingestown Road, Suite 106 Harrisburg, PA 17110 | 7 15 | Marc A. Scaringi and Melanie Walz Scaringi Owners | www.scaringilaw.com 717-657-7770 866-643-7036 | 26/2 \$160-\$225 DNR | 4/4 Susquehanna Twp. 2005 | Full-service law firm |
| 8 | 9 | BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602 | 14 47 | Jeffrey D. Lobach Managing partner | www.barley.com 717-299-5201 | 108/13 DNR Yes | 3/6 Lancaster 1946 | Law, including business, banking, employment, immigration, real estate, trusts and estates, health care, finance and creditors' rights, litigation |
| 9 | 13 | PEPPER HAMILTON LLP 100 Market St., Suite 200, P.O. Box 1181 Harrisburg, PA 17108-1181 | 5 10 | Thomas B. Schmidt III Managing attorney | www.pepperlaw.com 717-255-1155 866-737-7372 | 20/5 DND Yes | 1/13 Philadelphia 1969 | Practices include government relations, municipal finance, administrative, corporate finance, complex litigation, environment |
| 10 | 6 | ECKERT SEAMANS CHERIN & MELLOTT LLC 213 Market St., Eighth Floor Harrisburg, PA 17102-2132 | 9 29 | Mark A. Fontana Member-in-charge | www.eckertseamans.com 717-237-6000 | 45/1 DNR Yes | 1/14 Pittsburgh 1986 | Full-service law firm |
| 11 | 11 | SHAFFER & ENGLE LAW OFFICES LLC 2205 Forest Hills Drive, Suite 10 Harrisburg, PA 17112 | 3 4 | Jeffrey B. Engle Managing partner | www.pennfamilylawyers.com 717-545-3032 | 6/0 \$180-\$300 No | 1/1 Lower Paxton Twp. 1951 | Family law, criminal law, educational law and real estate taxation |
| 12 | 12 | BATURIN & BATURIN 2604 N. Second St. Harrisburg, PA 17110-1108 | 3 5 | Floyd M. Baturin Senior partner | 717-234-2427 | 5/4 By agreement Yes | 1/1 Harrisburg 1917 | Wills, trusts, POAs, living wills, estate tax and charitable gift planning, family law, concerns of the elderly, complete estate administration |
| 13 | NR | K&L GATES LLP 17 N. Second St., 18th Floor Harrisburg, PA 17101-1507 | 6 17 | Carleton O. Strouss Administrative partner | www.klgates.com 717-231-4500 | 32/5 DNR Yes | 1/45 Pittsburgh 1987 | Energy, environ., oil, gas, water, government affairs, gaming, litigation, utilities, health care, privacy, construction, pharmaceutical and employment law |
| 14 | 15 | SAUL EWING LLP 2 N. Second St., Seventh Floor Harrisburg, PA 17101 | 6 18 | Joel C. Hopkins Harrisburg office managing partner | www.saul.com 717-257-7500 800-355-7777 | 28/1 \$250-\$925 Yes | 1/11 Philadelphia 1992 | Business/corporate, construction, energy, environmental, finance, government contracts, insurance, labor/employment, litigation, oil/gas, real estate |
| 15 | 16 | MARIA P. COGNETTI & ASSOCIATES 3304 Market St. Camp Hill, PA 17011 | 2 3 | Maria P. Cognetti Principal | www.cognettilaw.com 717-909-4060 | 9/3 \$125-\$450 No | 1/1 E. Pennsboro Twp. 1990 | Law firm devoted solely to family law |
| 16 | 20 | RHOADS & SINON LLP 1 S. Market Square, 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146 | 8 39 | Charles J. Ferry Managing partner | www.rhoads-sinon.com 717-233-5731 | 79/1 DNR Yes | 1/2 Harrisburg 1935 | Banking, litigation, environmental, labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, health care |
| 17 | 23 | STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994 | 7 26 | Ronald L. Hershner Managing partner and business group chairman | www.stockandleader.com 717-846-9800 | 61/9 DNR Yes | 3/3 York 1953 | Business/finance, mergers/acquisitions, labor/employment, environmental, estate planning/admin., litigation, education, real estate and municipal law |
| 18 | NR | LAW OFFICE OF SUSAN J. SMITH 2807 Market St. Camp Hill, PA 17011 | 1 1 | Susan J. Smith Owner | www.sjsmithlaw.com 717-763-1650 | 2/1 DNR DNR | 1/DNR Camp Hill 2007 | Corporate, individual and municipal clients statewide in the areas of environmental, land use/zoning, utility and municipal law |
| 19 | 25 | POST & SCHELL PC 17 N. Second St. Harrisburg, PA 17101 | 8 35 | John W. Domberger Administrative principal | www.postschell.com 717-731-1970 | 39/0 DNR Yes | 2/7 Philadelphia 1986 | Legal services and strategic counseling |
| 20 | 21 | OBERMAYER REBMAN MAXWELL & HIPPEL LLP 200 Locust St., Suite 400 Harrisburg, PA 17101-1508 | 2 5 | Walter W. Cohen Partner-in-charge | www.obermayer.com 717-234-9730 | 7/0 \$200-\$450 Yes | 1/8 Philadelphia 1993 | Full-service law firm |
| 21 | 17 | BLAKINGER THOMAS PC 28 Penn Square Lancaster, PA 17603 | 5 18 | Dan A. Blakinger President | www.blakingerthomas.com 717-299-1100 | 46/2 \$85-\$340 Yes | 1/1 Lancaster 1977 | Full-service law firm |
| 22 | 22 | METTE EVANS & WOODSIDE PC 3401 N. Front St., P.O. Box 5950 Harrisburg, PA 17110-0950 | 6 25 | Timothy A. Hoy President | www.mette.com 717-232-5000 800-962-5097 | 40/3 \$180-\$300 Yes | 1/1 Susquehanna Twp. 1969 | Federal, state and local taxation, litigation and planning; real estate and land-use planning; asset preservation; banking; commercial litigation |
| 23 | NR | REILLY WOLFSON SHEFFEY SCHRUM AND LUNDBERG 1601 Cornwall Road Lebanon, PA 17042 | 3 10 | F.S. Wolfson, T.D. Sheffey, L.A. Schrum, P.A. Lundberg, M.R. Calvert, C.S. Gallo and P.C. Bametzeider Partners | www.reillywolfson.com 717-273-3733 | 27/0 \$150-\$285 Yes | 1/1 N. Cornwall Twp. 1940 | Legal services |
| 24 | 27 | GOLDBERG KATZMAN PC 4250 Gruns Mill Road, Suite 301, P.O. Box 6991 Harrisburg, PA 17112-0991 | 4 17 | Paul J. Esposito Executive committee chairman | www.goldbergekatzman.com 717-234-4161 | 32/1 DNR Yes | 4/4 Lower Paxton Twp. 1960 | Civil litigation, business/corporate, labor, workers' comp, real estate, health care, criminal, family, estates |
| 25 | 28 | MENGES & MCLAUGHLIN PC DBA TRINITY LAW 145 E. Market St. York, PA 17401 | 2 6 | Matthew D. Menges Partner | www.yourlawfirmforlife.com 717-843-8046 866-464-5297 | 9/3 DNR Yes | 2/2 York 1980 | Family law, criminal defense, estate planning, real estate, employment law, personal injury, Social Security, nonprofit and general civil litigation |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of women-friendly law firms is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJournal.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. Published Aug. 19, 2016.

Researched by Elaine Keisling

Landscape architecture and land development

Ranked by local landscape architecture revenue

| Rank | Prev. rank | Company Address Website | 2015 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 | RGS ASSOCIATES INC. 53 W. James St., Suite 101 Lancaster, PA 17603 www.rgsassociates.com | \$5.04 million \$5.04 million | Joel R. Snyder RLA Managing principal 717-715-1396 | 13/0/5 36/0 30%/70% | Shoppes at Belmont, Penn Stone, Harrisburg State Hospital site, Messiah Village Village Square, Woodcrest Villa Viva Center, Building on Strength City of Lancaster | 3/3 Lancaster 1993 | Community, traditional neighborhood and green infrastructure design; land planning; landscape architecture; site engineering; post-construction services |
| 2 | 3 | DERCK & EDSON ASSOCIATES 33 S. Broad St. Litzitz, PA 17543-1415 www.derckandedson.com | \$4.25 million \$4.25 million | James A. Wenger RLA Managing partner 717-626-2054 | 9/0/4 22/1 80%/20% | Virginia Wesleyan College, Rock Litzitz, Penn State, Elizabethtown Borough, downtown Hershey, Messiah College, St. Joseph's College of Maine, Wilson College | 1/2 Litzitz 1940 | Master planning, design, engineering, and site implementation, specializing in campuses, downtowns and athletics |
| 3 | 1 | RETTEW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 www.rettew.com | \$4.24 million \$59.02 million | Mark P. Lauriello PE President and CEO 717-394-3721 800-738-8395 | 5/10/1 186/24 1%/99% | High Real Estate Group, Willow Valley, Oak Tree Development, Traditions of America, Fulton Bank, Boyd Wilson, SDR Development, Alcoa Masonic Village | 2/9 Manor Twp. 1969 | Mixed-use development, industrial, residential and commercial development, campus master planning and design, land planning, stormwater design, sustainable design |
| 4 | 4 | ELA GROUP INC. 743 S. Broad St. Litzitz, PA 17543-2808 www.elagroup.com | \$2.76 million \$4.8 million | Grant W. Hummer PE President 717-626-7271 | 9/1/2 39/0 50%/50% | Presbyterian Senior Living, Lancaster General Health, Penn State University, Crabtree Rohrbach & Assoc., State College Area SD, Circleville Road Partners LP, Berger Rentals | 1/3 Litzitz 1996 | Master, community and land planning; landscape design and architecture, site analysis and feasibility; park, open-space, streetscape, subdivision and land-development plans |
| 5 | 5 | DAVID MILLER/ASSOCIATES INC. 1076 Centerville Road Lancaster, PA 17601-1710 www.dmai.com | \$2.1 million \$2.1 million | James V. Boyer PE President and managing principal 717-898-3402 | 2/1/1 13/1 50%/50% | Franklin & Marshall College, LCSWMA, Oaktree Development Group, Lancaster County Motors, Blackford Development, Hess Homebuilders, Sylvan Partners, Armstrong World Industries | 1/1 E. Hempfield Twp. 1984 | Site selection, feasibility, site design, civil, survey, municipal approvals, planning and zoning, GIS services |
| 6 | 6 | LSC DESIGN INC. 320 N. George St., Suite 100 York, PA 17401 www.lscdesign.com | \$1.9 million \$9 million | Robert A. Kinsley II AIA CEO 717-845-8383 | DNR/DNR/DNR 37/2 0%/100% | Rutter's Farm Stores, York County Day School, Target Distribution Center, Orchard Business Park phase II | 1/1 York 1980 | Zoning, site development, subdivision, NPDES permitting, DEP, PennDOT, 3D scanning |
| 7 | 7 | KUROWSKI & WILSON LLC DBA K&W ENGINEERS 470 Friendship Road, Suite 100 Harrisburg, PA 17111 www.kandwengineers.com | \$1.82 million \$1.87 million | Thomas P. Wilson and J. Marc Kurowski Principals 717-635-2835 | 3/1/2 13/1 50%/50% | Trinity High School track, Milton and Catherine Hershey Conservatory, Harrisburg SD baseball field complex, Penn State Harrisburg | 1/1 Swatara Twp. 2005 | Site master planning and design, permitting, landscape architecture, water/wastewater design/permitting, survey, traffic/transportation studies |
| 8 | 9 | PENNTERRA ENGINEERING INC. 3904-B Abel Drive Columbia, PA 17512 www.pennterra.com | \$830,000 \$3.2 million | Mark A. Magrecki RLA COO 717-522-5031 | 1/0/DNR 6/0 10%/90% | The Keith Corp., Tractor Supply Co. stores, Advance Auto Parts, Family Dollar, Real Services Inc., Valenti Mid-Atlantic Realty, Drive Time Auto | 1/2 State College 2009 | Site analysis and due-diligence studies, zoning approvals and text amendments, subdivision and land development plans, stormwater mgmt. design, NPDES and E&S permitting |
| 9 | 11 | BL COS. INC. 4242 Carlisle Pike, Suite 260 Camp Hill, PA 17011 www.blcompanies.com | \$450,000 \$48.2 million | Mark Koelner MS PG Principal and director 717-651-9850 800-577-3267 | 2/4/DNR 42/2 5%/95% | FedEx Ground, Rite Aid, Carlisle Borough | 3/13 Meriden, Conn. 1998 | Public spaces and courtyards, streetscape enhancements, site analysis and master planning, educational facilities, corporate development, residential communities, irrigation design, parks and open-space planning, athletic field design, sustainable design strategies, permitting, construction documentation |
| 10 | 10 | HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730 www.hrg-inc.com | \$362,960 \$26.5 million | Robert C. Grubic PE President and CEO 717-564-1121 | 0/2/1 126/4 15%/85% | Lancaster General Hospital's Ann B. Barshinger Cancer Institute; Mohn Street recreational project in Steelton; Lower Paxton public works facility | 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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published May 13, 2016.**

Researched by Elaine Keisling

The improving economy has brought an excellent climate for mergers and acquisitions. M&A in the midstate takes a look at mergers & acquisitions in Central Pennsylvania, and provides businesses with the information they need to know. This publication, from Central Penn Business Journal, explains what makes market conditions great, what business sectors are most active, and which types of businesses are currently, or should be, completing transactions. Take advantage of this opportunity to align your company with businesses considering transition and in need of professional advisors.

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Law firms

Ranked by number of full-time local attorneys

| Rank | Rank Prev. | Company Address | F-T local/total employees | 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 | 117 130 | David M. Kleppinger Chairman | www.mcneeslaw.com 717-232-8000 | 46/48 6/6 64/69 | 245/5 DNR Yes | 2/7 Harrisburg 1935 | Corporate law, energy, intellectual property, employment, asset planning, tax, litigation, auto dealer, construction, real estate |
| 2 | 2 | BARLEY SNYDER LLP 126 E. King St. Lancaster, PA 17602 | 47 61 | Jeffrey D. Lobach Managing partner | www.barley.com 717-299-5201 | 14/17 2/4 27/36 | 108/13 DNR Yes | 3/6 Lancaster 1946 | Law, including business, banking, employment, immigration, real estate, trusts and estates, health care, finance and creditors' rights, litigation |
| 3 | 4 | RHOADS & SINON LLP 1 S. Market Square, 12th Floor, P.O. Box 1146 Harrisburg, PA 17108-1146 | 39 42 | Charles J. Ferry Managing partner | www.rhoads-sinon.com 717-233-5731 | 8/9 0/0 30/32 | 79/1 DNR Yes | 1/2 Harrisburg 1935 | Banking, litigation, environmental, labor, estates, real estate, municipal, merger/acquisitions, intellectual property, tax, construction, health care |
| 4 | 5 | BUCHANAN INGERSOLL & ROONEY PC 409 N. Second St., Suite 500 Harrisburg, PA 17101-1357 | 36 480 | Stephen C. Gierasch Office head | www.bipc.com 717-237-4800 | 12/153 1/45 14/226 | 55/1 DNR DNR | 1/19 Pittsburgh 1986 | Energy, corporate finance, litigation, utilities, financial services, labor and employment, health care, environmental, government relations |
| 5 | 3 | POST & SCHELL PC 17 N. Second St. Harrisburg, PA 17101 | 35 140 | John W. Dornberger Administrative principal | www.postschell.com 717-731-1970 | 8/47 0/4 26/78 | 39/0 DNR Yes | 2/7 Philadelphia 1986 | Legal services and strategic counseling |
| 6 | 9 | ECKERT SEAMANS CHERIN & MELLOTT LLC 213 Market St., Eighth Floor Harrisburg, PA 17102-2132 | 29 373 | Mark A. Fontana Member-in-charge | www.eckertseamans.com 717-237-6000 | 9/102 1/18 21/248 | 45/1 DNR Yes | 1/14 Pittsburgh 1986 | Full-service law firm |
| 7 | 8 | CGA LAW FIRM PC 135 N. George St. York, PA 17401-1132 | 29 29 | Jeffrey L. Rehmeyer II President | www.cgalaw.com 717-848-4900 | 10/10 0/0 14/14 | 62/4 \$160-\$300 Yes | 2/2 York 1989 | Bankruptcy, business, estate planning/admin., family, health, labor and employment, litigation, mediation, municipal, real estate, school and tax law |
| 8 | 10 | STOCK AND LEADER LLP 221 W. Philadelphia St., Suite 600 York, PA 17401-2994 | 26 26 | Ronald L. Hershner Managing partner and business group chairman | www.stockandleader.com 717-846-9800 | 7/7 0/0 12/12 | 61/9 DNR Yes | 3/3 York 1953 | Business/finance, mergers/acquisitions, labor/employment, environmental, estate planning/admin., litigation, education, real estate and municipal law |
| 9 | 11 | METTE EVANS & WOODSIDE PC 3401 N. Front St., P.O. Box 5950 Harrisburg, PA 17110-0950 | 25 25 | Timothy A. Hoy President | www.mette.com 717-232-5000 800-962-5097 | 6/6 2/2 15/15 | 40/3 \$180-\$300 Yes | 1/1 Susquehanna Twp. 1969 | Federal, state and local taxation, litigation and planning; real estate and land-use planning; asset preservation; banking; commercial litigation |
| 10 | 16 | NIKOLAUS & HOHENADEL LLP 212 N. Queen St. Lancaster, PA 17603 | 24 24 | John P. Hohenadel and Donald H. Nikolaus Managing partners | www.n-hlaw.com 717-299-3726 | 5/5 1/1 17/17 | 47/8 \$160-\$305 Yes | 4/4 Lancaster 1972 | Business; real estate; estate planning and admin; personal injury; workers' compensation; family and general law, except criminal |
| 11 | 13 | SALZMANN HUGHES PC 112 Market St., Eighth Floor Harrisburg, PA 17101 | 24 24 | G. Bryan Salzmans President | www.salzmanshughes.com 717-234-6700 | 0/0 0/0 8/8 | 41/5 DNR Yes | 4/4 Chambersburg 1995 | Business/corporate, mergers/acquisitions, land use, zoning, environmental, real estate, municipal, estate planning/admin. and general civil litigation |
| 12 | 12 | JAMES SMITH DIETTERICK & CONNELLY LLP DBA JSDC LAW OFFICES 134 Sipe Ave. Hummelstown, PA 17036 | 22 23 | Scott A. Dietterick Managing partner | www.jsdc.com 717-533-3280 | 9/9 0/0 8/8 | 44/5 \$150-\$400 Yes | 2/3 Derry Twp. 1988 | Business, banking, trust and estates, elder law, family law, criminal, tax, creditors' rights, construction law and real estate |
| 13 | 19 | CIPRIANI & WERNER PC 1011 Mumma Road, Suite 201 Lemoyne, PA 17043 | 21 133 | Dennis P. Cullen Managing partner | www.c-wlaw.com 717-975-9600 | 2/44 0/0 0/0 | 37/1 Negotiable Yes | 1/11 Pittsburgh 1996 | Employers' rights (defense), workers' compensation, insurance defense, family law, estate planning, professional liability and licensing |
| 14 | 15 | MARSHALL DENNEHEY WARNER COLEMAN & GOGGIN PC 100 Corporate Center Drive, Suite 201 Camp Hill, PA 17011 | 20 489 | Timothy J. McMahon Office managing attorney | www.marshalldennehey.com 717-651-3500 | 8/175 0/54 12/276 | 39/4 DNR DNR | 1/20 Philadelphia 1985 | Civil defense litigation, professional liability, medical malpractice, casualty and employment and workers' compensation law |
| 15 | 6 | STEVENS & LEE PC 17 N. Second St., 16th Floor Harrisburg, PA 17101 | 19 149 | Ernie Choquette President and CEO | www.stevenslee.com 717-234-1090 | 3/30 1/8 13/91 | 29/0 DNR Yes | 3/13 Reading 1990 | Regulatory and government affairs, corporate, M&A, health care, litigation, labor and employment, municipal finance, tax, public utility, real estate |
| 16 | 17 | BLAKINGER THOMAS PC 28 Penn Square Lancaster, PA 17603 | 18 18 | Dan A. Blakinger President | www.blakingerthomas.com 717-299-1100 | 5/5 1/1 14/14 | 46/2 \$85-\$340 Yes | 1/1 Lancaster 1977 | Full-service law firm |
| 17 | 18 | SAUL EWING LLP 2 N. Second St., Seventh Floor Harrisburg, PA 17101 | 18 252 | Joel C. Hopkins Harrisburg office managing partner | www.saul.com 717-257-7500 800-355-7777 | 6/89 1/26 10/139 | 28/1 \$250-\$925 Yes | 1/11 Philadelphia 1992 | Business/corporate, construction, energy, environmental, finance, government contracts, insurance, labor/employment, litigation, oil/gas, real estate |
| 18 | 20 | GOLDBERG KATZMAN PC 4250 Crums Mill Road, Suite 301, P.O. Box 6991 Harrisburg, PA 17112-0991 | 17 17 | Paul J. Esposito Executive committee chairman | www.goldbergekatzman.com 717-234-4161 | 4/4 1/1 12/12 | 32/1 DNR Yes | 4/4 Lower Paxton Twp. 1960 | Civil litigation, business/corporate, labor, workers' comp, real estate, health care, criminal, family, estates |
| 19 | 14 | K&L GATES LLP 17 N. Second St., 18th Floor Harrisburg, PA 17101-1507 | 17 1,751 | Carleton O. Strouss Administrative partner | www.klgates.com 717-231-4500 | 6/672 0/0 0/0 | 32/5 DNR Yes | 1/45 Pittsburgh 1987 | Energy, environ., oil, gas, water, government affairs, gaming, litigation, utilities, health care, privacy, construction, pharmaceutical and employment law |
| 20 | NR | SCARINGI & SCARINGI PC 2000 Linglestown Road, Suite 106 Harrisburg, PA 17110 | 15 15 | Marc A. Scaringi and Melanie Walz Scaringi Owners | www.scaringilaw.com 717-657-7770 866-643-7036 | 7/7 0/0 0/0 | 26/2 \$160-\$225 DNR | 4/4 Susquehanna Twp. 2005 | Full-service law firm |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBj.com/surveys/info; follow @CPBJListCentral on Twitter. Published May 20, 2016.

Researched by Alaine Keisling



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| Rank | Prev. Rank | Company Address | F-T local attorneys +8=+5 +2=8;7/B< | Top local executive \$3=5/ | Website /,-<3=/ 1287/ | Local/total female attorneys minority attorneys 9+/-7,-< | F-T/P-T local attorneys /89583 /< /- Hourly fee range Alternative billing? | Local/total offices 58=387< Headquarters Year established 58-+558 | Types of law practiced |
|------|------------|--|--|---|--|---|---|--|--|
| 21 | 26 | MARTSON DEARDORFF WILLIAMS & OTTO PC DBA MARTSON LAW OFFICES 10 E. High St. Carlisle, PA 17013 | 13 13 | Ivo V. Otto III Managing shareholder | www.martsonlaw.com 717-243-3341 | 2/2 0/0 8/8 | 25/4 DNR Yes | 1/1 Carlisle 1949 | General practice including commercial transactions and litigation, real estate, taxation, estate planning and administration, probate litigation |
| 22 | 24 | MOONEY & ASSOCIATES LLC 230 York St. Hanover, PA 17331 | 13 DNR | John J. Mooney III Managing member | www.mooney4law.com 717-632-4656 877-632-4656 | 3/DNR 2/57 1/DNR | 28/4 \$150-\$325 Yes | 12/12 Hanover 1997 | Law firm |
| 23 | NR | KATHERMAN BRIGGS & GREENBERG LLP 110 N. George St. York, PA 17401-1205 | 11 11 | Brian P. Strong Attorney | www.resultsyoudeserve.com 717-848-3838 800-509-1011 | 2/2 0/0 0/0 | 30/3 DNR DNR | 4/4 York 1984 | Personal injury law |
| 24 | 27 | PEPPER HAMILTON LLP 100 Market St., Suite 200, P.O. Box 1181 Harrisburg, PA 17108-1181 | 10 480 | Thomas B. Schmidt III Managing attorney | www.pepperlaw.com 717-256-1155 866-737-7372 | 5/162 2/57 7/227 | 20/5 DNR Yes | 1/13 Philadelphia 1969 | Practices include government relations, municipal finance, administrative, corporate finance, complex litigation, environment |
| 25 | NR | REILLY WOLFSON SHEFFEY SCHRUM AND LUNDBERG 1601 Cornwall Road Lebanon, PA 17042 | 10 10 | F.S. Wolfson, T.D. Sheffey, L.A. Schrum, M.R. Calvert, P.A. Lundberg, C.S. Gallo, and P.C. Bametzeider Partners | www.reillywolfson.com 717-273-3733 | 3/3 0/0 7/7 | 27/0 \$150-\$285 Yes | 1/1 N. Cornwall Twp. 1940 | Legal services |
| 26 | 29 | SAIDIS SULLIVAN & ROGERS PC 100 Sterling Parkway, Suite 100 Mechanicsburg, PA 17050 | 8 8 | Robert C. Saidis CEO | www.ssr-attorneys.com 717-243-6222 888-664-6222 | 2/2 0/0 4/4 | 17/1 \$125-\$300 Yes | 2/2 Silver Spring Twp. 2010 | Legal services for individuals, businesses and government entities statewide |
| 27 | NR | COZEN O'CONNOR 17 N. Second St. Harrisburg, PA 17101 | 7 607 | David P. Zambito Office managing partner | www.cozen.com 717-703-5900 877-868-0840 | 0/186 0/58 2/179 | 8/0 DNR Yes | 1/24 Philadelphia DNR | Full-service firm, including litigation, business law and government relations |
| 28 | 31 | DALEY ZUCKER MELTON & MINER LLC 635 N. 12th St., Suite 101 Lemoyne, PA 17043 | 7 DNR | Patricia Carey Zucker Managing member | www.dzmlaw.com 717-724-9821 | 6/DNR DNR/DNR 5/DNR | 16/1 \$150-\$350 Yes | 3/3 Lemoyne 2004 | Family law, bankruptcy, estate planning/admin, elder, employment, business, insurance, taxation, agricultural, liquor, municipal |
| 29 | 33 | BYBEL RUTLEDGE LLP 1017 Mumma Road Lemoyne, PA 17043-1145 | 7 7 | Nicholas Bybel Jr. Partner | www.bybelrutledge.com 717-731-1700 | 0/0 0/0 DNR/DNR | 9/1 DNR DNR | 1/1 Wormleysburg 2006 | Boutique firm focusing on corporate, mergers and acquisitions, securities, executive compensation, banking and business law |
| 30 | NR | REAGER & ADLER PC 2331 Market St. Camp Hill, PA 17011-4642 | 6 6 | David W. Reager President | www.reageradlerpc.com 717-763-1383 | 1/1 0/0 5/5 | 13/0 \$85-\$250 Yes | 1/1 Camp Hill 1979 | General practice law firm with emphasis on real estate, estate planning, construction law, civil litigation and business law |
| 31 | 30 | NAUMAN SMITH SHISSLER & HALL LLP 200 N. Third St., 18th Floor, P.O. Box 840 Harrisburg, PA 17108-0840 | 6 6 | Craig J. Staudenmaier Managing partner | www.nssh.com 717-763-3010 | 0/0 0/0 4/4 | 15/2 DNR Yes | 1/1 Harrisburg 1871 | Full-service law firm, including business and employment, mergers and acquisitions, real estate, Right-to-Know and tax law, trusts, estate planning |
| 32 | 32 | MENGES & MCLAUGHLIN PC DBA TRINITY LAW 145 E. Market St. York, PA 17401 | 6 DNR | Matthew D. Menges Partner | www.yourlawfirmforlife.com 717-843-8046 866-464-5297 | 2/DNR DNR/DNR DNR/DNR | 9/3 DNR Yes | 2/2 York 1980 | Family law, criminal defense, estate planning, real estate, employment law, personal injury, Social Security, nonprofit and general civil litigation |
| 33 | 25 | SHUMAKER WILLIAMS PC 3425 Simpson Ferry Road Camp Hill, PA 17011 | 5 10 | Jeffrey A. Lee Administrator | www.shumakerwilliams.com 717-763-1121 888-794-5542 | 0/3 0/0 2/6 | 12/1 \$135-\$390 Yes | 2/4 Lower Allen Twp. 1964 | Corporate and business practice and planning, strategic planning, mergers and acquisitions, immigration, intellectual property, litigation |
| 34 | 35 | OBERMAYER REBMANN MAXWELL & HIPPEL LLP 200 Locust St., Suite 400 Harrisburg, PA 17101-1508 | 5 101 | Walter W. Cohen Partner-in-charge | www.obermayer.com 717-234-9730 | 2/34 0/10 4/37 | 7/0 \$200-\$450 Yes | 1/8 Philadelphia 1993 | Full-service law firm |
| 35 | 34 | BATURIN & BATURIN 2604 N. Second St. Harrisburg, PA 17110-1108 | 5 DNR | Floyd M. Baturin Senior partner | 717-234-2427 | 3/DNR 0/DNR 3/DNR | 5/4 By agreement Yes | 1/1 Harrisburg 1917 | Wills, trusts, POAs, living wills, estate tax and charitable gift planning, family law, concerns of the elderly, complete estate administration |
| 36 | NR | SHAFFER & ENGLE LAW OFFICES LLC 2205 Forest Hills Drive, Suite 10 Harrisburg, PA 17112 | 4 4 | Jeffrey B. Engle Managing partner | www.pennfamilylawyers.com 717-545-3032 | 3/4 0/0 1/1 | 6/0 \$180-\$300 No | 1/1 Lower Paxton Twp. 1951 | Family law, criminal law, educational law and real estate taxation |
| 37 | NR | MARIA P. COGNETTI & ASSOCIATES 3304 Market St. Camp Hill, PA 17011 | 3 3 | Maria P. Cognetti Principal | www.cognettilaw.com 717-909-4060 | 2/2 DNR/DNR 2/2 | 9/3 \$125-\$450 No | 1/1 E. Pennsboro Twp. 1990 | Law firm devoted solely to family law |
| 38 | NR | CAMPBELL & WHITE PC 112 Baltimore St. Gettysburg, PA 17325 | 3 3 | Robert E. Campbell Owner | www.campbellandwhite.com 717-334-9278 | 0/0 0/0 1/1 | 0/5 \$175-\$275 No | 1/1 Gettysburg 1977 | General practice with emphasis on estates, real estate settlements, title searches, family law, corporate law |
| 39 | NR | ANGINO LAW FIRM PC 4503 N. Front St. Harrisburg, PA 17110-1799 | 2 DNR | Richard C. Angino President | www.anginolaw.com 717-238-6791 800-638-2070 | 0/DNR 0/DNR 1/DNR | 6/1 Contingency fee Yes | 1/1 Susquehanna Twp. 1928 | Personal injury, concentrating in auto, medical malpractice, insurance, premises and products liability law |
| 40 | NR | LAW OFFICE OF SUSAN J. SMITH 2807 Market St. Camp Hill, PA 17011 | 1 1 | Susan J. Smith Owner | www.sjsmithlaw.com 717-763-1650 | 1/1 0/0 1/1 | 2/1 DNR DNR | 1/DNR Camp Hill 2007 | Corporate, individual and municipal clients statewide in the areas of environmental, land use/zoning, utility and municipal law |

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, Franklin, 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.CPB.com/ListCentral. Surveys available at www.CPBsurveys.info; follow @CPBJListCentral on Twitter. Published May 20, 2016.

Researched by Elaine Keisling

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| Rank | Prev. Rank | Company Address | Local/total LEED-accredited 8/7-176/4 | Top local executive #1-4 | Website & Phone | 2015 local/total revenue F-T/P-T local employees | Local/total locations Headquarters Year established locally | Current projects seeking LEED certification |
|------|------------|---|--|---|---|---|---|--|
| 1 | 1 | GANNETT FLEMING INC. 207 Senate Ave., (Camp Hill), P.O. Box 67100 Harrisburg, PA 17106-7100 | 27 57 | Robert M. Scaer PE Chairman and CEO | www.gannettfleming.com 717-763-7211 800-233-1055 | \$105.93 million \$352 million 552/166 | 3/65 E. Pennsboro Twp. 1915 | Fort Indiantown Gap combined communications facility; Fort Indiantown Gap training aids center |
| 2 | 3 | CRABTREE ROHRBAUGH & ASSOCIATES INC. 401 E. Winding Hill Road Mechanicsburg, PA 17055-4924 | 16 17 | G. Douglas Rohrbaugh Chairman | www.cra-architects.com 717-458-0272 866-458-0272 | DNR DNR 75/0 | 1/4 Upper Allen Twp. 1984 | PSECU, State College Area SD's Iron Forge Educational Center, Jersey Shore SD's Lewisburg Area HS, HACC Public Safety Center |
| 3 | 2 | RLPS LLP DBA RLPS ARCHITECTS 250 Valleybrook Drive Lancaster, PA 17601 | 16 16 | Michael J. Martin AIA Managing partner | www.rlps.com 717-560-9501 | DNR DNR 73/1 | 1/1 Manheim Twp. 1954 | PSL Northwood Gardens at Kirkland Village |
| 4 | 5 | WARFEL CONSTRUCTION CO. 1110 Enterprise Road East Petersburg, PA 17520 | 14 14 | Ralph E. Simpson Jr. PE CEO | www.warfelcc.com 717-299-4500 | \$131.1 million \$131.1 million 180/0 | 2/DNR E. Hempfield Twp. 1911 | DNR |
| 5 | NR | ERDMAN ANTHONY ASSOCIATES INC. 100 Sterling Parkway, Suite 212 Mechanicsburg, PA 17050 | 14 DNR | Curtis W. Helman PE President | www.erdmananthony.com 717-766-1741 | \$17.74 million \$35.68 million 111/2 | 1/7 Rochester, N.Y. 1954 | DNR |
| 6 | 6 | WOHLSEN CONSTRUCTION CO. 548 Steel Way, P.O. Box 7066 Lancaster, PA 17604-7066 | 12 18 | J. Gary Langmuir President and CEO | www.wohlsenconstruction.com 717-299-2500 855-964-5736 | \$181.46 million \$313.19 million 144/6 | 2/7 Lancaster 1890 | DNR |
| 7 | 13 | CENTURY ENGINEERING INC. 200 Airport Road New Cumberland, PA 17070 | 8 25 | Troy Holloway PE Vice president | www.centuryeng.com 717-901-7055 800-229-8583 | \$5 million \$46 million 45/0 | 1/6 Hunt Valley, Md. 2007 | DNR |
| 8 | 8 | REYNOLDS ENTERPRISES INC. 3300 N. Third St. Harrisburg, PA 17110-1407 | 7 7 | David S. Angle CEO | www.reynoldssolutions.com 717-238-5737 | \$40 million \$43 million 70/5 | 1/4 Harrisburg 1994 | Pa. Turpike Uniontown to Brownsville, Somerset and Plymouth Meeting maintenance facilities, and Somerset PSP barracks; Univ. of Pittsburgh at Johnstown engineering and science building renovations |
| 9 | 11 | LSC DESIGN INC. 320 N. George St., Suite 100 York, PA 17401 | 7 7 | Robert A. Kinsley II AIA CEO | www.lscdesign.com 717-845-8383 | \$9 million \$9 million 37/2 | 1/1 York 1980 | DNR |
| 10 | 12 | KUROWSKI & WILSON LLC DBA K&W ENGINEERS 470 Friendship Road, Suite 100 Harrisburg, PA 17111 | 7 7 | Thomas P. Wilson and J. Marc Kurowski Principals | www.kandwengineers.com 717-635-2835 | \$1.87 million \$1.87 million 13/1 | 1/1 Swatara Twp. 2005 | Several community projects through the national USGBC advance curriculum, including possible certification |
| 11 | NR | BARTON ASSOCIATES INC. 221 W. Philadelphia St. York, PA 17401-2991 | 7 6 | N. Daniel Waltersdorff President | www.ba-inc.com 717-845-7654 | DNR DNR 44/2 | 1/3 York 1968 | UNFI Ridgefield in Washington; Penn State's Shaver's Creek Environmental Center in Centre Co. |
| 12 | 4 | QUANDEL ENTERPRISES INC. 3003 N. Front St. Harrisburg, PA 17110-1224 | 5 10 | Noble C. Quandel Chairman and CEO | www.quandel.com 717-657-0909 | \$106.49 million \$274.82 million 210/3 | 2/12 Harrisburg 1882 | DNR |
| 13 | 7 | ALEXANDER BUILDING CONSTRUCTION CO. 315 Vaughn St. Harrisburg, PA 17110-1327 | 5 12 | Richard J. Seitz President | www.alexanderbuilding.com 717-234-7041 | \$68.86 million \$211.78 million 55/10 | 1/5 Harrisburg 1928 | Penn State Harrisburg Student Enrichment Center |
| 14 | 14 | 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 19/1 | 1/2 York 1985 | PGCC Lanham Hall, Lexington Market, Victory Villa Elementary School |
| 15 | 10 | BENCHMARK CONSTRUCTION CO. INC. 4121 Oregon Pike, P.O. Box 806 Brownstown, PA 17508 | 4 4 | Michael K. Callahan President | www.benchmarkcc.com 717-626-9559 | \$102.41 million \$102.41 million 155/7 | 1/1 W. Earl Twp. 1985 | Presbyterian Senior Living Northwood Gardens at Kirkland Village |
| 16 | 15 | BUCHART HORN INC. 445 W. Philadelphia St., P.O. Box 15040 York, PA 17405-7040 | 4 5 | Brian S. Funkhouser PE President and CEO | www.bucharthorn.com 717-852-1400 800-274-2224 | \$22 million \$31.63 million 91/10 | 3/16 York 1945 | DNR |
| 17 | 19 | PARAGON ENGINEERING SERVICES INC. 2201 S. Queen St. York, PA 17402-4630 | 4 DNR | Vaughn G. Silar Jr. PE President | www.peservices.org 717-854-7374 | \$2.32 million \$3.31 million 26/6 | 1/1 York Twp. 2002 | New Cumberland WWTP |
| 18 | 18 | BEERS & HOFFMAN LTD. ARCHITECTS DBA BEERS + HOFFMAN ARCHITECTURE 55 N. Water St. Litz, PA 17543-1610 | 4 4 | S.L. Shonk, C.B. Christman Jr., T.M. Schwear, M.J. Landis and P.D. Kerekyarto Partners | www.beersltd.com 717-625-0400 | \$2 million \$2 million 15/0 | 4/4 Litz 1982 | Northwest Elementary School |
| 19 | 20 | NUTEC DESIGN ASSOCIATES INC. 3687 Concord Road York, PA 17402-8725 | 4 4 | Andrew L. Shakely PE LEED AP BD+C President | www.nutecgroup.com 717-751-0300 | DNR DNR 25/0 | 1/2 Springettsbury Twp. 1986 | 0 |
| 20 | 21 | MCKISSICK ASSOCIATES ARCHITECTS PC 317 N. Front St. Harrisburg, PA 17101-1606 | 4 4 | Vern L. McKissick III AIA LEED AP ARA NCARB CFP President | www.mckissickassociates.com 717-238-6810 | DNR DNR 18/1 | 1/5 Harrisburg 1999 | Williamsport Middle School, Medfield Elementary School |
| 21 | 25 | SAA ARCHITECTS INC. 600 N. Hartley St., Suite 150 York, PA 17404 | 4 4 | Mark D. Shermeyer AIA President | www.saaarchitects.com 717-843-3200 | DNR DNR 12/0 | 1/1 York 1996 | LEED for homes: Brookhill residence |
| 22 | 22 | RETTW ASSOCIATES INC. 3020 Columbia Ave. Lancaster, PA 17603-4011 | 3 4 | Mark P. Lauriello PE President and CEO | www.rettew.com 717-394-3721 800-738-8395 | \$33.51 million \$59.02 million 186/24 | 2/9 Manor Twp. 1969 | DNR |
| 23 | 23 | HERBERT ROWLAND & GRUBIC INC. 369 East Park Drive Harrisburg, PA 17111-2730 | 3 3 | Robert C. Grubic PE President and CEO | www.hrg-inc.com 717-564-1121 | \$17.38 million \$26.5 million 126/4 | 2/7 Swatara Twp. 1962 | DNR |
| 24 | NR | INTERTEK GROUP PLC DBA PSI 1707 S. Cameron St., Suite B Harrisburg, PA 17104 | 3 DNR | Jayson W. Miller District manager | www.intertek.com 717-230-8622 | \$14 million \$3 billion 120/1 | 2/1,000 London 1975 | DNR |
| 25 | 16 | NAVARRO & WRIGHT CONSULTING ENGINEERS INC. 151 Reno Ave. New Cumberland, PA 17070-2029 | 3 3 | Paul J. Navarro PE President and CEO | www.navarrowright.com 717-441-2216 | \$6.97 million \$9.15 million 93/2 | 1/4 New Cumberland 1996 | 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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter.

Researched by Elaine Keisling

Published online. © Ranked last year as Professional Service Industries Inc.

Management and coaching 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 employees | Local/total locations Headquarters Year established locally | Areas of consulting expertise |
|------|------------|---|-------------------|---|--|---|---|---|
| 1 | 1 | ST. ONGE CO. 1400 Williams Road York, PA 17402-7628 | 45 | P. Michael Jones President | www.stonge.com 717-840-8181 | Various DNR 78/0 | 1/4 Springettsbury Twp. 1983 | Supply chain, engineering consulting firm |
| 2 | NR | DIAMOND6 LEADERSHIP & STRATEGY LLC 950 Walnut Bottom Road, Suite 15, P.O. Box 236 Carlisle, PA 17015 | 35 | Jeff McCausland Founder and CEO | www.diamondsixleadership.com 717-254-8431 | By workshop or seminar DNR 2/4 | 1/1 S. Middleton Twp. 2010 | Leadership development, executive coaching, strategic planning, individual and organizational leadership, executive wellness, diagnostics |
| 3 | 3 | NORTH GROUP CONSULTANTS INC. 617 W. Chestnut St. Lancaster, PA 17603 | 12 | Roger S. North President | www.northgroupconsultants.com 717-299-9800 | Annual retainer DNR 10/8 | 1/1 Lancaster 1997 | Organizational health and performance assessments; leadership and organizational development; transitions; hiring; private company transactions |
| 4 | 4 | MANTEC INC. 600 N. Hartley St., Suite 100 York, PA 17404-2894 | 10 | John W. Lloyd President and CEO | www.mantec.org 717-843-5054 | Project \$1,000-\$1,400 a day 13/0 | 4/4 York 1988 | Operational excellence and quality, growth and innovation, technology and workforce |
| 5 | 6 | JAMA ENTERPRISES INC. DBA STRATEGIC CONSULTING PARTNERS 836 Tamanini Way Mechanicsburg, PA 17055 | 6 | Monica A. Gould MBA CMC President | www.yourstrategicconsultant.com 717-790-8723 | Both \$125-\$300 per hour 4/4 | 1/2 Monroe Twp. 2005 | Strategic planning, organizational development, leadership development, staff training, operations assessments, executive coaching |
| 6 | 7 | CORE4 INC. 90 Valley Road Lancaster, PA 17601 | 5 | James Landis President | www.core4.com 717-413-7799 | By project DNR 1/4 | 1/1 Manheim Twp. 2009 | Starting with the top management team, instills practices that build employee engagement, maximize individual performance and create productive teams |
| 7 | 10 | LEDGE INC. P.O. Box 75 Spring Grove, PA 17362-0075 | 4 | Adam Marsh President | www.ledgeinc.com 717-965-6378 | Daily or by project DNR 3/3 | 1/1 Jackson Twp. 2012 | Develops small manufacturers' quality and production systems that meet international and customer standards |
| 8 | 8 | FRESE ENTERPRISES INC. DBA TEAMLMI 4720 Gettysburg Road, Suite 201B Mechanicsburg, PA 17055 | 3 | Kent E. Frese PhD Managing partner and founder | www.teamlmi.com 717-303-3993 | Project and recurring \$1,000 to \$20,000 5/2 | 1/1 Harrisburg 2004 | Business planning, recruiting, leadership development, team-building workshops and coaching |
| 9 | 12 | K.L. MARTZALL 2074 Pine Drive Lancaster, PA 17601 | 3 | Kirby Martzall President | www.klmartzall.com 717-397-7384 | Annual retainer; by project Varies 3/0 | 1/1 E. Lampeter Twp. 2002 | Strategic and succession plan, implementation; executive and owner coaching; executive assessment; executive peer groups; internal learning groups |
| 10 | NR | TRUE EDGE PERFORMANCE SOLUTIONS LLC 1525 Oregon Pike, Suite 1202 Lancaster, PA 17601 | 3 | Rob Skacel PhD Business psychologist | www.trueedgeinc.com 717-509-9177 | Hourly or by project DNR 3/1 | 1/1 Manheim Twp. 2000 | Leadership development, executive succession, governance, organizational effectiveness, business development strategy, project management |
| 11 | 13 | NEW LEVEL ADVISORS LLC 3601 Cimmaron Road York, PA 17402 | 2 | Richard Randall President and CEO | www.newleveladvisors.com 610-864-4755 | Project or hourly DNR 2/1 | 1/1 Springettsbury Twp. 2006 | Strategic planning/execution, operating improvement, executive and team development/coaching, interim president/CEO, Lean Six Sigma, advisory boards |
| 12 | 15 | THE TREER GROUP LLC 2872 Buckwalter Road Manheim, PA 17545 | 2 | Janet Treer President | www.thetreergroup.com 717-653-6118 | By project Varies 1/3 | 1/1 Rapho Twp. 2007 | Management consulting, leadership development programs, organizational culture, positive business, assessments, strategic planning, career coaching |
| 13 | NR | NUTRICORE NORTHEAST INC. 144 Roosevelt Ave., Suite 100 York, PA 17404 | 1 | Katie L. Lentz President | www.nutricorenortheast.org 717-846-8879 | Hourly \$25-\$50 per hour 1/0 | 2/2 York 2003 | New business development, food industry |
| 14 | 16 | DAME MANAGEMENT STRATEGIES LLC DBA 1952 2016 Verona Drive Harrisburg, PA 17110 | 1 | John W. Dame Managing partner | www.damemanagementstrategies.com 717-651-9674 | By project \$2,500-\$25,000 1/3 | 1/1 Susquehanna Twp. 2005 | Culture of leadership, executive coaching, strategic planning, improved execution |
| 15 | 17 | TALENT BUILDERS 210 Old Mill Road Gettysburg, PA 17325 | 1 | Thomas S. Oliver President | www.talentbuilders.biz 717- 679-4802 | By project \$150-\$175 per hour 1/3 | 1/1 Cumberland Twp. 2005 | Human resources and general management consulting firm that helps individuals and teams improve effectiveness |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's lists of management and coaching consultants are limited to those with offices in or near Adams, Cumberland, Dauphin, Franklin, 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 Nov. 4, 2016.**

Researched by Alaine Keisling

Property and casualty insurance companies

Ranked by net total nationwide direct premiums written

| Rank | Prev. Rank | Company Address | 2015 net total nationwide direct premiums written | Top local executive Title | Website Phone | 2015 assets liabilities | Local/total locations Headquarters Year established locally | A.M. Best financial rating size category | Premium lines carried |
|------|------------|---|---|--|---|--------------------------------------|---|--|---|
| 1 | 1 | PENNSYLVANIA NATIONAL MUTUAL CASUALTY INSURANCE CO. DBA PENN NATIONAL INSURANCE 2 N. Second St., P.O. Box 2361 Harrisburg, PA 17105-2361 | \$548.52 million | Christine Sears CPCU President and CEO | www.pennnationalinsurance.com 717-234-4941 800-388-4764 | \$1.23 billion \$662.22 million | 1/5 Harrisburg 1919 | A- X | 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 | \$287.85 million | Donald H. Nikolaus President and CEO | www.donegalgroup.com 717-426-1931 888-877-0600 | \$431.16 million \$221.73 million | 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 | \$234.91 million | Michael L. Boguski President | www.eains.com 717-396-7095 855-533-3444 | \$503.92 million \$354.33 million | 1/8 Lancaster 1997 | A VIII | Workers' compensation |
| 4 | 4 | ATLANTIC STATES INSURANCE CO. 1195 River Road, P.O. Box 302 Marietta, PA 17547-0302 | \$183.88 million | Donald H. Nikolaus President | www.donegalgroup.com 717-426-1931 888-877-0600 | \$705.53 million \$497.89 million | 1/1 E. Donegal Twp. 1986 | A IX | Full property and casualty lines |
| 5 | 5 | GOODVILLE MUTUAL CASUALTY CO. 625 W. Main St. New Holland, PA 17557-0489 | \$130.08 million | David Gautsche President and CEO | www.goodville.com 717-354-4921 | \$233.29 million \$101.26 million | 1/1 New Holland 1926 | A VII | Homeowners, farmowners, personal auto, commercial, commercial auto, fire, liability |
| 6 | 6 | AEGIS SECURITY INSURANCE CO. 2407 Park Drive, P.O. Box 3153 Harrisburg, PA 17105-3153 | \$113.77 million | William J. Wolyung III CPA President and CEO | www.aegisfirst.com 717-657-9671 800-233-2160 | \$111.73 million \$55.29 million | 1/2 Susquehanna Twp. 1977 | A VII | Fire, manufactured homeowners, inland marine, motorcycle, auto, surety, accident and health |
| 7 | NR | PENN NATIONAL SECURITY INSURANCE CO. 2 N. Second St., P.O. Box 2361 Harrisburg, PA 17105-2361 | \$106.79 million | Christine Sears CPCU CEO | www.pennnationalinsurance.com 717-234-4941 | \$914.52 million \$614.83 million | 1/DNR Harrisburg 1988 | A- X | Property and general insurance |
| 8 | 7 | LITITZ MUTUAL INSURANCE CO. 2 N. Broad St., P.O. Box 900 Lititz, PA 17543-7007 | \$71.33 million | Henry R. Gibbel President and CEO | www.lititzmutual.com 717-626-4751 800-626-4751 | \$242.46 million \$90.44 million | 1/1 Lititz 1888 | A VIII | Homeowners, commercial, farm owners, liability, umbrella, fire, inland marine |
| 9 | 8 | MILLERS CAPITAL INSURANCE CO. 805 N. Front St., P.O. Box 1246 Harrisburg, PA 17108-1246 | \$61.54 million | Scott Omdorff CPCU President and CEO | www.millersinsurance.com 717-232-3211 800-745-4555 | \$127.05 million \$65.3 million | 1/1 Harrisburg 1890 | A- VII | Commercial multiple peril, business owners, workers' compensation, comm. auto, other liability |
| 10 | 10 | WINDSOR-MOUNT JOY MUTUAL INSURANCE CO. 21 W. Main St., P.O. Box 587 Ephrata, PA 17522-0587 | \$33.83 million | Michael R. Klinefelter CEO | www.windsormountjoy.com 717-733-8648 800-233-0228 | \$71.89 million \$26.57 million | 1/1 Ephrata 1982 | A VI | Fire and allied lines, farm owners, homeowners, comm. multiperil, ocean and inland marine, general liability, commercial auto physical damage |
| 11 | 11 | EASTERN ATLANTIC INSURANCE CO. 5300 Derry St. Harrisburg, PA 17111 | \$19.24 million | George A. Parmer President | www.easternatlanticins.com 717-561-4495 800-897-2299 | \$66.79 million \$34.95 million | 1/1 Swatara Twp. 1986 | A- VI | Truckers' insurance |
| 12 | 12 | FARMERS FIRE INSURANCE CO. 2875 Eastern Blvd., P.O. Box 20189 York, PA 17402-0140 | \$17.13 million | Richard A. Reese President and CEO | www.farmersfire.com 717-751-4435 800-537-0928 | \$25.8 million \$13.69 million | 1/2 Springettsbury Twp. 1853 | B++ V | Homeowners, dwelling fire, commercial fire, commercial multiple peril, inland marine |
| 13 | 13 | DAILY UNDERWRITERS OF AMERICA 1076 Harrisburg Pike, P.O. Box 39 Carlisle, PA 17013 | \$12.46 million | Robert F. Long President | www.duoa.com 717-243-5757 800-788-5188 | \$39.14 million \$10.87 million | DNR/DNR DNR 1978 | A VI | Truck insurance |
| 14 | 9 | NORCAL SPECIALTY INSURANCE CO. [Ⓞ] 1700 Bent Creek Blvd. Mechanicsburg, PA 17050-1865 | \$10.75 million | Scott Diener President and CEO | www.pmslic.com 717-791-1212 800-445-1212 | \$507.66 million \$271 million | 1/1 Silver Spring Twp. 1978 | A X | Professional liability |
| 15 | 14 | LEBANON VALLEY INSURANCE CO. 137 W. Penn Ave., P.O. Box 2005 Cleona, PA 17042-2005 | \$10.14 million | Jay W. Chadwick President and CEO | www.lebins.com 717-272-6655 | \$24.26 million \$13.35 million | 1/1 Cleona 1856 | B++ V | Commercial property, workers' compensation, auto, liability, fire, homeowners |
| 16 | 15 | REAMSTOWN MUTUAL INSURANCE CO. 20 S. Reamstown Road, P.O. Box 477 Reamstown, PA 17567-0477 | \$9.48 million | Matthew A. Schnader President and CEO | www.rmins.com 717-336-6962 888-764-7232 | \$8.51 million \$5.53 million | 1/1 E. Cocalico Twp. 1895 | NR DNR | Homeowners, mobile homeowners, farm owners, commercial lines, liability, umbrella |
| 17 | 16 | PENN CHARTER MUTUAL INSURANCE CO. 2 N. Broad St., P.O. Box 900 Lititz, PA 17543 | \$522,265 | Henry R. Gibbel President and CEO | www.pennchartermutual.com 717-626-4751 | \$13.58 million \$2.66 million | 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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published July 8, 2016.** [Ⓞ] Formerly doing business as PMSLIC Insurance Co.

Researched by Elaine Keisling

American Heritage Property Management



131 Centerville Road, Suite C, Lancaster, PA 17603 | 877-931-RENT | www.ahpm.biz



The American Heritage Property Management team focuses on residential property management. PHOTO/J. ELDON ZIMMERMAN PHOTOGRAPHY

Optimizing your property management experience since 1981

American Heritage Property Management (AHPM) has grown into a regional leader in scattered site property management, with a revolving inventory of 3,200 units in Pennsylvania and northern Maryland. AHPM specifically focuses on residential management, with eight strategic offices throughout Central Pennsylvania and Maryland, including Baltimore, Camp Hill, Elizabethtown, Ephrata, Lancaster, Lebanon, West Lawn and York. As a result of the growing Maryland rental market and a strong demand for property management services in York and Adams counties, AHPM opened its eighth office in Baltimore in early May 2016.

Over the past three years, the firm's portfolio has increased by more than 50 percent. A large percentage of that growth is attributed to acquisitions of other property management companies in Central Pennsylvania, including five acquisitions within the past three years. AHPM is a subsidi-

ary of Manor Township-based Homesale Realty Services Group Inc., providing access to a network of over 1,200 realtors who have clients searching for property management services and available rentals in Pennsylvania and Maryland. By having a network of strategic partners, AHPM is able to provide premium commercial, homeowner association and residential management services.

This year highlights 35 years in business for AHPM, which has a team of 35 members, 16 of whom are licensed, full-time property managers. That's in addition to a full-service maintenance team and a knowledgeable account management staff. Together, these professionals can accommodate your property management needs, service your property and answer all your questions — taking over the day-to-day operation and oversight of owning an investment property so that you can go about your other business more freely. AHPM's services include:

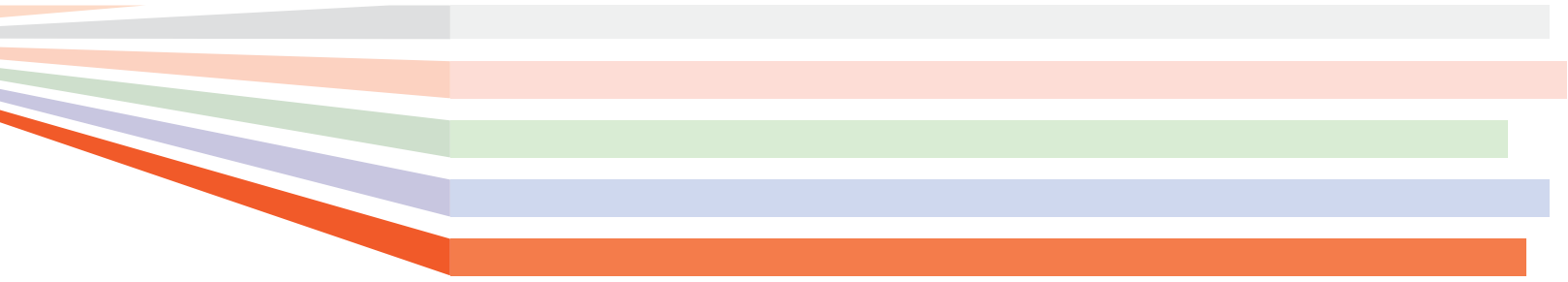
- Management of annual rent increases
- Distribution of monthly financial reports
- Enforcement and coordination of evictions
- Establishment of yearly management plan goals that review property performance, preventative maintenance and market research

- Lease renewal advisement and consultation
- Maximization of rental amounts
- Advice for investors looking for properties
- Rent collection

"We manage for a diverse array of investors, from capital groups who own large communities to individual property owners. We strive to meet our clients where they are in an effort to provide them with a customized property management experience," said Mark Cloyd, AHPM's vice president of business development.

This customized approach merely confirms that meeting the needs of clients takes precedence at AHPM. The end goal is the highest possible return on your real estate investment.

"We take great pride in managing your property professionally by securing the best qualified applicant and ensuring any needed repairs are made efficiently and economically," said President Richard Gottshall.



CHAPTER 13

REAL ESTATE

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TOP ZIP CODES

Where do people want to live in Central Pennsylvania? With continued growth in the regional housing market, the Business Journal asked Zillow, the country's largest real estate website, to research the most-searched zip codes in Central Pennsylvania for 2016.

Here's the top 10 zip codes, as of early December:

1. 17603 (Millersville area, Lancaster County)
2. 17055 (Mechanicsburg area, Cumberland County)
3. 17036 (Hershey area, Dauphin County)
4. 17112 (Linglestown area, Dauphin County)
5. 17050 (New Kingstown area, Cumberland County)
6. 17110 (Harrisburg area, Dauphin County)
7. 17602 (Lancaster area, Lancaster County)
8. 17522 (Ephrata area, Lancaster County)
9. 17111 (Rutherford area, Dauphin County)
10. 17102 (Harrisburg, Dauphin County)

SOURCE: ZILLOW

— Jason Scott

The Farmstead, an independent living development in East Hempfield Township, is part of the Homestead Village retirement community. Lancaster County-based builder EGStoltzfus is constructing the Farmstead neighborhood homes, which are adjacent to the historic Lime Springs Farm development.

PHOTO/AMY SPANGLER

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COMCAST
BUSINESS
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Business parks

Ranked by square footage of all buildings

| Rank | Prev. Rank | Business park Address Website | Total square footage Square footage developed in 2015 Buildings | 76.: Leasing agency Agent Phone | Cost per acre Acreage Occupants/% occ. | % of park: ind./office other Developer | Year built Major occupants |
|------|------------|--|---|---|--|--|--|
| 1 | 1 | GREENFIELD CORPORATE CENTER Route 30 and Greenfield Road E. Lampeter Twp., Lancaster Co. www.greenfieldcorporatecenter.com | 4.16 million DNR 88 | High Properties High Associates Ltd. Linford L. Good 717-293-4477 | DNR 592 DNR/DNR | 82%/12% 6% High Real Estate Group LLC | 1976-present Pennsylvania College of Health Sciences, Bosch Security Systems, Federal Express, R.R. Donnelley & Sons |
| 2 | 2 | CARLISLE DISTRIBUTION CENTER 1 S. Shearer Drive N. Middleton Twp., Cumberland Co. | 4.13 million DNR DNR | DNR CBRE Group Inc. J. McDermott; V. Ranalli and J. Terkianian DNR | DNR DNR DNR/DNR | 100%/0% 0% DNR | 2003 DNR |
| 3 | 3 | PROLOGIS PARK-CARLISLE Distribution Drive and Allen Road N. Middleton Twp., Cumberland Co. property.prologis.com | 3.18 million DNR 5 | ProLogis Inc. ProLogis Inc. DNR 717-790-2285 | DNR 246 DNR/DNR | 100%/0% 0% DNR | DNR DNR |
| 4 | 4 | KEY LOGISTICS PARK 950 Centerville Road Penn Twp., Cumberland Co. | 3.03 million DNR 3 | DNR DNR DNR DNR | DNR 80 DNR/DNR | 100%/0% 0% DNR | 2009 Office Depot |
| 5 | 5 | CONEWAGO INDUSTRIAL PARK Route 230 W. Donegal Twp., Lancaster Co. | 1.82 million DNR DNR | DNR DNR DNR DNR | DNR 530 DNR/DNR | 90%/10% 0% Conewago Industrial Park Associates | 1973-present Nordstrom, Western Power Sports, DAS Distributors, Pioneer Seed, Crowe Distribution |
| 6 | 6 | FAIRVIEW BUSINESS PARK 503-509 Industrial Drive Fairview Twp., York Co. | 1.76 million DNR 15 | DNR DNR DNR DNR | DNR 7 DNR/DNR | 75%/25% 0% Equilibrium Equities Inc. and Liberty Property Trust | 1980 Amazon, CEVA, Spears Manufacturing, FedEX |
| 7 | 7 | ROSSMOYNE BUSINESS CENTER Pennsylvania Turnpike and Route 15 Lower and Upper Allen twps., Cumberland Co. www.rossmoynebusinesscenter.com | 1.72 million DNR 40 | DNR High Associates Ltd. Derry L. Young 717-791-2060 | DNR 236 DNR/DNR | 25%/65% 10% DNR | 1985-present Sloan Valve, Rettew, Association of Insurance Brokers |
| 8 | 8 | FREDERICKSBURG TRADE CENTER State Route 22 and Fredericksburg Road Bethel Twp., Lebanon Co. | 1.71 million DNR 3 | DNR DNR DNR DNR | DNR 154 DNR/DNR | 100%/0% 0% DNR | DNR DNR |
| 9 | 9 | 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 Schott Pharmaceutical, Bemis, Plastic Systems Packaging |
| 10 | NR | CAPITAL LOGISTICS CENTER 100 Capital Lane Lower Swatara Twp., Dauphin Co. www.capitallogisticscenter.com | 1.5 million 400,000 6 | Woodmont Industrial Partners LLC and AEW Capital Management CBRE Inc. Michael Hess 717-540-2700 | DNR DNR DNR/DNR | 100%/DNR DNR Woodmont Industrial Partners LLC | 2014 DNR |
| 11 | 10 | 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 DNR/95% | 40%/60% 0% Burle Business Park LP | 1942 Lancaster-Lebanon IU 13, Lancaster General Hospital, Advanced Cooling Technologies |
| 12 | 13 | ADAMS COMMERCE CENTER 1300 ProLine Place Straban Twp., Adams Co. www.acedc.org | 563,538 DNR 9 | Adams County Industrial Development Authority DNR Robin K. Fitzpatrick and Kaycee N. Kemper DNR | DNR 289 DNR/DNR | 33%/34% 33% Adams County Industrial Development Authority | 2000 Pella Windows and Doors, Wellspan Adams Commerce Center, ACNB Bank headquarters, Battlefield Harley Davidson |
| 13 | 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, VisionCorps, Always Bagels |
| 14 | NR | HAWK ACRES ENTERPRISE PLACE Lebanon Valley Drive S. Lebanon Twp., Lebanon Co. www.lvedc.org | 240,000 DNR 2 | Lebanon Valley Economic Development Corp. DNR DNR DNR | DNR 109 DNR/DNR | 100%/0% 0% Lebanon Valley Economic Development Corp. | 2008 Frensenius, Regupol America |
| 15 | NR | 4500 WESTPORT DRIVE 4500 Westport Drive Lower Allen Twp., Cumberland Co. | 178,600 DNR DNR | DNR CBRE Group Inc. J. McDermott; V. Ranalli and J. Terkianian DNR | DNR DNR DNR/DNR | 100%/DNR DNR DNR | DNR DNR |
| 16 | 17 | FERNWOOD OFFICE COMPLEX 1104 Fernwood Ave. Lower Allen Twp., Cumberland Co. | 50,000 DNR 2 | DNR Campbell Commercial Real Estate Inc. Arthur D. Campbell 717-737-6161 | DNR DNR DNR/DNR | 0%/100% 0% KKM | 1970s Out Tech, KeyMed |
| 17 | NR | 2700 TURNPIKE INDUSTRIAL PARK 2700 Turnpike Industrial Drive Lower Swatara Twp., Dauphin Co. | 7,680 DNR 3 | DNR Campbell Commercial Real Estate Inc. Arthur D. Campbell 717-737-6161 | DNR DNR DNR/DNR | 0%/100% 0% DNR | 1989 Highmark, Deloitte & Touche, Excel Homes |

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, Franklin, 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.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. **Published June 10, 2016.**

Researched by Alaine Keisling



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www.highassociates.com/propertysearch

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Residential property managers

Ranked by number of units managed

| Rank | Prev. rank | Company Address | Local/total units managed | Top local executive Title | Website Phone | Residential properties | Local/total properties F-T/P-T local employees | Local/total locations Headquarters Year established locally | Products and services |
|------|------------|--|---------------------------|--|--|---|--|---|--|
| 1 | 1 | PROPERTY MANAGEMENT INC. 1300 Market St., Suite 201, P.O. Box 622 Lemoyne, PA 17043 | 13,817 15,884 | Eric Kunkle President and CEO | www.rentpmi.com 717-730-4141 | More than 131 locations across the state | 212/261 190/25 | 1/1 Lemoyne 1967 | Full-service property management, including commercial, residential, homeowner, facilities and manufactured housing |
| 2 | NR | BOYD/WILSON PROPERTY MANAGEMENT INC. 600 Olde Hickory Road, Suite 100 Lancaster, PA 17601 | 3,447 4,000 | Francis P. Barrett Jr. President and CEO | www.boydwilson.com 717-569-0484 888-717-6227 | Village of Olde Hickory, Pioneer Woods, Rosedale Apartments, Fox Ridge Apartments, Penn Grant Commons, Windsor Commons, Keystone Arms, Shoe Factory Apartments, Newport Commons | DNR/30 67/2 | 1/8 Manheim Twp. 1982 | Specializing in multi-family housing; apartment communities, association and condominium management. Asset management & consulting services. |
| 3 | 2 | AMERICAN HERITAGE PROPERTY MANAGEMENT 131 Centerville Road, Suite C Lancaster, PA 17603 | 3,084 3,084 | Richard F. Gottshall President and CEO | www.ahpm.biz 717-295-7368 877-931-7368 | Hershey Mill Manor, Covered Bridge Apartments, Palmdale Court, The Woodlands | 3,084/3,084 34/1 | 7/8 E. Hempfield Twp. 1981 | Full-service scattered-site management company specializing in residential property management and maintenance services |
| 4 | NR | HOUSING DEVELOPMENT CORP. MIDATLANTIC DBA HDC MIDATLANTIC 4-6 W. King St., Suite 4 Lancaster, PA 17602-3004 | 1,957 DNR | Michael R. Carper President | www.hdcweb.com 717-291-1911 | 27 general occupancy and 28 senior affordable apartment communities | DNR/DNR 130/10 | 1/2 Lancaster 1971 | Provides quality affordable rental housing |
| 5 | 3 | SHERMAN PROPERTY MANAGEMENT INC. 720 W. Market St. York, PA 17401 | 1,740 1,740 | Gena L. Dwyer and William H. Swartz III Co-owners | www.go-sherman.com 717-699-2229 | Codo 241, Codo 28, National House Apartments, Foundry Apartments, Washington Hall, Regency, Fleuther, Heatherwood | 1,740/1,740 18/0 | 1/1 York 1988 | Property management, leasing, condominium and association management, maintenance, development, consulting |
| 6 | 5 | HIGH ASSOCIATES LTD. 1853 William Penn Way Harrisburg, PA 17601 | 1,621 2,257 | Mark C. Fitzgerald President and COO | www.highassociates.com 717-291-2284 800-638-4414 | Greenfield Estates, Bentley Ridge, Eastwood Village, Greenland Village | 137/399 92/21 | 2/5 E. Lampeter Twp. 1980 | Sales and leasing, development, property management, appraisal services |
| 7 | 6 | BENNETT WILLIAMS REALTY INC. DBA BENNETT WILLIAMS COMMERCIAL 3528 Concord Road, York, PA 17402-8626 | 1,290 1,290 | Chad A. Stine President and CEO | www.bennettwilliams.com 717-843-5555 | New Brittany II Association, Hunt Club Association, Seneca Ridge Association, The Villas at Shrewsbury | DNR/DNR 14/0 | 1/3 Springettsbury Twp. 1956 | Full-service commercial real estate and property-management firm |
| 8 | NR | TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112-2938 | 1,277 1,277 | Mark X. DiSanto CEO | www.triplecrowncorp.com 717-657-5729 | Brooks Edge, Fairfax Village, Blue Meadows Farm, Piccadilly Square, La Collina, Sleepie Chase, Paxton Mill Estates, Georgetown Crossing, The Falls at Beacon Hill, Beaumont Square, Whisperwoods Apartments, Bent Creek Apartments and Marshall Square. | 37/44 83/1 | 1/1 Lower Paxton Twp. 1977 | Leasing, sales, real estate development, construction, construction management and remodeling |
| 9 | 7 | FUSION ASSET MANAGEMENT LLC DBA HARRISBURG PROPERTY MANAGEMENT GROUP 3111 Brisban St., Harrisburg, PA 17111 | 850 850 | Ryan M. Colquhoun Broker and partner | www.564rent.com 717-901-5993 | DNR | DNR/DNR 12/2 | 1/1 DNR 2010 | Locally owned residential property management company focused on management of scattered-site residential real estate throughout Central Pa. |
| 10 | 9 | SLATEHOUSE GROUP PROPERTY MANAGEMENT LLC 1525 Oregon Pike, #902, Lancaster, PA 17601 | 675 705 | Nathan Jones DNR | www.slatehousegroup.com 717-220-0201 | Willow Ridge Manor, Wolf Street Apartments | 675/705 20/20 | 4/4 Manheim Twp. 2012 | Full-service leasing and property management company covering Lancaster, Lebanon, York, Dauphin, Cumberland and Berks counties |

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Researched by Alaine Keisling

Commercial developers

Ranked by square footage developed

| Rank | Prev. rank | Company Address | 2015 square footage developed/owned | Top local executive Title | Website Phone | 2015 projects completed/broke ground F-T/P-T local emp. | Type of space developed by % | Local/total locations Headquarters Year estab. locally | Projects completed in 2015 |
|------|------------|--|-------------------------------------|--|---|---|--|--|---|
| 1 | 1 | BLACKFORD DEVELOPMENT LTD. 120 North Pointe Blvd., Suite 300 Lancaster, PA 17601 | 2.18 million 2.18 million | Richard Welkowitz President and owner | www.blackforddev.com 717-519-0100 | 4 4 331/0 | 10% retail, 40% warehouse, 10% residential, 10% medical, 30% processing facilities | 15/57 Manheim Twp. 1970 | Dental offices, warehouse, car dealership |
| 2 | 6 | HARRISTOWN DEVELOPMENT CORP. 320 Market St., Suite 273, P.O. Box 1224 Harrisburg, PA 17108-1224 | 850,000 2.5 million | Bradley R. Jones President and CEO | www.strawberrysquare.com 717-236-5061 | 1 3 150/20 | 100% mixed-use development (office, retail, residential, arts and cultural facilities) | 1/1 Harrisburg 1974 | Verizon Tower fitout for Dept. of Human Services; energy conservation upgrade to Strawberry Square and 333 Market St. |
| 3 | NR | WOODMONT INDUSTRIAL PARTNERS LLC 100 Capital Lane Middletown, PA 17057 | 837,060 2.32 million | Matthew W. Crocker Regional asset manager | www.woodmontindustrialpartners.com 973-487-1760 | 1 1 5/0 | Warehouse distribution center | 1/2 Fairfield, N.J. 2013 | 200 Capital Lane in Lower Swatara Twp. |
| 4 | NR | TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112-2938 | 104,105 1.61 million | Mark X. DiSanto CEO | www.triplecrowncorp.com 717-657-5729 | 13 8 83/1 | 33% residential apartments, 33% retail, 33% flex office-warehouse | 1/1 Lower Paxton Twp. 1977 | 150-unit Brooks Edge Apartments, 3 Giant Food sites and accompanying retail outlets |
| 5 | 3 | HIGH REAL ESTATE GROUP LLC 1853 William Penn Way, P.O. Box 10008 Lancaster, PA 17606-0008 | 82,000 10.16 million | Mark C. Fitzgerald President and COO | www.highrealestategroup.com 717-291-2284 800-638-4414 | 1 3 86/22 | 60% commercial/industrial, 10% office, 9% hospitality, 5% retail, 16% multifamily | 27/39 E. Lampeter Twp. 1963 | DNR |
| 6 | 4 | IBS DEVELOPMENT CORP. 950 Homestead Road Newport, PA 17074 | 10,000 600,000 | William I. Roberts President | 717-567-0173 | DNR DNR 3/1 | 80% office, 20% destination attractions | 1/2 Newport 1982 | Storage facility, historic property, office |
| 7 | 2 | MEEDER DEVELOPMENT CO. 25 E. Grant St. Lancaster, PA 17602 | 5,000 290,000 | John T. Meeder President | www.meedor.com 717-394-9500 | 1 1 4/0 | 50% hotel, 25% commercial, 25% residential | 1/1 Lancaster 1987 | Retail |
| 8 | 7 | DELTA DEVELOPMENT GROUP INC. 2000 Technology Parkway, Suite 200 Mechanicsburg, PA 17050 | 0 DNR | LeRoy D. Kline Jr. President and CEO | www.deltaone.com 717-441-9030 877-441-9030 | 0 1 27/5 | Office, hotel and medical | 1/1 Hampden Twp. 1988 | DNR |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of commercial developers was limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Feb. 12, 2016.**

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Commercial property managers

Ranked by square footage of local properties managed

| Rank | Prev. rank | Company Address | Square footage of local/total properties managed | Top local executive Title | 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 | 1 | PROPERTY MANAGEMENT INC. 1300 Market St., Suite 201, P.O. Box 622 Lemoyne, PA 17043 | 5.93 million 6.65 million | Eric Kunkle President and CEO | www.rentpmi.com 717-730-4141 | 212/261 190/25 70% residential; 30% commercial, retail and industrial | 1/1 Lemoyne 1967 | Full-service property management, including commercial, residential, homeowner, facilities and manufactured housing |
| 2 | 2 | HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601 | 5.17 million 7.64 million | Mark C. Fitzgerald President and COO | www.highassociates.com 717-291-2284 800-638-4414 | 137/399 92/21 53% industrial, 25% residential, 21% commercial, 1% retail | 2/5 E. Lampeter Twp. 1980 | Sales and leasing, development, property management, appraisal services |
| 3 | 4 | PARAMOUNT LMS LLC DBA LMS COMMERCIAL REAL ESTATE 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130 | 3.06 million 3.5 million | Lee Zekaria Owner | www.lms-pma.com 717-569-9373 800-864-2633 | 58/72 25/3 85% retail, 11% office, 4% multifamily | 2/2 Manheim Twp. 1991 | Full-service commercial real estate company specializing in shopping center management, leasing and development; retail tenant representation |
| 4 | NR | HBG REALTY INC. 320 Market St., Suite 273, P.O. Box 1224 Harrisburg, PA 17108 | 2 million 2 million | Neal S. West President and broker | www.hbgrealty.net 717-255-1078 | 8/8 2/0 Commercial and residential | 1/1 Harrisburg 2006 | Full-service commercial real estate brokerage, primarily focused on Harrisburg's downtown market |
| 5 | NR | TRIPLE CROWN CORP. INC. 5351 Jaycee Ave. Harrisburg, PA 17112-2938 | 1.66 million 1.93 million | Mark X. DiSanto CEO | www.triplecrowncorp.com 717-657-5729 | 37/44 83/1 46% commercial, 51% residential, 3% retail | 1/1 Lower Paxton Twp. 1977 | Leasing, sales, real estate development, construction, construction management and remodeling |
| 6 | 7 | BENNETT WILLIAMS REALTY INC. DBA BENNETT WILLIAMS COMMERCIAL 3528 Concord Road York, PA 17402-8626 | 1.57 million 1.68 million | Chad A. Stine President and CEO | www.bennettwilliams.com 717-843-5555 | DNR/DNR 14/0 20% commercial, 15% residential, 55% retail, 10% industrial | 1/3 Springettsbury Twp. 1956 | Full-service commercial real estate and property-management firm |
| 7 | 6 | WOODMONT INDUSTRIAL PARTNERS LLC 100 Capital Lane Middletown, PA 17057 | 1.43 million 2.25 million | Matthew W. Crocker Regional asset manager | www.woodmontindustrialpartners.com 973-487-1760 | DNR/DNR 5/0 Industrial warehouse | 1/2 Fairfield, N.J. 2013 | Industrial development, specializing in redevelopment of existing buildings and green- and brownfields |
| 8 | 9 | ROCK COMMERCIAL REAL ESTATE LLC 221 W. Philadelphia St., Suite 19 York, PA 17401 | 1.31 million 1.31 million | D.L. Bode, S.W. Rotz and T.K. Turnbull Partners | www.rockrealestate.net 717-854-5357 | DNR/DNR 33/0 43% office, 36% industrial, 19% retail | 1/1 York 2001 | Brokerage advisory, management services, research and mapping, strategic consulting |
| 9 | 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 19/0 60% office, 20% industrial, 20% warehouse | 1/1 Lancaster 1942 | Commercial business park; leasing of space, property management, facilities services, tenant services, construction coordination, adaptive reuse |
| 10 | NR | THE FLYNN CO. 1621 Wood St. Philadelphia, PA 19103 | 1.2 million 14.48 million | Charles Conwell Regional property manager | www.flynnco.com 717-561-7878 | DNR/DNR 1/0 Industrial and commercial | 0/4 Philadelphia 2000 | Full-service commercial real estate firm, including brokerage, development, property management, appraisal services and investment sales |
| 11 | 10 | CROSSGATES MANAGEMENT INC. 470 Friendship Road Harrisburg, PA 17111 | 1.09 million 7.58 million | Ryan A. Schwotzer President | www.crossgatesinc.com 717-561-1200 | 9/78 2/0 50% industrial, 29% residential, 18% office/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 |
| 12 | 11 | COMMERCIAL-INDUSTRIAL REALTY CO. DBA NAI CIR 1015 Mumma Road Lemoyne, PA 17043-1118 | 825,000 825,000 | Robin R. Zellers SIOR President | www.naicir.com 717-761-5070 | 21/21 27/4 45% office, 20% industrial, 25% retail, 10% multifamily | 1/1 Wormleysburg 1970 | Commercial industrial real estate brokerage firm |
| 13 | 13 | KASUN DEVELOPMENT CORP. P.O. Box 10 East Petersburg, PA 17520 | 263,750 271,750 | Lee Kasun President | www.kasundevelopment.com 717-587-8855 | 3/5 1/1 100% industrial | 1/1 Naples, Fla. 1979 | Property management, development of industrial parks |
| 14 | 17 | PROSPECT LEASING & MANAGEMENT LLC 3545 Marietta Ave., Suite P Lancaster, PA 17601 | 75,000 75,000 | Eric J. Morgan Managing partner | www.prospectleasing.com 717-285-4555 | 49/49 2/1 95% residential, 5% commercial | 1/1 W. Hempfield Twp. 2007 | Leasing and management of residential, multifamily residential and retail/office property in Lancaster and York counties |
| 15 | 15 | STERLING PROPERTY MANAGEMENT INC. 337 Lincoln St. Carlisle, PA 17013 | 60,000 60,000 | J. Michael Adler President and broker | www.sterlingpmi.com 717-258-5800 | 475/DNR 13/1 90% residential, 10% commercial | 1/1 Carlisle 1989 | Full-service property, homeowner and condominium association management; residential and commercial leasing and rehabilitation |
| 16 | NR | BOYD/WILSON PROPERTY MANAGEMENT INC. 600 Olde Hickory Road, Suite 100 Lancaster, PA 17601 | 35,000 65,000 | Francis P. Barrett Jr. President and CEO | www.boydwilson.com 717-569-0484 888-717-6227 | DNR/30 67/2 85% residential, 15% commercial | 1/8 Manheim Twp. 1982 | Specializing in multi-family housing; apartment communities, association and condominium management. Asset management & consulting services. |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of commercial property managers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJSurveys.info; follow @CPBJListCentral on Twitter. **Published July 1, 2016.**

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FOR SALE



Lebanon, PA
Office, data processing center
Ranck Church Road
150,000 square feet
Modern office with lots of natural light
Additional land for expansion
car parking area

FOR LEASE



Mechanicsburg, PA
Rossmore Business Center
Industrial Flex Space
Richard Lane
150,000 square feet
Truck docks
High clear ceilings
car parking lot

FOR SALE



Harrisburg, PA
Multi family Investment Sale
North Front Street
150,000 sq ft
Cap rate
Cash on cash return
Tenants pay utilities

FOR LEASE



Lancaster, PA
Greenfield Corporate Center
Class A Office Building
150,000 square feet will subdivide
Beautiful setting, many amenities
Great employee base



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CENTRAL PENN
BUSINESS JOURNAL



Commercial real estate agencies

Ranked by dollar volume of local commercial sales and leases

| Rank | Prev. rank | Company Address | 2015 \$ volume of local comm. sales and leases | Top local executive Title | Website Phone | F-T comm. agents F-T/P-T local employees | % of activities | Local/total locations Headquarters Year established locally | Local projects |
|------|------------|--|--|---|--|--|---|---|---|
| 1 | 4 | CBRE INC. 5 Capital Drive, Suite 201 Harrisburg, PA 17110 | \$550.01 million | Robert Walters Executive managing director | www.cbre.com/harrisburg 717-540-2700 | 8 12/0 | 50% industrial, 40% office, 10% retail | 1/462 Los Angeles 1998 | Spring Creek Plaza on East Park Drive; Capital Valley Business Center on Kreider Drive; 2220 Lingelstown Road |
| 2 | 1 | COMMERCIAL-INDUSTRIAL REALTY CO. DBA NAI CIR 1015 Mumma Road Lemoyne, PA 17043-1118 | \$486.93 million | Robin R. Zellers SIOR President | www.naicir.com 717-761-5070 | 18 27/4 | 30% office, 25% industrial, 25% retail, 20% investment | 1/1 Wormleysburg 1970 | Aroogas flex on East Park Drive; Derry Street flex/retail; Eisenhower Boulevard retail |
| 3 | 8 | PARAMOUNT LMS LLC DBA LMS COMMERCIAL REAL ESTATE 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601-4130 | \$296.84 million | Lee Zekaria Owner | www.lms-pma.com 717-569-9373 800-864-2633 | 9 25/3 | 83% retail, 4% industrial, 25% office, 3% residential | 2/2 Manheim Twp. 1991 | Queensgate SC, South Hanover SC, Union Square SC, Main Street SC |
| 4 | 2 | LANDMARK COMMERCIAL REALTY INC. 20 Erford Road, Suite 215 Lemoyne, PA 17043 | \$291.44 million | David J. Remmel PE SIOR President and broker of record | www.landmarkcr.com 717-731-1990 | 14 5/0 | 32% office, 31% industrial, 11% retail, 26% multifamily | 1/1 E. Pennsboro Twp. 1988 | DNR |
| 5 | 3 | HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601 | \$236.18 million | Mark C. Fitzgerald President and COO | www.highassociates.com 717-291-2284 800-638-4414 | DNR 92/21 | 60% industrial, 30% office, 10% retail | 2/5 E. Lampeter Twp. 1980 | DNR |
| 6 | 5 | BENNETT WILLIAMS REALTY INC. DBA BENNETT WILLIAMS COMMERCIAL 3528 Concord Road York, PA 17402-8626 | \$232.8 million | Chad A. Stine President and CEO | www.bennettwilliams.com 717-843-5555 | 18 14/0 | 70% retail, 10% office, 20% industrial | 1/3 Springettsbury Twp. 1956 | Carlisle Crossing, Chambersburg Crossing, Covered Bridge Marketplace, Hanover Crossing, Lycoming Crossing, Newberry Pointe, South York Plaza, York Crossings and York Marketplace |
| 7 | 7 | ROCK COMMERCIAL REAL ESTATE LLC 221 W. Philadelphia St., Suite 19 York, PA 17401 | \$122.58 million | D.L. Bode, S.W. Rotz and T.K. Turnbull Partners | www.rockrealestate.net 717-854-5357 | 12 33/0 | 40.2% industrial, 26.4% office, 16.6% retail, 16.8% other | 1/1 York 2001 | DNR |
| 8 | 11 | NAI COMMERCIAL PARTNERS INC. 930 Red Rose Court, Suite 200 Lancaster, PA 17601 | \$79.01 million | Thomas McDermott Broker of record and president | www.naicpi.com 717-283-0600 | 7 7/0 | 61% industrial and 21% commercial and retail, 9.7% office, 8.3% land | 1/1 E. Hempfield Twp. 2006 | DNR |
| 9 | NR | JONES LANG LASALLE INC. DBA JLL 4720 Gettysburg Road Mechanicsburg, PA 17055 | \$77.2 million | Michael McCurdy Managing director | www.jll.com/philadelphia 717-791-2200 | 4 9/0 | DNR | 1/6 Chicago DNR | DNR |
| 10 | 9 | INVESTMENT REAL ESTATE LLC 10 Bentzel Mill Road York, PA 17404 | \$64.1 million | John H. Gilliland President and CEO | www.irellc.com 717-779-0804 | 2 2/0 | 100% self storage | 1/1 Manchester Twp. 1998 | Stor Mor Carlisle, PA; Harrisburg Self Storage |
| 11 | 10 | RSR REALTORS LLC 3 Lemoyne Drive Lemoyne, PA 17043-1231 | \$57.27 million | W. Greg Rothman MAI CPE, CCIM CEO | www.rsrealtors.com 717-763-1212 | 10 34/10 | 10% retail, 25% industrial, 40% office, 25% multifamily | 1/1 Lemoyne 1971 | Forest Hills Commons, Pennsylvania Lottery headquarters |
| 12 | 12 | CAMPBELL COMMERCIAL REAL ESTATE INC. 525 N. 12th St., Suite 203 Lemoyne, PA 17043 | \$46 million | Arthur D. Campbell President | www.acampbell.net 717-737-6161 | DNR 3/0 | 60% office/ investment, 20% retail, 10% industrial, 10% other | 1/1 Lemoyne 1984 | DNR |
| 13 | 13 | LATUS CAPITAL ADVISORS INC. DBA LATUS COMMERCIAL REALTY 3920 Market St., Suite 351 Camp Hill, PA 17011 | \$27.7 million | Laura J. Martin CCIM CPM Owner and broker | www.latusrealty.com 717-737-2422 | 2 2/0 | 50% office, 25% retail, 25% industrial | 1/1 Hampden Twp. 2005 | DNR |
| 14 | NR | COX REALTY 2550 Kingston Road, Suite 106 York, PA 17402 | \$5.75 million | Bob Cox Owner | 717-755-7490 | 1 1/0 | 100% retail | 1/1 Springettsbury Twp. 1996 | DNR |

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Leasing deals

Ranked by square footage of deal

| Rank | Tenant Address Municipality | Square footage Cost | Owner Property type | Lease signed Property occupied | Tenant representative Landlord representative |
|------|--|---------------------|---|--------------------------------|--|
| 1 | TARGET 325 S. Salem Church Road, York, PA 17408 W. Manchester Twp., York Co. | 785,000 | Endurance RE Group Internet fulfillment facility | December 2014 January 2015 | CBRE Inc. CBRE Inc. |
| 2 | PENNSYLVANIA COLLEGE OF HEALTH SCIENCES 850 Greenfield Road, Lancaster, PA 17601 E. Lampeter Twp., Lancaster Co. | 330,000 | High Properties Office | January 2015 DNR | High Associates Ltd. High Associates Ltd. |
| 3 | EARTH PRIDE ORGANICS 301-501 Richardson Drive, Lancaster, PA 17603 E. Hempfield Twp., Lancaster Co. | 208,993 | 501 Richardson Acquisition LLC Industrial | August 2015 January 2016 | NAI CPI Bennett Williams Commercial |
| 4 | LANCASTER FINE FOODS 501 Richardson Drive, Lancaster, PA 17603 E. Hempfield Twp., Lancaster Co. | 196,152 | 501 Richardson Acquisition Industrial | July 2015 September 2015 | NAI Commercial Partners Inc. Bennett Williams |
| 5 | SPX CORP. DBA THERMAL PRODUCT SOLUTIONS 2821 Old Route 15, New Columbia, PA 17856 White Deer Twp., Union Co. | 127,000 | Moran Industries Inc. Industrial | March 2015 DNR | NAI CIR NAI CIR |
| 6 | NISSIN FOODS (USA) CO. 129 S. Tree Drive, Lancaster, PA 17603 E. Hempfield Twp., Lancaster Co. | 118,750 | 129 S Tree LP Industrial | July 2015 August 2015 | CBRE NAI Commercial Partners Inc. |
| 7 | DISTRIBUTION MANAGEMENT INC. 1400 Distribution Drive, Carlisle, PA N. Middleton Twp., Cumberland Co. | 115,412 | DNR Industrial | October 2015 December 2015 | Cushman & Wakefield Landmark Commercial Realty Inc. |
| 8 | HAAS GROUP INTERNATIONAL INC. 6350 Brackbill Blvd., Suite 300, Mechanicsburg, PA 17050 Hampden Twp., Cumberland Co. | 97,200 | Stag Mechanicsburg1 LLC Industrial | July 2015 DNR | NAI CIR CB Richard Ellis |
| 9 | SHARED MAIL ACQUISITIONS LLC 1842 Colonial Village Lane, Lancaster, PA 17601 E. Lampeter Twp., Lancaster Co. | 68,867 | High Properties Manufacturing | February 2015 DNR | High Associates Ltd. High Associates Ltd. |
| 10 | NATIONAL GOVERNMENT SERVICES 2400 Thea Drive, Harrisburg, PA 17110 Lower Paxton Twp., Dauphin Co. | 66,264 | DNR Office | September 2015 October 2016 | Cresa Partners Landmark Commercial Realty Inc. |
| 11 | CLASSIC ROCK FABRICATION 931 Dana Drive, Harrisburg, PA 17109 Lower Paxton Twp., Dauphin Co. | 54,375 | KZK Associates LLC Industrial | January 2015 DNR | NAI CIR CB Richard Ellis |
| 12 | PRO PALLET LLC 3101 N. Seventh St., Harrisburg, PA 17110 Harrisburg, Dauphin Co. | 51,420 | Conewago Contractors Inc. Industrial | October 2015 DNR | NAI CIR NAI CIR |
| 13 | SUNBELT RENTALS INC. 4417 Valley Road, Enola, PA Hampden Twp., Cumberland Co. | 49,195 | DNR Industrial | March 2015 March 2015 | Landmark Commercial Realty Inc. Landmark Commercial Realty Inc. |
| 14 | BOSCH SECURITY SYSTEMS INC. 1704 Hempstead Road, Lancaster, PA 17601 E. Lampeter Twp., Lancaster Co. | 34,907 | High Properties Office | January 2015 DNR | Cushman & Wakefield High Associates Ltd. |
| 15 | ENGLE-HAMBRIGHT & DAVIES INC. 1857 William Penn Way, Lancaster, PA 17601 E. Lampeter Twp., Lancaster Co. | 34,377 | High Properties Office | DNR April 2015 | High Associates Ltd. High Associates Ltd. |
| 16 | ONLINE TECH STORES LLC 503-509 Industrial Drive, Lewisberry, PA 17339 Fairview Twp., York Co. | 34,000 | REVA Fairview LLC Industrial | February 2015 DNR | NAI CIR Landmark Commercial Realty Inc. |
| 17 | SOUTHERN PROSTHETIC SUPPLY 1420 Stoneridge Drive, Middletown, PA 17057 Lower Swatara Twp., Dauphin Co. | 28,800 | DAK Properties LP Industrial | October 2015 DNR | NAI CIR NAI CIR |
| 18 | PRATHER PRODUCTIONS 21 Prestige Lane, Lancaster, PA 17603 E. Hempfield Twp., Lancaster Co. | 26,000 | HHW Partnership Industrial | August 2015 September 2015 | NAI Commercial Partners Inc. NAI Commercial Partners Inc. |
| 19 | J.B. HUNT TRANSPORT INC. 1235 Easton Road, Lot 51, Bethlehem, PA 18015 Bethlehem, Northampton Co. | 22,500 | JERC Partners XXII LP Industrial | October 2015 DNR | NAI CIR Hawley Realty |
| 20 | DELOITTE 30 N. Third St., Harrisburg, PA 17101 Harrisburg, Dauphin Co. | 20,112 | Walnut & Third Inc. Office | November 2015 DNR | NAI CIR NAI CIR |
| 21 | HARBOR FREIGHT TOOLS USA INC. 1660 Lincolnway E., Chambersburg, PA 17202 Guilford Twp., Franklin Co. | 20,000 | Lincolnway East Associates Retail | May 2015 March 2016 | LMS Commercial Real Estate Bennett Williams Commercial |
| 22 | SSB MANUFACTURING CO. 501 Richardson Drive, Lancaster, PA 17603 E. Hempfield Twp., Lancaster Co. | 20,000 | Earth Pride Organics LLC Industrial | October 2015 November 2015 | CBRE NAI Commercial Partners Inc. |
| 23 | VOLPE EXPRESS INC. 800 Paxton St., Harrisburg, PA 17104 Harrisburg, Dauphin Co. | 18,500 | DE Distribution Corp. Industrial | September 2015 DNR | NAI CIR NAI CIR |
| 24 | ALP INDUSTRIES INC. 421 Amity Road, Harrisburg, PA 17111 Swatara Twp., Dauphin Co. | 18,000 | Skywater-Harrisburg LLC Industrial | April 2015 DNR | NAI CIR NAI CIR |
| 25 | GRANITE EXPRESS USA 1397 Arcadia Road, Suite 106, Lancaster, PA 17601 Manheim Twp., Lancaster Co. | 15,500 | Formin Properties LLC Industrial | December 2015 January 2016 | NAI Keystone NAI Commercial Partners Inc. |

DNR did not respond The Central Penn Business Journal's list of leasing deals is limited to deals in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties that were signed or first occupied in 2015. Information came from real estate agencies, property 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 @CPBListCentral on Twitter. **Published Jan. 30, 2015.**

Researched by Alaine Keisling

— Ask —
LISTCENTRAL

Q: What if I want a reprint of a list?

A: Premium subscribers may download a pdf of a list for free, or you can contact Wendell Jordan at 717-323-5258 for a plaque or something fancier.

Real estate appraisers

Ranked by weighted number and complexity of local appraisals

| Rank | Prev. Rank | Company Address | 2015 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 Year established locally | Services provided |
|------|------------|---|---|---|--|---|--|--|---|
| 1 | 1 | AGRARIAN ASSOCIATES INC. 327 Cumberland St. Lebanon, PA 17042-5310 | 800 630/130/40 | Brian D. Pedrick IFAA President | www.agrarianonline.net 717-228-1510 | 0% 0% 100% | 5 5/4 | 1/DNR Lebanon 1990 | Real estate appraisal firm specializing in farms, land and conservation easements |
| 2 | 2 | REMAC LTD. 439 W. Market St. York, PA 17401 | 1,400 175/600/625 | Melinda Eppolito Owner | www.remacere.com 717-843-5104 888-811-8196 | 50% 50% 0% | 6 9/0 | 1/1 York 1996 | Commercial and residential real estate appraisals and consulting; all property types for financing, tax purposes, estates, condemnation, FHA, REO |
| 3 | 4 | WALTERS APPRAISAL SERVICES INC. 601 N. Front St. Harrisburg, PA 17101 | 320 320/0/0 | Jeffrey L. Walters MAI President | www.waltersappraisal.com 717-234-0540 | 90% 0% 10% | 3 5/1 | 1/1 Harrisburg 1993 | Litigation support, expert real estate consulting, appraisal problem analysis, estate planning, project development, highest- and best-use consulting |
| 4 | 6 | WM. A. BIGHAM INC. 121 Buford Ave. Gettysburg, PA 17325 | 950 100/150/700 | Barbara M. Hartman President | 717-338-0400 | 15% 85% 0% | 2 3/0 | 1/1 Gettysburg 1955 | Residential, commercial, investment properties; expert witness in tax appeals, condemnation, bankruptcy and divorce litigation |
| 5 | 7 | ROTHMAN SCHUBERT REED INC. DBA RSR APPRAISERS & ANALYSTS 3 Lemoyne Drive, Suite 100 Lemoyne, PA 17043 | 291 200/75/DNR | W. Greg Rothman MAI CPE, CCIM President | www.rsrappraisers.com 717-763-1212 | 80% 10% 10% | 6 8/0 | 1/1 Lemoyne 1970 | Commercial appraisers |
| 6 | 8 | MID-ATLANTIC VALUATION GROUP INC. 30 S. Queen St., P.O. Box 588 York, PA 17405 | 270 220/5/45 | Gary E. Heiland II MAI AI-GRS Principal | www.mvginc.com 717-699-4434 | 99% 1% 0% | 3 4/2 | 1/3 York 1999 | Appraisals for tax-assessment appeals, litigation, financing and other purposes |
| 7 | NR | COMMERCIAL/INDUSTRIAL APPRAISAL SERVICES LLC 2256 S. Queen St. York, PA 17402 | 207 97/64/46 | Rick LoBianco Owner | 717-741-5264 | 100% 0% 0% | 4 4/0 | 1/1 York Twp. 1992 | Commercial and industrial real estate appraisals for financing, tax appeal, litigation and condemnation purposes |
| 8 | 9 | APEX VALUATION SERVICES 1 W. King St. Shippensburg, PA 17257-1243 | 163 118/19/26 | Joseph W. Elhajj MAI Owner and chief appraiser | www.apexval.com 717-530-8701 | 100% 0% 0% | 3 4/1 | 1/1 Shippensburg 1998 | Commercial and industrial real estate appraisals and consulting |
| 9 | 14 | HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601 | 125 125/0/0 | Mark C. Fitzgerald President and COO | www.highassociates.com 717-291-2284 800-638-4414 | 95% 0% 5% | 2 92/21 | 2/5 E. Lampeter Twp. 1980 | Sales and leasing, development, property management, appraisal services |
| 10 | 11 | ADVANTAGE REAL ESTATE ADVISORS LLC DBA ADVANTAGE GOLF ADVISORS 530 N. Lockwillow Ave. Harrisburg, PA 17112 | 109 100/6/3 | Shaun A. Henry MAI and Kristin M. Lehman Owners | www.advantagerealestateadvisors.com 717-255-0875 | 90% 0% 10% | 2 4/1 | 1/1 Lower Paxton Twp. 2010 | Regional appraisal company specializing in commercial and recreational property appraisals |
| 11 | 12 | REALPRO VALUATION LLC 1845 Litzitz Pike Lancaster, PA 17601 | 126 78/33/15 | Robert W. Zogorski MAI R/W- AC President | www.realprovaluation.com 717-581-0400 | 95% 2% 3% | 4 3/1 | 1/1 Manheim Twp. 2000 | Investment-grade apartment appraisals; eminent domain valuation services for all property types; litigation support |
| 12 | 15 | HOSTETTER APPRAISAL SERVICE 101 Dunharow Drive Lancaster, PA 17601-3978 | 391 4/85/302 | Gary Hostetter Owner | 717-560-9567 | 0% 100% 0% | DNR 0/0 | 1/1 Manheim Twp. 1997 | Real estate appraisals in Lancaster, Lebanon and York counties |
| 13 | NR | CLINTON APPRAISALS 295 W. Main St. Leola, PA 17540 | 100 71/15/14 | Mary L. Clinton GAA IFAS General appraiser | 717-656-7225 | 70% 20% 10% | 1 1/1 | 1/1 Upper Leacock Twp. 2016 | Residential, commercial and industrial real estate appraisals |
| 14 | NR | C-M APPRAISALS LLC 1021 Skyline Drive Lancaster, PA 17601 | 512 0/0/512 | Amanda C. Mellinger Owner and appraiser | 717-394-1025 | 40% 50% 10% | DNR 1/0 | 1/1 Lancaster 2014 | Residential, commercial and industrial real estate appraisals |
| 15 | 16 | CAMPISI APPRAISAL SERVICES 2592 Brookmar Drive York, PA 17408 | 40 37/3/0 | Josephine Campisi MAI President | 717-846-2643 | 98% 2% 0% | 1 1/0 | 1/1 York 1994 | Commercial, industrial and residential real estate appraisals in southcentral Pennsylvania |
| 16 | NR | DON PAUL SHEARER INC. DBA DON PAUL SHEARER ASSOCIATES 416A N. Front St. Wormleysburg, PA 17043 | 56 20/16/20 | Don Paul Shearer President and CEO | www.dps-pa.com 717-731-8800 | 62% 14% 24% | 1 1/2 | 1/1 Wormleysburg 1970 | Litigation support, valuation, expert-witness testimony, consult, advisory services, eminent domain and tax assessment in more than 36 counties |
| 17 | 10 | THE SPRAGUE GROUP LLC 3511 N. Front St. Harrisburg, PA 17110 | 221 0/0/221 | J. Burton Sprague COO | 717-756-0561 | 90% 5% 5% | 1 1/1 | 1/2 Susquehanna Twp. 2003 | Real estate appraisal and consulting services; commercial, industrial, multifamily, golf and related recreation properties |
| 18 | 17 | ULRICH APPRAISAL LLC 2938 Columbia Ave., Suite 502 Lancaster, PA 17603 | 27 14/3/10 | J. Scott Ulrich Manager and sole member | www.ulrichappraisal.com 717-291-1949 | 80% 0% 20% | DNR 1/0 | 1/1 Manor Twp. 2005 | Commercial, industrial and land-development real estate appraisals |

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked The Central Penn Business Journal's list of commercial appraisers is limited to those in or near Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. Total number of appraisals was weighted based on the dollar value of the appraisals reported. To access the Business Journal's online database, visit www.CPBj.com/ListCentral. Surveys available at www.CPBjsurveys.info; follow @CPBJListCentral on Twitter. Published July 1, 2016.

Researched by Elaine Keisling



WALTERS APPRAISAL SERVICES, INC.

Litigation Support, Financing,
Acquisition/Divestiture, Tax Assessment,
Project Development, Estate Planning,
and Condemnation.



WALTERS
APPRAISAL SERVICES, INC.

Jeffrey L. Walters, MAI

601 North Front Street, Harrisburg, PA 17101
717.234.0540 | WaltersAppraisal.com

Residential real estate agencies

Ranked by local residential sales/lease volume

| Rank | Prev. rank | Company Address | 2015 local residential sales/ lease volume | Top local executive Title | Website Phone | Local/total homes sold in 2015/Average sale price Multilist 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 BERKSHIRE HATHAWAY HOMESALE REALTY 215 S. Centerville Road Lancaster, PA 17603-8831 | \$1.78 billion | Douglas W. Rebert and Paul H. Slough Jr. Managing directors | www.homesale.com 717-393-0783 800-383-3535 | 9,642/13,605 \$191,132 Keystone, Rayac, CPML, MRIS | 844/1,182 189/63 | 20/28 Manor Twp. 1997 | Residential sales, relocation, new construction, mortgage, title services and property management |
| 2 | 2 | JACK GAUGHEN LLC DBA COLDWELL BANKER RESIDENTIAL BROKERAGE IN CENTRAL PENNSYLVANIA 3215 Market St. Camp Hill, PA 17011 | \$1.38 billion | Quentin Miller President | www.coldwellbankerhomes.com 717-761-4800 | 7,214/7,214 \$191,596 Trend, Keystone, CPML, Rayac, MRIS | 650/650 0/0 | 18/18 Hampden Twp. 2014 | Full-service real estate company in seven counties; residential, new homes and commercial sales, leasing and management |
| 3 | NR | 1ST ADVANTAGE REALTY INC. DBA RE/MAX 1ST ADVANTAGE 6375 Mercury Drive Mechanicsburg, PA 17050 | \$250.59 million | Eugene E. Costello and Timothy E. Costello Owners | www.my1stadvantage.com 717-591-5555 866-839-9100 | 1,461/1,461 \$173,000 CPML, MRIS, Keystone, Rayac, North Central Penn | 69/72 14/1 | 1/1 Hampden Twp. 2005 | Residential and commercial real estate sales |
| 4 | 5 | RE/MAX REALTY ASSOCIATES INC. 3425 Market St. Camp Hill, PA 17011 | \$205.67 million | Ronald Freedman and Louis S. Puliti Co-broker and owners | www.capitalareahomes.com 717-761-6300 888-761-6300 | 1,148/1,148 \$179,153 CPML, Keystone, Rayac, FlexMLS | 51/DNR 3/7 | 1/1 Camp Hill 1980 | Listings, sales, appraising, new construction, commercial, investment, title insurance, settlement services, property management, referral service |
| 5 | 3 | MEREK LLC DBA KELLER WILLIAMS OF CENTRAL PA EAST 530 N. Lockwillow Ave. Harrisburg, PA 17112 | \$123.09 million | Patrick Smith Owner and operating principal | www.kwhbgeast.com 717-657-4700 | 646/646 \$190,536 CPML, Keystone, Rayac, Trend | 105/DNR 3/0 | 1/1 Lower Paxton Twp. 2009 | Local real estate brokerage |
| 6 | 8 | JOY DANIELS REAL ESTATE GROUP LTD. 2793 Old Post Road, Suite 200 Harrisburg, PA 17110-3683 | \$118.86 million | Joy L. Daniels Broker and CEO | www.joydaniels.com 717-695-3177 800-424-8130 | 569/569 \$209,000 CPML, Rayac, Keystone | 21/21 16/2 | 2/2 Susquehanna Twp. 2006 | Real estate services |
| 7 | 7 | RSR REALTORS LLC 3 Lemoyne Drive Lemoyne, PA 17043-1231 | \$95.04 million | W. Greg Rothman MAI CPE, CCIM CEO | www.rsrealtors.com 717-763-1212 | 334/334 \$252,625 CPML, Keystone, Rayac, Trend Co-Star | DNR/DNR 34/10 | 1/1 Lemoyne 1971 | Real estate services |
| 8 | NR | TEAMPETE REALTY SERVICES INC. 15 Central Blvd. Camp Hill, PA 17011 | \$62.33 million | Pete Weigher Owner | www.teampete.com 717-697-7383 | 337/337 \$184,947 CPML, Keystone, Rayac, Flex | 19/19 5/0 | 1/1 Hampden Twp. DNR | Real estate |

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, Franklin, 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.CPBJ.com/ListCentral. Surveys available at www.CPBJsurveys.info; follow @CPBJListCentral on Twitter. **Published Nov. 18, 2016.**

Researched by *Alaine Keisling*

CENTRAL PENN BUSINESS JOURNAL'S CONSTRUCTION & REAL ESTATE FALL 2017

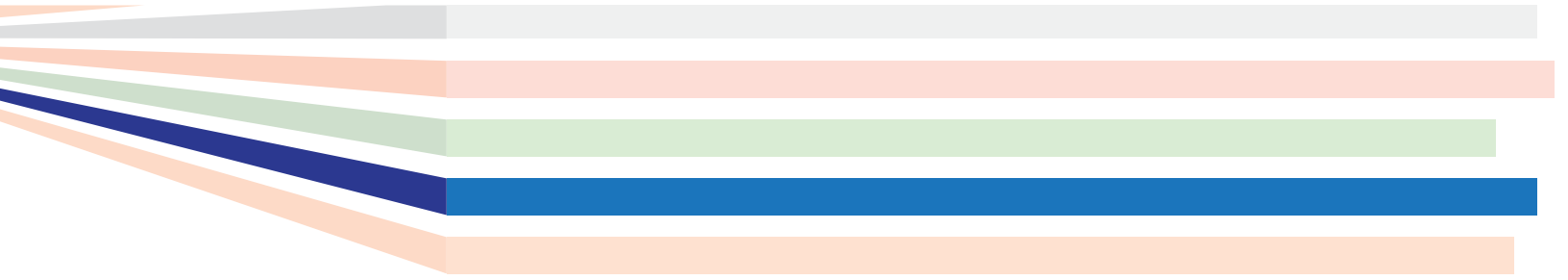
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CENTRAL PENN
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