



LANCASTER CITY
ALLIANCE

Welcome!

ANNUAL BUSINESS MEETING

June 23, 2023

Our Winning Aspiration

**Lancaster City
Flourishes
and everyone
shares in its
success.**



Marshall W. Snively
President



**LANCASTER CITY
ALLIANCE**

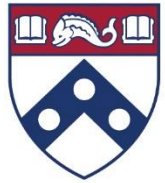
We Are a
non-profit

that promotes

**City growth and stability
so that Lancaster City
flourishes and everyone
shares in its success.**

**We are here to listen,
collaborate, and connect
your organization to help it succeed.**

Thanks to our **Legacy** Sponsors



Penn Medicine
Lancaster General Health

FRANKLIN & MARSHALL
COLLEGE

Fulton Bank

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Steinman
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i **HIGH**
REAL ESTATE
GROUP LLC

Thanks to our **Executive** Sponsor

M&T Bank

Thanks to our **Visionary** Sponsors



|2022-23: A Year In Review

Primary Areas of Focus

- Economic Development
- Community Development/Neighborhoods
- Marketing the City
- Public Safety
- Advocacy



BUILDING ON STRENGTH

THE COMMUNITY-OWNED
ECONOMIC DEVELOPMENT STRATEGIC
PLAN FOR THE CITY OF LANCASTER

Managed by **LANCASTER CITY ALLIANCE**



Community Implementation Partners



PLAN ASPIRATIONS

- Attract and retain talent to the City of Lancaster.
- Create jobs that provide a livable wage.
- Leverage educational institutions as partners in creating a skilled workforce.
- Provide equitable opportunities for all Lancasterians.
- Cultivate existing Lancaster businesses to grow with continued success.
- Encourage targeted economic development opportunities to strengthen neighborhoods and increase property values.
- Provide an environment where small businesses and entrepreneurs can thrive.
- Be a national model for urban economic development.

PLAN STRATEGIES

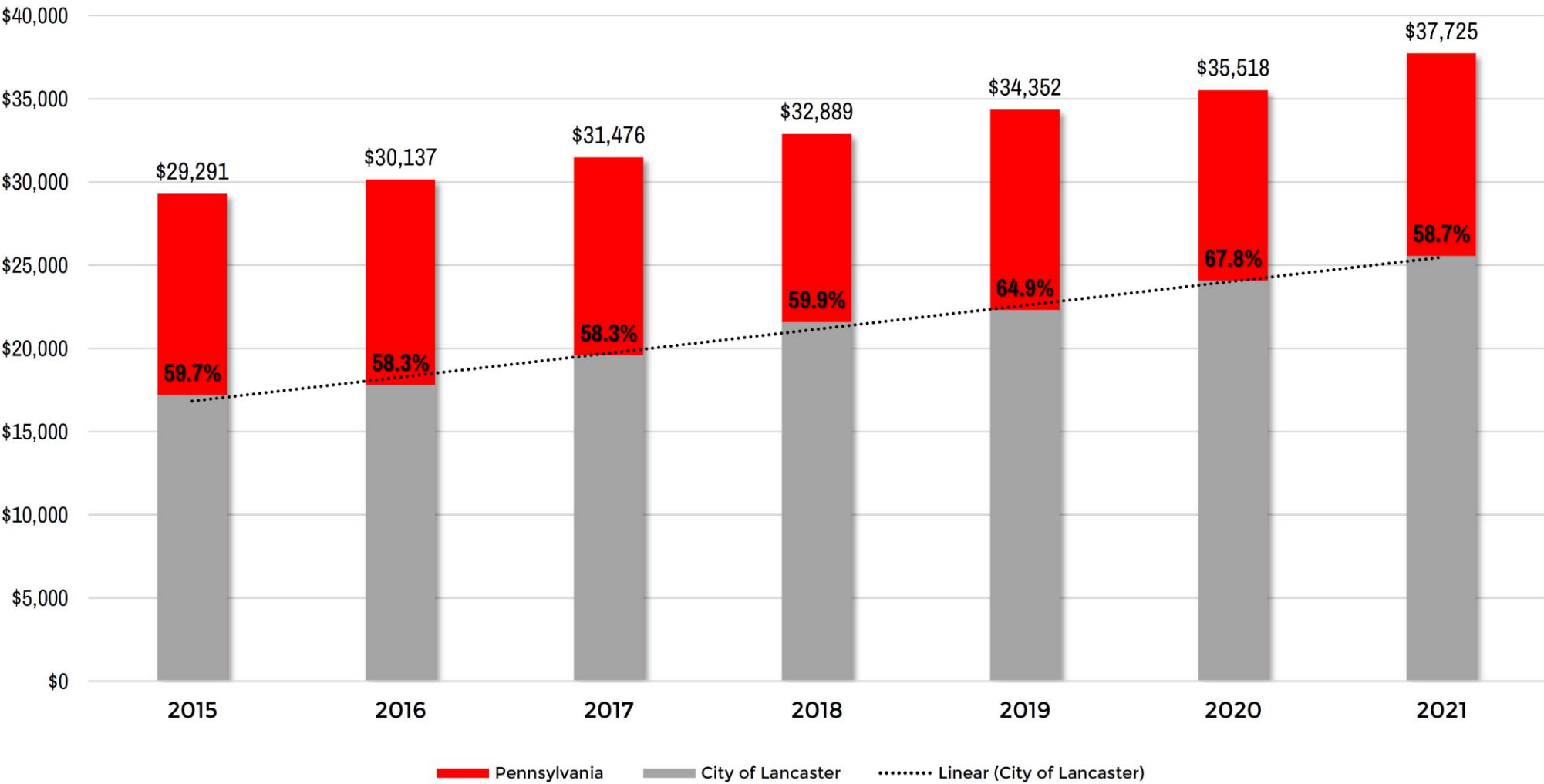
1. Expanding Success:
Traditional Economic Development Investment
2. Embracing the Collaborative Economy: *Cultivating Entrepreneurs*
3. Leveraging the Brand: *Marketing Lancaster City*
4. Quality of Life: *Reinforcing Commercial Hubs*

2030 OUTCOMES

- **Increase in the per capita income to 70% of that of Pennsylvania**
- **Create 300 new hotel rooms in the Downtown and Commercial Hubs**
- **See 2,500 new residential units of all types and price points**
- **Achieve 100,000 square feet of new and renovated retail/restaurant space in Downtown and Commercial Hubs**
- **Fill 300,000 square feet of office and flex space**
- **Realize \$1 billion in privately led investment**
- **See ongoing private investment that will outweigh public investment in economic development**

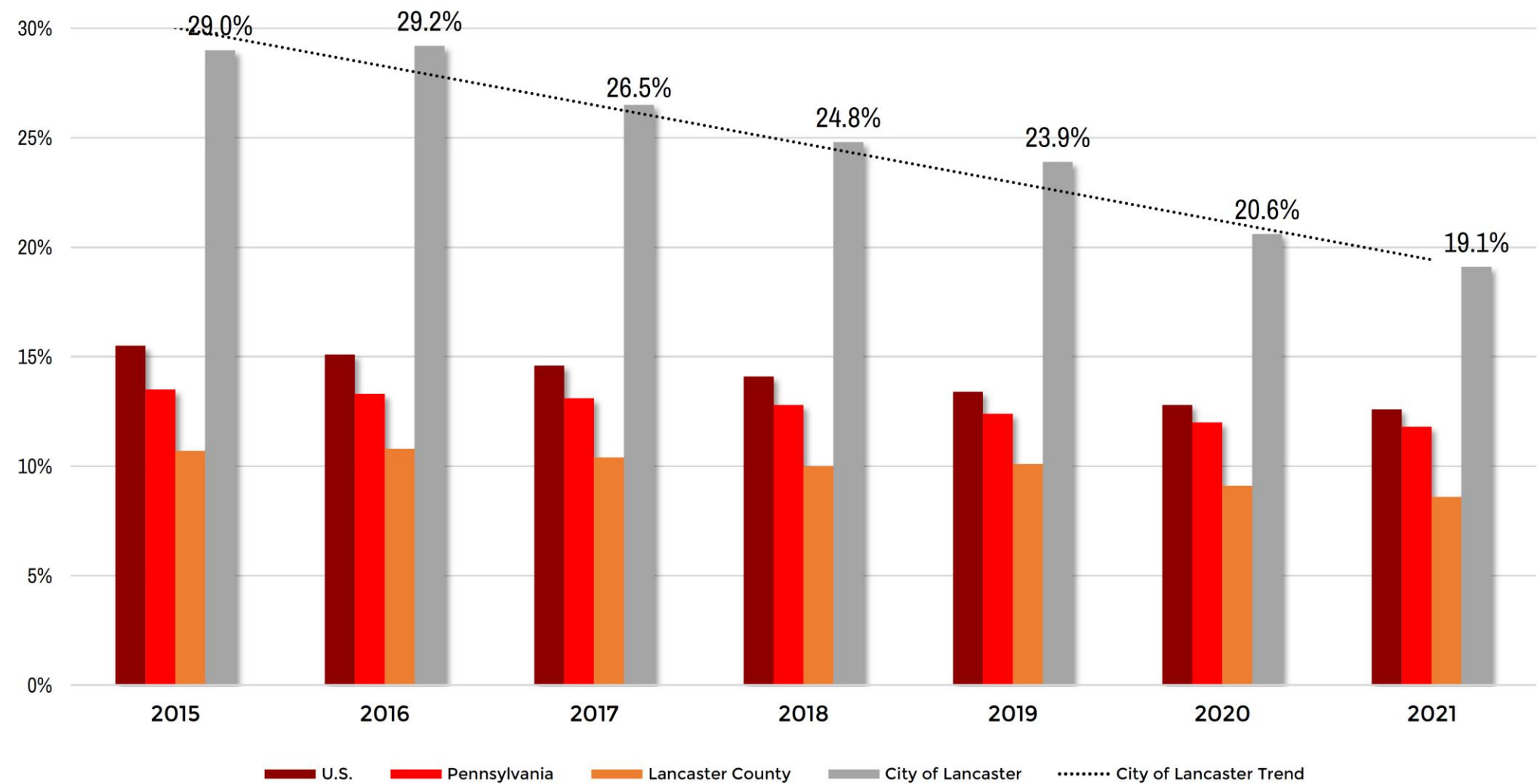
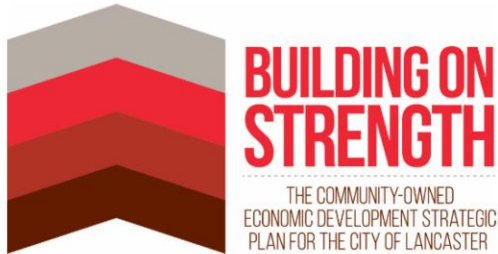
Per Capita Income in the City of Lancaster Since 2015

and as a Percentage of Pennsylvania's Per Capita Income (as of December 2022 U.S. Census Bureau data release)



Percentage of Population Below Poverty Level Since 2015

in the City of Lancaster (as of December 2022 U.S. Census Bureau data release)



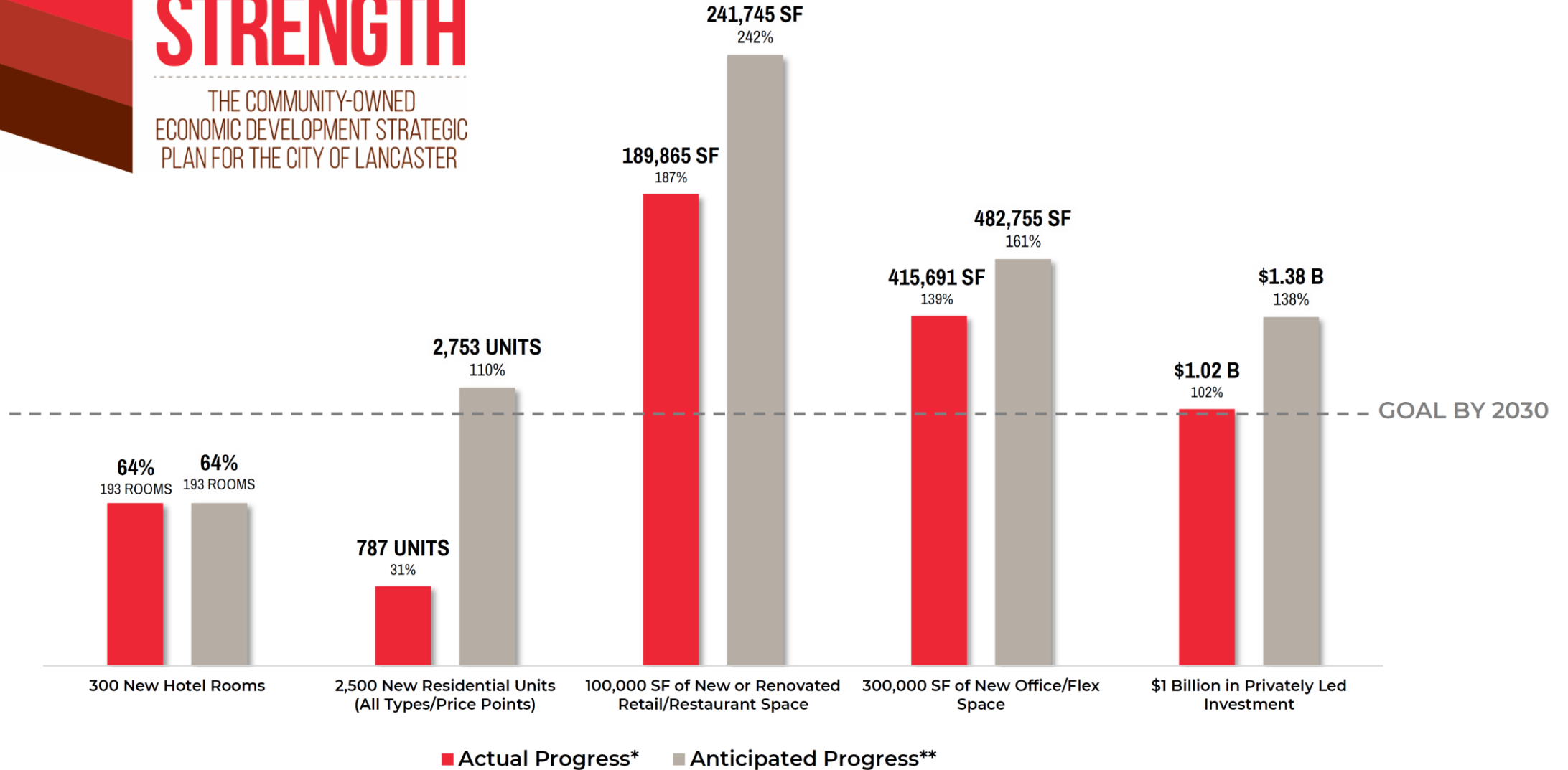


BUILDING ON STRENGTH

THE COMMUNITY-OWNED
ECONOMIC DEVELOPMENT STRATEGIC
PLAN FOR THE CITY OF LANCASTER

2030 OUTCOMES DASHBOARD

Bricks-and-Sticks Progress Since July 2015 (as of June 23, 2023)

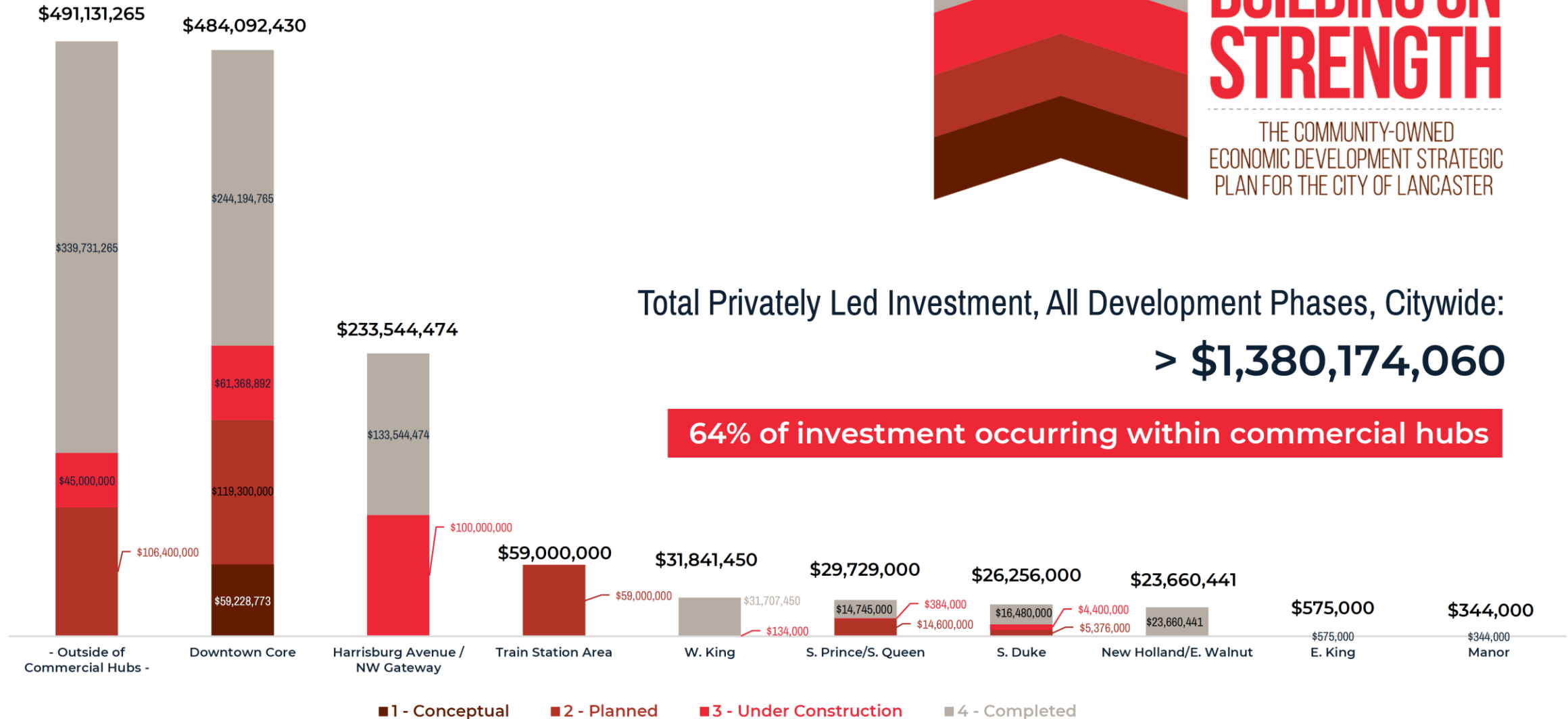


*For development-related outcomes, "actual" reflects only projects recently completed and currently under construction.

**For development-related outcomes, "anticipated" reflects projects recently completed and currently under construction, and assumes planned and conceptual development projects will come to fruition.

Privately Led Investment Since July 2015

By Commercial Hub and Current Phase of Development (as of June 23, 2023)







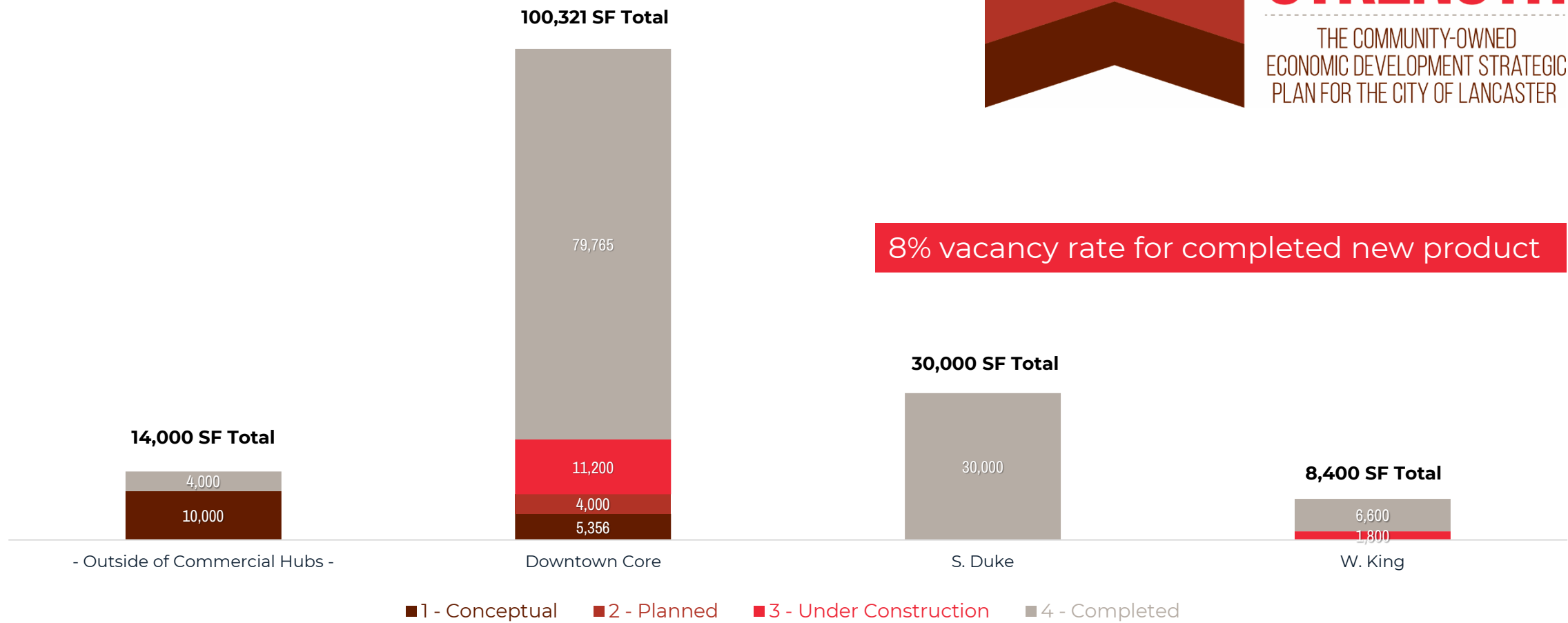








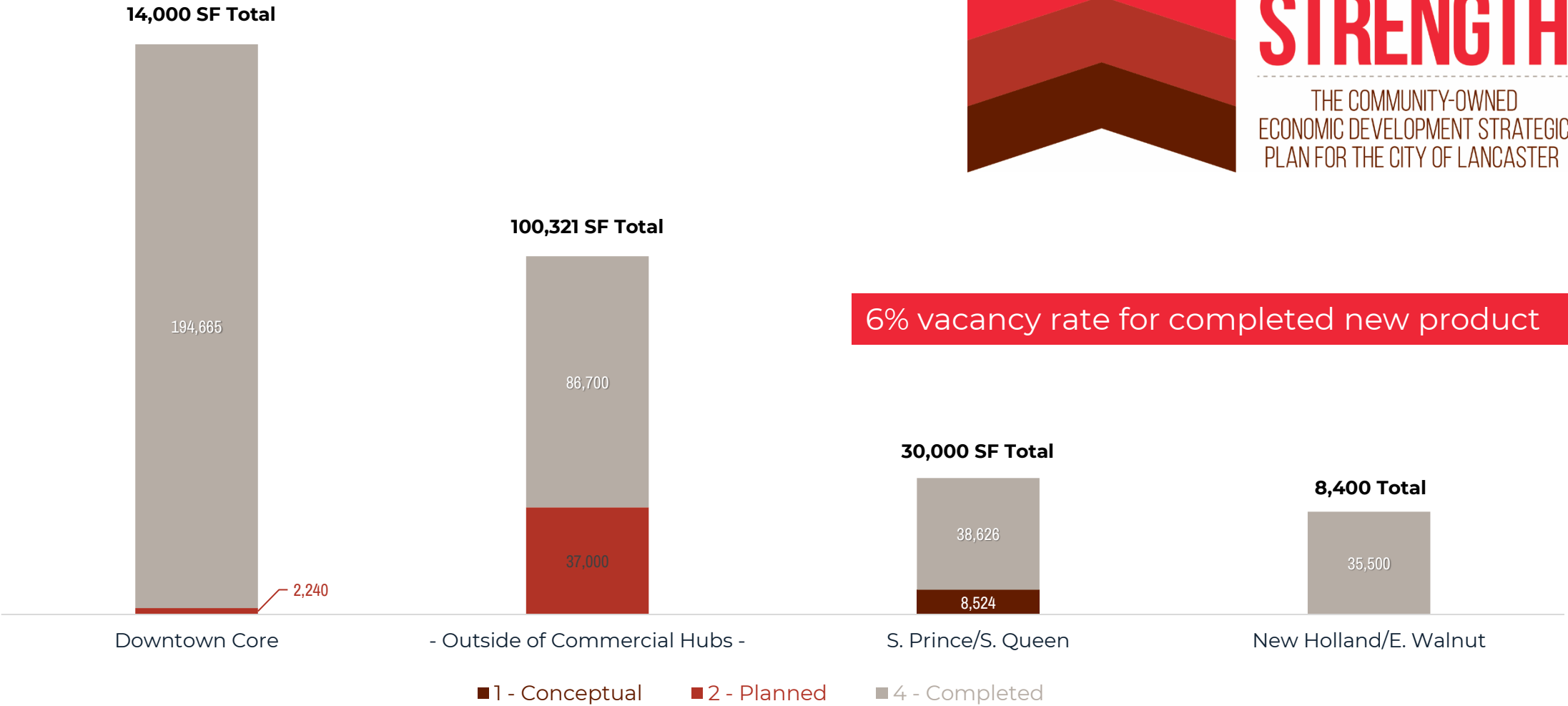
Retail/Restaurant Space Sq. Ft. Development Since July 2015
by Current Phase of Development and Commercial Hub (as of June 23, 2023)



**BUILDING ON
STRENGTH**

THE COMMUNITY-OWNED
ECONOMIC DEVELOPMENT STRATEGIC
PLAN FOR THE CITY OF LANCASTER

Office/Flex Space Sq. Ft. Development Since July 2015
by Current Phase of Development and Commercial Hub (as of June 23, 2023)





18

**Net new retail, restaurant, or service businesses
opened or expanded in 2022-23**

New/Expanded/Relocated Businesses, July 1 – June 30, 2023

Business Name	Business Type	Address	Growth Type	Date
Mason's Eatery	Restaurant/Café	451 E. Mifflin Street	New	Jul-22
Massage Modern	Service	37 E Orange Street Suite 303B	New	Jul-22
Safe&Sweet	Retail	23 N. Market Street (Central Market)	New	Jul-22
Susquehanna Sustainable Enterprises	Retail	23 N. Market Street (Central Market)	New	Aug-22
The Pressroom Restaurant	Restaurant/Café	26-28 W. King Street	New	Aug-22
Levengood's of Lancaster	Restaurant/Café	219 W. Walnut Street	Expansion/Move	Aug-22
Amanitas	Restaurant/Café	401 W. Walnut Street	New	Sep-22
Hills to Sea	Retail	23 N. Market Street (Central Market)	New	Oct-22
Lancaster Beignet Co.	Restaurant/Café	230 N. Prince Street	New	Oct-22
Puff 'n' Stuff	Retail	121 E. Chestnut Street	Expansion/Move	Oct-22
À la Board & Vine	Restaurant/Café	100 S. Queen Street (Southern Market)	New	Oct-22
Cozy	Restaurant/Café	100 S. Queen Street (Southern Market)	New	Oct-22
Reboant Fashion	Retail	101 N. Queen Street	New	Oct-22
Twisted Spoon	Restaurant/Café	221 E. Frederick Street	New	Oct-22
Hush Money Bikes	Retail	414 N. Mary Street	Expansion/Move	Nov-22
Gems Catering	Restaurant/Café	601 N. Queen Street	New	Nov-22
401 Prime	Restaurant/Café	401 N. Prince Street	New	Nov-22
300 West James	Restaurant/Café	300 W. James Street	New	Nov-22
Drift Spa	Salon/Spa	25 S. Queen Street	New	Dec-22
Urban Farmhouse	Retail	60 N. Queen Street	New	Dec-22
Lancaster Gift Box	Retail	317 N. Queen Street	New	Dec-22

New/Expanded/Relocated Businesses, July 1 – June 30, 2023

Business Name	Business Type	Address	Growth Type	Date
Sacred Yes Tattoo	Service	45 N. Market Street	New	Jan-23
EsoArts Lancaster	Gallery	317 N. Queen Street (rear)	New	Jan-23
Deep Transformation Therapeutic Massage	Salon/Spa	313 W. Liberty Street	New	Jan-23
Mekatos Eatery	Restaurant/Café	100 S. Queen Street (Southern Market)	New	Feb-23
Two Poodles Bagels	Restaurant/Café	228 N. Prince Street	New	Mar-23
Frisco's Chicken (Brewery)	Restaurant/Café	454 New Holland Avenue	Expansion/Move	Mar-23
Babylon Kebab Grill	Restaurant/Café	52 N. Queen Street, Suite 7A	New	Mar-23
Lancaster Pie and Coffee	Restaurant/Café	136 N. Prince Street	New	Mar-23
Kelly's Latin Fusion Cuisine	Restaurant/Café	323 W. Lemon Street	New	Mar-23
HomeGoodies and Coffee	Restaurant/Café	52 N. Prince Street	New	Apr-23
Boba Thai Café	Restaurant/Café	402 N. Prince Street	New	Apr-23
La Estrella Restaurante	Restaurant/Café	126 N. Prince Street	New	Apr-23
Delicias Gourmet	Restaurant/Café	243 Green Street	New	Apr-23
Alpha Dog Advertising	Service	20-22 E. Vine Street	Expansion/Move	May-23
Evolution Lancaster	Service	515 Harrisburg Avenue	New	May-23
Rich Stitch	Service	44 W. King Street	New	Jun-23
Ville & Rue	Retail	8 W. King Street	Expansion/Move	Jun-23

Closed Businesses, July 1 – June 30, 2023

Business Name	Business Type	Address	Date
Alley Kat	Restaurant/Café	32 W. Lemon Street	July 2022
Winding Way Books	Retail	118 W. Chestnut Street	August 2022
Simplicity Gallery	Gallery	150 N. Prince Street	August 2022
El Tocatoro	Restaurant/Café	601 N. Queen Street	August 2022
Beer Wall On Prince	Restaurant/Café	114 N. Prince Street	August 2022
Fresh Pressed	Restaurant/Café	60 N. Queen Street	August 2022
Café Di Vetro	Restaurant/Café	400 N. Prince Street	September 2022
Mr. Suit Records	Retail	118 W. Chestnut Street	December 2022
Pop of Color Art	Retail	50 N. Queen Street	December 2022
Nate's Sandwich Shop	Restaurant/Café	126 N. Prince Street	December 2022
Country Garden Six-Pack	Restaurant/Café	W. Clay Street	December 2022
Universole	Retail	101 N. Queen Street, Suite 99	January 2023
Lancaster Virtual Reality Lounge	Entertainment	325 N. Queen Street	March 2023
Russell Locksmith & Safesmith	Retail	342 N. Queen Street	March 2023
Espino's Pizza	Restaurant/Café	323 W. Lemon Street	March 2023
Evolution Power Yoga	Service	515 Harrisburg Avenue	April 2023
T-Mobile	Retail	101 N. Queen Street	April 2023
Guacamole Specialists	Retail	23 N. Market Street (Central Market)	April 2023
Boutique Tana Kaya	Retail	305 N. Queen Street	April 2023
My Aunt Debbie	Retail	336 N. Queen Street	June 2023

Announced Business Openings/Expansions, July 1 – June 30, 2023

Business Name	Business Type	Address	Growth Type
Molly's Pub	Restaurant/Café	253 E. Chestnut Street	New
A.J.'s at Market	Restaurant/Café	12 N. Queen Street	New
Drøm	Retail	305 N. Queen Street	New
Rendezvous Pizzeria & Steak Shop	Restaurant/Café	237 W. King Street	New
Lancaster Sports Bar	Restaurant/Café	25 W. King Street	New
Denim Coffee Company	Restaurant/Café	221 W. King Street	Expansion/Move
Issei On Orange	Restaurant/Café	38 W. Orange Street	New
Little Mutants Fermentary Company	Restaurant/Café	841 N. Prince Street	New
Busy Bodies Play Café	Restaurant/Café	171 N. Queen Street	New
To Be Named Event Space (Farmer's Trust)	Event Space	46 E. King Street	New
Lombardo's Restaurant	Restaurant/Café	Harrisburg Avenue	New
To Be Named Event Space (Charles F. Snyder)	Event Space	121 S. Prince Street	New
Building Character	Retail	342 N. Queen Street	New
To Be Named Pizzeria	Restaurant/Café	24 W. Clay Street	Expansion/Move

A hand is pointing at a map with several pins. The map is on a light-colored surface, and the hand is in the upper right corner. The pins are of various colors and are placed at different locations on the map. The background is a solid blue color.

PLANNING **OUR** FUTURE **LANCASTER**

DRAFT ECONOMIC DEVELOPMENT MAP

Main Street Commercial Corridors

Main Street Corridors are intended to feature a mix of land uses and typically have an established pattern of commercial development, which may be continuous or intermittent. Medium to high density development is desired on Main Street corridors and city agencies and organizations should continue to direct resources in these areas.

Regional Commercial Hubs

Regional Commercial Hubs are large areas along major roadways that can support intensive commercial activity and serve residents from across the City and surrounding municipalities. These areas have large-scale development or redevelopment opportunities.

Community Commercial Hubs

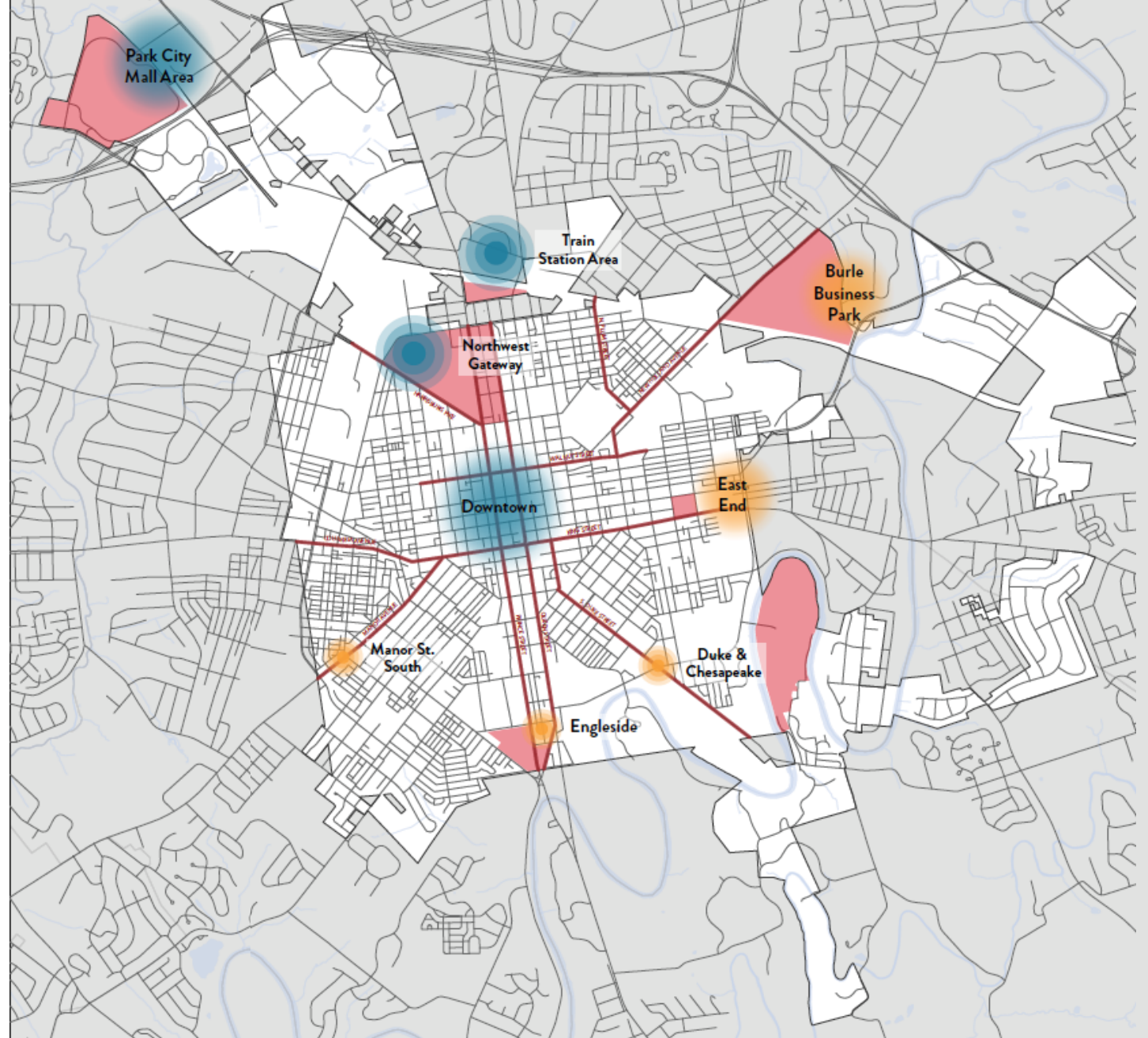
Community Commercial Hubs are medium-sized areas that can support moderate commercial activity and serve one or more City neighborhoods. These areas have significant—but smaller-scale—development or redevelopment opportunities compared to Regional Commercial Hubs.

Emerging Hubs

Emerging hubs, at the regional or community scale, have the potential to be stronger focal points as commercial destinations and gathering places for communities. Dedicated planning and infrastructure improvements may be needed to further the development of emerging hubs, as well as tailored strategies in the City's Building on Strength Economic Development Plan. The City should prioritize public, private, and nonprofit investments in these areas.

Land Use Change Areas

Land Use Change Areas are areas likely to undergo notable changes in land use patterns and development in the next 10–20 years. Any areas identified as Land Use Change Areas will require a Small Area Plan or similar planning effort to guide redevelopment. Land Use Change Areas also reflect where new land use designations have been made on the Future Land Use Map to help facilitate community and economic objectives.





Jeremy Young

Director of Community & Economic Development

City Revitalization & Improvement Zone

Managed by **LANCASTER CITY ALLIANCE**

Marshall W. Snively, Acting Executive Director

CRIZ Program

What is a “CRIZ”?

- The City Revitalization and Improvement Zone (CRIZ) Program was established by Pennsylvania law (Act 52 of 2013 and amended under Act 84 of 2016). Program horizon is 2045.
- Intended to spur new growth in cities that have struggled to attract development, helping to revive downtowns, and create jobs for the residents in the regions.
- A CRIZ is an area comprised of properties designated by an authority to capture state and local taxes for the purpose of improvement and development within the designated CRIZ District.



CITY REVITALIZATION &
IMPROVEMENT ZONE (CRIZ)

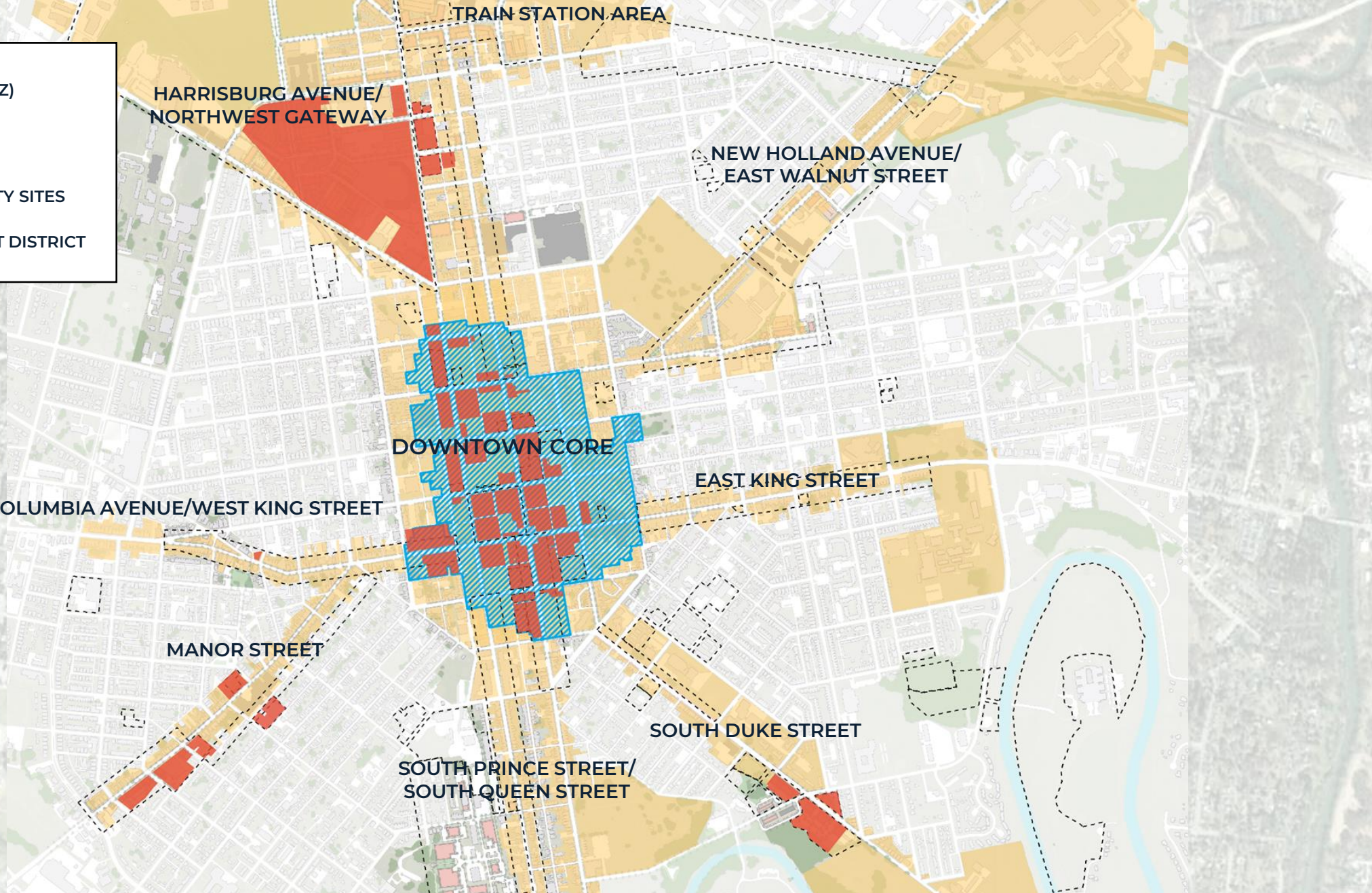


CITY REVITALIZATION & IMPROVEMENT ZONE (CRIZ)

BUILDING ON STRENGTH
COMMERCIAL HUBS

BUILDING ON STRENGTH
INVESTMENT OPPORTUNITY SITES

DOWNTOWN INVESTMENT DISTRICT



CRIZ Program

>\$10.1 million

in 2021 State and local tax revenues returned to the
CRIZ Authority in 2022 to support economic development

CRIZ Program

\$47.7 million

in State & local tax revenues returned and distributed since 2015,
leveraging **>\$129.1 million** in private matching funds invested
to support more than **>\$167 million** in economic development

CRIZ Program

Core Priorities

- ❑ **Redevelopment of underutilized and/or vacant properties**
- ❑ **Catalytic/high economic impact projects**
- ❑ **Supporting entrepreneurs/small business growth**
- ❑ **Sustaining key public facilities as vital economic drivers**

2022

Annual Report

Lancaster

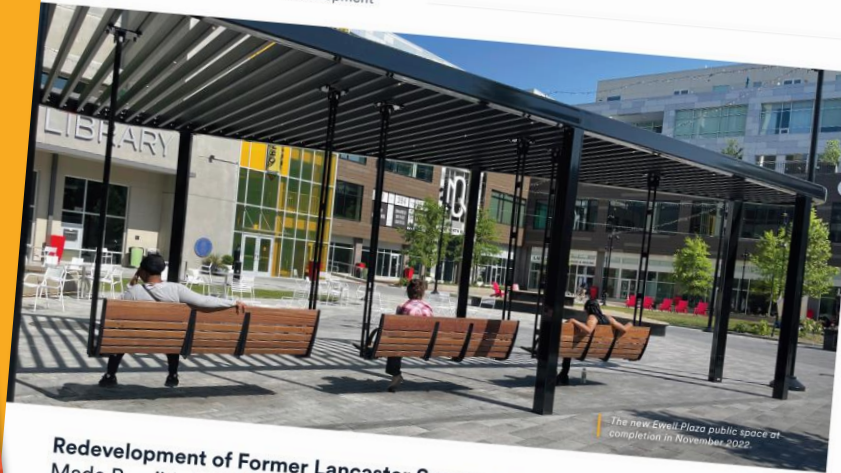
City

Revitalization & Improvement Zone

Managed by LANCASTER CITY ALLIANCE

6

Lancaster Square Redevelopment



The new Ewell Plaza public space at completion in November 2022.

Redevelopment of Former Lancaster Square Facilities Mostly Complete: Made Possible by CRIZ Funding

The focus of Lancaster's CRIZ Program is on the development of vacant and underutilized properties within the City and supporting small business growth. In addition to supporting private-sector-led development projects, the Program provides financial assistance for capital improvements to sustain existing public facilities such as the Lancaster County Convention Center, and to develop new public facilities such as the newly completed Ewell Plaza public space developed by City of Lancaster government. Projects such as the development of the Ewell Plaza public space would be financially-prohibitive for cash-strapped third-class cities like Lancaster without funding tools like the CRIZ Program.

The Ewell Plaza public space is the centerpiece of the important and catalytic redevelopment of a once-underutilized and mostly vacant block in the center of Lancaster's otherwise vibrant Downtown. The redevelopment of the east side of the block of N. Queen Street, formerly known as Lancaster Square, was identified as the #1 priority for the CRIZ Program as an address in the CRIZ Authority's application to the State S. More than \$2.8 million in CRIZ funding was provided to support the design and construction of the plaza.

The fit-out of the space leased by Lancaster Public Library and the Lancaster Parking Authority in the

Christian Street Garage facility, began in July 2022 and is expected to be completed in May 2023, in time for the Library's relocation to 151 N. Queen Street from its decades-long home on North Duke Street. The CRIZ Authority approved in December 2022 the use of 2021 CRIZ increment by Lancaster Parking Authority to complete the build-out of the interior of the new Ewell Plaza retail space at 171 N. Queen Street, totaling 4,500 sq. ft., in order to bring it to a finished condition for a new tenant. The retail interior build-out is expected to be completed in the summer of 2023 and a new tenant, Busy Bodies Play Cafe, has signed a lease for the space and plans to open a family-friendly attraction to complement the adjacent new Public Library in late 2023.

The Holiday Inn Lancaster, flanking the north end of Ewell Plaza, saw its renovations fully completed in the fall of 2022 with the opening of The Imperial Terrace. This provides outdoor space for dining and banquets offered in the Imperial Ballrooms, overlooking the Plaza. CRIZ revenues generated by the Holiday Inn are returned to pay annual debt service and principal prepayments on a \$4.8 million loan provided by Community First Fund and others to refinance a loan used to purchase the former Brunswick Hotel. No CRIZ revenues were used to renovate the Hotel.

While the construction of 101 North Queen ("101NQ") has largely been completed, including portions of the facility

that is dedicated to retail and new corporate headquarters for Cargas Systems and the Steinman Companies/LNP | LancasterOnline, who occupied their offices in 2019 and 2020, respectively, the fit-out for other street-level and upper-floor commercial tenants and the residential units on the 4th floor continued into 2022, slowed by the residual impacts of the COVID-19 pandemic as well as the concurrent construction activity ongoing in 2022 related to the construction of the Ewell Plaza public space and the Christian Street Parking Garage/new Lancaster Public Library/Ewell Plaza Retail projects. It is anticipated that now that construction of the plaza public space is complete (as of the fall of 2022) and since remaining construction on the parking garage/library/library and the Ewell Plaza retail space, that the remaining vacant commercial space (including retail and office) and residential units at 101 N. Queen Street (101NQ) will be fully leased/sold and occupied soon. The developer of 101NQ, Zamagias Properties, received a \$1.925 million grant provided over two years to remove asbestos from the former Bulova Technologies building. The remaining project was privately financed. 100% of all CRIZ revenues generated by the tenants of 101NQ will be used to pay annual debt service on the bond/loan for the construction of the Lancaster Public Library and Parking Garage structure in Ewell Plaza.

Collectively, this shows the CRIZ Program's impact on the east side of the 100 block of N. Queen Street. Total CRIZ revenues distributed to date to support the approximately \$100 million cost of the redevelopment of the former Lancaster Square site, now broadly known as "Ewell Plaza" (including the Christian Street Parking Garage, Lancaster Public Library, Holiday Inn Lancaster, and the \$3.4 million Ewell Plaza public space).

To date, the nearly \$14 million in CRIZ funds injected to support the various components of the redevelopment of Lancaster Square has leveraged more than 5x the amount of funding provided by the City and while the amount of public dollars contributed to the redevelopment of the east side of this block of Queen Street is significant, the greater share of funds invested have come from the private sector.

This is exactly what the CRIZ Program is designed to do: leverage additional economic development from a mix of private and public dollars—to transform underutilized properties in our City. In the redevelopment of the broader former Lancaster Square, other sources of funding have far exceeded the CRIZ funding support provided.



The newly completed Imperial Terrace at the Holiday Inn Lancaster, overlooking Ewell Plaza.



Rendering of the Christian Street Garage/Lancaster Public Library facility at Ewell Plaza, receiving annual CRIZ funding to pay off the public bonds that financed its construction. (Rendering courtesy of R&R Studios)















CRIZ Program

\$5 million

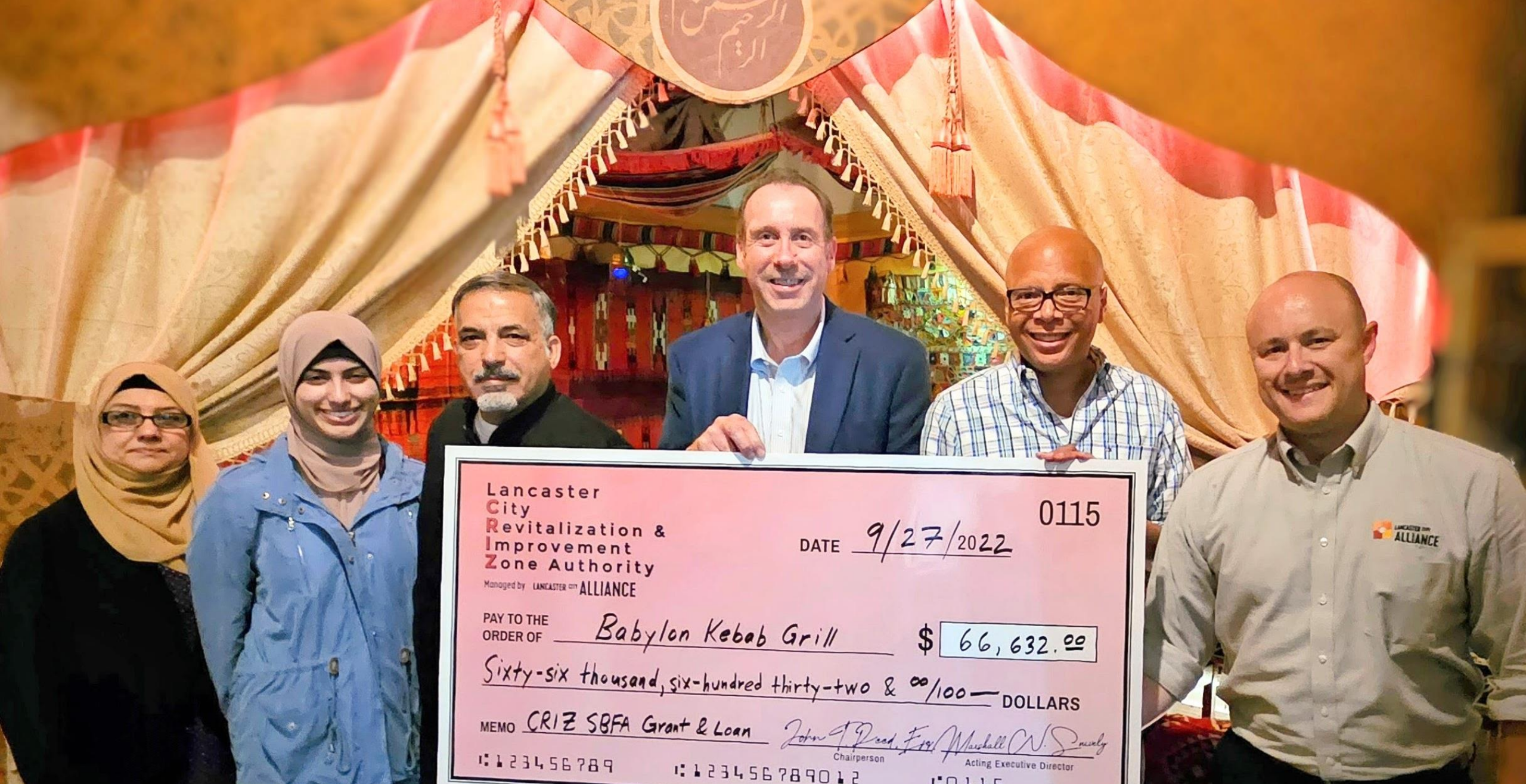
New CRIZ Small Business Financial Assistance Program launched in 2022 in partnership with EDC Finance Corporation; will provide maximum \$25K grants and \$100K low-interest loans to catalyze small business growth and commercial renovations

CRIZ Program

Small Business Financial Assistance (SBFA) Loans

Underwritten in partnership with





Lancaster
City
Revitalization &
Improvement
Zone Authority

Managed by LANCASTER CITY ALLIANCE

DATE

9/27/2022

0115

PAY TO THE
ORDER OF

Babylon Kebab Grill

\$

66,632.00

Sixty-six thousand, six-hundred thirty-two & 00/100 — DOLLARS

MEMO CRIZ SBFA Grant & Loan

John T. Reed, Esq. Marshall W. Savely
Chairperson Acting Executive Director

123456789

123456789012

0115



CRIZ Program

>\$723K

in CRIZ Small Business Financial Assistance (SBFA)
grants and low-interest loans issued in 2022-23 to catalyze small
business growth and commercial renovations

CRIZ SBFA GRANT AND/OR LOW-INTEREST LOAN RECIPIENTS, 2022-23

Approval Date	Approving Resolution No.	Small Business Financial Assistance (SBFA) Program Grant and/or Loan Recipient	Address	Use of Funds (Project)	Project Status	SBFA Grant/Loan	Total SBFA Funds Awarded/Issued (Grants, Loans, Grants + Loans)
September 2022	11-2022	Babylon Kebab Grill LLC (DBA Babylon Kebab Grill)	52 N. Queen Street, Suite 7A	Professional Services, Leasehold Improvements, Equipment	Completed	SBFA Grant, SBFA Loan	\$66,632.00
September 2022	12-2022	Drift Spa Lancaster LLC (DBA Drift Spa)	25 S. Queen Street	Leasehold Improvements, Fixtures, Furniture, Equipment	Completed	SBFA Grant, SBFA Loan	\$114,583.63
September 2022	13-2022	Sun & Moon Realty LLC (for Issei Noodle)	38 W. Orange Street	Real Estate Acquisition	Completed	SBFA Grant, SBFA Loan	\$125,000.00
October 2022	14-2022	Champ Realty LLC (for Champ Hall Enterprises	54 W. King Street	Real Estate Acquisition	Completed	SBFA Grant	\$25,000.00
November 2022	15-2022	Passerine	114 N. Prince Street	Furniture, Equipment	Completed	SBFA Grant	\$25,000.00
December 2022	18-2022	Ville and Rue LLC (DBA Ville & Rue)	8 W. King Street	Leasehold Improvements	Completed	SBFA Grant	\$24,000.00
December 2022	19-2022	BellaBoo LLC (DBA BellaBoo)	32 N. Queen Street	Leasehold Improvements, Fixtures	Under Construction	SBFA Grant	\$25,000.00
December 2022	20-2022	Rendezvous Bistro LLC (DBA Rendezvous Pizzeria + Steak Shop)	243 W. King Street	Leasehold Improvements, Fixtures, Furniture, Equipment	Under Construction	SBFA Grant, SBFA Loan	\$122,150.00
February 2023	02-2023	Lancaster Cigar LLC (DBA Lancaster Cigar Bar, Lancaster Sports Bar)	25 W. King Street	Leasehold Improvements, Fixtures, Furniture, Equipment	Under Construction	SBFA Grant, SBFA Loan	\$25,000.00
February 2023	03-3023	MP Lancaster Enterprise Inc (DBA Teck's News Stand)	19 W. Chestnut Street	Façade Improvements	Under Construction	SBFA Grant	\$20,755.23
February 2023	04-2023	Little Mutants Fermentary Company	841 N. Prince Street	Leasehold Improvements	Under Construction	SBFA Grant	\$25,000.00
May 2023	07-2023	Denim Coffee Company	221 W. King Street	Leasehold Improvements, Fixtures, Furniture, Equipment	Under Construction	SBFA Grant, SBFA Loan	\$125,000.00

TOTAL AWARDS, 2022-23: \$723,120.86



CRIZ Program

Residential Development Financial Assistance Program

- Developed by special Task Force between January and March 2023
- Designed to achieve net new housing units in the CRIZ through development of mixed-use, mixed-income, multi-family projects
- New construction and/or adaptive reuse, including renovations to vacant or underutilized upper floors
- \$15-20 million bond planned for issue in 2023 pending State approval, to capitalize new revolving fund
- Maximum \$100K grants and maximum \$2 million low-interest loans
- Funding available as early as late 2023 pending State approval



David Aichele

Director of Clean & Safe Services

Executive Director, Lancaster Downtown Investment District Authority

LANCASTER
DOWNTOWN
INVESTMENT

DISTRICT

1992-2022

30 Years!

Managed by

LANCASTER CITY ALLIANCE

2022-23 Authority Board of Directors

Crystal Weaver (Chair)

DID Resident, Property Owner, Business Owner

Teddy Boucard (Vice Chair)
City Resident, Business Owner

Nancy Neff (Secretary)
City Resident

James Wagner (Treasurer)
Fulton Bank

Alicia Byler
DID Resident, Property Owner, Business Owner

Joe Donaldson
Steinman Communications

Chris Delfs
City of Lancaster

Jami Rhynes
City Resident

Mark Stoner
City Resident

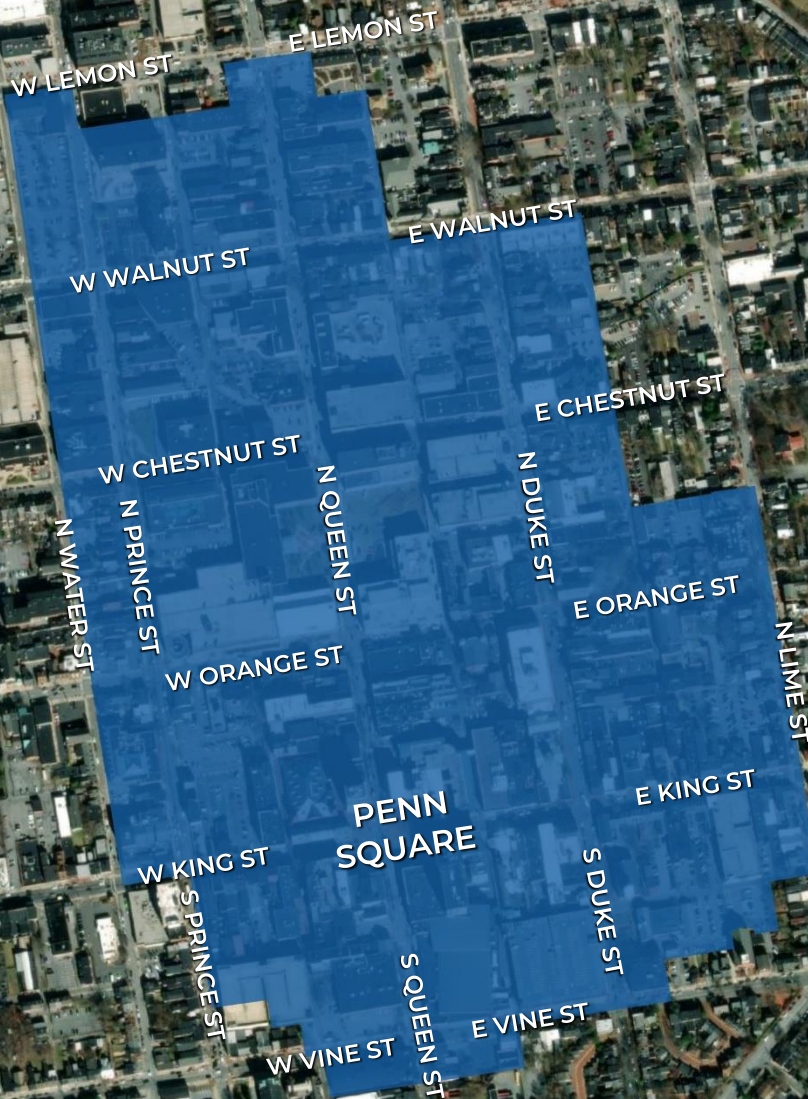
Bernard Truong
DID Property Owner, Business Owner

Sara Tuscher
DID Property Owner, Business Owner

David Aichele, Executive Director
William McCarty, Solicitor

LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT

1992

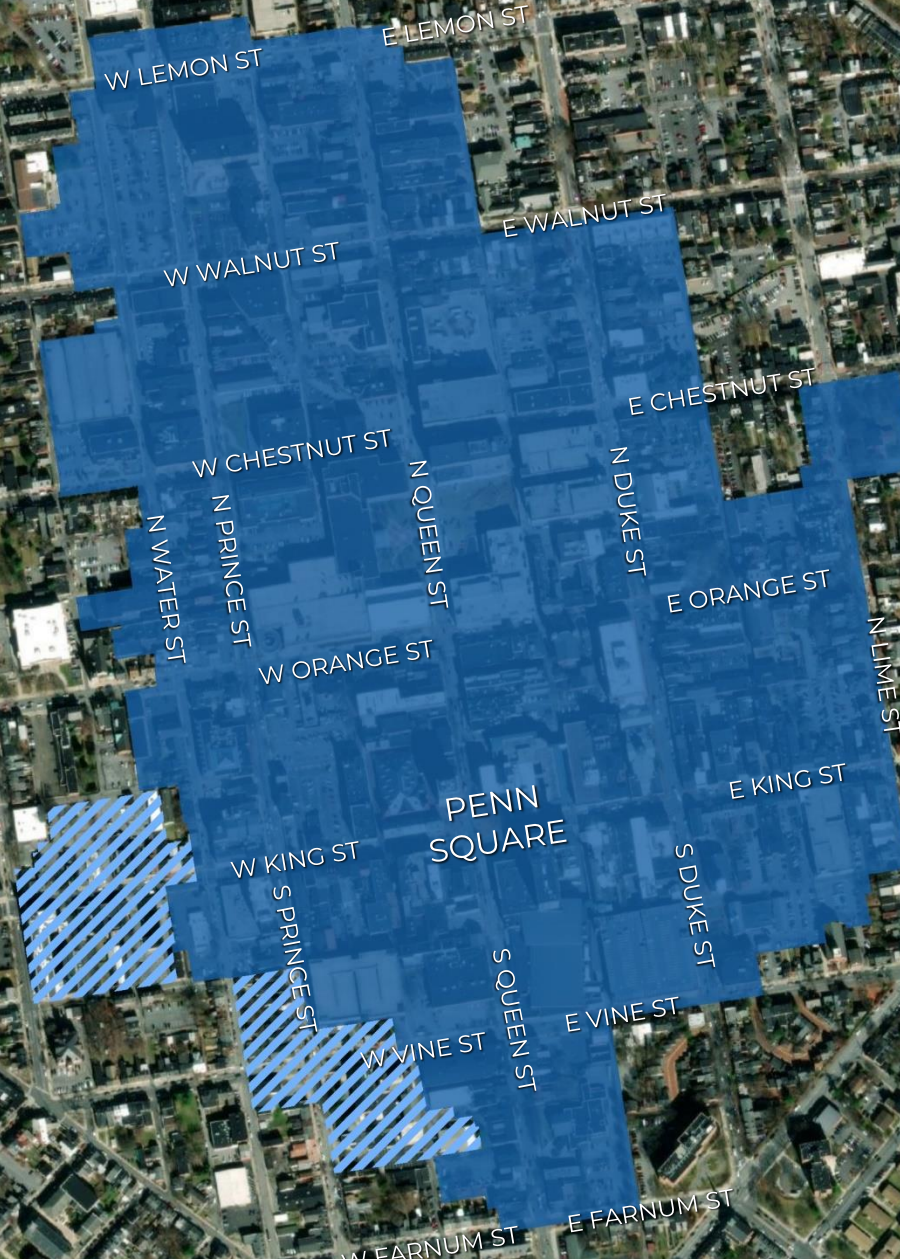


LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT

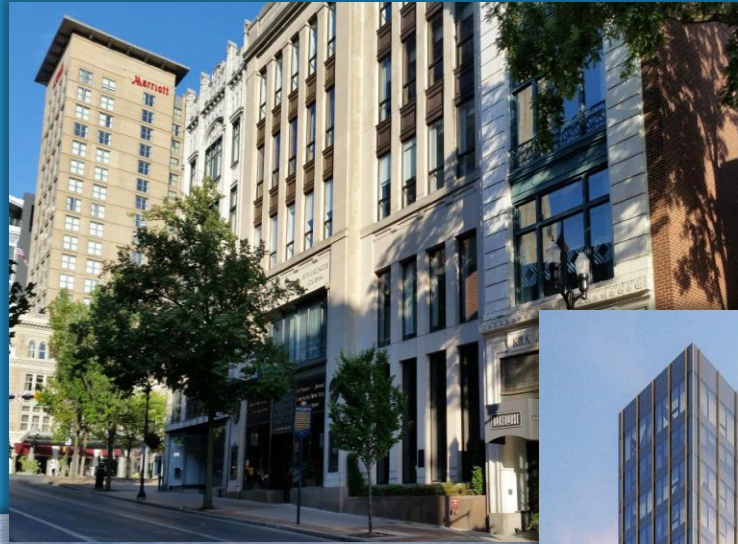


MAY 2023 DID EXPANSION AREAS

2023



LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT





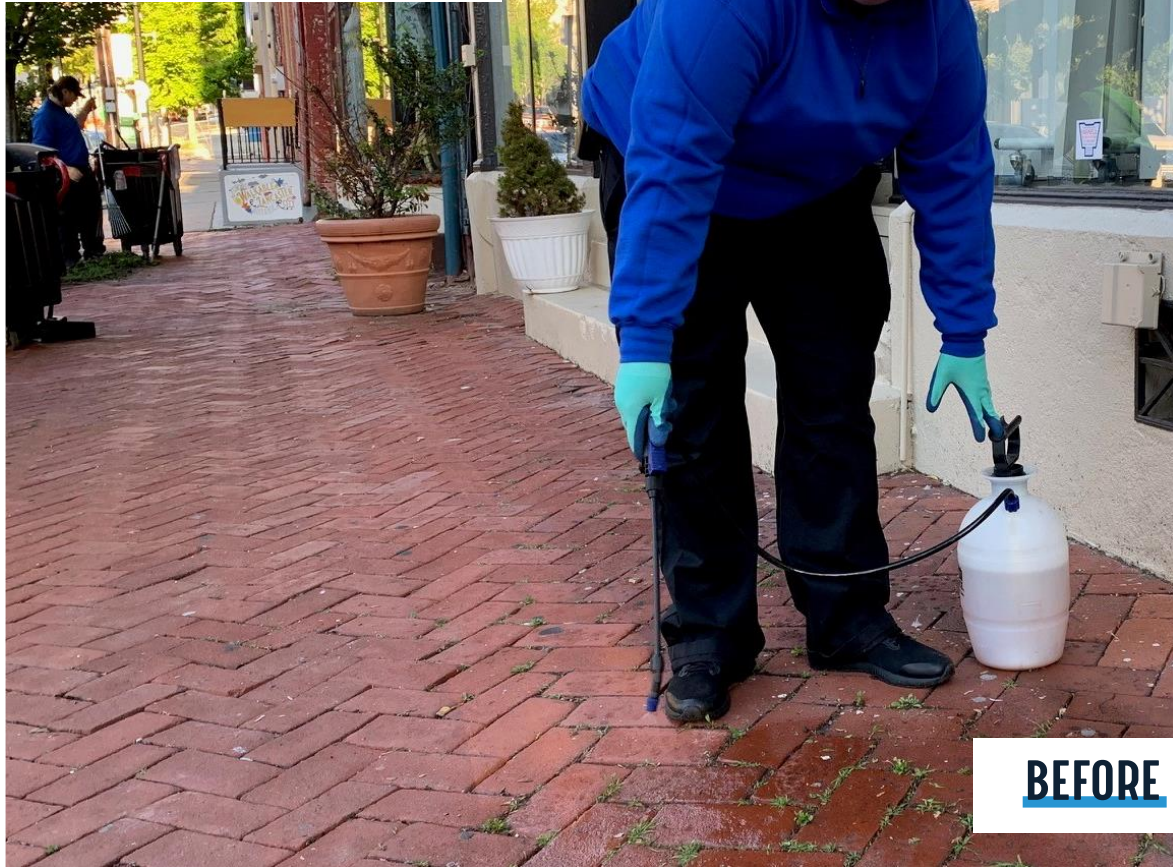
Stats: FY2022-23

Bike Miles	12,321
Foot Patrol Hours	5,840
Graffiti Removed	657
Excessive Trash on Property	394
PPL Electric Issues	49
Resident Contacts	2,354
Business Contacts	1,329
Assist with Directions	431
“Fix It Lancaster” App Report Submissions	200
Mulch Tree Wells	580

LANCASTER
DOWNTOWN
INVESTMENT
DISTRICT



LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT



BEFORE



AFTER

LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT



LANCASTER
**DOWNTOWN
INVESTMENT**
DISTRICT



Regina Cooper
OUTREACH SPECIALIST

c. 717.606.4369
rcooper@streetplus.net



lancastercityalliance.org



115 East King Street
Lancaster, PA 17602

Outreach Specialist

- Interacted with over **500** people to provide information and help access available services.
- Engaged with over **550** business owners and shared their contact information and their role in helping those less fortunate access the services they may need.
- Coordinated with other agencies to get over **24** people into shelters.
- Assisted **16** people to accept help for addiction rehabilitation.

LANCASTER
DOWNTOWN
INVESTMENT
DISTRICT



LANCASTER
DOWNTOWN
INVESTMENT
DISTRICT





Alex Otthofer
Community Engagement Manager

Façade Improvement Grant Program



702 Columbia Avenue



17-19 S. Prince Street

Program Goals

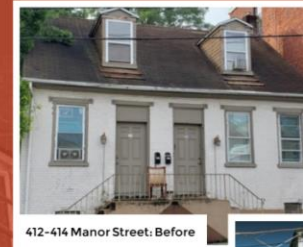
- ✓ Encourage reinvestment in defined commercial hubs to strengthen neighborhood "spines," create attractive areas to live, work, play, and do business
- ✓ Preserve and restore neighborhood historical and architectural character
- ✓ Remediate blighted and condemned properties
- ✓ Ensure equitable access and participation
- ✓ Enable low-to-moderate income homeowners to build wealth
- ✓ Hire diverse, city/neighborhood-based contracting companies for project work
- ✓ Convert historical storefronts back to commercial from residential use to support small business growth
- ✓ Support community goals for beautification, public safety
- ✓ Leverages funding from a variety of sources to sustain program and maximize its outcomes
- ✓ Foster community pride, strengthen neighborhood/commercial hub identity

Eligible Project Work

- ✓ Period-appropriate/architecturally compatible replacement of doors, deteriorated windows, sashes, sills, and framing visible from the street
- ✓ Restoration/repair of original architectural details and removal of elements covering any such architectural or historic details
- ✓ Replacements or upgrades of porches, balustrades, columns/supports, steps or railings
- ✓ Cleaning and/or repainting of building exteriors (painting of exposed brick not permitted)
- ✓ Repointing of brick
- ✓ Removal of Formstone and restoration of underlying masonry
- ✓ Installation of appropriate lighting for the purpose of illuminating the exterior of a property, and/or entrance lighting
- ✓ Removal, replacement, or repair of awnings
- ✓ Installing or improving gutter/downspout systems
- ✓ Replacement or repair of roofing visible from street
- ✓ Restoration/rehabilitation of the architectural elements of historic storefronts



209-211 W. King Street



412-414 Manor Street: Before



412-414 Manor Street: After



306 Beaver Street: Before



306 Beaver Street: After



120 E. Filbert Street: Before




120 E. Filbert Street: After

PROYECTO EN PROGRESO
MEJORAS A LA FACHADA DE LA PROPIEDAD
PROYECTOS DE MEJORAS A LA VECINDAD DE GOWLE



Outcomes Since 2019

"Restore. Repair. Refresh."

PROUD RECIPIENT OF A

Historic Preservation Trust
of Lancaster County
2023 C. Emien Urban
Community Revitalization Award

>\$1.3M

Total neighborhood investment made possible since 2019

>\$658K

In matching grants awarded to property owners since 2019



Preserved and restored neighborhood historic and architectural character



Provided for equitable participation by property owners of all types and incomes

25%

Low to moderate income homeowners paying 10% match toward grant; standard match 1:1



More than 75 contracting companies constructing improvements; 30% City-based and 13% BIPOC-owned



Helped to achieve a variety of community goals beyond simply improving building aesthetics

THANK YOU TO OUR SPONSORS AND PARTNERS















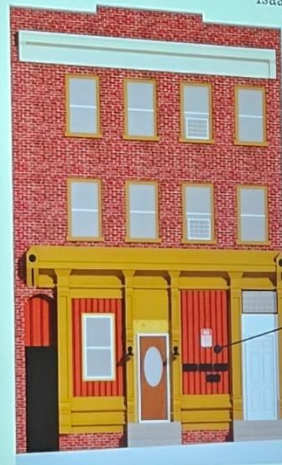
>\$656K in grants awarded since 2019

>\$1.3 million in total neighborhood investment





232 W King St, Lancaster PA
Isaac Hopstetter & Max Forrey



Existing

- Repaint existing wood trims grey
- Replace windows with original style
- Clean & repaint masonry
- Replace doors and add original transoms
- Remove paneled siding
- Add commercial storefront windows



Updated



48 S. PRINCE ST. FAÇADE REDESIGN

PAULINA SANCHEZ-REYES & SERGIO BORRERO



CHANGES MADE

1. REMOVAL OF FORM STONE
2. REMOVAL OF GLASS BLOCK WINDOWS
3. REMOVAL OF CASEMENT WINDOWS
4. REPOINTING AND PAINTING OF BRICK
5. NEW HISTORICAL STOREFRONT WINDOW
6. PAINTED TRIM BLACK WITH GRAY ACCENTS



STUDIO
TSCT

BEFORE



VINE ST. ELEVATION



S PRINCE ST. ELEVATION

AFTER





GoWe!



BEFORE



AFTER



JACKSON MIDDLE SCHOOL

TREE PLANTING

**19th
APRIL**

**DROP
IN**

10:00 AM – 5:00 PM

431 S. Ann Street Lancaster, PA

REGISTER NOW







Colleen Wagner
Director of Administration & Relations

**Lancaster City
Flourishes
and everyone
shares in its
success.**



The Future

**The Racial Equity Profile is only
the first step.**

What happens next is up to us.



Penn Medicine
Lancaster General Health



LANCASTER CITY
ALLIANCE

Trauma-Informed Organizational Assessment: Lancaster City Alliance

April 12, 2023



Let's Talk, Lancaster



Reinventing Our Communities
Lancaster County Cohort

An aerial photograph of a city neighborhood, likely Lancaster, Pennsylvania, showing a mix of residential and commercial buildings, streets, and green spaces. The image is overlaid with a semi-transparent red filter. The text is centered and white with a black outline for high contrast.

Home Rule Neighborhood Meetings

BE INFORMED • VOTE - MAY 16

LANCASTER CITY ALLIANCE

*Happy Pride
Month*

LANCASTER CITY ALLIANCE

DECEMBER 10TH

♦ INTERNATIONAL ♦

HUMAN RIGHTS DAY



LANCASTER CITY
ALLIANCE



LANCASTER CITY ALLIANCE



FRIDAY, MAY 19
12 – 5 p.m.



SPRING SOCIAL AT UNION COMMUNITY CARE

We'll have food trucks, fun giveaways,
COVID-19 & Flu vaccines for anyone who
wants one, and staff who would love to talk
about how we can care for YOU!

Our Spring Social will be happening outside at
2 different locations, both on the same day:

Lancaster Downtown,
304 North Water Street, Lancaster

Lebanon Medical,
920 Church Street, Lebanon



VIERNES, 19 MAYO
12 – 5 p.m.



SOCIAL DE PRIMAVERA EN UNION COMMUNITY CARE

¡Tendremos camiones de comida, premios
divertidos, vacunas de COVID-19 e Influenza
para todos los que quieran una, y personal
médico quienes les encantaría hablarle sobre
lo que podemos hacer para cuidar de USTED!

Nuestro Social de Primavera se realizará afuera
en dos localidades, ambas el mismo día:

Centro de Lancaster,
304 North Water Street, Lancaster

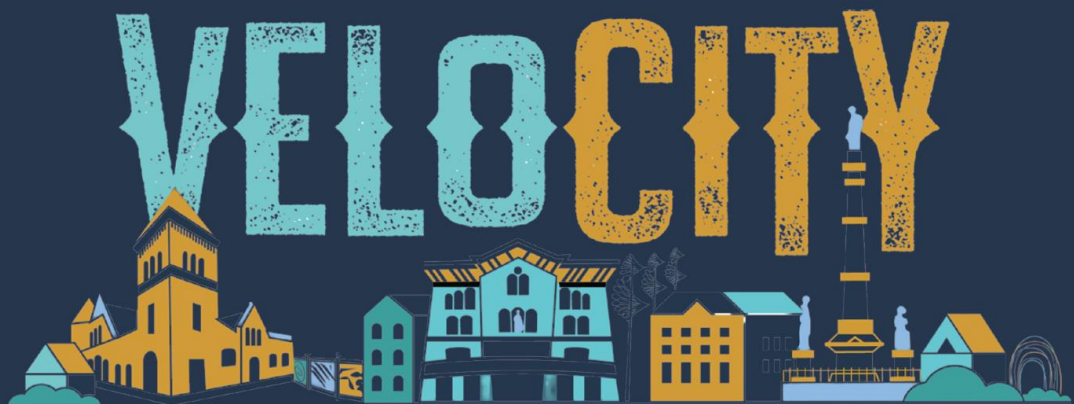
Lebanon Medical,
920 Church Street, Lebanon



Anne Williams
Director of Communications

Local Media Coverage

- Eight press releases were issued resulting in 15 earned media mentions.
- Ten unsolicited media calls, resulting in nine media mentions.
- Total: 24 local media mentions in the past year.



SPONSORSHIP OPPORTUNITIES

9.28.23

SPONSORSHIP OPPORTUNITIES

Deadline for full promotional benefits is July 31, 2023.

PRESENTING SPONSOR \$10,000

- Onstage recognition and welcome message prior to fashion show
- Top billing on all event signage and promotional materials
- Logo/name on website
- Social media recognition with logo and live link
- 20 VIP tickets – Early Access and Open Bar

SIGNATURE FASHION SHOW SPONSOR \$7,500

- Naming Rights: VeloCity Fashion Show –Presented by (Your Company)
- Logo/name on all event signage and promotional materials
- Logo/name on website
- Social media recognition with logo and live link
- 14 VIP tickets - Early Access and Open Bar

SIGNATURE FOOD SPONSOR \$7,500

- Naming Rights: Tastes of Lancaster – Presented by (Your Company)
- Napkins with your company logo
- Logo/name on all event signage and promotional materials
- Logo/name on website
- Social media recognition with logo and live link
- 14 VIP tickets - Early Access and Open Bar

SILENT AUCTION SPONSOR \$7,500

- Naming Rights: Merchants of Lancaster – Presented by (Your Company)
- Reusable bags with your company logo
- Logo/name on all event signage and promotional materials
- Logo/name on website
- Social media recognition with logo and live link
- 14 VIP tickets - Early Access and Open Bar

LIVE MUSIC SPONSOR \$5,000

- Naming Rights: Live Music – Presented by (Your Company)
- Logo/name on all event signage and promotional materials
- Logo/name on website
- Social media recognition with logo and live link
- 10 VIP tickets - Early Access and Open Bar

VELOCITY PARTNER \$2,500

- Logo/name on all event signage and promotional materials
- Logo/name on website
- Social media recognition
- 8 VIP tickets – Early Access and Open Bar

FRIEND OF VELOCITY \$1,000

- Line listing on all event signage and promotional materials
- Line listing on website
- Social media recognition
- 4 VIP tickets – Early Access and Open Bar





LANCASTER CITY
ALLIANCE

CELEBRATING TEN YEARS



Marshall W. Snively
President

STRATEGIC PLAN 2022-25



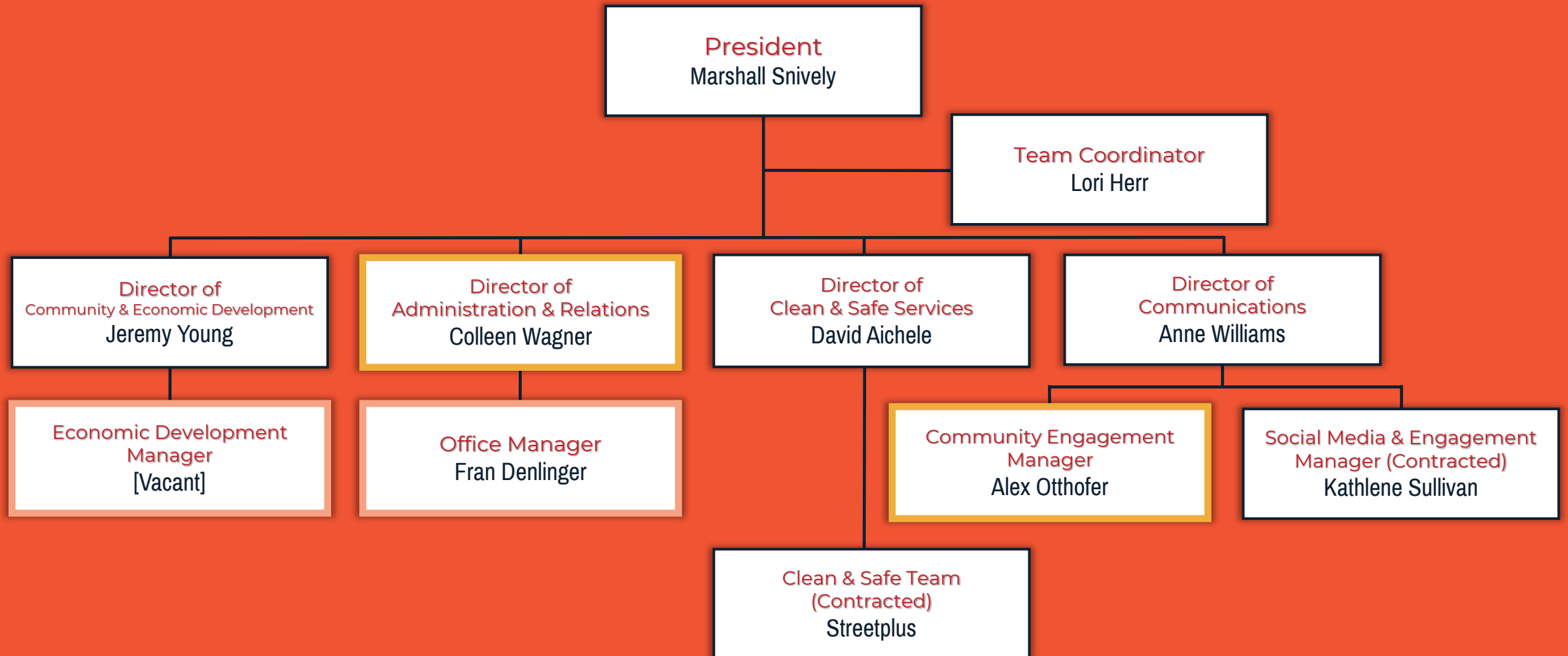
Our Winning Aspiration

Lancaster City
Flourishes
and everyone
shares in its
success.

STRATEGIC PLAN 2022-25

Key Areas of Focus

- Strengthening our Team
 - . Build team capacity through reorganization and increased staff.
 - . Establish professional development goals for each team member.
 - . Continue succession planning evaluation.





Be Our Next OFFICE MANAGER

WHO
we're
looking
for

The **Lancaster City Alliance Office Manager** is responsible for managing internal accounting processes and procedures, which includes **managing budgeting, forecasting and projections** as well as monthly invoicing and expense management for **LCA, DID and CRIZ**. The Office Manager assists Director of Administration & Relations with the management of fundraising efforts and manages and maintains volunteer customer relationship management data.

Lancaster City Alliance (LCA) is a non-profit that cultivates partnerships in the City of Lancaster, Pennsylvania, with business, local communities, the arts, education, non-profits and government to ensure Lancaster is a clean, safe and vibrant City for all. For more information on LCA and the City of Lancaster, please visit our [website](#).



Lancaster City Alliance

June 5 at 7:00 AM · 🌐

Lancaster City Alliance is pleased to announce the addition of a new team member - Fran Denlinger.

Fran is the Lancaster City Alliance Office Manager overseeing internal processes and procedures and assisting team members in their various roles. She brings two decades of broad office management experience to the LCA team. With a B.A. in Environmental Studies from the [University of Pennsylvania](#) and a Master of Landscape Architecture from [The Ohio State University](#), Fran utilizes design thinking in her approach to supporting our organization's streamlining and planning efforts.

With a passion for supporting youth and education, Fran is a PA Emergency certified teacher and serves in special and general K-12 classrooms in Lancaster County.

What Makes Lancaster Cool?

I love how Lancaster has the diversity, culture, and amenities of a big city in a beautifully integrated and accessible footprint.





JOIN OUR TEAM

LANCASTER CITY ALLIANCE

BE OUR NEXT Economic Development Manager

WHAT we're HIRING for

The **Economic Development Manager** will play a key role in advancing economic development and driving positive outcomes in the City of Lancaster by providing direct support to small businesses and real estate developers, among others, through the delivery of relevant expertise and vital financial assistance tools. The Economic Development Manager will aid in the administration of, and provide critical logistical support for, the successful implementation of Lancaster City Alliance's various economic development programs including the **Building On Strength Economic Development Strategic Plan** and **City Revitalization and Improvement Zone (CRIZ)**.

Lancaster City Alliance is a non-profit that cultivates partnerships in the City of Lancaster, Pennsylvania, with business, local communities, the arts, education, non-profits and government to ensure Lancaster is a clean, safe and vibrant City for all. For more information on Lancaster City Alliance and the City of Lancaster, please visit our website at lancastercityalliance.org

- Work closely with the **President** and **Director of Community & Economic Development** to facilitate the implementation of **Building On Strength**, the **Lancaster City Alliance**-developed and- led **Economic Development Strategic Plan** for the City of Lancaster.
- Serve as key liaison on the team and provide direct support to small businesses and assist in addressing their needs, including connecting to **Cultivate Lancaster Entrepreneurship Coalition** resource provider organizations and financing partners, to promote a strong small business environment in the City.
- Demonstrate a working knowledge of the organization's key economic development programs and an ability to communicate the programs' guidelines and requirements to prospective applicants.
- Provide administrative support for the organization's key economic development programs including the **City Revitalization & Improvement Zone (CRIZ) Program**, **Keystone Innovation Zone (KIZ) Program**, **Downtown Investment District**, and **Façade Improvement Grant Program** in coordination with the **Director of Community & Economic Development**.

WHAT you'll be doing

WHO WE'RE LOOKING FOR

Candidate with:

- Bachelor's degree in community development, urban planning, economic development, real estate development, and/or a related field. **Masters degree in these fields or a related field a plus.**
- At least **5 years of relevant experience** in, and a solid understanding of, urban planning, economic development, real estate development, and/or a related field.
- Experience in program maintenance/project management, including planning, budgeting, and marketing.
- Ability to communicate complex information and lead discussions & meetings as necessary.
- **Spanish language writing, and/or speaking a plus.**



APPLY NOW

Are you ready to work with the people of Lancaster City and strive for a community where everyone can share in the City's success? If you have what it takes to make a difference in our community, we would love to hear from you. **APPLY today at bit.ly/JoinOurLCATeam1**

Please Note: When you click on apply, you will be taken to the **Penn Medicine Lancaster General Health Employment page** and will apply through their portal. Through a partnership, they kindly handle our HR services, but the position is with the **Lancaster City Alliance**.

STRATEGIC PLAN 2022-25

Key Areas of Focus

- Programming Priorities
 - Recalibrate Ambassador program in the northwest.
 - Better utilize the new LCA/DID truck to cover larger city area.
 - Raise additional funding for the Façade Improvement Grant Program.
 - Strengthen the City Revitalization & Improvement Zone (CRIZ) and Keystone Innovation Zone (KIZ) programs.

- Strengthening our Executive Leadership Team (ELT) System
 - Transition the Neighborhood ELT.
 - Diversify the Community Safety ELT.
 - Utilize the Advocacy ELT as a support system for other ELTs.
 - Focus on building future leaders through the ELT system.



Richard M. Rankin
Chair, Board of Directors

Murray
Chairman, President & CEO



Thank You

FY2022-23: Fiscally Strong

\$1.3 million in Operations Dollars

leveraged an additional **\$336K** in grant funds awarded to Lancaster City Alliance to enable programmatic initiatives

- Façade Improvement Grant Program: **\$121K**
- Beaver Street Quality of Life Initiative (NAP): **\$130K**
- Cultivate Lancaster Entrepreneurship Coalition Strategic Planning: **\$50K**
- Homeless/Congregant Outreach: **\$35K**

FY2022-23: Fiscally Strong

\$1.3 million in Operations Dollars

- **28** corporate contributions totaling over **\$800,000** in donations
- **99%** retention rate
- **10** corporate donors increased their annual donations totaling **\$50,000**
- Result: A **35%** increase in corporate contributions!



Robert "Joe" Crosswhite
Chair
Finance & Development ELT



Douglas Brossman
Member
Advocacy ELT



Lisa Riggs
Member
Chairpersons Council ELT,
Economic Development & Planning ELT



Christian McMurtrie
Chair
Community Safety ELT



LANCASTER CITY
ALLIANCE

CELEBRATING TEN YEARS