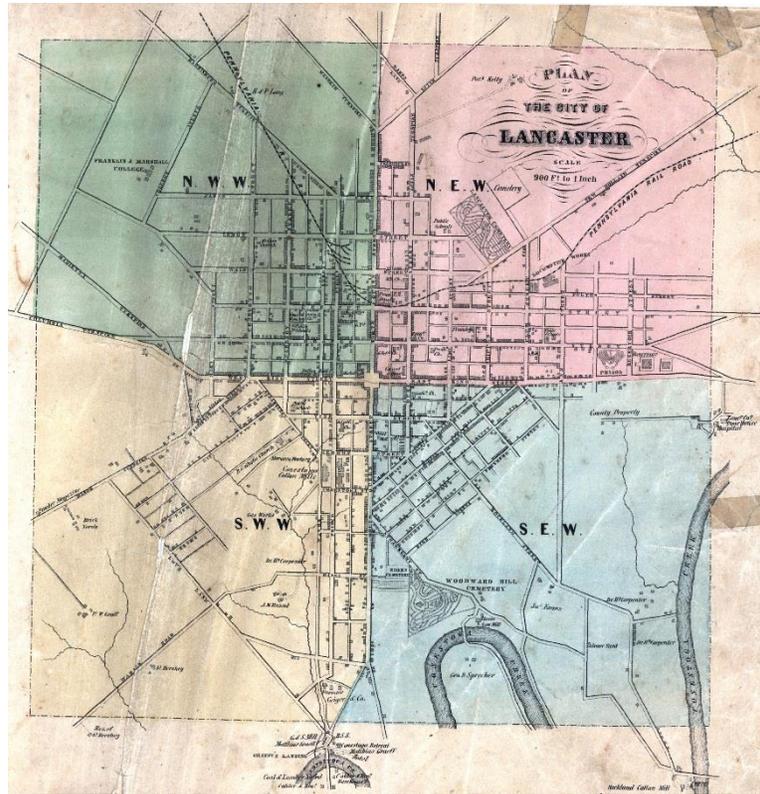


South Lancaster City Research Project



ASSETS Lancaster Research Project

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Abstract:

ASSETS provides essential resources to help entrepreneurs successfully start, manage, and grow their businesses. As a not-for-profit organization, we help underserved individuals pursue their dreams of self-employment and economic independence, resulting in stronger and more vibrant communities. The target market of ASSETS, South Lancaster City, struggles with a higher rate of poverty and crime compared to the city as a whole. The financial realities in this community create barriers for entrepreneurs to successfully start, manage, and grow their business. To gain a clear understanding of South Lancaster City, ASSETS conducted a research project that successfully mapped the existing entrepreneurial activity, bridged connections with the community, and surveyed 30% of the businesses in this focus area. Through this project ASSETS was able to highlight the programmatic opportunities for ASSETS and other economic development organizations to support the underserved community of Lancaster City and improve their outreach.

I. Introduction

“Economic development does not merely depend on the optimal combination of given resources or production factors, but rather on finding and mobilizing hidden and under-utilized capabilities and assets on the ground, step by step, searching for bottom-up complementarities” (Squazzoni, 2008). This philosophy regarding economic development was argued by economist Albert O. Hirschman more than 50 years ago. With belief in this theory, ASSETS Lancaster has conducted a summer-long research project with a specific focus on the southern half of Lancaster City. The South of Lancaster City experiences a higher rate of poverty compared to the rest of city. As of 2012, South Lancaster City had a poverty rate of 40.05%, which results in an impoverished population of 6,655 people. In comparison, North Lancaster City has a poverty rate of 22.6% (Bloch, Ericson, and Giratikanon, 2014). Due to the financial realities inherent to this community, local businesses often struggle to succeed. Additionally, entrepreneurs from low income backgrounds often lack access to capital, networks, and education which could help grow their business. The purpose of this research project is to shed light on the unique difficulties entrepreneurs encounter operating in South Lancaster City, while simultaneously highlighting opportunities for business growth amongst existing and new businesses. Further analysis of this data will inform the programmatic activities of ASSETS Lancaster and other institutions focused on the economic development of this region.

II. Literature Review

Callari (2009) conducted a study to examine the general patterns of income, spending, and business activity to better understand the economic climate in Southeast Lancaster City. The potential for economic development is assessed through eight industry sectors as follows; Retail, Professional/Scientific/Technical services, Administrative and Waste Management services, Education services, Health Care and Social Assistance, Arts/Entertainment/Recreation, Accommodation and Food Services, and other services. The report is organized into three “principal sections.” The first section consists of the estimated spending potential of Southeast Lancaster City residents shown through detailed categories of household spending. The second section identifies the existing businesses in Southeast Lancaster City organized by the aforementioned eight industry sectors. The final section compares the business activity in the focus area to 36 other regions throughout the U.S. with a similar demographic and income profile to that of Southeast Lancaster City. The study uses ‘sales volume’ as a measurement to compare the business activity in the Southeast to the 36 similar areas. Callari (2009) finds that the economic activity in the Southeast Lancaster City measures up favorably against the comparison areas. The study concludes that a potential for economic development may exist in this area for two reasons. The first is location and market-specific advantages that exist in the Southeast due to a strong, “local heritage, community support, and the existence of unique markets or marketing niches, among others” (Callari, 2009). The second proposed reason for economic development potential of the Southeast is that the general potential for economic development is greater than the “normal” levels of anticipated business activity for communities with a similar demographic and economic profile. These two reasons for potential economic development provide a space for further research to be done focusing on South Lancaster City.

III. Methodology

Callari (2009) states that his study should be viewed as a foundation for development and business plans instead of a basis for “specific business initiatives.” Our study aims to use Dr. Callari’s

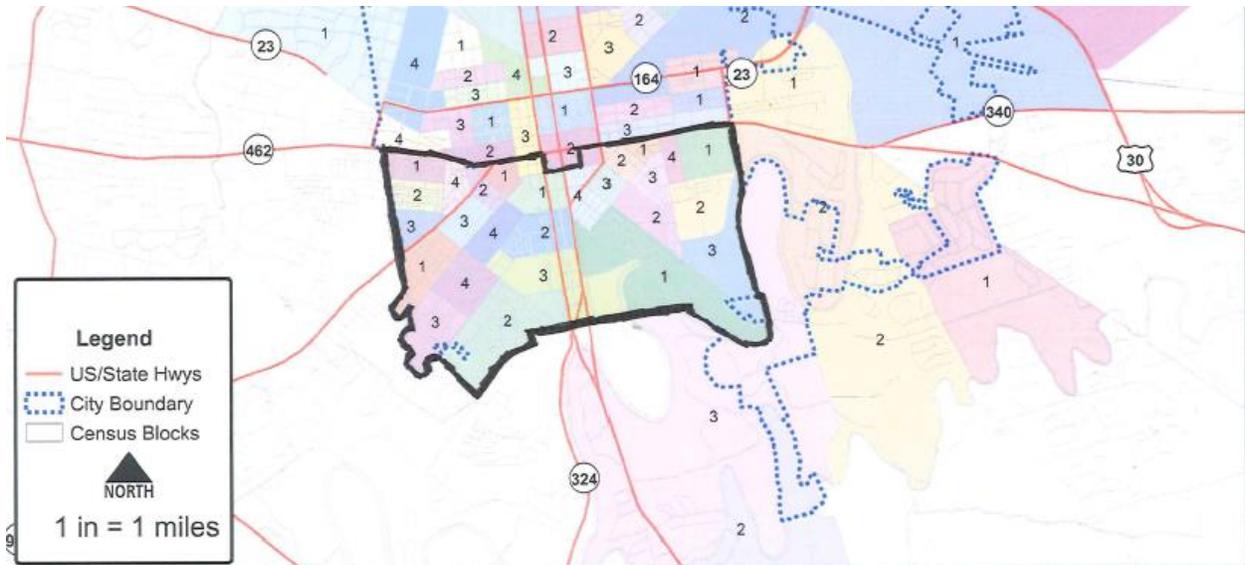
work as a starting point for further research, updating and expanding upon the this data. The research methodology requires the gathering of data pertaining to businesses in South Lancaster City. The data being collected will include various demographic and business statistics. The demographic statistics will include, but is not limited to the entrepreneurs; gender, ethnicity, income level, and highest level of education. The business information gathered includes, but is not limited to; number of employees, total sales, net income, and years in business. This data will be compiled into a database in order to analyze and reach a more clear understanding of the business makeup in South Lancaster City. The goals of the study will be to 1) Map existing economic and entrepreneurial activity in the study area 2) Foster the growth of direct connections with the existing businesses 3) Detect opportunities for collaboration/networking to spur business growth 4) Highlight the programmatic opportunities for ASSETS and other economic development organizations to support the underserved community of Lancaster City. Through the collection and analyzation of more accurate data ASSETS believes that it can improve its outreach and assistance in the economic and community development process in Lancaster City.

IV. Data Collection

This past spring research was conducted through the database Reference USA with the help of the Duke Street Business Center. Preliminary data was originally collected pertaining to businesses Lancaster City, but our goal was to refine and enhance what has been gathered with the limited resources at hand. Through collaboration with the Lancaster County Planning Commission we were able to enhance our database with the use of Nielsen Claritas Ixpress. Research through available databases was supplemented with the use of a survey. Starting in the spring and continuing through the summer, ASSETS Lancaster canvassed the community to conduct surveys of the local businesses to acquire data. The ability to conduct the survey ourselves allowed us to not only strengthen ties between us and the community, but also ensure the retrieval of accurate data. While surveying we also verified the existence of businesses in the database and recorded new businesses absent from the database. The results from this process made it possible to create a more accurate business listing as well as a map of business activity through ArcGIS.

V. Results:

Over the course of two and a half months ASSETS Lancaster verified, surveyed, and mapped the business activity in Lancaster City that existed south of King Street. The results found 241 businesses in existence. 85 of these businesses were found to be located in the Southeast (south of King Street, east of Queen Street), while 156 businesses are located in the Southwest (south of King Street, west of Queen Street). It is important to note that this total business count excludes registered non-profits, banks, law firms/offices, and government offices. The focus area of this research can be seen in the following image:

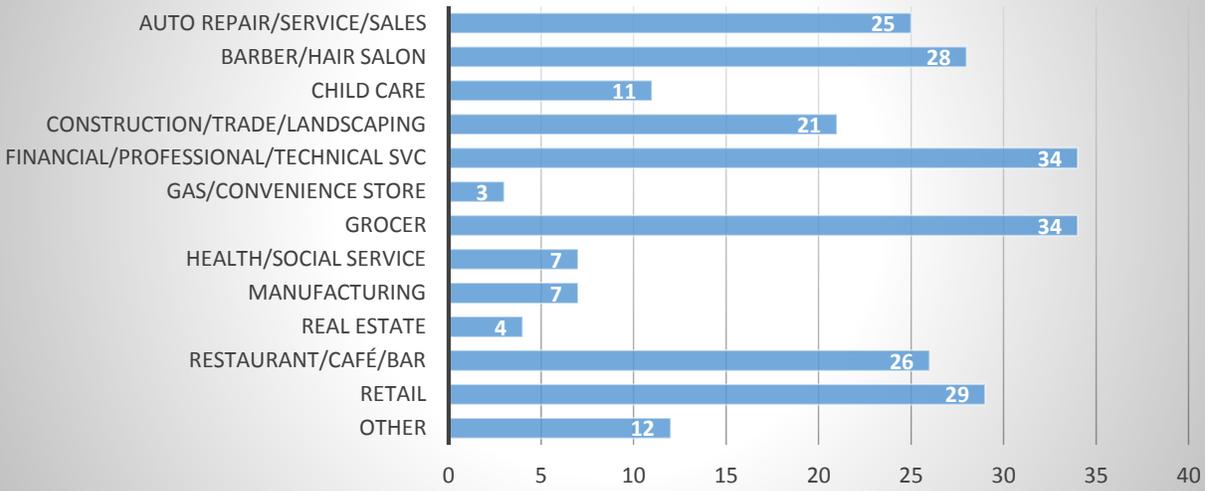


This focus area was chosen based on city limits as well by the boundaries used by the Lancaster County Planning Commission. As shown on this map, the 0-100 blocks of West and East King Street were also excluded.

The business activity was broken down into various industries to better understand the diversity in business activity. The industry categories are as follows: Auto Repair/Service/Sales, Barber/Hair Salon, Construction/Trade/Landscaping, Child Care, Financial/Professional/Technical Service, Gas/Convenience Store, Grocer, Health/Social Service, Manufacturing, Real Estate, Restaurant/Café/Bar, Retail, and Other. For South Lancaster City the industry breakdown can be seen in this following chart and graph.

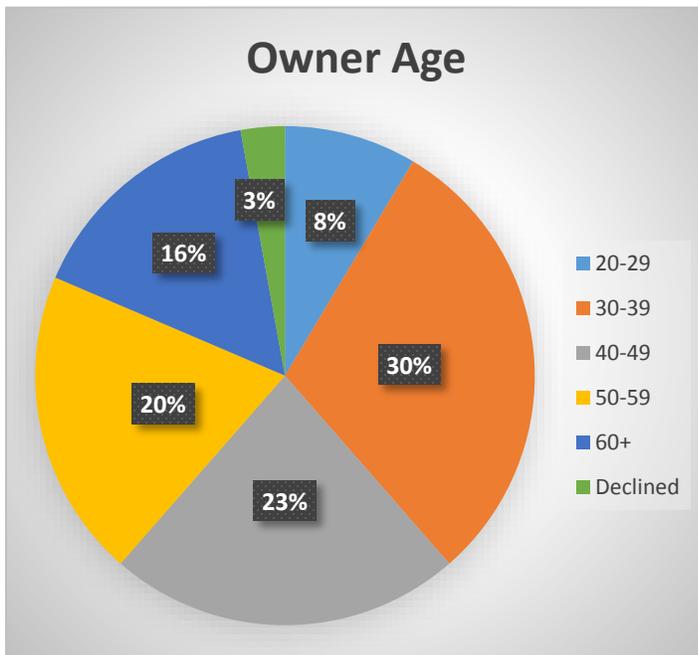
Industry	% of Businesses in Industry	Industry	% of Businesses in Industry
Auto Repair/Service/Sales	10%	Grocer	14%
Barber/Hair Salon	12%	Health/Social Service	3%
Child Care	5%	Manufacturing	3%
Construction/Trade/Landscaping	9%	Other	5%
Financial/Professional/Technical Svc	14%	Real Estate	2%
Gas/Convenience Store	1%	Restaurant/Café/Bar	11%
		Retail	12%

Industry Breakdown



Out of these 241 businesses ASSETS Lancaster was able to speak with and survey 70 of these businesses. The survey and its questions in their entirety can be found in Appendix A. The results of the survey for all of South Lancaster City will be displayed below. The first few charts and graphs show basic demographic statistics pertaining to the owner of the businesses surveyed.

Question 1: Owner Age

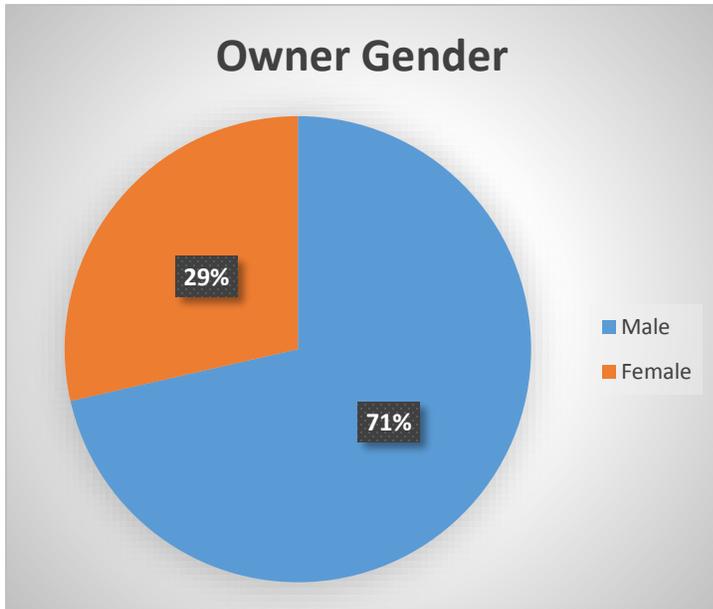


Age Range	Owners Who Identified
20-29	6
30-39	21
40-49	16
50-59	14
60+	11
Declined	2

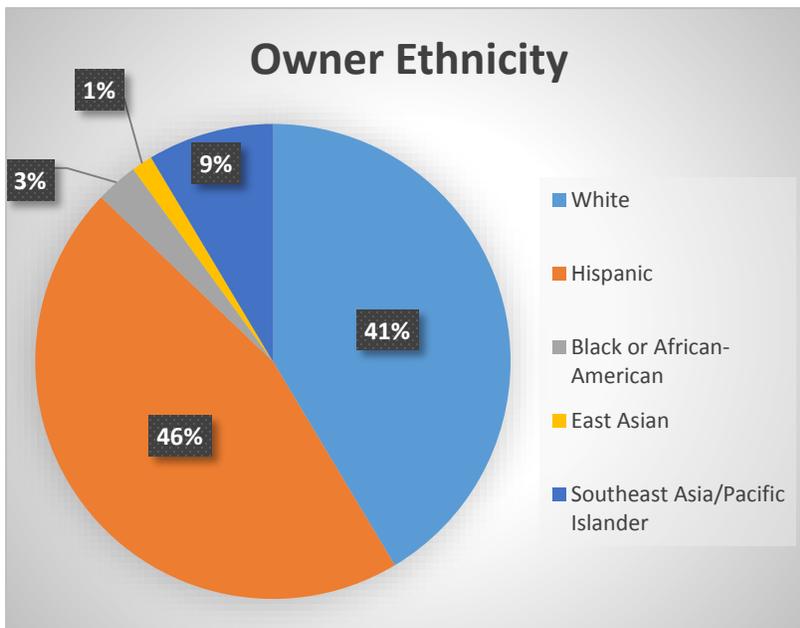
Question 2: Owner Gender

Question 3: Owner Ethnicity

If the business was owned or operated by multiple people of differing genders, we then asked who assumed the most responsibility or control over the company. The categories for ethnicity coincided with the recent census surveys as well as standard survey choices. The results for gender and ethnicity are below.



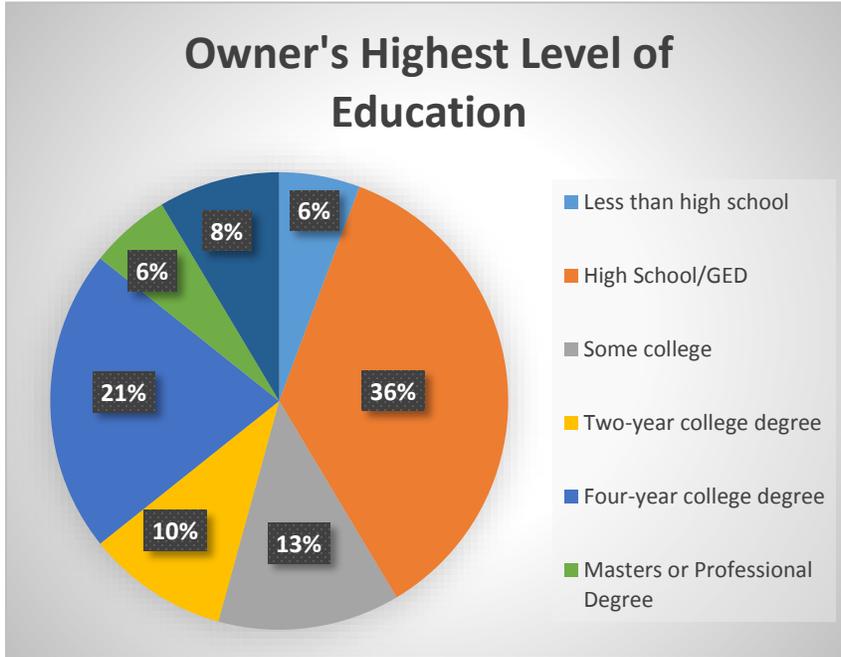
Owner Gender	Number Who Identified
Male	50
Female	20



Owner Ethnicity	Number Who Identified
White	29
Hispanic	32
Black or African-American	2
East Asian	1
Southeast Asia/Pacific Islander	6
Middle Eastern	0
Native American/Native Alaskan	0

Question 4: Owners highest level of education

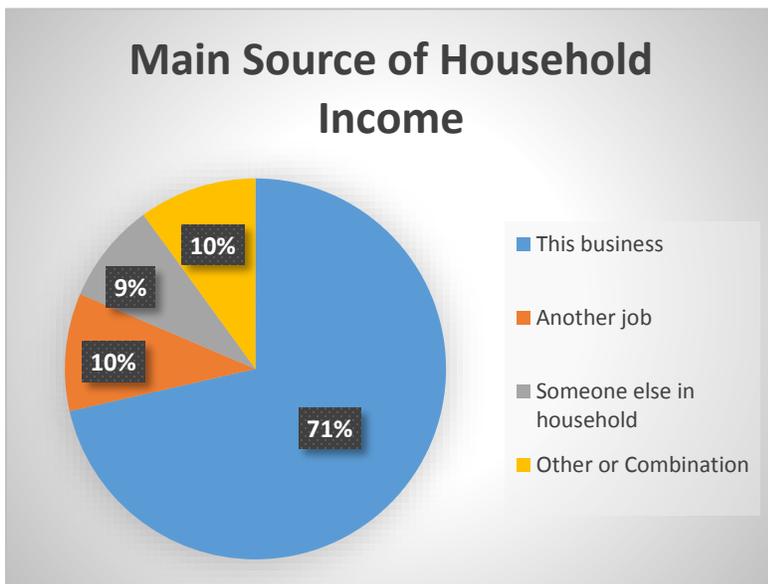
The choices for this were as follows: Less than high school, High School/GED, Two-year college degree, four-year college degree, or Master’s degree. If the owner attended a specific trade school, cooking school, etc. the response was marked down as a four-year college degree or two-year college degree depending on the length of the program. The results for owner’s highest level of education are below.



Owner's Highest Level of Education	Owner Response
Less than high school	4
High School/GED	25
Some college	9
Two-year college degree	7
Four-year college degree	15
Masters or Professional Degree	4
Declined Response	6

Question 5: Main source of household income

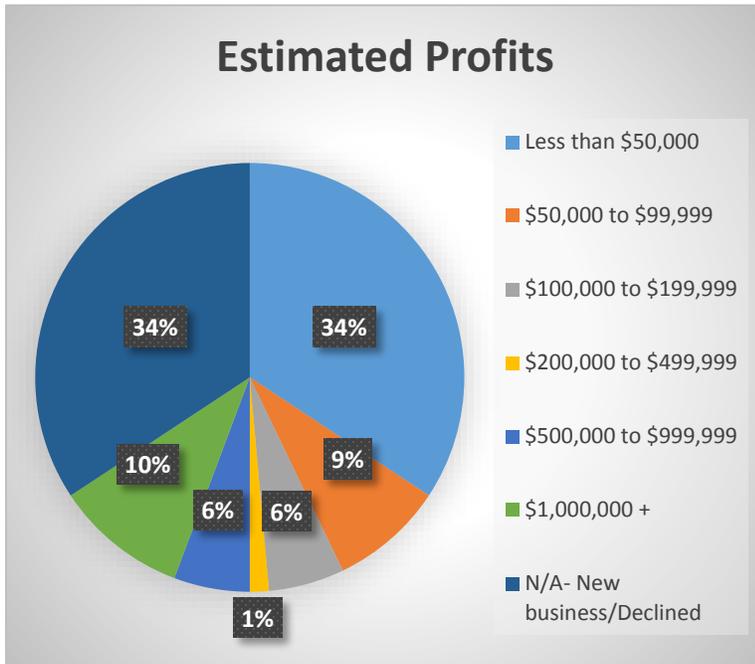
The choices for this question were: This business, another job, someone else in the household, other or combination. The results are below.



Main Source of Household Income	Owner Response
This business	50
Another job	7
Someone else in household	6
Other or Combination	7

Question 6: Estimated profits from last year

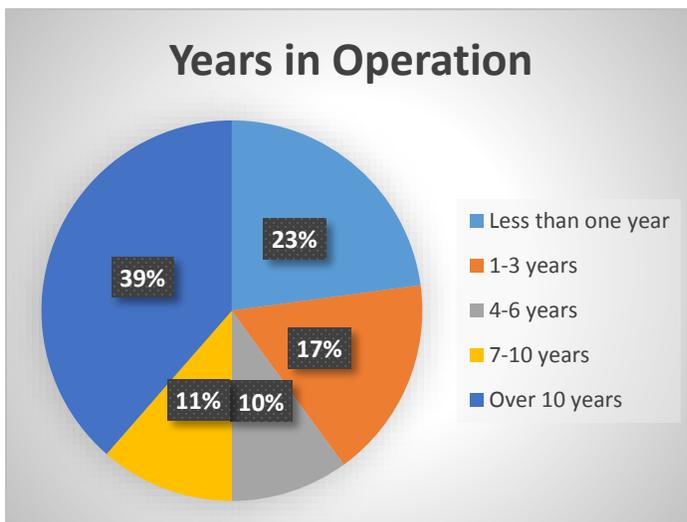
The possible responses were: Less than \$50,000, \$50,000 to \$99,999, \$100,000 to \$199,999, \$200,000 to \$499,999, \$500,000 to \$999,999, \$1,000,000 +, or N/A. N/A implies that the business has been operating for less than one full year, the owner could not give an accurate estimate, or they simply refused to divulge the information. The results are below.



Estimated Profits	Response
Less than \$50,000	24
\$50,000 to \$99,999	6
\$100,000 to \$199,999	4
\$200,000 to \$499,999	1
\$500,000 to \$999,999	4
\$1,000,000 +	7
N/A- New business/Declined	24

Question 7: How long has your business been operating?

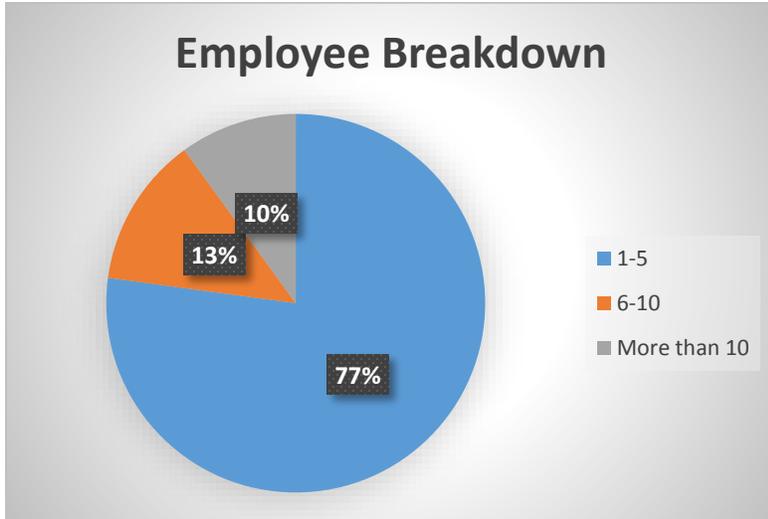
The years in operation referred to how long the business has been in operation under the current manager. The only exception to this is a family business that has been passed down. This was broken down in segments of: Less than one year, 1-3 years, 4-6 years, 7-10 years, and Over 10 years.



Years in Operation	Response
Less than one year	16
1-3 years	12
4-6 years	7
7-10 years	8
Over 10 years	27

Question 8: Number of Employees

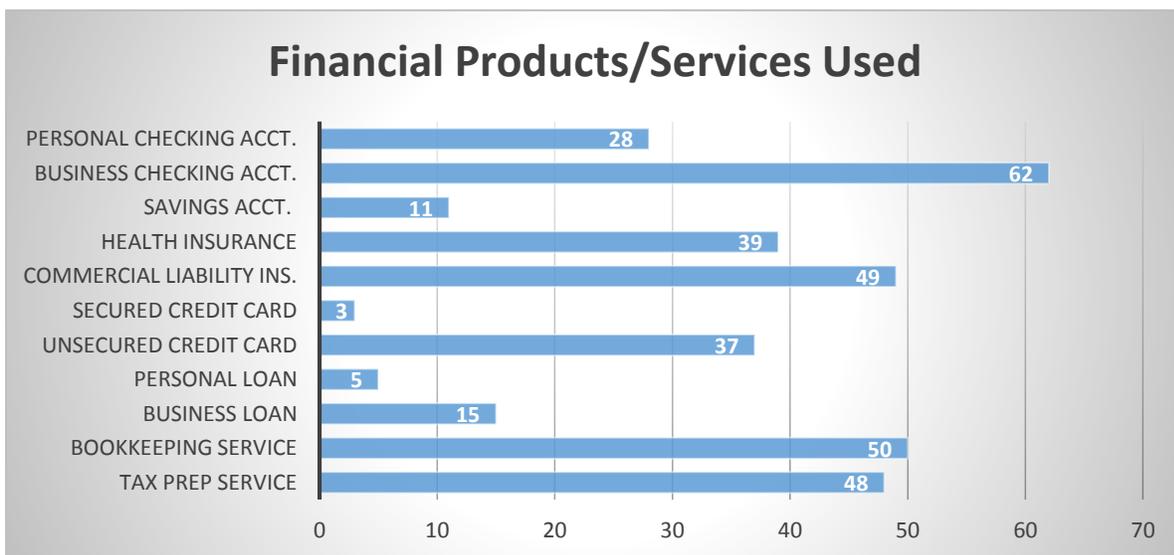
The ranges for employees were broken down as follows: 1-5, 6-10, or More than 10. The results are shown in the following chart and graph.



Number of Employees	Response
1-5	54
6-10	9
More than 10	7

Question 9: What type of financial products or services do you use?

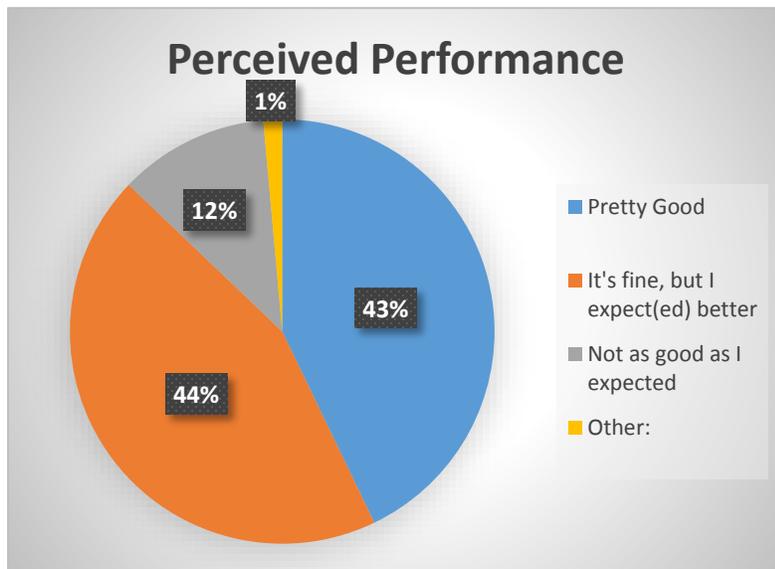
When giving the survey the options would be read off one by one, and the owner would indicated whether or not they used them after each one was listed. This method was applied to insure the owner remembered each option and clarification could be made after each financial product or service was listed. The choices given were as follows: Personal Checking Account, Business Checking Account., Savings Account., Health Insurance, Commercial Liability Insurance, Secured Credit Card, Unsecured Credit Card, Personal Loan, Business Loan, Bookkeeping Service (accountant or QuickBooks), and Tax Preparation Service. It is important to note that all of these financial products or services must be used for the business. For example if a business owner has an unsecured credit card for their own personal use, but do not use it for business expenses it would not be counted.



Financial Products/Services Used	Response %
Personal Checking Acct.	40%
Business Checking Acct.	89%
Savings Acct.	16%
Health Insurance	56%
Commercial Liability Ins.	70%
Secured Credit Card	4%
Unsecured Credit Card	53%
Personal Loan	7%
Business Loan	21%
Bookkeeping Service	71%
Tax Prep Service	69%

Question 10: How do you perceive your business is doing right now?

This could mean over the past year, since they started the business, or even recent trends. The choices for this response were ‘pretty good’, ‘it is fine but I expect(ed) a better outcome’, or ‘not as good as I expected’. This is an extremely subjective question and response so results are to be taken as a pure reflection of their business profits or lack of. It also should be noted that it may be difficult for a business owner to admit that their business is not doing well or as well as they would like, furthering the point that these results are not to be assumed completely accurate. The results for perceived performance are below.

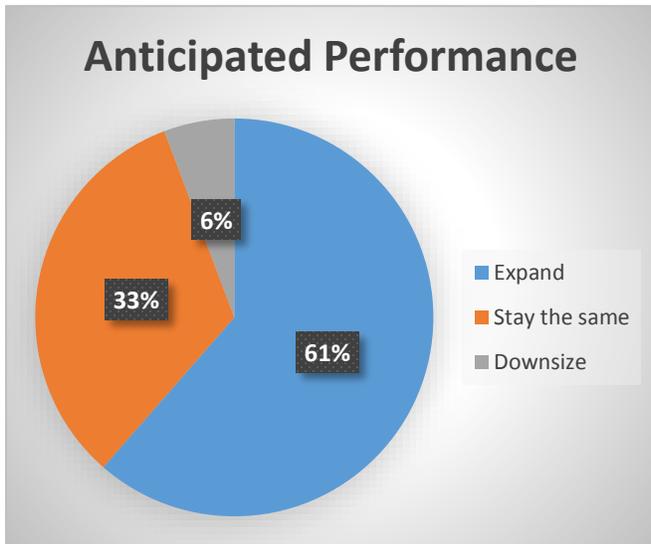


Perceived Performance	Business Response
Pretty Good	30
It's fine, but I expect(ed) better outcomes	31
Not as good as I expected	8
Other:	1

Question 11: How do you anticipate your business to grow this year?

The survey responses possible were as follows: expand, stay the same, or downsize. Expanding could indicated an increase in profits, employees, space, etc. Essentially any increase in the overall dynamics of the business would be considered an expansion for this study. ‘Stay the same’ indicates they expect the same outcomes as the previous year(s), and have no intention of changing the structure

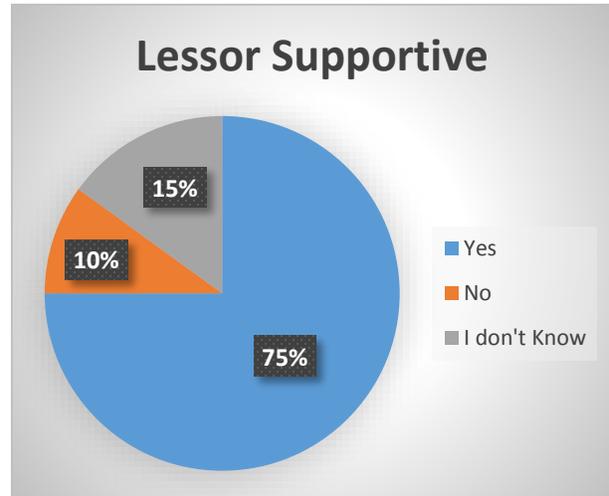
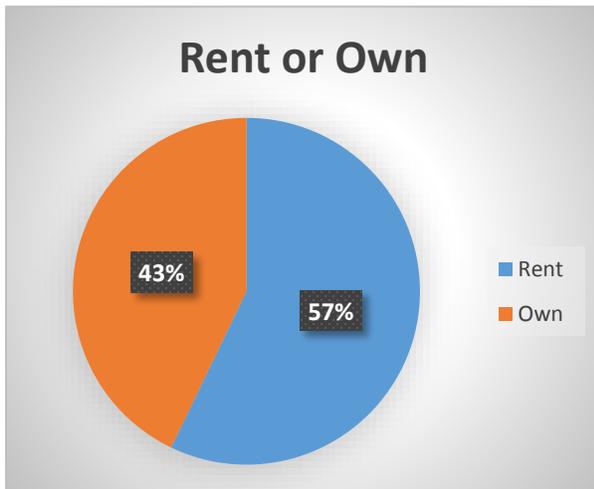
in the business. 'Downsize' indicates they expect their business is on a downward trend, and/or they need to cut expenses (employees, wages, space). The results for anticipated performance are below.



Anticipation for next year	Business Response
Expand	43
Stay the same	23
Downsize	4

Question 12: Do you rent or own this space?

Question 13: If rent, is your lessor supportive of your business?



Rent or Own	Response
Rent	40
Own	30

Lessor Supportive	Response
Yes	30
No	4
I don't know	6

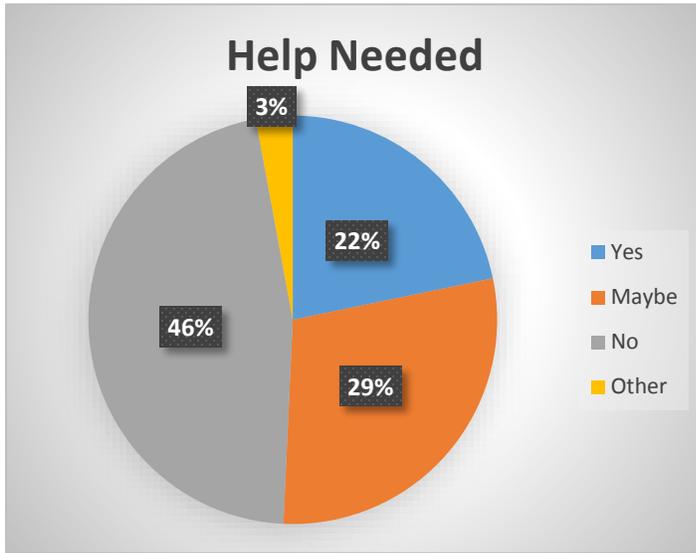
Question 14: Challenges you face as a business owner?

Similar to the 'financial products/services' question, the possible choices were listed one by one while the owner indicated whether they perceived each to be a challenge for them or not. The possible choices were as follows: Lack of good suppliers, maintaining cash flow, keeping finances in order, tax and regulatory compliance is too complicated, lack of knowledge in business management/administration, can't plan for the future due to uncertain economic conditions, high competition from other businesses, limited/unable to access financial products or services, no credit history or low credit score, lack of IT support, trouble finding and retaining the right employees, marketing, or other. The results are shown below.



Challenges	Business Response	Challenges	Business Response
Lack of good suppliers	13%	Limited/unable to access financial products/services	14%
Maintaining cash flow	17%	No credit history or low credit score	16%
Keeping finances in order	21%	Lack of IT support	7%
Tax and regulatory compliance is too complicated	13%	Trouble finding and retaining employees	16%
Lack of knowledge in business mgmt/admin	7%	Marketing	21%
Can't plan for the future due to uncertain economic conditions	24%	Other	14%
High competition from other businesses	26%	None:	10%

Question 15: Do you need some assistance regarding the challenges listed above?

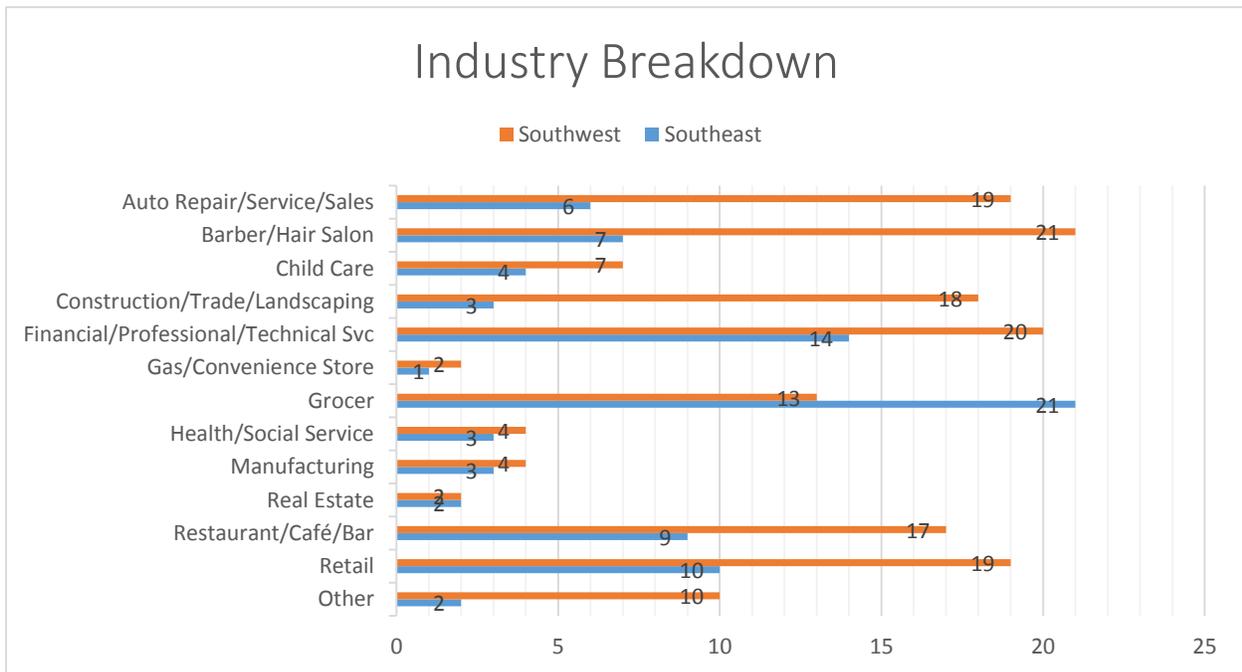


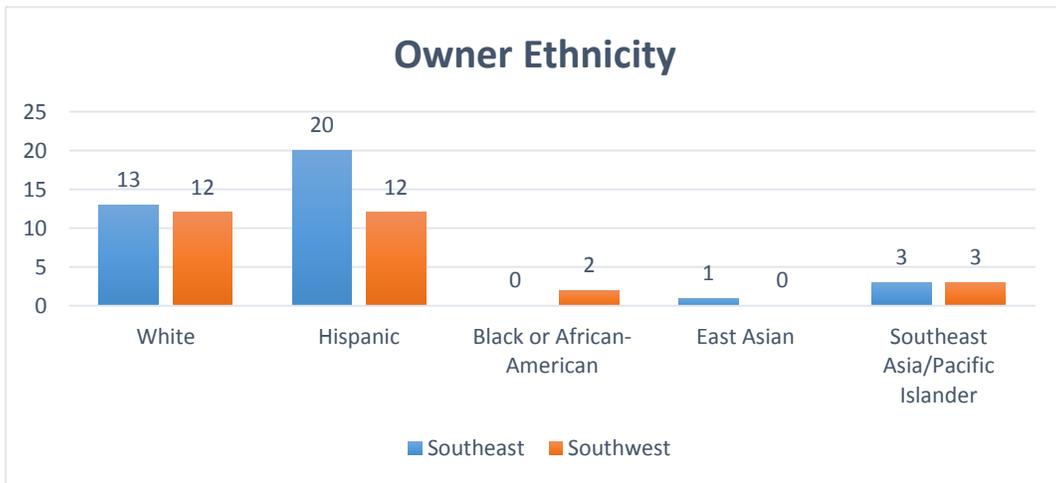
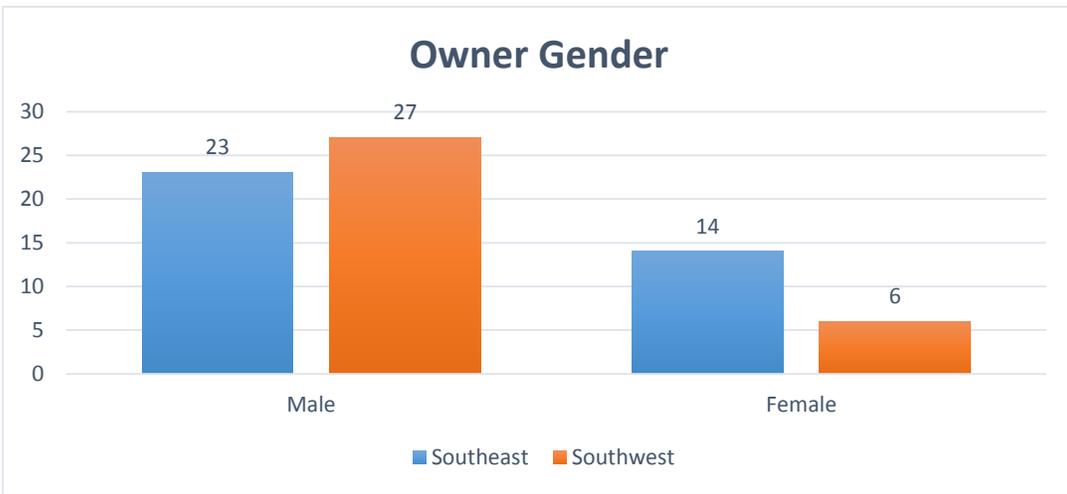
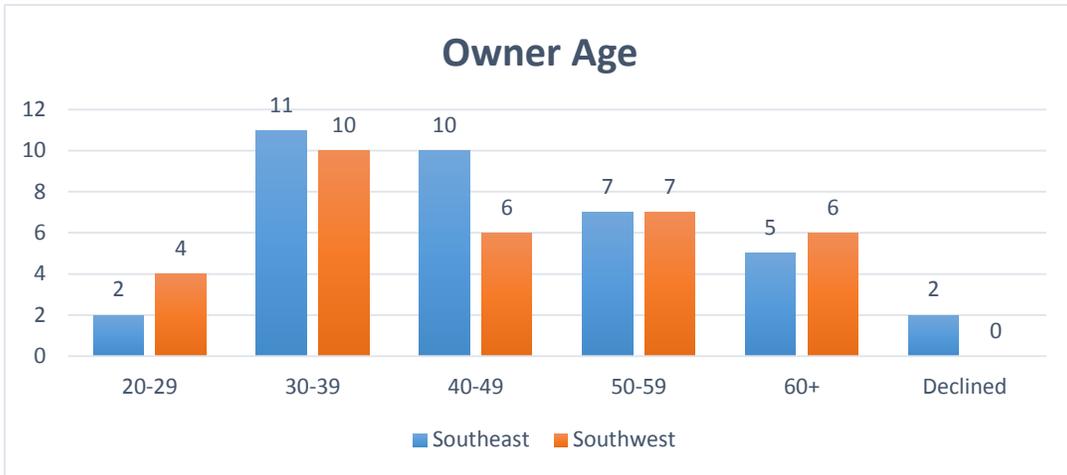
Help Needed	Response
Yes	15
Maybe	20
No	32
Other	2

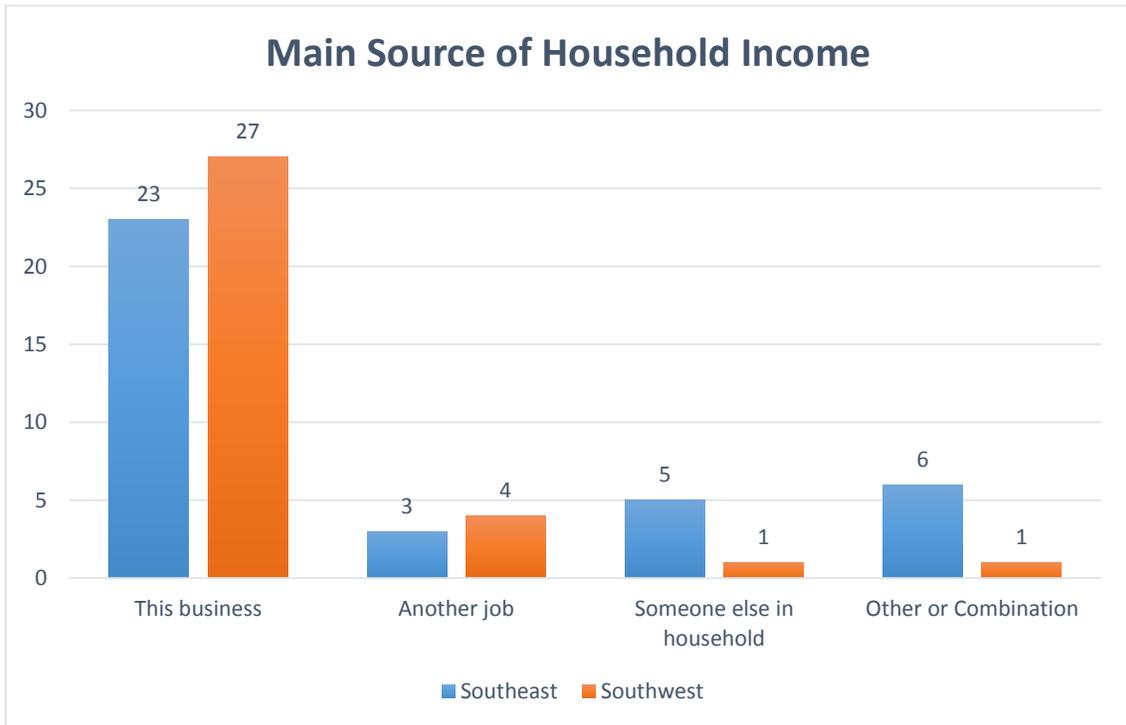
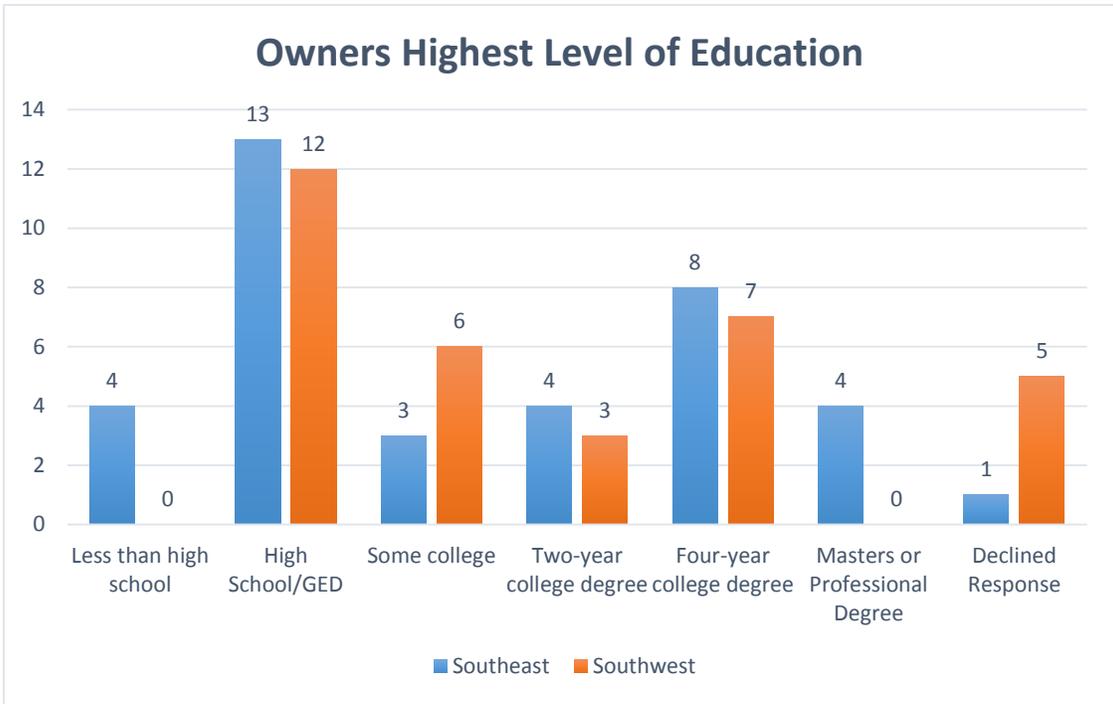
VI. Analysis

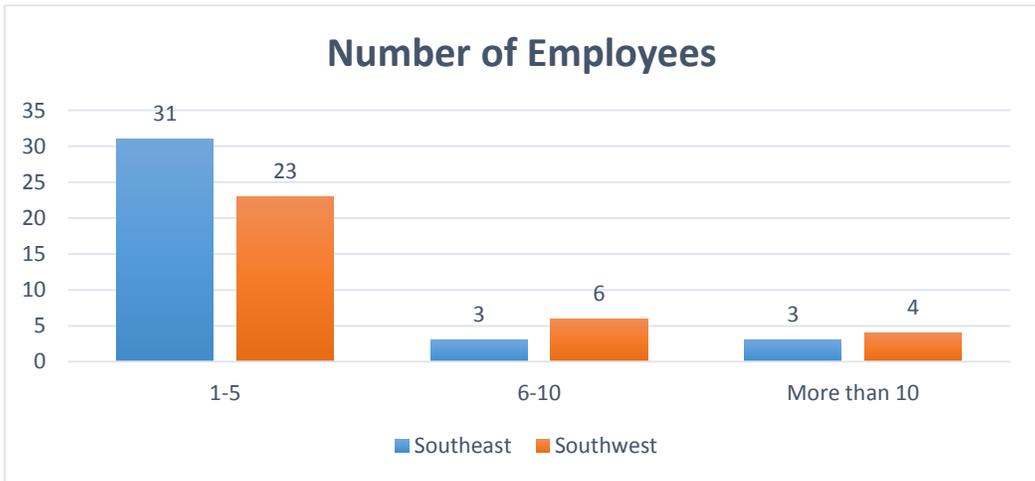
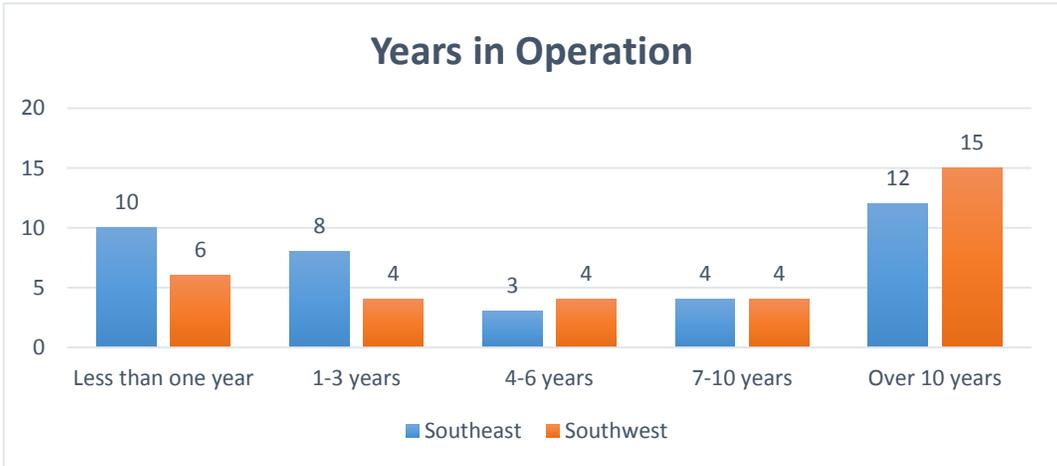
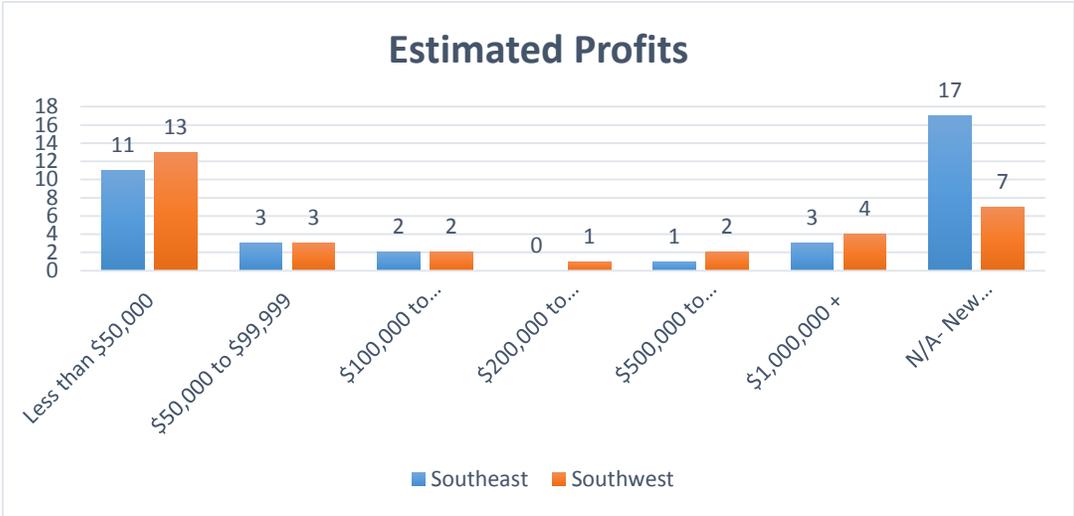
Southeast – Southwest Comparison

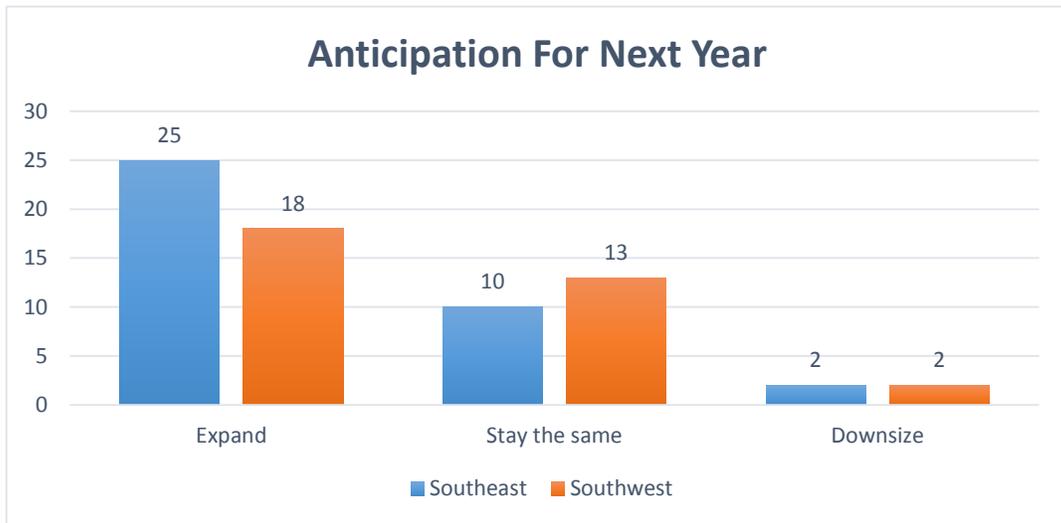
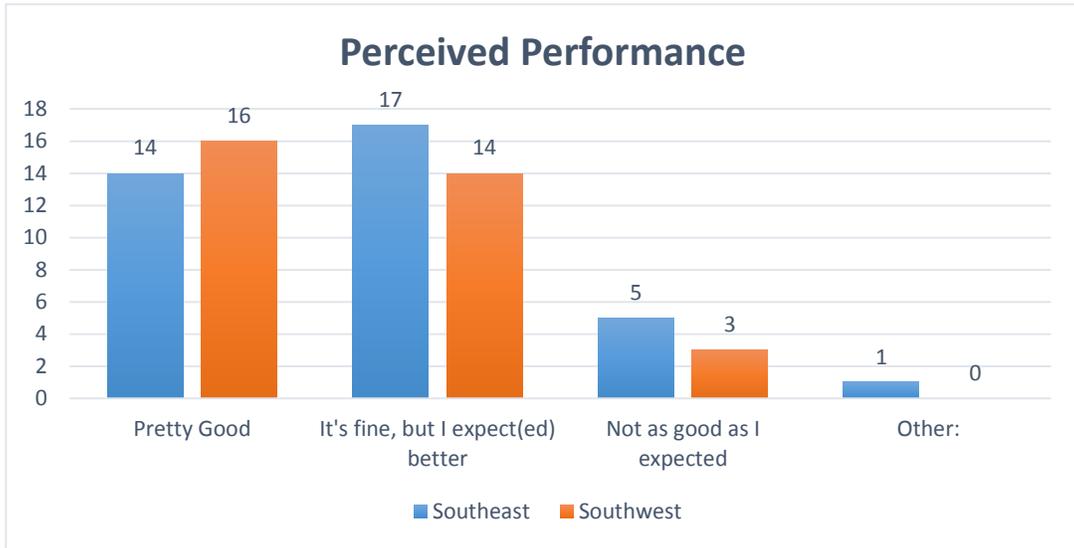
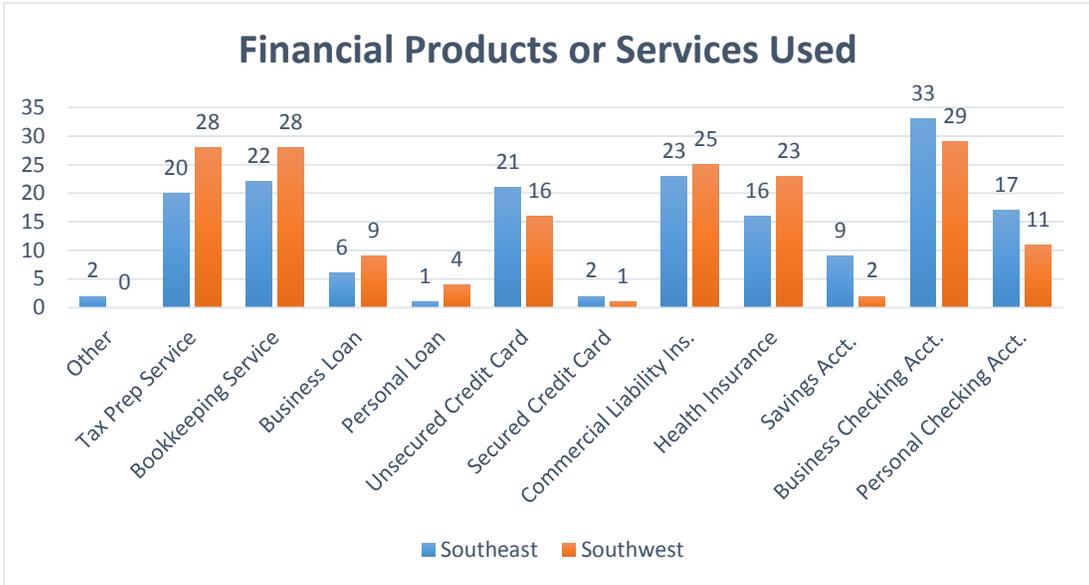
This section will be a comparison of the industry breakdowns and survey results comparing Southeast and Southwest. The results are drawn from the same questions in the previous section, there were no explanation in this section of the questions or the results. It is important to note that there were 33 surveys completed in the Southwest and 37 in the Southeast for a total of 70.

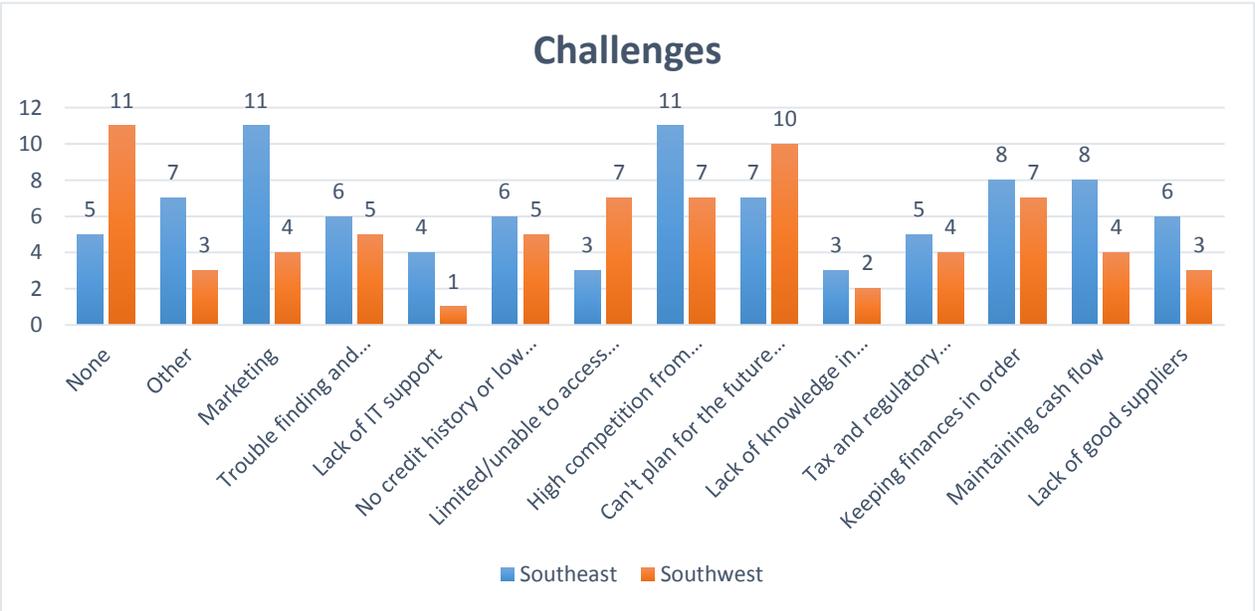
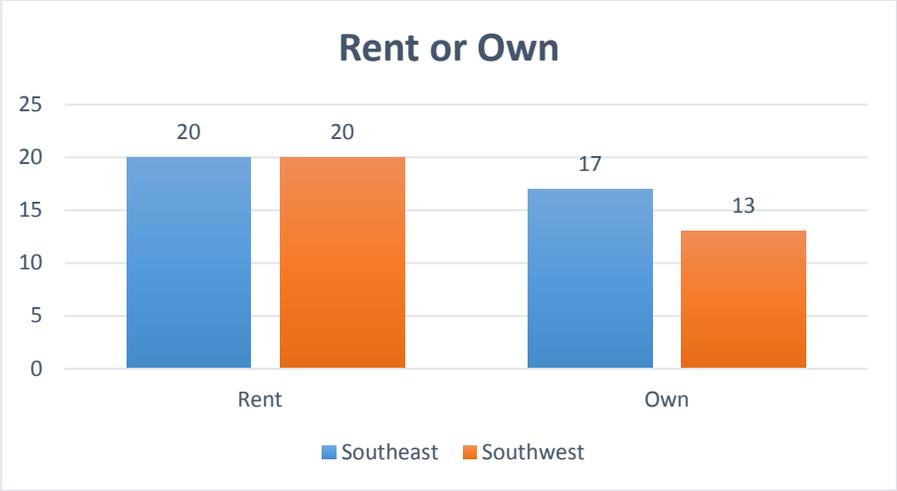


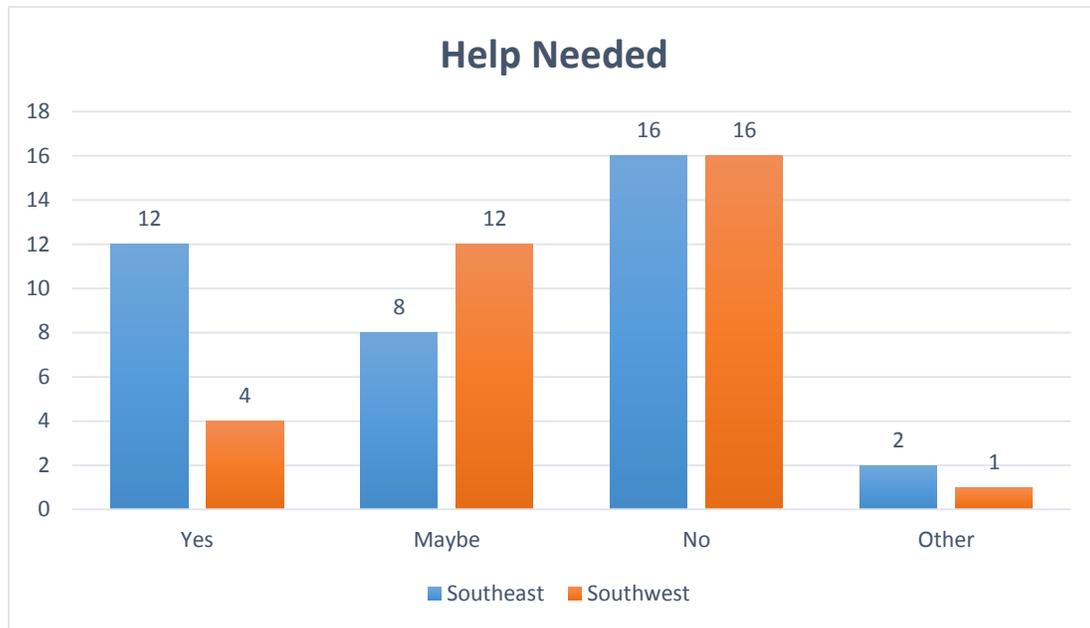












Overall, there were not significant differences between the Southeast and Southwest. The biggest differences came in the amount of total businesses as well as the breakdown by industry. The Southwest had nearly double the amount of businesses compared to the Southeast. Due to this the Southwest had more businesses in each individual industry, except for Grocers.

Social Questions

The last portion of the survey consisted of the three questions that the business owner could answer without pre-determined choices. The person conducting the survey would prompt these questions then paraphrase the response given by the owner to record the main points of their answer.

Question 16: What has your experience been like as a business owner in Lancaster City?

This question would typically stimulate an extended conversation about their story as a business owner and how they feel they are faring as a business owner as well as how they perceive the city is progressing as a whole. Of the 70 businesses surveyed, 45 of them expressed a positive relationship with the city and consider their overall experience as a business owner to be positive. 8 business owners considered their experience to be negative, while 13 were more or less indifferent. Lastly, 4 owners said the relationship was complicated and they have experienced positives and negatives.

In the Southeast one cluster of businesses who all expressed a positive experience was the 100 block of East King St. The business owners of La Petite Patisserie, Sophie Star Gazer, East King Culinary, That Shuu Girl Boutique, and La Cocina all gave near identical responses. They responded saying that their experience has been "terrific" and a great market exists for their businesses, but it is tough. They felt the main struggle has been to get people to venture down East King St. away from the downtown area. Overall however, they expressed feeling well supported by the city, community, and each other.

For some of the businesses in the Southeast further out on East King St. or deeper in the neighborhoods the response was less enthusiastic. They said that business was extremely tough and they are struggling. Two businesses in particular specifically mentioned the large existence of similar

businesses in the area, those being corner store grocers and barber shops/hair salons. The one business owner is quoted saying, "I don't understand how the city can't regulate how many similar businesses are allowed to be opened. How can I stay in business when there is competition on every corner? I can see three similar store out my front window!"

In the Southwest there existed another cluster of businesses all expressing a positive experience. These were located on S West End St. in the Slaymaker Building and neighboring areas. Each owner expressed how delighted they have been with business and thought that people are beginning to finally move outside of the downtown area of Lancaster City. They all felt they can support one another in this area and that competition even if there are similar businesses in the area, was not a problem.

It is interesting to note that the five businesses who responded negatively to their experience as a business owner all have been operating in Lancaster City for 30 or more years. Each of the owners repeated a similar response usually centered on the idea that they were not happy with the direction of the city. They felt neglected, over-taxed, and that crime and poverty are worsening. Two owners in particular became visibly irate when answering the question. One thought that the Water Street Mission is, "the worst thing to happen to S Prince St." The owner claims that it has ruined the street, is financially irresponsible and has made the surrounding area unsafe. The other owner blamed the convention center citing it as a "money pit". They are not making enough money after taxes to cover operational expenses, let alone pay themselves.

In contrast, many of the new businesses in the Southwest expressed opinions contradicting the veteran businesses, despite having similar enterprises. Each of these newer businesses said their experience has been great. They love the location, the community, and enjoy getting involved with the local society. They all believe that business can only go up and are extremely optimistic about the future of Lancaster City.

Question 17: What societal or community challenges has your business experienced?

South Lancaster City typically has a bad reputation. It is known to have higher levels of poverty and crime. Before the research project began, the assumption was that this question would be met with a high volume of negative responses citing problems of drugs, theft, and vandalism. However, this assumption was incorrect. 54 of the 70 business owners cited no problems with the local society and community. Furthermore, many claimed they enjoyed the area, the customers, and took pleasure in community involvement through block parties, barbeques, etc. Only a handful of business owners cited drugs, theft, or vandalism as a problem. The only issue owners stated in regards to their locations was that minimal people outside of the area were aware their business's existence, they are even unsure the local government is aware of their existence.

The majority of those who expressed some challenges in the local society or community were predominately Auto Repair/Service/Sales businesses. Every once in a while they would have overnight break-ins to cars on their lots. Still, a large majority still did not express any negativity towards their community they just claimed it was something that, "happened."

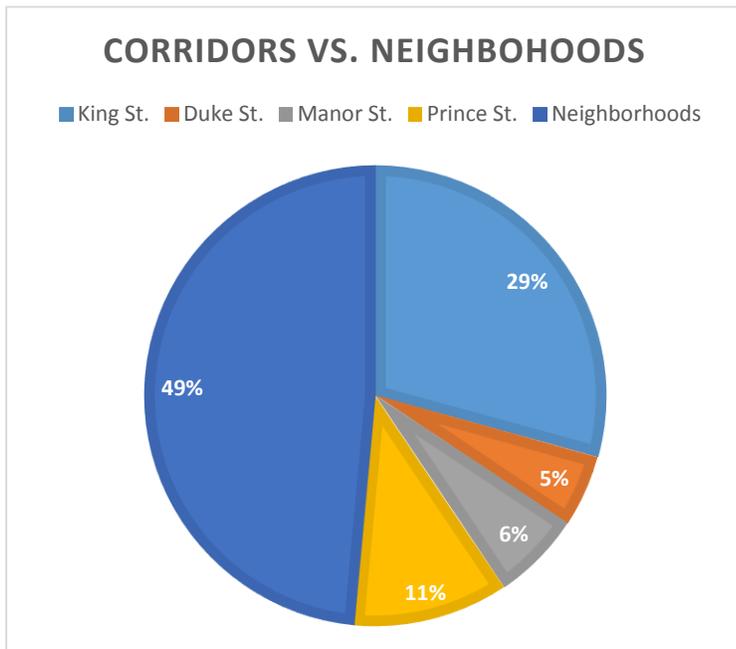
Question 18: Do you interact with or support any local business or community-focused organizations? If so, which ones?

A large majority (49/70) reported no affiliation with any local business or community-focused organizations. Of this majority a small percentage did express interest in affiliation in the future. They assume it would be good for them, but do not feel organizations exist that they would feel comfortable participating in. Also, many of these businesses are one employee, and said they do not have the time to get involved. If they are attending meetings then they are not at their business making money. A small percentage also said they used to be involved in organizations such as the Chamber of Commerce or Lancaster Young Professionals, but felt they were not sure if they were getting much from it.

Many of the businesses located off of King St. were involved more with local churches, community gatherings, and other local businesses. These were not formal organizations, but it was a comfortable environment and rewarding place to participate in. The Chamber of Commerce was the most prevalent business organizations with 7 business owners claiming to be members.

Corridors – Neighborhoods

In Lancaster City there are considered to be multiple streets that act as corridors into the city. The corridors are King St., Duke St., Prince St., and Manor Street. It is unsurprising to find that there is a lot of business activity happening along these streets. However, these four streets only account for about half of the business activity in South Lancaster City. The breakdown for these corridors compared to the neighborhoods can be seen below.



Corridor vs Neighborhoods	Total Number of businesses
King St.	70
Duke St.	12
Manor St.	15
Prince St.	26
Neighborhoods	116

From the breakdown you can see that King St. is clearly the most densely populated with businesses accounting for almost 30% of all business in South Lancaster City, while Duke St. is very utilized for its size and location.

VII. Conclusion

With more time and resources it would be most beneficial to be able to survey more businesses in South Lancaster City to better understand the economic climate as well as the needs of the business owners. However, this was a big step forward in shedding light on the business activity that already exists here. Through the efforts of this research project we were able to compile the most accurate and up to date business directory for the focus area. It should be noted however, that the business directory may consist of errors in terms of missing businesses or owner information. There is no means of compiling data for sole proprietors operating out of their homes, especially if they are unregistered. We were also able to survey a decent size sample of the businesses to inform not only ASSETS Lancaster about the successes, needs, and challenges of the business owners, but also the city as a whole. The project gave an optimistic outlook on the potential growth of the focus area. A large number of the businesses are new operations with a positive outlook early on in their existence. The majority feel a strong connection to their communities and wish to grow with them and support them. We believe that ASSETS Lancaster successfully achieved the goals of the project. We were able to accurately compile the database and map, reach out to the businesses in the community to bridge a connection, assess the current business climate, and inform us and other economic development institutions on the needs of the business owners and the community.

References

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Business Name	Location	Industry	Address	City	State	ZIP	Phone	E-mail	Owner Name	Gender	Ethnicity
10 Hour Daycare	Southeast	Child Care	452 S Duke St.	Lancaster	Pennsylvania	17602	717-945-7091	Unknown	Unknown	Unknown	Unknown
551 West	Southwest	Restaurant/Café/Bar	551 W King St.	Lancaster	Pennsylvania	17603	717-208-3658	Unknown	Chuck Trissler	Male	White
A-1 Mumma's Driver Training	Southeast	Health/Social Service	49 Chesapeake St	Lancaster	Pennsylvania	17602	717-295-5793	Unknown	Isabel V Bentz	Female	White
Abane	Southeast	Financial/Professional/Technical Service	167 E King St	Lancaster	Pennsylvania	17602	717-435-9968	Unknown	Unknown	Male	Black or African-American
Abbey Book & Gift Shop	Southwest	Retail	902 Manor St	Lancaster	Pennsylvania	17603	717-397-4300	Unknown	Vonda Kirchner	Female	White
ABC Beverage Sales Inc	Southeast	Retail	43 S Marshall St	Lancaster	Pennsylvania	17602	717-397-3291	Unknown	Richard Horner	Male	White
Abreu Auto Svc	Southwest	Auto Repair/Service/Sales	402 S Prince St	Lancaster	Pennsylvania	17603	717-299-6730	Unknown	Franklin Abreu	Male	Hispanic
Afrodome African Market	Southeast	Grocer	151 E King St	Lancaster	Pennsylvania	17602	717-606-9163	Unknown	Unknown	Female	Black or African-American
Alice's African Braiding Salon	Southwest	Barber/Hair Salon	521 W King St	Lancaster	Pennsylvania	17603	717-490-6661	Unknown	Alice Mensah	Female	Black or African-American
Alpha Auto Repair and Body Shop	Southwest	Auto Repair/Service/Sales	451 S Prince St.	Lancaster	Pennsylvania	17603	717-826-9941	Unknown	Unknown	Male	Hispanic
Andromeda Grocery Store	Southeast	Grocer	158 S Queen St	Lancaster	Pennsylvania	17602	717-394-7300	Unknown	Unknown	Female	Hispanic
Angie's Variety Shop	Southwest	Retail	50 S Prince St.	Lancaster	Pennsylvania	17603	717-295-4830	angiesvarietyshop@aol.com	Pedro Nunez	Male	Hispanic
Antojitos Restaurant	Southwest	Restaurant/Café/Bar	245 W King St.	Lancaster	Pennsylvania	17603	717-341-4263	Unknown	Unknown	Unknown	Hispanic
Art Craft Cabinets Inc	Southwest	Construction/Trade/Landscaping	720 Lafayette St	Lancaster	Pennsylvania	17603	717-397-7817	Unknown	Richard E Artz	Male	White
Art Printing Co Inc	Southwest	Financial/Professional/Technical Service	446 Lafayette St	Lancaster	Pennsylvania	17603	717-397-6029	artdept@opc446.comcastbiz.net	Chris Raudabaugh	Male	White
Autentico Latino Restaurante	Southwest	Restaurant/Café/Bar	356 S Prince St.	Lancaster	Pennsylvania	17603	717-509-1680	Unknown	Unknown	Female	Hispanic
Balan Mini Market	Southeast	Grocer	239 Juniata St	Lancaster	Pennsylvania	17602	717-391-7670	Unknown	Omar Lopez	Male	Hispanic
Barry Hoover	Southwest	Construction/Trade/Landscaping	310 Coral St	Lancaster	Pennsylvania	17603	717-393-1452	Unknown	Barry Hoover	Male	White
Beacon Associates LLC	Southwest	Financial/Professional/Technical Service	50 Fairview Ave	Lancaster	Pennsylvania	17603	717-569-2133	Unknown	Randall Gillett	Male	Unknown
Benji Sr Auto Repairs	Southwest	Auto Repair/Service/Sales	339 Mill St	Lancaster	Pennsylvania	17603	717-290-6716	Unknown	Anna Roman	Female	Hispanic
Berte Limited	Southwest	Retail	820 1st St	Lancaster	Pennsylvania	17603	717-291-9894	janell@berte.com	Janell Berte	Female	White
Binkley & Kurtz Inc.	Southeast	Financial/Professional/Technical Service	214 E King St	Lancaster	Pennsylvania	17602	717-394-6859	Unknown	Ann Taylor	Female	Unknown
Birds Nest	Southwest	Restaurant/Café/Bar	10 S Prince	Lancaster	Pennsylvania	17603	717-509-4039	Unknown	Unknown	Unknown	Unknown
Bismoline Manufacturing Co	Southeast	Manufacturing	411 S Queen St	Lancaster	Pennsylvania	17602	717-394-8795	bismoline@bismoline.com	Arthur Keen	Male	White
Bld Beverage	Southwest	Retail	136 S Water St	Lancaster	Pennsylvania	17603	717-393-4416	dpai13@gmail.com	Dharam Pal	Male	Southeast Asia/Pacific Islander
Blessing's Mary Beauty Salon	Southwest	Barber/Hair Salon	209 W King St.	Lancaster	Pennsylvania	17603	717-5096161	Unknown	Unknown	Unknown	Unknown
Body & Soul Fitness Studio	Southwest	Health/Social Service	618 Columbia Ave	Lancaster	Pennsylvania	17603	717-509-7777	info@bsfstudio.com	Mickey Glick	Female	White
Boost Mobile	Southeast	Financial/Professional/Technical Service	146 E King St.	Lancaster	Pennsylvania	17602	Unknown	Unknown	Unknown	Unknown	Unknown
Botanica Shango Dina	Southwest	Other	242 W King St.	Lancaster	Pennsylvania	17603	Unknown	Unknown	Unknown	Unknown	Unknown
Bradley Karate Studio	Southwest	Other	833 2nd St # E	Lancaster	Pennsylvania	17603	717-393-0052	Unknown	Grandmaster Bradley	Male	White
Brentmore Construction Inc	Southwest	Construction/Trade/Landscaping	117 S West End Ave # 1	Lancaster	Pennsylvania	17603	717-299-4010	info@brentmore.com	Robert Kreider	Male	White
Brisas Del Caribe	Southeast	Restaurant/Café/Bar	407 E King St	Lancaster	Pennsylvania	17602	717-481-5506	Unknown	Unknown	Unknown	Hispanic
Brothers & Sisters Cafe	Southeast	Restaurant/Café/Bar	601 S Marshall St	Lancaster	Pennsylvania	17602	717-390-9866	Unknown	Frances Morant	Male	Black or African-American
Brother's International	Southeast	Grocer	806 S Duke St	Lancaster	Pennsylvania	17602	717-509-7066	Unknown	Adriano Gomez	Male	Hispanic
Carson's Southside Auto & Tire	Southwest	Auto Repair/Service/Sales	820 Hershey Ave	Lancaster	Pennsylvania	17603	717-509-5571	oldglorymotorc@yahoo.com	Ted Carson	Male	White
Cash-A-Check	Southeast	Financial/Professional/Technical Service	162 E King St.	Lancaster	Pennsylvania	17602	717-291-2274	lastrasburg@aol.com	Linda Arnold	Female	White
CC Deli & Grocery LLC	Southwest	Grocer	601 S Prince St.	Lancaster	Pennsylvania	17603	717-435-8950	Unknown	Unknown	Unknown	Hispanic
Cefora Rodriguez Family Day Care	Southwest	Child Care	525 S Prince St.	Lancaster	Pennsylvania	17603	Unknown	Unknown	Cefora Rodriguez	Female	Hispanic
City Deli & Grocery	Southeast	Grocer	202 E King St	Lancaster	Pennsylvania	17602	717-293-8778	Unknown	Chang Park	Male	East Asian
City Limits Real Estate	Southeast	Real Estate	221 E Mifflin St	Lancaster	Pennsylvania	17602	717-299-1312	clrl@ignonline.com	Gary Neff	Male	White
City Manor Auto Sales	Southwest	Auto Repair/Service/Sales	804 Manor St	Lancaster	Pennsylvania	17603	717-392-4751	Unknown	Bob Haines	Male	Unknown
Clean Cuts Barber Shop	Southwest	Barber/Hair Salon	753 Beaver St	Lancaster	Pennsylvania	17603	717-399-4099	Unknown	David Rivera	Male	Unknown
Cnm Auto Repair	Southwest	Auto Repair/Service/Sales	202 Seymour St	Lancaster	Pennsylvania	17603	717-397-1497	cnmautorepair@gmail.com	Christopher Laboy	Male	Hispanic
Communications Center	Southwest	Financial/Professional/Technical Service	645 S Prince St	Lancaster	Pennsylvania	17603	717-376-1302	Unknown	Abram Pure	Male	Unknown
Community Grocery & Subs	Southeast	Grocer	63 Green St.	Lancaster	Pennsylvania	17602	Unknown	Unknown	Unknown	Male	Hispanic
Community Room on King	Southwest	Other	106 W King St.	Lancaster	Pennsylvania	17603	717-572-5914	Unknown	Unknown	Unknown	Unknown
Conastogo Title Co	Southeast	Financial/Professional/Technical Service	137 E King St	Lancaster	Pennsylvania	17602	717-431-1260	unknow	John Nikolaus	Male	White
Conexion Latina Online	Southwest	Financial/Professional/Technical Service	641 S Prince St.	Lancaster	Pennsylvania	17603	717-392-2820	correo@agenciacuba.com	Hermes Almaguer	Male	Hispanic
Country Garden 6-Pack	Southwest	Retail	876 Manor St	Lancaster	Pennsylvania	17603	717-295-7570	Unknown	Bopha Ngau	Male	East Asian
Crane Group Inc	Southeast	Construction/Trade/Landscaping	502 S Lime St	Lancaster	Pennsylvania	17602	717-945-6015	Unknown	Unknown	Unknown	Unknown
C-Town Supermarkets	Southeast	Grocer	451 E King St	Lancaster	Pennsylvania	17602	717-397-7561	webmaster@alpha1marketing.com	Raymond Rosario	Male	Hispanic
D & G Daycare	Southwest	Child Care	326 S Prince St	Lancaster	Pennsylvania	17603	717-305-7934	Unknown	Maria Arauz	Female	Hispanic
D & H Electrical Constr Co	Southwest	Construction/Trade/Landscaping	604 Ruby St	Lancaster	Pennsylvania	17603	717-393-7251	Unknown	Donald R Danz	Male	White
Da Franchise	Southeast	Barber/Hair Salon	207 E King St	Lancaster	Pennsylvania	17602	717-435-8360	Unknown	Unknown	Male	Hispanic
Dantro Associates Inc	Southwest	Retail	858 Manor St	Lancaster	Pennsylvania	17603	717-393-1376	Unknown	Roy T Bender	Male	White
DC's African Market	Southwest	Grocer	519 W King St	Lancaster	Pennsylvania	17603	717-517-8852	Unknown	Unknown	Unknown	Black or African-American
Demuth Museum	Southeast	Other	120 E King St	Lancaster	Pennsylvania	17602	717-299-9940	information@demuth.org	Anne Lampe	Female	White
DFB Studios	Southeast	Barber/Hair Salon	143 E King St	Lancaster	Pennsylvania	17602	717-392-6007	dfbstudios@comcast.net	Leo Rodriguez	Male	Hispanic
Diamond Design Kitchen & Bath	Southwest	Construction/Trade/Landscaping	570 S Water St # A	Lancaster	Pennsylvania	17603	717-299-4700	dalem@diamonddesigninc.com	Dale Mohler	Male	White
Diva's Hair Salon	Southwest	Barber/Hair Salon	245 W King St.	Lancaster	Pennsylvania	17603	717-399-3429	Unknown	Unknown	Female	Unknown
Diversity Works LLC	Southwest	Health/Social Service	447 S Prince St	Lancaster	Pennsylvania	17603	717-823-9818	Unknown	Latina Shell	Female	Black or African-American
Dmm Woodworking	Southwest	Construction/Trade/Landscaping	518 Fremont St	Lancaster	Pennsylvania	17603	717-390-2828	Unknown	Doug Smoker	Male	White
Doctor Tire	Southwest	Auto Repair/Service/Sales	444 S Prince St	Lancaster	Pennsylvania	17603	717-397-6834	info@doctortirellc.com	Carlos Cruz	Male	Hispanic
Domi Mini Mart	Southeast	Grocer	72 S Marshall St	Lancaster	Pennsylvania	17602	717-397-2152	Unknown	Unknown	Male	Hispanic
doTerra	Southeast	Retail	734 E King St.	Lancaster	Pennsylvania	17602	717-397-7712	virginia.lhume@gmail.com	John & Virginia Hume	Female	White
Douglas Tree & Property Svc	Southwest	Construction/Trade/Landscaping	722 Columbia Ave # 1	Lancaster	Pennsylvania	17603	717-538-8762	info@douglasreeservices.com	Rob Douglas	Male	White
Dreams Collide Tattoo	Southwest	Other	102 W King St.	Lancaster	Pennsylvania	17603	717-945-6172	schulzattooos@gmail.com	Wes Schulz	Male	White
East King Culinary	Southeast	Restaurant/Café/Bar	110 E King St.	Lancaster	Pennsylvania	17602	717-725-4184	antonia@eastkingculinary.com	Antonia Kinnenkamp	Female	White
East King Daycare	Southeast	Child Care	628 E King St.	Lancaster	Pennsylvania	17602	717-299-4591	Unknown	Unknown	Female	Hispanic
Ed's Place	Southeast	Auto Repair/Service/Sales	729 E Mifflin St	Lancaster	Pennsylvania	17602	717-295-4497	Unknown	Awilda Roman	Male	Hispanic
EI Gigante Body Shop	Southwest	Auto Repair/Service/Sales	175 Hazel St.	Lancaster	Pennsylvania	17603	717-293-1025	Unknown	Unknown	Unknown	Hispanic
EI Jardin Flower Shop	Southeast	Retail	135 E King St	Lancaster	Pennsylvania	17602	717-435-9553	eljardin135@yahoo.com	Luis Morales	Male	Hispanic

El Rey del Pollo	Southeast	Restaurant/Café/Bar	73 Chesapeake St.	Lancaster	Pennsylvania	17602	Unknown	Unknown	Unknown	Male	Hispanic
Emmanuel Christian Bookstore	Southeast	Retail	122 S Queen St	Lancaster	Pennsylvania	17602	717-397-6206	Unknown	Jose Rosario	Male	Hispanic
Engle Hambright & Davies	Southeast	Financial/Professional/Technical Service	115 E King St # 2	Lancaster	Pennsylvania	17602	717-741-5474	info@ehd-ins.com	Thomas R Getz	Male	White
Engleside Beverage Mart	Southwest	Retail	828 S Prince St	Lancaster	Pennsylvania	17603	717-394-4115	Unknown	Robert J. Dano	Male	White
Eric Forberger Photography	Southwest	Financial/Professional/Technical Service	117 S West End Ave # 3	Lancaster	Pennsylvania	17603	717-509-3370	eric@ericforeberger.com	Eric Forberger	Male	White
Faithful Blessings Parties & Events	Southwest	Retail	257 W King St.	Lancaster	Pennsylvania	17603	717-283-5440	faithfulblessings412@gmail.com	Janett Rivera	Female	Hispanic
FAV Auto Repair	Southeast	Auto Repair/Service/Sales	350 E King St.	Lancaster	Pennsylvania	17602	717-392-1150	favautorepair@hotmail.com	Luis & Vilma Arauz	Female	Hispanic
Fickes Plumbing	Southwest	Construction/Trade/Landscaping	710 Lake St	Lancaster	Pennsylvania	17603	717-397-9053	Unknown	Terry Fickes	Male	White
Fresh Start Child Care	Southwest	Child Care	777 Manor St	Lancaster	Pennsylvania	17603	717-517-7043	Unknown	Unknown	Unknown	Unknown
Fritz The Gardener	Southwest	Construction/Trade/Landscaping	540 S Water St	Lancaster	Pennsylvania	17603	717-299-2390	Unknown	Unknown	Unknown	Unknown
Full Circle Recycling	Southwest	Other	702 S Prince St.	Lancaster	Pennsylvania	17603	717-396-9999	info@fcmetalrecycling.com	Brian Grimm	Male	White
Galarza Income Tax	Southwest	Financial/Professional/Technical Service	727 S Prince St	Lancaster	Pennsylvania	17603	717-299-6364	Unknown	Juan Galarza	Male	Hispanic
Ganse Apothecary Inc	Southwest	Health/Social Service	355 W King St	Lancaster	Pennsylvania	17603	717-394-5671	Unknown	Greg Ganse	Male	White
Garland Construction Inc	Southwest	Construction/Trade/Landscaping	336 W King St	Lancaster	Pennsylvania	17603	717-291-4553	Unknown	Philip Garland	Male	Unknown
Gearhart Properties	Southeast	Real Estate	130 S Queen St	Lancaster	Pennsylvania	17602	717-509-1707	Unknown	Unknown	Unknown	Unknown
Gemmill's Body Shop	Southwest	Auto Repair/Service/Sales	801 S Prince St	Lancaster	Pennsylvania	17603	717-299-3320	Unknown	Mike Gemmill	Male	White
Good Taste Chinese Restaurant	Southeast	Restaurant/Café/Bar	480 S Duke St	Lancaster	Pennsylvania	17602	717-509-9988	Unknown	Qian Li	Male	East Asian
Goodville Notary Svc.	Southeast	Financial/Professional/Technical Service	1 Howard Ave	Lancaster	Pennsylvania	17602	717-299-9411	customer@goodvillenotary.com	Steven Levin	Male	White
Greenwood Cemetery & Mausoleum	Southwest	Other	719 Highland Ave	Lancaster	Pennsylvania	17603	717-392-1221	Unknown	Karen Behney	Female	Unknown
Grocery & Deli	Southwest	Grocer	14 S Prince St.	Lancaster	Pennsylvania	17603	717-299-2201	getty1902@yahoo.com	Suny Patel	Male	Southeast Asia/Pacific Islander
Howells Glass Co Inc.	Southeast	Construction/Trade/Landscaping	114 S Queen St	Lancaster	Pennsylvania	17602	717-397-3734	info@howellsglass.com	Robert G Howells	Male	White
J & E Groceries	Southeast	Grocer	544 Woodward St	Lancaster	Pennsylvania	17602	717-392-1253	Unknown	Unknown	Male	Hispanic
J and R	Southwest	Retail	69 W King St.	Lancaster	Pennsylvania	17603	717-509-7394	richvariety@yahoo.com	Rich Sai	Male	Hispanic
Jannat Beauty Design	Southwest	Barber/Hair Salon	727 Hershey Ave	Lancaster	Pennsylvania	17603	717-435-9126	Unknown	Unknown	Female	Hispanic
Jeremy Hess Photography	Southwest	Financial/Professional/Technical Service	117 S West End Ave # 13	Lancaster	Pennsylvania	17603	717-390-7050	studio@jeremyhessphotographers.com	Jeremy Hess	Male	White
Jethro's Restaurant & Bar	Southwest	Restaurant/Café/Bar	659 1st St	Lancaster	Pennsylvania	17603	717-299-1700	Unknown	Robert Esbenshade	Male	White
John Hughes Construction	Southwest	Construction/Trade/Landscaping	470 Lafayette St	Lancaster	Pennsylvania	17603	717-397-3192	Unknown	John Hughes	Male	White
Johnny's Barber Shop	Southwest	Barber/Hair Salon	112 W King St.	Lancaster	Pennsylvania	17603	717-509-4424	Unknown	Unknown	Unknown	Unknown
Jones Garage	Southwest	Auto Repair/Service/Sales	551 1st St	Lancaster	Pennsylvania	17603	717-396-7065	Unknown	Jim Jones	Male	White
K & A Used & New Appliances	Southwest	Retail	213 W King St.	Lancaster	Pennsylvania	17603	717-553-5537	ka.usedappliances@gmail.com	Amauris & Aylin Sanchez	Female	Hispanic
K & L Plating	Southeast	Manufacturing	524 E Mifflin St	Lancaster	Pennsylvania	17602	717-397-9819	struck@paonline.com	Unknown	Unknown	Unknown
Kalimar Grocery	Southeast	Grocer	520 S Lime St.	Lancaster	Pennsylvania	17602	717-824-3860	tyet666@aol.com	Maria Naranjo	Female	Hispanic
Karved Creations	Southeast	Barber/Hair Salon	401 E King St.	Lancaster	Pennsylvania	17602	717-826-3471	karvedcreations@gmail.com	Unknown	Unknown	Unknown
Kianny Grocery	Southeast	Grocer	76 Howard Ave	Lancaster	Pennsylvania	17602	717-293-5131	Unknown	Unknown	Male	Hispanic
King's Discount	Southeast	Retail	161 E King St	Lancaster	Pennsylvania	17602	717-299-1914	hykings@gmail.com	Hoe Yoo	Male	East Asian
King's Mini Mart	Southeast	Grocer	502 E King St.	Lancaster	Pennsylvania	17602	717-399-8808	dpal13@gmail.com	Dharam Pal	Male	Southeast Asia/Pacific Islander
King's Vapor	Southwest	Retail	7 S Prince St	Lancaster	Pennsylvania	17603	717-399-8848	kingsvapor@yahoo.com	Anh Mai	Female	Southeast Asia/Pacific Islander
Knee Blades Llc	Southwest	Retail	932 High St	Lancaster	Pennsylvania	17603	717-735-1350	Unknown	Dennis Kaiser	Male	White
Krowns Of Glory Beauty Salon	Southwest	Barber/Hair Salon	712 Columbia Ave # B	Lancaster	Pennsylvania	17603	717-295-4888	Unknown	Theresa Resch	Female	Unknown
Kunzler & Company, Inc.	Southwest	Manufacturing	652 Manor St.	Lancaster	Pennsylvania	17603	717-299-6301	customerservice@kunzler.com	Unknown	Male	White
Kurtz Electric Warehouse	Southwest	Construction/Trade/Landscaping	422 Beaver St	Lancaster	Pennsylvania	17603	717-392-5867	Unknown	John Kurtz	Male	White
L E Mc Falls & Son	Southwest	Construction/Trade/Landscaping	15 Caroline St	Lancaster	Pennsylvania	17603	717-397-9321	Unknown	William Mcfalls	Male	White
La Cocina	Southeast	Restaurant/Café/Bar	111 E King St	Lancaster	Pennsylvania	17602	717-481-9950	Unknown	Gabrielle Dejesus	Male	Hispanic
La Costena Restaurant	Southwest	Restaurant/Café/Bar	315 W King St	Lancaster	Pennsylvania	17603	717-397-1996	Unknown	Haydee Davis	Female	Hispanic
La Petite Patisserie	Southeast	Retail	157 E King St. Suite B	Lancaster	Pennsylvania	17602	717-424-1631	donna@petitdessert.com	Donna Luissier	Female	White
Lancaster Computer Solutions	Southwest	Financial/Professional/Technical Service	117 S West End Ave # 12	Lancaster	Pennsylvania	17603	717-392-5033	eric@ericforeberger.com	Eric Forberger	Male	White
Lancaster Extrusion Inc	Southwest	Manufacturing	212 Hazel St	Lancaster	Pennsylvania	17603	717-517-7527	info@LancasterExtrusionPA.com	Unknown	Unknown	Unknown
Lancaster Musical Instrument	Southwest	Financial/Professional/Technical Service	631 Manor St	Lancaster	Pennsylvania	17603	717-299-4339	Unknown	Jim Stoltzfus	Male	White
Latin American Deli Grocery	Southwest	Grocer	300 Coral St	Lancaster	Pennsylvania	17603	717-299-7124	Unknown	Unknown	Unknown	Unknown
Lebron Tax Service	Southwest	Financial/Professional/Technical Service	110 W King St.	Lancaster	Pennsylvania	17603	717-509-5983	lebrontaxservice@hotmail.com	Unknown	Male	Hispanic
Lee's Deli	Southwest	Restaurant/Café/Bar	710 Columbia Ave	Lancaster	Pennsylvania	17603	717-299-7391	Unknown	Man Ly	Male	East Asian
Lenox Machine	Southwest	Manufacturing	833 2nd St # I	Lancaster	Pennsylvania	17603	717-394-8760	Unknown	William Lenox Jr.	Male	White
Liberty Tax Svc	Southwest	Financial/Professional/Technical Service	18 S Prince St.	Lancaster	Pennsylvania	17603	717-509-1850	Unknown	Unknown	Unknown	Unknown
Lime Street Carriage LLC	Southeast	Auto Repair/Service/Sales	16 S Lime St	Lancaster	Pennsylvania	17602	717-393-5337	bill@limestreetcharriage.com	Bill Reiss	Male	White
Little Wheels Garage	Southeast	Auto Repair/Service/Sales	45 Stevens Ave	Lancaster	Pennsylvania	17602	717-399-9785	Unknown	Edgar Ramirez	Male	Hispanic
Luciano's Buy and Sell	Southwest	Retail	221 W King St.	Lancaster	Pennsylvania	17603	717-390-8873	Unknown	Unknown	Male	Hispanic
Luxe	Southwest	Barber/Hair Salon	824 1st St	Lancaster	Pennsylvania	17603	717-393-4200	nate@luxelancaster.com	Nate Fox	Male	White
M & M Mini Market	Southeast	Grocer	301 S Ann St	Lancaster	Pennsylvania	17602	717-481-9899	Unknown	Unknown	Male	Hispanic
M M Architects	Southeast	Financial/Professional/Technical Service	103 S Duke St	Lancaster	Pennsylvania	17602	717-393-3211	mailbox@mmaiaa.net	Maryann Marotta	Female	White
Manor Auto	Southwest	Auto Repair/Service/Sales	850 Manor St	Lancaster	Pennsylvania	17603	717-394-8184	Unknown	Chris Woelfle	Male	Unknown
Maria's Day Care	Southwest	Child Care	302 S Prince St.	Lancaster	Pennsylvania	17603	717-669-7072	Unknown	Maria Arauz	Female	Hispanic
Marizy Grocery	Southwest	Grocer	527 W King St	Lancaster	Pennsylvania	17603	717-509-2680	Unknown	Israel Verazquez	Male	Hispanic
Market Metrics Research	Southeast	Financial/Professional/Technical Service	116 E King St	Lancaster	Pennsylvania	17602	717-735-0330	Unknown	Unknown	Unknown	Unknown
McDonald's	Southwest	Restaurant/Café/Bar	210 W King St.	Lancaster	Pennsylvania	17603	717-299-6699	Unknown	Doris Diaz	Female	Hispanic
Merengue Envios	Southeast	Financial/Professional/Technical Service	305 1/2 E King St	Lancaster	Pennsylvania	17602	717-435-9335	Unknown	Unknown	Unknown	Unknown
Merry Land Child Care	Southwest	Child Care	527 W King St.	Lancaster	Pennsylvania	17603	Unknown	Unknown	Unknown	Unknown	Unknown
Midnight Grocery	Southeast	Grocer	432 S Duke St	Lancaster	Pennsylvania	17602	717-394-4085	Unknown	Jose Orlando Jr.	Male	Hispanic
Milagros Hair Ctr.	Southeast	Barber/Hair Salon	13 Church St	Lancaster	Pennsylvania	17602	717-394-3346	marlacanario@aol.com	Maria Rojas	Female	Hispanic
Milanda Beauty Shop	Southwest	Barber/Hair Salon	605 Marietta Ave	Lancaster	Pennsylvania	17603	717-394-9930	Unknown	Wilins Joseph	Male	Unknown
Monchy's Hair Salon	Southeast	Barber/Hair Salon	248 S Queen St # 250	Lancaster	Pennsylvania	17602	717-399-4720	Unknown	Ramon Torres	Male	Hispanic
Moxie House	Southeast	Financial/Professional/Technical Service	153 E King St # 212	Lancaster	Pennsylvania	17602	717-394-7737	studio@moxiehouse.com	Deborah Brandt	Female	White
Mumtaz Grocery	Southwest	Grocer	100 W Strawberry St	Lancaster	Pennsylvania	17603	717-390-9070	Unknown	Aryan Bhar	Male	Southeast Asia/Pacific Islander
Mustardseed Child Care Svc	Southeast	Child Care	325 S Queen St	Lancaster	Pennsylvania	17602	717-392-5162	Unknown	Janette Nowlin	Female	Unknown

Nieves & Luciano Auto	Southwest	Auto Repair/Service/Sales	853 S Prince St	Lancaster	Pennsylvania	17603	717-299-1572	Unknown	Bersecto Nieves	Male	Hispanic
Noreen Elizabeth's	Southwest	Barber/Hair Salon	117 S West End Ave # 3	Lancaster	Pennsylvania	17603	717-392-5226	Unknown	Noreen Spangler	Female	White
North Street Storage	Southeast	Other	555 North St	Lancaster	Pennsylvania	17602	717-431-4066	Unknown	William Balavanow	Unknown	Unknown
O & J Deli & Grocery	Southwest	Grocer	101 Pearl St	Lancaster	Pennsylvania	17603	717-509-0189	Unknown	Jesus Gonzalez	Male	Hispanic
O & J Enterprises	Southwest	Financial/Professional/Technical Service	457 W King St	Lancaster	Pennsylvania	17603	717-735-0522	Unknown	Unknown	Unknown	Unknown
O'Halloran's Irish Pub & Eatry	Southwest	Restaurant/Café/Bar	764 High St	Lancaster	Pennsylvania	17603	717-393-3051	Unknown	Susan Armstrong	Female	White
Old Glory Motorcycle Co	Southwest	Auto Repair/Service/Sales	820 Hershey Ave	Lancaster	Pennsylvania	17603	717-509-8463	oldglorymotorc@yahoo.com	Ted Carson	Male	White
One Shot Auto Sales	Southeast	Auto Repair/Service/Sales	702 E King St	Lancaster	Pennsylvania	17602	717-207-0946	Unknown	Daniel Martinez	Male	Hispanic
One2Oneinc.	Southwest	Financial/Professional/Technical Service	617 S Water St.	Lancaster	Pennsylvania	17603	717-393-7403	support@one2oneinc.com	Nick Paulukow	Male	White
Our Guardian Angel Child Care Center	Southwest	Child Care	558 High St	Lancaster	Pennsylvania	17603	717-945-7237	Unknown	Lillibeth Santiago	Female	Hispanic
P.B. Grocery Store	Southwest	Grocer	474 Manor St	Lancaster	Pennsylvania	17603	717-291-9804	Unknown	Porsireo Bueno	Male	Hispanic
P.J. Bar	Southwest	Restaurant/Café/Bar	240 W King St.	Lancaster	Pennsylvania	17603	717-393-7291	Unknown	Unknown	Unknown	Unknown
Par Cafe	Southwest	Restaurant/Café/Bar	604 Manor St	Lancaster	Pennsylvania	17603	717-945-7872	Unknown	Unknown	Unknown	Unknown
Paradox Labs	Southeast	Financial/Professional/Technical Service	153 E King St.	Lancaster	Pennsylvania	17602	717-431-3300	sales@paradoxlabs.com	Brett Hart	Male	White
Park's Groceries	Southwest	Grocer	201 W Vine St.	Lancaster	Pennsylvania	17603	Unknown	Unknown	Unown	Male	East Asian
Patricia's Bridal Elegance	Southwest	Retail	309 W King St	Lancaster	Pennsylvania	17603	717-397-7664	patricianbridaldesign@gmail.com	Unknown	Female	White
Petals With Style	Southwest	Retail	117 S West End Ave	Lancaster	Pennsylvania	17603	717-392-4000	petalswithstyle@hotmail.com	Stacia McClune-Mccomsey	Female	White
Peter Calcara Barber Shop	Southwest	Barber/Hair Salon	847 Manor St	Lancaster	Pennsylvania	17603	717-397-9591	Unknown	Pete Calcara	Male	Unknown
Philip James Associates	Southwest	Financial/Professional/Technical Service	889 Manor St	Lancaster	Pennsylvania	17603	717-394-0840	Unknown	James Slupe	Male	White
Pinnacle Roofing Co	Southwest	Construction/Trade/Landscaping	847 S Prince St	Lancaster	Pennsylvania	17603	717-394-4995	Unknown	David Mc Clune	Male	White
Platinum Styles	Southwest	Barber/Hair Salon	736 Columbia Ave	Lancaster	Pennsylvania	17603	717-397-2269	Unknown	Jamal Stanford	Male	Unknown
Ponce Auto Repair	Southeast	Auto Repair/Service/Sales	728 E Mifflin St.	Lancaster	Pennsylvania	17602	717-925-1895	poncerepair@gmail.com	David Colon	Male	Hispanic
Posh Bridal Shop	Southwest	Retail	820 1St St	Lancaster	Pennsylvania	17603	717-291-9894	janell@berte.com	Janell Berte	Female	White
Premier Cuts	Southwest	Barber/Hair Salon	23 New Dorwart St	Lancaster	Pennsylvania	17603	717-299-5354	Unknown	Lee Grant Williams	Male	Black or African-American
Primo's Auto Repair	Southwest	Auto Repair/Service/Sales	526 Pacific Ave	Lancaster	Pennsylvania	17603	717-390-8741	Unknown	Unknown	Male	Unknown
Prince of Subs	Southwest	Restaurant/Café/Bar	145 S Prince St.	Lancaster	Pennsylvania	17603	717-397-0965	Unknown	Unknown	Unknown	Unknown
Queen Dairy Co.	Southeast	Manufacturing	411 S Queen St.	Lancaster	Pennsylvania	17602	717-393-0141	Unknown	Unknown	Unknown	Unknown
Quisqueya Grocery	Southeast	Grocer	402 S Ann St.	Lancaster	Pennsylvania	17602	717-481-7880	Unknown	Juan Navarro	Male	Hispanic
Rafael's Tax Service	Southeast	Financial/Professional/Technical Service	318 S Duke St.	Lancaster	Pennsylvania	17602	717-299-5873	annie2011@gmail.com	Anna Celia Rodriguez	Female	Hispanic
Rainbow Contractors Inc	Southeast	Construction/Trade/Landscaping	326 S Queen St	Lancaster	Pennsylvania	17602	717-392-2905	Unknown	Unknown	Unknown	Unknown
Ralphs	Southwest	Restaurant/Café/Bar	117 S West End Ave	Lancaster	Pennsylvania	17603	717-299-9920	ralph@ralphsinlancaster.com	Ralph Mazzocchi	Male	White
Red Rose City Exhaust	Southwest	Auto Repair/Service/Sales	202 Seymour St.	Lancaster	Pennsylvania	17603	717-669-4242	service@redrosecityexhaust.com	Miguel Torres	Male	Hispanic
Red Rose Luncheonette	Southeast	Restaurant/Café/Bar	101 E King St	Lancaster	Pennsylvania	17602	717-392-8620	Unknown	Nick Flouras	Male	White
Rendezvous Steak Shop	Southwest	Restaurant/Café/Bar	239 W King St.	Lancaster	Pennsylvania	17603	717-397-3511	Unknown	Unknown	Unknown	Unknown
RentalZone	Southwest	Retail	122 Seymour St	Lancaster	Pennsylvania	17603	717-397-7368	jgreenwood@rentalzone.com	John Greenwood	Male	White
Reveron Communications	Southwest	Financial/Professional/Technical Service	402 W King St	Lancaster	Pennsylvania	17603	717-945-6079	Unknown	Unknown	Unknown	Hispanic
Reveron Electronics Inc	Southwest	Auto Repair/Service/Sales	402 W King St	Lancaster	Pennsylvania	17603	717-299-9587	tony@reveron.com	Tony Reveron	Male	Hispanic
Rhoads Energy	Southwest	Construction/Trade/Landscaping	624 S Prince St.	Lancaster	Pennsylvania	17603	717-286-8035	sburky@rhoadsenergy.com	Scott Burky	Male	White
Richard James Woodworking	Southwest	Construction/Trade/Landscaping	727 W Vine St	Lancaster	Pennsylvania	17603	717-397-4790	Unknown	Richard James	Male	White
Rick Wennerstrom's Property	Southwest	Real Estate	844 Columbia Ave	Lancaster	Pennsylvania	17603	717-399-0100	Unknown	Rick Wennerstrom	Male	White
Rick's Hair Salon	Southwest	Barber/Hair Salon	745 Hershey Ave	Lancaster	Pennsylvania	17603	717-397-8165	Unknown	Rick Smith	Male	Unknown
Riley's Vacuum Cleaners Svc	Southwest	Financial/Professional/Technical Service	759 Manor St	Lancaster	Pennsylvania	17603	717-397-5568	Unknown	Kevin Riley	Male	White
Rivera's Grocery	Southwest	Grocer	362 Beaver St.	Lancaster	Pennsylvania	17603	Unknown	Unknown	Unknown	Unknown	Hispanic
Robert E Plank	Southwest	Financial/Professional/Technical Service	552 W King St	Lancaster	Pennsylvania	17603	717-393-1384	Unknown	Robert E Plank	Male	White
Rosie's Beauty Salon	Southeast	Barber/Hair Salon	321 S Lime St	Lancaster	Pennsylvania	17602	717-291-9947	Unknown	Rosa H Ramirez	Female	Hispanic
Rostolsky Recycling Center	Southwest	Other	214 Conestoga St	Lancaster	Pennsylvania	17603	717-394-4424	Unknown	Morton Rostolsky	Male	White
Royer Pharmacy	Southwest	Health/Social Service	508 Hershey Ave	Lancaster	Pennsylvania	17603	717-299-4737	Unknown	Bill Sherman	Male	White
Rudy's Repair & Tire Service	Southwest	Auto Repair/Service/Sales	908 Manor St.	Lancaster	Pennsylvania	17603	717-824-4731	rudyrepair@comcast.net	Ramon Cordoro	Male	Hispanic
Sabor Criollo Restaurant	Southeast	Restaurant/Café/Bar	802 S Duke St	Lancaster	Pennsylvania	17602	717-394-0950	Unknown	Abelina Candelliro	Female	Hispanic
Salon Unisex Elizabeth	Southeast	Barber/Hair Salon	14 S Duke St # 1	Lancaster	Pennsylvania	17602	717-394-4084	maeliz4@aol.com	Eliza Martinez	Female	Hispanic
San Juan Bautista Thrift Shop	Southeast	Retail	441 S Lime St.	Lancaster	Pennsylvania	17602	717-392-4118	carrascomily@yahoo.com	Milzy Carrasco	Female	Hispanic
Santana Cut & Style	Southwest	Barber/Hair Salon	702 Columbia Ave	Lancaster	Pennsylvania	17603	717-393-2850	Unknown	Margaret Santana	Female	Hispanic
Sharp Innovations Inc	Southwest	Financial/Professional/Technical Service	117 S West End Ave # 2	Lancaster	Pennsylvania	17603	717-290-6760	support@sharppinnovations.com	Joseph Sharp	Male	White
Sistaz Hair Salon	Southwest	Barber/Hair Salon	735 Manor St	Lancaster	Pennsylvania	17603	717-295-4995	sistazhairsalonweb@yahoo.com	Sharon Hill	Female	Black or African-American
Smart Mini Mart Deli & Grocery	Southeast	Grocer	332 S Queen St.	Lancaster	Pennsylvania	17602	717-393-5532	Unknown	Unknown	Male	Southeast Asia/Pacific Islander
Smilecare Group	Southeast	Health/Social Service	18 S Duke St.	Lancaster	Pennsylvania	17602	717-Dentist	contact@smilecaregroup.com	Rashi Majithia	Female	Southeast Asia/Pacific Islander
Smith's Service	Southwest	Auto Repair/Service/Sales	542 S Prince St	Lancaster	Pennsylvania	17603	717-392-2730	johnjhs@verizon.net	John Smith	Male	White
Sony Deli & Grocery	Southeast	Grocer	567 S Lime St.	Lancaster	Pennsylvania	17602	Unknown	Unknown	Andres Urena	Male	Hispanic
Sophie Star Gazer	Southeast	Retail	149 E King St.	Lancaster	Pennsylvania	17602	717-224-3737	info@sophiestartgazer.com	Kristin Snyder	Female	White
SouthEast Lancaster Health Services	Southeast	Health/Social Service	625 S Duke St	Lancaster	Pennsylvania	17602	717-299-6371	nicole.specht@selhs.org	Hilda Shirk	Female	White
Spanish Market	Southeast	Grocer	320 S Lime St	Lancaster	Pennsylvania	17602	717-299-5970	jdejesus320@gmail.com	Javier Dejesus	Male	Hispanic
Speed's Auto	Southwest	Auto Repair/Service/Sales	745 S Prince St	Lancaster	Pennsylvania	17603	717-435-8053	speedautolc@hotmail.com	Adriano Gomez	Male	Hispanic
Speed's Sandwich Shop	Southeast	Restaurant/Café/Bar	318 E King St	Lancaster	Pennsylvania	17602	717-392-9814	brodts@hotmail.com	Jerry Bushong	Male	White
Stanley Barr Realty	Southwest	Real Estate	744 Columbia Ave	Lancaster	Pennsylvania	17603	717-393-0471	Unknown	Stanley Barr	Male	White
Starting Gate	Southwest	Restaurant/Café/Bar	554 Saint Joseph St	Lancaster	Pennsylvania	17603	717-735-0203	Unknown	Artenis Tsolfias	Male	Unknown
Strosser Accounting	Southwest	Financial/Professional/Technical Service	614 Fremont St	Lancaster	Pennsylvania	17603	717-392-0574	Unknown	Norman G Strosser	Male	Unknown
Su Pais Deli & Grocery	Southwest	Grocer	545 W King St	Lancaster	Pennsylvania	17603	717-945-5426	Unknown	Unknown	Unknown	Unknown
Sunshine Art and Design	Southwest	Other	104 W King St.	Lancaster	Pennsylvania	17603	Unknown	annie@sun-artdesign.com	Unknown	Female	White
Sunshine Market	Southwest	Grocer	568 Manor St.	Lancaster	Pennsylvania	17603	717-390-8900	Unknown	Unknown	Unknown	Unknown
Tattooing By Mee	Southwest	Other	712 Columbia Ave	Lancaster	Pennsylvania	17603	717-394-3192	mee35@aol.com	Benjamin Feld	Male	White
Technstyle	Southwest	Barber/Hair Salon	98 Hershey Ave	Lancaster	Pennsylvania	17603	717-299-1752	Unknown	Dean Meyers	Male	Unknown
That Shuu Girl Boutique	Southeast	Retail	147 E King St	Lancaster	Pennsylvania	17602	717-945-5063	thatshuugirlboutique@yahoo.com	Nicole Vasquez	Female	Hispanic
The Image	Southwest	Retail	713 Union St	Lancaster	Pennsylvania	17603	717-392-5654	Unknown	Zack Shaeffer	Male	Unknown

The Lab	Southwest	Barber/Hair Salon	244 W King St.	Lancaster	Pennsylvania	17603	717-208-3170	Unknown	Unknown	Male	Black or African-American
Tony's Cleaners Inc	Southeast	Financial/Professional/Technical Service	911 S Duke St	Lancaster	Pennsylvania	17602	717-393-7610	Unknown	Anthony Caterbone	Male	White
Torres Family Bakery	Southwest	Restaurant/Café/Bar	447 S Prince St	Lancaster	Pennsylvania	17603	717-397-4167	Unknown	Jose Rivera	Male	Hispanic
Torres Grocery	Southeast	Grocer	136 S Ann St	Lancaster	Pennsylvania	17602	717-299-4111	Unknown	Felepe Torres	Male	Hispanic
Towngeeks Llc	Southwest	Financial/Professional/Technical Service	502 W King St	Lancaster	Pennsylvania	17603	717-397-3131	support@towngeeks.com	Unknown	Male	Hispanic
Trans4mation Salon	Southwest	Barber/Hair Salon	14 S West End Ave	Lancaster	Pennsylvania	17603	717-291-1111	info@trans4mationsalon.com	Cathy Wagner	Female	White
Turkey Hill	Southwest	Gas/Convenience Store	870 Manor St.	Lancaster	Pennsylvania	17602	717-392-2869	Unknown	Unknown	Unknown	Unknown
Turkey Hill	Southeast	Gas/Convenience Store	460 S Duke St.	Lancaster	Pennsylvania	17602		Unknown	Unknown	Unknown	Unknown
Twice Found	Southeast	Retail	157 E King St.	Lancaster	Pennsylvania	17602	717-208-7624	melanie@twicefound.com	Melanie Stoycos	Female	White
Two Dudes Painting Co	Southwest	Construction/Trade/Landscaping	750 Poplar St	Lancaster	Pennsylvania	17603	717-390-1081	info@twodudes.com	Peter Barber	Male	White
Union Street Station	Southwest	Gas/Convenience Store	517 Union St	Lancaster	Pennsylvania	17603	717-392-1917	Unknown	John Stumpf	Male	White
Unique Nails	Southwest	Barber/Hair Salon	101 W King St.	Lancaster	Pennsylvania	17603	717-293-8896	Unknown	Unknown	Unknown	Unknown
Unlimited	Southwest	Retail	205 W King St.	Lancaster	Pennsylvania	17603	717-553-5269	Unknown	Mugammad Abdulkarim	Male	Black or African-American
V & F Mini Market	Southwest	Grocer	705 High St	Lancaster	Pennsylvania	17603	717-397-7371	Unknown	Unknown	Unknown	Unknown
Weiss Cleaners	Southwest	Other	24 New Dorwart St	Lancaster	Pennsylvania	17603	717-393-6952	Unknown	Joseph Weiss	Male	Unknown
Whitaker Family Child Care	Southwest	Child Care	203 Seymour St	Lancaster	Pennsylvania	17603	717-327-0284	whitakerchildcare@gmail.com	Lashonda Whitaker	Female	Black or African-American
Who's Next Barber Shop	Southwest	Barber/Hair Salon	301 W King St	Lancaster	Pennsylvania	17603	717-299-4154	Unknown	George Valentine	Male	Unknown
Willie James Soul Food	Southwest	Restaurant/Café/Bar	113 W King St.	Lancaster	Pennsylvania	17603	717-293-5193	Unknown	Mark Wilson	Male	Black or African-American
World Groceries	Southeast	Grocer	14 S Lime St.	Lancaster	Pennsylvania	17602	Unknown	Unknown	Unknown	Female	East Asian
Ynoa Deli & Grocery	Southeast	Grocer	547 E King St.	Lancaster	Pennsylvania	17602	717-394-7940	Unknown	Unknown	Male	Hispanic
Yolanda's Family Daycare	Southeast	Child Care	752 Juniata St	Lancaster	Pennsylvania	17602	717-392-1647	ydiamante23@aol.com	Yolanda Mejias	Female	Hispanic
Your House Roofing	Southwest	Construction/Trade/Landscaping	142 Ruby St	Lancaster	Pennsylvania	17603	717-393-6696	Unknown	Mark Ndoci	Male	White
Zephyr Aluminum Llc	Southwest	Manufacturing	625 2Nd St	Lancaster	Pennsylvania	17603	717-397-3618	Unknown	David Smith	Male	White

Southeast Lancaster Business Survey

1. Owner Age

Mark only one oval.

- <20
- 20-29
- 30-39
- 40-49
- 50-59
- 60+

2. Owner Gender

Mark only one oval.

- Male
- Female

3. Owner Ethnicity

Select All That Apply

Check all that apply.

- White
- Hispanic
- Black or African-American
- East Asian
- Southeast Asia/Pacific Islander
- Middle Eastern
- Native American/Native Alaskan
- Other:

4. Owner's Highest Level of Education

Mark only one oval.

- Less than high school
- High school/GED
- Some college
- Two-year college degree
- Four-year college degree
- Masters or professional degree

5. Estimated Revenue from last year

Mark only one oval.

- Less than \$49,000
- \$50,000 to \$99,000
- \$100,000 to \$199,000
- \$200,000 to \$499,000
- \$500,000 to \$999,000
- \$1,000,000+

6. How long has your business been operating?

Mark only one oval.

- Less than a year
- 1 to 3 years
- 4 to 6 years
- 7 to 10 years
- Over 10 years

7. Number of employees

Mark only one oval.

- 0
- 1 to 5
- 6 to 10
- 10+

8. What type of financial products or services do you use?

Check all that apply.

- Personal Checking Account
- Business Checking Account
- Savings Account
- Health Insurance
- Commercial Liability Insurance
- Secured Credit Card
- Unsecured Credit Card
- Personal Loan
- Business Loan
- Business bookkeeping services or accountant
- Professional Tax Preparer Services
- Other:

9. How do you perceive your business is doing right now?

Mark only one oval.

- Pretty good, it is on the right track
- It's fine, but I expect better outcome
- Not as good as I expected
- Other:

10. Do you rent or own this space?

Mark only one oval.

- Rent
- Own

11. Is your lessor supportive of your business?

Mark only one oval.

- Yes
- No
- I don't know

12. Main Source of Household Income*Mark only one oval.*

- This business
- Another Job
- Someone else in household
- Other:

13. How do you anticipate your business to grow this year?*Mark only one oval.*

- Expand
- Stay the same
- Downsize

14. Challenges you face as a business owner?*Check all that apply.*

- Tax and regulatory compliance is too complicated
- Marketing
- Lack of information/technological support
- Keeping finances in order
- Can't plan for the future due to uncertain economic conditions
- Lack of good suppliers
- No credit history or low credit score
- Trouble finding and retaining the right employees
- High competition from other businesses
- Lack of knowledge in business management/administration
- Maintaining cashflow
- Limited/unable to access financial products/services
- Other:

15. Do you need some assistance regarding the challenges listed above?*Mark only one oval.*

- No, thanks. I prefer to run the business by myself.
- Maybe, it would be good to get assistance but I am satisfied with current state.
- Other Concerns
- Yes, I am in need of outside assistance.
- Other:

16. **What has your experience been like as a business owner in Lancaster City?**

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17. **What societal or community based challenges has your business experienced?**

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18. **Do you interact with or support any local business or community-focused organizations? If so, which ones?**

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Observational

19. **Curb Appeal?**
Mark only one oval.

1 2 3 4 5

20. **Cleanliness**
Mark only one oval.

Yes

No

21. Friendliness

Mark only one oval.

Yes

No

22. English

Mark only one oval.

Yes

No

Limited

Other:

Contact Confirmation

23. Name

.....

24. Address

.....

25. Phone Number

.....

26. e-mail

.....

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