

# ANNUAL REPORT

TWO THOUSAND AND TWENTY TWO

**AN ERIE ECONOMY THAT PROVIDES FOR THE  
WEALTH AND WELL BEING OF ALL OUR CITIZENS.**







# together we can make a difference

Erie Insurance's culture is one of dignity and respect, founded in our core values and emblematic of our belief system.

We strive to create an environment where customers, agents and employees reflect the diversity of the communities where we live and work.

Our commitment isn't measured in just words or intention, but in action.

**That's why ERIE is proud to be  
a 2022 ERCGP Bundle Sponsor.**



**Erie  
Insurance®**

Above all in sERYlGE™—since 1925

Auto • Home • Business • Life

# LETTER FROM THE PRESIDENT



Erie plays an important role in today's economy, not only in our region, but across the nation. As our community emerged from the shadows of the COVID-19 pandemic, we demonstrated that our region is strong, innovative, and able to prevail in the face of yet another challenge. This reinforces the legacy of resilience we know to be alive and well in the region and makes it one of the best places to work and live.

The Erie Regional Chamber and Growth Partnership is proud to report 2022 as one of the organization's most successful years in its 148-year history. Our members and investors are the lifeblood of the organization and by supporting one another, you make the Erie region a great place to live, work, and conduct business.

This 2022 annual report outlines a brief overview of chamber activities undertaken throughout this year as well as our strong platform and bold vision for the future. It embodies the chamber's relevance through the hard work of our strategic partners, volunteers, and entire membership. In the pages that follow, you'll see how our work continues to help businesses grow and prosper.

None of that, however, would be possible without the chamber team, who work tirelessly in support and dedication to you – our members. Every team member is willing and able to assist our members and provide resources to maximize member benefits such as unprecedented advocacy representation, networking opportunities, and a plethora of community involvement.

I extend a sincere and heartfelt gratitude to our members for your investment and continued support of the work we do on behalf of the business community. I hope this report inspires you to become even more involved with the Erie Regional Chamber during the upcoming year and to encourage others to join us.

Without you, none of this would have happened. With you, this report promises greater things to come.

A handwritten signature in black ink, appearing to read 'J. Grunke'.

**James Grunke**  
*President & CEO*

# DIRECTORY

## CHAMBER TEAM

MAIN NUMBER: 814-454-7191

NAME	TITLE	EXT	EMAIL
Del Birch	Business Outreach Specialist		dbirch@eriepa.com
Gabrielle Catrabone	Business Development Manager	152	gcatrabone@eriepa.com
Vic Delaney	Office Administrator	129	vdelaney@eriepa.com
Jordan Fuller	Director, Entrepreneurship	130	jfuller@eriepa.com
Colleen Gross	Director, Events and Programs	146	cgross@eriepa.com
James Grunke	President and CEO	134	jgrunke@eriepa.com
Curtis Jones, Jr.	Director, Government Affairs	148	cjones@eriepa.com
Kristen Karrfalt	Director, Business Outreach	137	kkarrfalt@eriepa.com
Sean Lyons	Workforce Development Specialist	138	slyons@eriepa.com
Lesley Ridge Allen	Vice President, Business Engagement	141	lridgeallen@eriepa.com
Susan Ronto	Administrative Assistant	123	sronto@eriepa.com
Jacob Rouch	Vice President, Economic Development	135	jrouch@eriepa.com

*Directory is listed in alphabetical order.*

## BOARD OF DIRECTORS

James Carlucci  
*ValueMomentum Inc.*

Ralph Ford  
*Penn State Erie, The Behrend College*

Nick Scott Jr.  
*Scott Enterprises*

Joe Cavalier  
*Wabtec*

Kathleen Getz  
*Mercyhurst University*

James Sherrod  
*Bayfront NATO, Inc.*

Christopher Clark  
*AHN Saint Vincent Hospital*

Charles Gray  
*Corry Community  
Development Corporation*

Jim Stevenson  
*PNC Financial Services Group*

Michael Colpoys  
*National Fuel Gas Distribution Corp.*

Bruce Kern  
*Curtze Food Service*

Thomas Tupitza  
*Knox McLaughlin Gornall  
and Sennett, P. C.*

Bassam Dabbah  
*US Committee for Refugees  
and Immigrants Inc.*

Anita Kuchcinski  
*Northwest*

Craig Ulmer  
*Community Health Net*

Amanda Duncan  
*Radius CoWork*

Christina Marsh  
*Erie Insurance Group*

Brian Waugaman  
*Erie Federal Credit Union*

Michael Edwards  
*Marquette Savings Bank*

Brian Polito  
*School District of the City of Erie*

Dave Zimmer  
*ERIEBANK*

Philip English  
*Arent Fox LLP*

James Rutkowski, Jr.  
*Industrial Sales &  
Manufacturing Company*



# CHAIRMAN'S MESSAGE



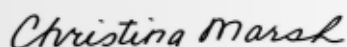
To Our Members:

It has been my honor to serve as the Erie Regional Chamber and Growth Partnership's Board of Directors chair for the last two years. I am grateful for the support of the board, committees, chamber team, and of course you – our members – during what have undoubtedly been unexpected and unprecedented times. Throughout it all, the Erie Regional Chamber remained committed to advancing Erie's regional economy and its businesses.

Equally, our business community rose above and exceeded challenges never anticipated despite the global pandemic – a testament to the strength and determination within our community. With planned investment into the community exceeding \$1 billion, Erie continues moving forward. Its collective success speaks to this business community's dedication to Erie's ongoing evolution and the opportunities on its horizon.

As my time as chair comes to a close, I thank each of you for your steadfast support of the Erie Regional Chamber. With your continued partnership, I have no doubt that the Erie Regional Chamber will help our community grow and thrive for generations to come.

All The Best,



**Christina Marsh**

*Chief Diversity and Community Development Officer  
Erie Insurance*



Chamber Members:

I eagerly await the opportunity to begin service to our business community as the next chairman of the Erie Regional Chamber and Growth Partnership Board of Directors. And I am grateful to Christina Marsh – our outgoing chair – for her leadership over the last two years.

In 2023, the Erie Regional Chamber will continue executing its multi-faceted program of work to lead Erie's economic evolution and provide ongoing service to Erie's business community. Together, we will continue building on the incredible momentum regained over the last few years to meet the diverse needs of chamber members and the community.

Specific initiatives have been planned throughout the year to promote engaging networking opportunities for professionals, provide exposure for chamber businesses, recognize and honor community leaders, celebrate our local businesses, engage elected officials in advocacy efforts, and provide educational forums to build knowledge and awareness among businesses.

This year, I encourage you to take full advantage of your chamber membership. The chamber team and board of directors stand ready to assist you in realizing the wealth of benefits that membership affords you. Thank you for your ongoing investment in the Erie Regional Chamber. I look forward to serving you as board chairman in a healthy and prosperous 2023.

Sincerely,



**Christopher C. Clark, DO, MHA**

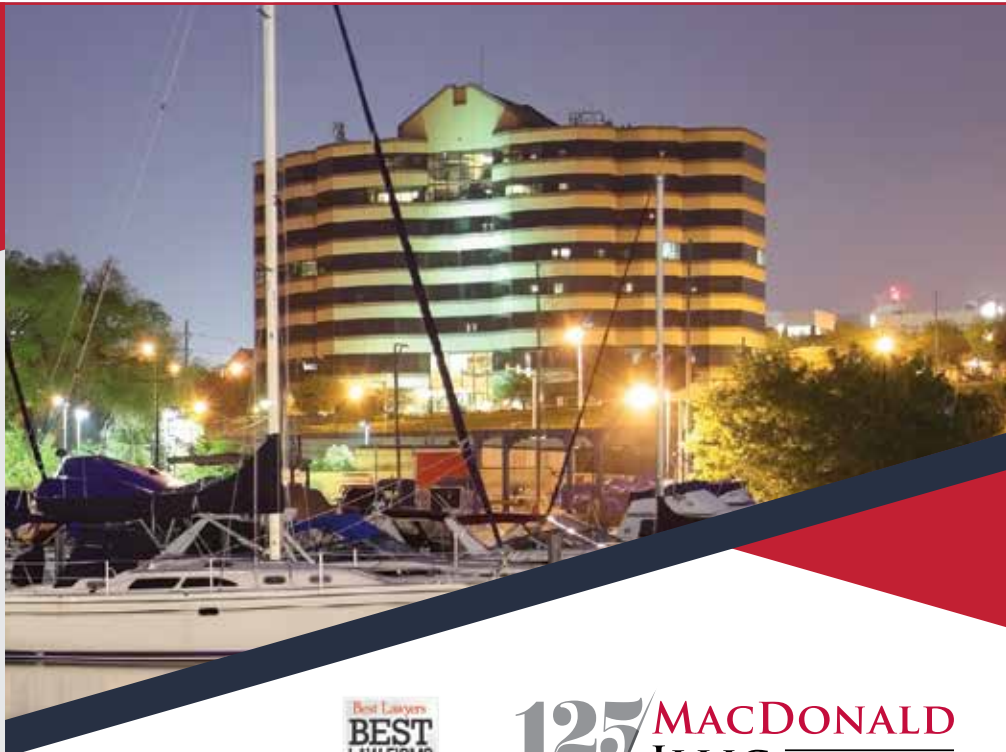
*President and Chief Executive Officer  
AHN Saint Vincent Hospital*

**Your trusted  
business partners  
for 125 years and  
counting.**

For the past 125 years, we have provided legal support and experience to the region's business community. We are committed to continue as your strategic partner to navigate the extraordinary challenges in the years ahead.

Call: (814) 870-7600  
or visit: [macdonaldillig.com](http://macdonaldillig.com)

**MacDonald, Illig, Jones & Britton, LLP**  
100 State St. Suite 700, Erie, PA 16507

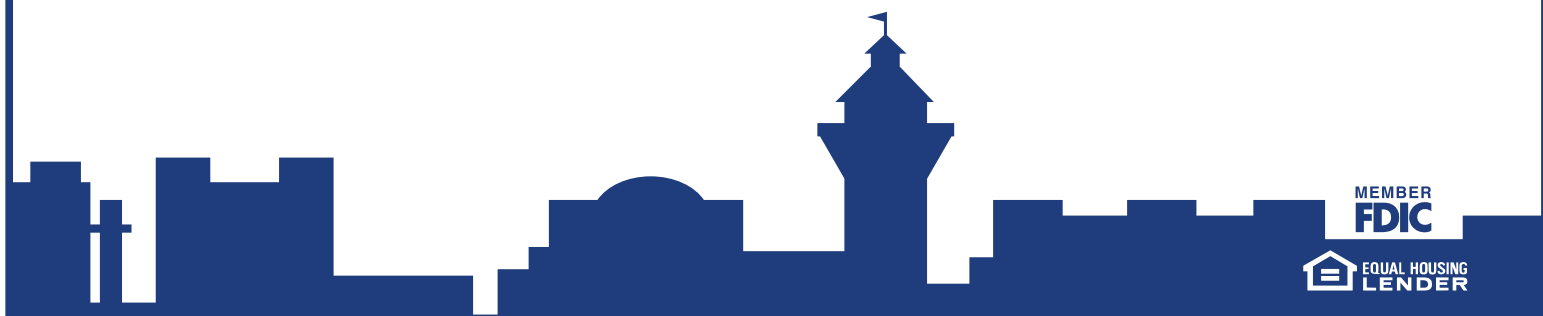


**125** **MACDONALD**  
ANNIVERSARY **ILLIG ATTORNEYS**

**TIMES CHANGE. GOOD COUNSEL DOESN'T.**

BANKING & FINANCE · BUSINESS TRANSACTIONS · BANKRUPTCY & CREDITORS' RIGHTS · CONSTRUCTION ·  
EDUCATION · ENVIRONMENTAL & ENERGY · FAMILY LAW · GOVERNMENT SERVICES · HEALTH CARE · LABOR  
& EMPLOYMENT · LITIGATION · MANUFACTURING · REAL ESTATE · TAX PLANNING & REPRESENTATION ·  
TRUSTS & ESTATES · WORKERS' COMPENSATION

*Marquette*  
**SAVINGS BANK**



MEMBER  
**FDIC**

 **EQUAL HOUSING  
LENDER**

***The Hometown Bank***



# Are you sure your business expenses are fully optimized?

Your financial team shouldn't have to spend their time contacting suppliers, comparing numbers, and renegotiating contracts.

Our clients pay fair rates, and not a penny more. We ensure businesses, nonprofits, and other organizations are getting the best business services at the best price.

Working with Schooley Mitchell is **100% risk free**. If we can't deliver savings, you incur no cost.

**Contact me for more information:**

Adam Baker

[adam.baker@schooleymitchell.com](mailto:adam.baker@schooleymitchell.com)

814-520-6474

[schooleymitchell.com/abaker](http://schooleymitchell.com/abaker)



**CURTZE** *Let's go out.*  
FOOD SERVICE

**Broadline supplier to your favorite restaurants, pubs and clubs.**

814.452.2281 ERIE, PA. [WWW.CURTZE.COM](http://WWW.CURTZE.COM)





## MISSION STATEMENT

Leading Erie's economic evolution through awareness, advocacy and access to people, education and resources that businesses need to thrive.

## VISION STATEMENT

An Erie economy that provides for the wealth and well being of all our citizens.

The Erie Regional Chamber is leading Erie's economic evolution through awareness, access, and advocacy for the broader community. Our members receive forward-thinking solutions from our expert team so that they can thrive throughout our region and beyond.

## AWARENESS

---

TAKE ADVANTAGE OF UNIQUE,  
MEMBER-ONLY ADVERTISING  
OPPORTUNITIES AND CONNECT WITH  
LOCAL COMPANIES THAT MEET YOUR  
CURRENT BUSINESS NEEDS.

## CORE FUNCTIONS SNAPSHOT

BUSINESS ATTRACTION ..... pg. 17

STARTUPS & ENTREPRENEURSHIP ..... pg. 19

WORKFORCE DEVELOPMENT ..... pg. 21

GOVERNMENT AFFAIRS ..... pg. 23



# 148 YEARS OF SERVICE

**1874** The original chamber was called the Erie Board of Trade with the purpose to encourage and protect trade and commerce at the City of Erie.

**1902** According to Erie Evening Herald, a second chamber of commerce launched on March 7, 1902 to encourage and protect business interests as well as cultivate business and social relations between members.

**1914** The Erie Board of Trade and the Erie Chamber of Commerce merged in 1914 to mirror chambers across the country.

**1953** Over time, the membership reflected business beyond the city limits and the organization changed its name to the Greater Erie Chamber of Commerce and in 1974 to the Erie Area Chamber of Commerce to solidify its expanded involvement into Erie County communities and eight strategic areas similar to its role today.

**2002** In November, Erie Conference on Community Development, the Erie Area Chamber of Commerce, and Erie Insight merged to form the Erie Regional Chamber and Growth Partnership as we know it today.

## ACCESS

---

GET ACCESS TO PEOPLE, EDUCATION,  
AND INFORMATION THAT WILL ELEVATE  
YOUR GROWTH OPPORTUNITIES AND  
STRATEGIC DECISION-MAKING PROCESS  
FOR YOUR BUSINESS.

## ADVOCACY

---

WE ARE YOUR PARTNER, ADVOCATING  
FOR HEALTHY REGIONAL ECONOMIC  
DEVELOPMENT POLICIES AND  
OPPORTUNITIES BETWEEN PUBLIC AND  
PRIVATE SECTORS.

BUSINESS OUTREACH ..... pg. 25

MEMBER BENEFITS ..... pg. 27

EVENTS ..... pg. 29

# 2022 *Year in Review*

## 118

**NEW MEMBERS**  
80% RETENTION RATE



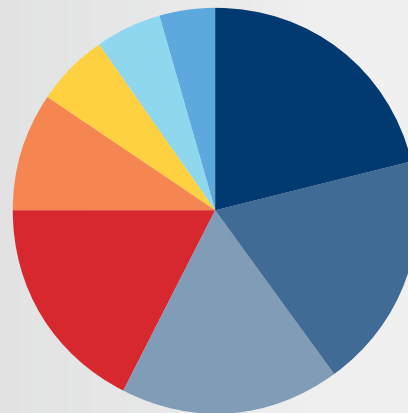
This year, the team participated in the Hooked On Books Program at the NEIGHBORHOOD ART HOUSE as well as serving lunch and decorating for the holidays at the ERIE CITY MISSION.

## 696

**MEMBERS**

## 43,320

**EMPLOYEES**



- 100 to 199 Employees 4.3%
- More than 200 Employees 5.2%
- 50 to 99 Employees 6.0%
- 26 to 49 Employees 9.3%
- Young Professionals 17.5%
- 10 to 25 Employees 17.7%
- 1 to 3 Employees 18.7%
- 4 to 9 Employees 21.3%

*Referrals* ONLINE MEMBERSHIP DIRECTORY REFERRALS

## 1,243,140

**AVG. 781 REFERRALS  
PER MEMBER**

## 34,313

**DIRECT CONTACTS LOGGED  
IN MEMBER DATABASE**

## Events

**59** **2,879**

**IN-PERSON  
EVENTS**

**IN-PERSON  
ATTENDEES**

2022 Special Mentions:

**12 RIBBON CUTTINGS**

**PENNSYLVANIA LEGISLATIVE BLACK CAUCUS**

**PENNSYLVANIA CHAMBER LEADERSHIP**

**CANADIAN CONSULATE GENERAL**



### PITTSBURGH BUSINESS TIMES FEATURE

The Erie Regional Chamber partnered with the Pittsburgh Business Times to provide members with unique access to the Pittsburgh business community. The Pittsburgh Business Times included a 12-page special edition about Erie in the June publication.

**15,648** **SOCIAL MEDIA  
FOLLOWERS**



**5,200**  
**FACEBOOK**



**2,351**  
**LINKEDIN**



**3,212**  
**INSTAGRAM**



**4,885**  
**TWITTER**

## Emails & Newsletters



**6,177**  
**SUBSCRIBERS**

**261,146**  
**EMAILS SENT**





## ERIE HOMECOMING

Erie Homecoming is the region's largest event about all things Erie including the regional economy, investment opportunities, and projects transforming the community. Attendees connect with local leaders and community advocates during engaging conference sessions, collaborative conversations, and immersive experiences.

### 2022: LEVERAGING ERIE'S ASSETS RIGHT HERE, RIGHT NOW

Over 350 people attended Erie Homecoming in person for a comprehensive overview on leveraging Erie's assets for business success. Throughout the two-day event, over 50 organizations educated and informed the audience about resources available to regional businesses. Local businesses that either make or build products in Erie lined the corridor to welcome all before gathering in the ballroom for the main event.

The first day kicked off with Erie native Josh Knauff from Boston Consulting Group, who shared his perspective as a global consultant on Erie's opportunity to grow and prosper.



THE 2022 COMMUNITY TOUR INCLUDED A STOP AT ERIE MALLEABLE IRON (EMI) FOR A BEHIND-THE-SCENES LOOK AT THE PLANT'S REDEVELOPMENT.



### ERIE'S EMERGING LEADERS

*This year, the Erie Regional Chamber and Young Erie Professionals hosted the first-ever young professionals conference as part of Erie Homecoming. Representative Ryan Bizzarro from the Pennsylvania House of Representatives shared insights into civic engagement and community leadership followed by sessions on networking and also diversity, equity, and inclusion in the workplace.*

During the Women in Leadership panel, we were joined by two of Pennsylvania's most prominent women leaders – Neeli Bendapudi, president of Penn State University, and Cynthia Hundorfean, president and chief executive officer of Allegheny Health Network. Both women offered their candor, insights, intelligence, and positive energy about inclusive leadership, breaking glass ceilings, navigating uncharted territory, and how their respective institutions view the Erie opportunity.

Erie's heart and soul – its cultural and community organizations – began the second day, demonstrating our community's vibrancy, "big city" vibe, and the truly world-class quality of place amenities within our region. Attendees learned ways to actively engage, invest, and collaborate in Erie's success through private, public, and philanthropic channels. Featured opportunities included the Erie Regional Chamber's newly-formed angel investment fund, multiple giving opportunities through the Erie Community Foundation, and project support and awareness regarding Infinite Erie's playbook for inclusive growth.

# CELEBRATION OF EXCELLENCE

The 2022 Celebration of Excellence continued the tradition of honoring businesses that demonstrate a commitment to progress. Over 200 guests gathered together outdoors for a beautiful evening on our picturesque bayfront at the Erie Yacht Club.

## 2022 AWARD RECIPIENTS



The **Louis. J. Tullio Community Service Award** is bestowed upon an individual or organization with a legacy of commitment to going above and beyond on behalf of the Erie community. It recognizes those who have a demonstrated legacy of outstanding service using their abilities, resources, and energies to sustain the Erie community's values, build on its needs, and promote its defined goals and visions.

**Winner:** *Linda Stevenson, ATHENA Erie*



The **Small Business Award** recognizes a breakout new business or existing small business champion committed to collaboration and mentorship within the small business community. The recipient contributes to the community's economic health through exceptional business practices and customer service, demonstrates a high level of community involvement, and has a consistent record of strong employee relations and dedication to developing their company culture.

**Winner:** *Monacella Massage & Kinesiology*



The **Forward Award** honors the achievements of local businesses building a world-class workforce by recognizing best practices in workplace flexibility, recruiting, retention and development. Recipients demonstrate an attitude of excellence and outstanding achievement through creative solutions and excel in supporting and reinforcing the values of their company.

**Winner:** *Carl Nicolai, PSNERGY*



The **Young Professional of the Year** celebrates the accomplishments of a highly motivated individual, emerging leader from Young Erie Professional's membership, who has shown excellence, creativity, and initiative within their profession and acts as a role model to their peers.

**Winner:** *Amanda Duncan*

*For more details about the event and this year's honorees, visit [www.eriepa.com](http://www.eriepa.com).*





## ERIE AMBASSADORS

The Erie Ambassador program is designed to give community professionals a “behind the scenes” look at where Erie has been historically and what’s taking place to move Erie forward into the future. This popular program was put on hold through the pandemic and 2022 was the year we kicked it back into full swing!

The program filled quickly with 27 excited Erie County professionals and residents eager to learn about all things Erie. Our sessions were diverse, unique, and offered an in-depth perspective on Erie’s history, heart, and opportunities on the horizon.

This year’s cohort began with an orientation to understanding chambers of commerce and how the Erie Regional Chamber is leading Erie’s economic evolution. Pete Zaphiris from Great Lakes Insurance shared his personal story and “Why Erie” and gave a sneak peek at his development plans for the 1128 State Street building and other downtown properties. The Erie County Historical Society hosted our next session to better understand our community’s past before the Erie Ambassadors got a glimpse of what the future holds with the Erie Downtown Development Corporation.

Erie Ambassadors also toured Wabtec and Great Lakes Automation to get a peek inside one of our leading industries – manufacturing – and what it means for Erie. Erie Ambassadors 2022 experienced something new – a road trip! The group toured around Corry, exploring the region and positive economic momentum happening throughout the county. Special thanks to chamber members Erie Metropolitan Transit Authority for transportation and Impact Corry for sharing your insights on the Corry community.

*Registration for Erie Ambassadors 2023 opens in January.*



# Powerful leadership

We believe in working together to build a stronger community for all.



**Penelec**<sup>®</sup>  
*A FirstEnergy Company*



Launched in 2019, Erie Forward is the chamber's five-year economic development initiative designed to recruit, attract, expand, and retain businesses in a manner that ensures economic development throughout the region meets the interest and needs of a diverse population and creates opportunities that lay a foundation for sustainable economic success for generations to come. Erie Forward encompasses five pillars of success: existing industry support and entrepreneurship; workforce development and talent attraction; new business attraction and investment; quality of place, advocacy, and sustainability; and regional competitiveness and collaboration.

Our team at the chamber wholeheartedly believes our work contributes to bringing this vision to life and it is our collective responsibility to assure our economy can provide for the wealth and well-being of all our citizens. Erie Forward provides us with a thoughtful and thorough blueprint to guide that process and be the stewards of curating and sharing our community's collective success in economic development.

## *2022 Progress Towards Erie Forward Goals*

**450  
JOBS**

**IN SIX TARGET  
INDUSTRIES**

### **2,000 NET NEW JOBS IN SIX TARGET INDUSTRIES**

The Erie Regional Chamber and Growth Partnership remained committed to creating 2,000 net new jobs in the Erie MSA by the close of 2024. Despite a global pandemic, the regional economy had a net gain of 450 jobs within the six target industries. While modest, most sectors have shown net gains except for manufacturing and tech/digital/gaming. It should be noted that the total workforce in the Erie County MSA shrunk by 2,300 since 2020. This trend is not new and remains an area of primary concern to the economy's long-term prosperity.

## 250 ANNUAL BUSINESS RETENTION AND EXPANSION VISITS TO SUPPORT EXISTING BUSINESS

ERCGP is on target to hit its goal of 250 business outreach visits – where we find out firsthand a business's most pressing needs and directly connect them to programs and resources that can best help. As a result of these visits, the chamber identified workforce and access to capital as the top two issues facing our regional business community. Workforce needs span all industry sectors while capital is still needed to help recover from 2020 and 2021 as well as for facility and equipment investments to address growth demands.

**250**  
BUSINESS  
OUTREACH VISITS

**\$1B**  
PLANNED  
INVESTMENT

## \$250 MILLION CAPITAL INVESTMENT

The capital investment goal of \$250M over the five-year Erie Forward plan has been exceeded by a wide margin. Executed, underway, or planned investment is more than **\$1 billion** by multiple anchor institutions and businesses throughout the community. Total capital investment across all sectors since 2018 is approaching \$2 billion. Many of these investments will help to meet the goal of achieving a 2% increase in Erie County's industrial and commercial tax base.

## SUCCESSFUL CONSTRUCTION OR PROGRESS TOWARDS FIVE PROJECTS IN OPPORTUNITY ZONES

To date, there have been four Opportunity Zone investments – representing 80% completion towards this goal within Erie Forward. Several other investments are being considered and the Erie Regional Chamber is optimistic that those projects will close in early 2023.

**4**  
OPPORTUNITY  
ZONES  
INVESTMENTS

## FACILITATE CREATION OF FIVE NEW SPEC SITES AND BUILDINGS TO GO TO MARKET

The Erie Regional Chamber continues promoting Erie with site selectors and national real estate development firms at conferences, meetings in major metros with Pennsylvania's Department of Community and Economic Development, and in one-on-one meetings. However, the lack of spec buildings and ready-to-go sites for development remains a major constraint regarding business attraction. The Erie Regional Chamber is committed to working with local partners to bring this goal to fruition.

## ERIE FORWARD INVESTORS

AHN Saint Vincent Hospital  
Altair Real Estate Services  
American Tinning & Galvanizing Company  
Arent Fox LLP  
Associated Clinical Laboratories  
Bayada Pediatrics  
City of Erie  
CMIT Solutions of Erie  
Community Health Net  
County of Erie, Government  
Curtze Food Service  
Decision Associates  
Encompass Health  
Rehabilitation Hospital of Erie  
Erie County Community College of PA  
Erie Federal Credit Union  
Erie Homes For Children & Adults, Inc.  
Erie Insurance Group  
Erie VA Medical Center  
Erie Water Works  
ERIEBANK  
Gannon University  
Great Lakes Automation Services, Inc./AMI  
Greater Erie Economic  
Development Corporation  
Griffith Properties  
Industrial Sales &  
Manufacturing Company  
Insurance Management Company  
JET 24, FOX 66 & YourErie.com  
Knox McLaughlin Gornall  
and Sennett, P. C.  
Lakeshore Community Services, Inc  
MacDonald, Illig, Jones & Britton, LLP  
Marquette Savings Bank  
McCormick Structural Systems, Inc.  
McInnes Rolled Rings  
Mercyhurst University  
Millcreek Township  
National Fuel Gas Distribution Corp.  
Nightingale Nursing and  
Rehabilitation Center  
Northwest  
Penelec - First Energy  
Penn State Erie, The Behrend College  
PennWest University  
Perry Construction Group Inc  
PNC Financial Services Group  
Reed Manufacturing Company  
Scott Enterprises  
Smith Provision Company, Inc.  
Summit Township Supervisors  
Team Hardinger  
The Erie Community Foundation  
Transportation Solutions  
Uber Technologies, Inc.  
ValueMomentum Inc.  
VisitErie  
Widget Financial



## CORE FUNCTION BUSINESS ATTRACTION

### ➤ SERVICES PROVIDED

The Erie Regional Chamber serves as a central entry point for prospects looking to grow their business. Prospects looking at Erie as a possible location come from a variety of sources: existing companies in Erie, Governor's Action Team, site selection consultants, national real estate brokers, and directly from companies. All prospects are reviewed through the lens of the stated requirements of the prospect – acres needed, new or existing facility size, utility requirements, specialized assets needed (air service, rail line, port access), labor force needs, and more. Some prospects requirements cannot be met by Erie. For those where we can meet their needs, the Chamber works with land and building owners, real estate brokers, public officials, and local developers to share available assets with the prospect for consideration.

### ➤ BUSINESS BENEFITS

Contrary to popular opinions about economic development, over 90% of the work is focused on business retention and expansion and new business start-ups because they are already here. Taking care of existing businesses and growing new is the most cost effective spend in economic development. However, business attraction is essential to diversify Erie's economy and potentially land employers who can immediately create 25-100 jobs (or more). The greatest business attraction success in Erie's history was landing General Electric (now Wabtec) over 110 years ago — a success that transformed lives and our community in many ways. Business attraction complements existing industry — not to replace it — to create a dynamic economy.

"[Our meeting in Cleveland] went really well. All the companies appreciated getting to know more about Erie, the developments underway, candor about opportunities and challenges, your collaborative approach to economic development, and positive approach to working with developers."

**Dennis Burnside**  
Vestian Global Workplace Solutions

## QUESTIONS?

**CONTACT JACOB ROUCH**  
*Vice President, Economic Development*

## 2022 Highlights

### **IN 2022, THE CHAMBER FIELDDED 38 INQUIRIES FROM PROSPECTS AND WERE ABLE TO SUBMIT EIGHT SITES AND/OR BUILDINGS FOR CONSIDERATION.**

The region's ability to attract businesses continues to be hampered by the limited number of ready-to-go building sites and available facilities. This challenge was highlighted by Dennis Burnside and Scott Pollock of Vestian Global Workplace Solutions – site selection professionals based in Cleveland, Ohio. During our April Erie Forward briefing, Dennis and Scott amplified the need to have ready-to-build sites and/or existing space (speculatively built or vacant) to get into the consideration set for companies looking to grow or relocate. A ready-to-go build site means a site with all infrastructure and zoning in place with a single landowner. The lack of land and buildings for business attraction was noted as a top challenge in May 2019 in the Garner Economics' Competitive Realities Report and Targeted Industry Strategy commissioned by the Erie Regional Chamber. To address the site and building limitation, business, community, and political leaders need to begin discussing innovative pathways for a dedicated income stream to address our region's economic development infrastructure.

In June 2022, Burnside and Pollock coordinated a day of meetings in Cleveland between leadership from the Chamber and Erie County Redevelopment Authority,

and three development firms in Cleveland. These meetings amplified the need for on-going outreach to our most immediate market to ensure that Erie is on their radar screen for investment opportunities and consistently share available land and buildings to these developers for consideration.

In March 2022, the Chamber attended the Annual Conference of the Site Selector's Guild – an organization comprised of the top 40 site selectors in the country. This event is attended by state, regional, and local economic development officials, private sector companies, and service providers from around the United States for education and networking.

The Chamber joined with the Secretary of the Pennsylvania Department of Community and Economic Development (DCED) and head of the Pennsylvania Governor's Action Team at three Pennsylvania site selector events held in Dallas (March 24th), Chicago (July 26th), and Atlanta (September 14th). These three events enabled Erie to introduce its competitive opportunities to over 25 different site selection professionals and firms throughout the country alongside Philadelphia, Pittsburgh, Scranton, and the Lehigh Valley.



## CORE FUNCTION

**STARTUPS & ENTREPRENEURSHIP****➤ SERVICES PROVIDED**

The Erie Regional Chamber provides three avenues for entrepreneurship to thrive in Erie: the FIRE Accelerator, ICE Angel Education program, and the ICE Angel Fund. Each component strengthens the entrepreneurial ecosystem by attracting businesses, educating potential angel investors, and providing a mechanism to deploy investments to local entrepreneurs.

The FIRE Accelerator is an annual 10-week global business accelerator program where participating companies receive tailored curriculum, funding, mentorship, and strategic networking.

Both the ICE Education Program and the ICE Angel Fund are driving new avenues for generational wealth-building and strategic investment for Erie residents. The program is open to anyone interested in learning more about angel investing. It is taught by national thought-leaders and investors who stay current on trends and what's hot in the market.

**➤ BUSINESS BENEFITS**

A thriving regional economy creates direct and indirect economic impact across the board. The Erie Regional Chamber's entrepreneurship programs bring new technology and talent to Erie while supporting new business growth. Additionally, programs like ICE Education impacts how business owners think about strategic investments professionally and personally. It drives innovation in established industries by spurring new verticals.

ICE Angel Fund will be an avenue for individuals to make strategic investments to build personal wealth with social and economic impact. The fund will provide capital to local entrepreneurs and businesses.

"The Fire Accelerator has provided us with the funding that is allowing us to hit our development goals for the year. Besides the funding, they have been really helpful in making business connections and mentoring so that we can grow and be successful."

**Edwin Williams**  
ZenHammer

"ICE is creating a culture of investment within the Erie entrepreneurial ecosystem by providing world class, unbiased and timely information to help increase the number of smart investors and surface real opportunities to make a positive economic impact."

**Brian Slawin**  
Ben Franklin Technology Partners

**QUESTIONS?**

**CONTACT JORDAN FULLER**  
*Director, Entrepreneurship*



## 2022 Highlights

### OVER THE LAST YEAR, THE ERIE REGIONAL CHAMBER'S EFFORTS TO EXPAND ERIE'S ENTREPRENEURIAL ECOSYSTEM HAVE GARNERED TREMENDOUS MOMENTUM.

The **2022 FIRE Accelerator** focused on data analytics and business intelligence, which is a subset of two target industries – digital/tech/gaming and advanced business services. This year's cohort was the most diverse cohort in the program's history; seven companies are led by underrepresented populations in technology and the age range of participating founders is from 23 to 64 years old. The program attracted national and global interest with founders hailing from Virginia, New York, Nebraska, New Jersey, Missouri, Connecticut, North Carolina, Washington, Oregon, Pennsylvania, Wisconsin, Belgium, South Korea, and Canada. The 2022 cohort attracted over 75 regional entrepreneurs and investors to its annual Demo Day reception.

The **FIRE portfolio** includes 32 companies from around the world that have completed the FIRE Accelerator program. In total, the companies have

raised over \$100 million in follow on funding and over \$60 million in revenue across the portfolio. Additionally, half of the portfolio companies established or expanded a business presence in Erie.

In partnership with the Angel Capital Association, the Erie Regional Chamber launched and completed the first cohort of the **ICE Angel Education** program less than a year after receiving a federal grant to continue building Erie's entrepreneurial ecosystem. Twenty-six program participants received seven weeks training on the basics of angel investing. Courses were taught by world class instructors with decades of experience leading some of the highest performing angel funds in the United States.

In partnership with the Appalachian Investors Alliance, the Erie Regional Chamber is leading a group of community and business leaders through the process of starting Erie's first angel fund – **ICE Angel Fund**. The goal of the fund is to support and attract entrepreneurs to the Erie region as a bookend to its accelerator program and other regional investment opportunities.



## CORE FUNCTION **WORKFORCE DEVELOPMENT**

### ➤ SERVICES PROVIDED

The Erie Regional Chamber works with regional employers to successfully identify and manage talent pipelines by bridging gaps between community, industry, and service providers. By doing so, the chamber works to create viable and sustainable talent pipelines into our six target industries. One way we do this is by navigating the workforce development delivery system on behalf of the business and making the right connections to the best partners who can provide on-the-job training or similar services.

### ➤ BUSINESS BENEFITS

The Erie Regional Chamber keeps a pulse on the most pressing employer and industry needs so that we can proactively address labor force challenges or accelerate growth opportunities in the future. When businesses are open to partnering with the chamber on this journey, we're able to create a holistic approach to workforce development ensuring businesses are prepared for the workforce of the future. ERCGP can then provide organizations with end-to-end solutions for their workforce needs, ensuring the sustaining growth and probability of regional businesses, while providing a comprehensive pipeline to regional talent—a key component to attracting businesses.

"I appreciate the work the Erie Regional Chamber is doing to address workforce development in manufacturing by approaching unidentified talent pools and educating not only possible partners but also educating employers."

**Jim Willats**  
Co-Founder and President  
Machining Concepts

## QUESTIONS?

**CONTACT SEAN LYONS**  
*Workforce Development Specialist*

## 2022 Highlights

In 2022, the Erie Regional Chamber added a full-time workforce development specialist to focus on navigating the workforce development delivery system on behalf of local businesses. This past year, ERCGP focused on advanced manufacturing – one of its six target industries identified in Garner Economics Competitive Realities and Target Industry Strategies Report – to address key challenges and opportunities facing the industry.

In January, an existing group of manufacturers – the Erie Regional Manufacturing Partnership – merged with ERCGP to tackle the ongoing workforce development challenges within the industry.

The chamber also played a role in the Erie County Community College coming to fruition and continues to connect industry to educators for aligned curriculum and career pathway opportunities. In 2023, the first program – Industrial Maintenance Curriculum – is slated to launch as a result of these efforts.

Additionally, the Erie Regional Chamber hosted a manufacturing employer panel to provide potential employees a candid view into modern-day manufacturing. In partnership with Erie Together, ERCGP worked to elevate advanced manufacturing to recent college graduates and current high school juniors and seniors who have decided to not pursue a traditional four-year degree.

Most recently, the Erie Regional Chamber held its first-ever industry-specific job fair for manufacturing, attracting over 100 attendees to make a move to manufacturing. The fair also highlighted service providers who work with local employers regarding on-the-job training, apprenticeships, ongoing education, and more.





## CORE FUNCTION GOVERNMENT AFFAIRS

### ➤ SERVICES PROVIDED

The Erie Regional Chamber and Growth Partnership advocates for common sense business advancements within local, state, and federal government. We serve as a conduit and a tool to bridge the gap between the business community, elected officials, and government entities regarding daily business operations issues like zoning and regulations to advocating for policy changes on Capitol Hill. Through regular outreach to elected officials, participation in public meetings and key community conversations, and service to a variety of community service groups, the chamber maintains a pulse on the most pressing issues facing our community.

### ➤ BUSINESS BENEFITS

Through our advocacy role, the Erie Regional Chamber serves as the cohesive voice for the business community. We strive to help members understand and navigate the ever-changing government landscape and its effect upon the business community, saving our members time and resources. We constantly engage and maintain relationships with elected officials so that we can trade goodwill on behalf of our members when issues arise that may be standing in the way of business progress. Maintaining positive, on-going relationships with government officials at all levels is done to both communicate the business community's priorities, but also to help solve problems and build better business and government relations. Working together more constructively will help build a public-private partnership that be more efficient and aid in business retention, expansion, and attraction.

"The Erie Regional Chamber and Growth Partnership has been very helpful to my business as we contract with the Pennsylvania Department of Education, PennDOT, and the federal government. As small businesses, we many times do not have access to politicians and are not heard individually; the chamber has embraced their role representing all businesses in Erie County to elected officials and I am happy to know they are continuing their work with all levels of governmental bodies for the well-being of all businesses in Erie County."

**Brenda J. Bennett, LPI, CDRS**  
President  
Transportation Solution

"The Canadian Consulate has long counted the Erie Regional Chamber and Growth Partnership as a friend and ally to Canada. It is a partner and conduit for expanding trade between Erie and Canada. The staff is highly professional, responsive, and engaged. When we suggest a collaboration, ERCGP goes above and beyond to make it happen."

**Linda Soltis**  
Trade Commissioner  
Consulate General of Canada in NY

"The PA Chamber of Business and Industry is lucky to have a partner like the Erie Regional Chamber and Growth Partnership. Their team works with our team to ensure that their members are informed and able to articulate important issues to their state officials. This partnership ensures that Erie's voice in Harrisburg is strong and effective."

**Bill Miller**  
Senior Member Executive  
Pennsylvania Chamber

## QUESTIONS?

**CONTACT CURTIS JONES, JR.**  
*Director, Governmental Affairs*

## 2022 Highlights

The Erie Regional Chamber and Growth Partnership began the year working to understand the American Rescue Plan funding opportunities as a means to accelerate community projects forward. Concurrently, the Erie Regional Chamber worked together with Bruce Katz and Florian Schalliol of the Lindy Institute for Urban Innovation at Drexel University, and several other Erie County partners, to build out the framework for what is now Infinite Erie. The Erie Regional Chamber remains involved in the governance and execution of Infinite Erie – the organization charged with organizing the implementation of Erie’s investment playbook -- as well as securing public and private sector funding for projects and initiatives that can improve our region’s competitiveness and quality of life.

Throughout the year, the Erie Regional Chamber was honored to host esteemed guests from across the Commonwealth and beyond. Each engagement created an opportunity for us to highlight the best of

Erie while addressing key areas for Erie’s economic advancement. We deeply appreciate the time each of the following dignitaries took to learn more about Erie, the chamber, and the regional business community:

- **CANADIAN CONSULATE GENERAL ANDRE FRENETTE**
- **REPRESENTATIVE JOANNA McCLINTON, HOUSE DEMOCRATIC LEADER**
- **REPRESENTATIVE DONNA OBERLANDER, REPUBLICAN MAJORITY WHIP**
- **REPRESENTATIVE JORDAN HARRIS, DEMOCRATIC WHIP**
- **PENNSYLVANIA BLACK CAUCUS**
- **MARISA LAGO, U.S. UNDER SECRETARY OF COMMERCE**
- **DR. MEHMET OZ, REPUBLICAN CANDIDATE FOR U.S. SENATE**



## CORE FUNCTION

**BUSINESS OUTREACH**➤ **SERVICES PROVIDED**

At its core, the Erie Regional Chamber facilitates connections between businesses to foster economic growth. The chamber's business outreach program is designed to plug businesses directly into resources that can meet their needs regardless of business size. After a business outreach visit, our team makes referrals to business, strategic partners, and federal, state, and local businesses that can assist with: capital and business financing; workforce development; growth and support services; entrepreneurship and innovation; and land and building needs. Think of the chamber as an extension of your team – a business concierge to find solutions to obstacles or opportunities.

➤ **BUSINESS BENEFITS**

Sometimes the biggest challenge for any small business is not identifying needs, but rather knowing where to go for that assistance and what to ask for. Working through the economic development system to get support without interrupting business operations can be difficult and overwhelming. After an outreach visit, the Erie Regional Chamber team handles referrals to the right resources directly – keeping your resources focused on your business. This complimentary service saves business owners valuable time otherwise wasted trying to navigate a complex economic development ecosystem.

"The Erie Regional Chamber is a leading component to the community and small businesses. The chamber teams has been a great asset to my business. They have connected me with partnerships and collaborations. I came to them with a vision of expanding my business and within days they profoundly played a huge part in securing a commercial space and collaboration to help me and my business grow. I highly recommend meeting with the chamber team to help link you to great resources, networking opportunities and bridge the gap so that your business excels."

**Mary Euell**

Owner

Barbs Family Learning Group Daycare LLC

**QUESTIONS?**

**CONTACT KRISTEN KARRFALT**

*Director, Business Outreach*



## 2022 Highlights

Every year, the Erie Regional Chamber strives to meet with a minimum of 250 regional businesses to understand their greatest challenges, opportunities, and needs. This year was no exception. Over the course of the year, the Business Action Team traversed the county to meet with businesses from all industries and sizes to gauge the ongoing impact of the global pandemic and the most immediate needs of the regional business community. The top two concerns facing businesses continue to be workforce challenges and needing additional access to capital. Businesses willingness to share challenges and opportunities offers invaluable insight to the chamber team to advocate, educate, and identify resources to assist businesses in high priority areas.

Since 2019, the Erie Regional Chamber has conducted an annual community road show. The team works remotely over the course of several weeks within communities across the county to provide immediate and direct assistance to any business. To date, the initiative has connected over 50 businesses to local resources previously unknown to their organizations.

As a result of 2022 business retention and expansion visits, the chamber team took over 750 actions as a result of business outreach visits including but not limited to resource referrals, information sharing, introductions to providers, and more. These actions have generated new sales, certifications, contract opportunities, board fulfillment, business expansions, and more throughout the region.

# 750

**BUSINESS  
ACTIONS ITEMS**

# 250

**BUSINESS  
OUTREACH VISITS**



## CORE FUNCTION

## MEMBER BENEFITS

## ➤ SERVICES PROVIDED

Chamber membership is an investment in Erie's prosperity. Becoming a member indicates a company's commitment to creating a vibrant and sustainable regional economy. Make the most of membership with benefits like:

- Direct referrals and connections to business leaders
- Continuing education with regional subject matter experts
- Promoting business to drive sales and new customers
- Marketing your organization to raise awareness
- Gaining new skills and training
- Tailored workforce and business operations solutions
- Participating in discount and affinity programs

## ➤ BUSINESS BENEFITS

Our community's growth depends on diverse industries coming together to make dynamic business environments. Your continued commitment to the Erie Regional Chamber enables us to stimulate the local economy as well as advocate for pro-business climate and policies with our elected officials. Members gain insight to important issues impacting the community and gain a seat at the table to solve regional challenges for continued business success.

"Being a chamber member introduced me to like-minded business leaders eager to discuss challenges and opportunities in business. I'm also exposed to businesses I'd never know about otherwise. It's been an incredible value professionally and personally and an extremely worthwhile investment."

**Adam Baker**  
Strategic Partner  
Schooley Mitchell

"As part of the Erie Community for over 125 years, Northwest Bank is dedicated to supporting and advancing the community we serve. The Chamber's work and support of local businesses and economic development through provided resources are an integral piece of Erie's future and success."

**Anita M. Kuchcinski, Northwest**  
Senior Vice President, Erie Commercial  
Market Executive

## QUESTIONS?

**CONTACT GABRIELLE CATRABONE**  
*Business Development Manager*

## 2022 Highlights

The Erie Regional Chamber welcomed 118 new members from all industries and business sizes, bringing total membership to almost 700 organizations.

The team welcomed a new business engagement manager to elevate relationships with existing members and business throughout the region. We also expanded opportunities for businesses to get engaged through our morning meet and greet events and increased member marketing via the Business Spotlight with WPSE Money Radio, Giving You The Business with Erie News Now, and Buzz Podcast with the NWPA Innovation Beehive.

The chamber remained committed to offering member-benefit programs – like the Pennsylvania Chamber's Local Chamber Cooperative Program, World Kinect Energy Services, and MyBenefits Advisor – while exploring cutting-edge partnerships like Werkberry – the AI-driven hiring platform for small business. Members using Werkberry attracted over 4,400 candidates to 227 job openings of which 154 candidates were hired at various local businesses.

# 118

**NEW MEMBERS**

# 696

**TOTAL MEMBERS**





## CORE FUNCTION EVENTS

### ➤ SIGNATURE EVENTS

#### **ANNUAL GOLF OUTING**

Tee-off for a day of networking, connections, and great conversation.

#### **ANNUAL MEETING**

Gather with fellow members to conduct the “business” of our business, reflect on the year’s success, and set the course for the year to come.

#### **CELEBRATION OF EXCELLENCE**

Celebrate local businesses and leaders who go above and beyond during our annual awards dinner.

#### **ERIE HOMECOMING**

Dive into engaging, immersive experiences, networking, and more during the region’s largest business event about the regional economy, investment opportunities, and community transformations.

#### **MEMBER APPRECIATION EVENT**

Enjoy an evening on the bay as a small token of our appreciation for your membership investment in the chamber and all you do for the Erie community.

### ➤ QUARTERLY PROFESSIONAL DEVELOPMENT

#### **ATHENA SPEAKS**

In partnership with ATHENA Erie, ATHENA Speaks is a women’s empowerment guest speaker series to develop, support, and honor women leaders.

#### **DIVERSITY IN ACTION**

Develop, embrace, and implement diversity, equity, and inclusion in the workplace with leading local and regional experts.

#### **LUNCH AND LEARNS**

Improve your business during 20-minute power lunch webinars with local areas subject matter experts.

“I strongly recommend attending Erie Regional Chamber and Growth Partnership events. As a 33-year sales professional these events offer the best networking opportunities. I have made new contacts, found new vendors, and would like to say made a few friends along the way.”

**Chuck Alessi**  
Ford Office Technologies

“As a business owner in downtown Erie, it’s vital to cultivate connections with the community. The Chamber provides multiple events that deepen relationships between businesses. I love the variety and always meet someone new!”

**Missy Hitz**  
Owner, Monacella Massage  
& Kinesiology LLC

## QUESTIONS?

**CONTACT COLLEEN GROSS**  
*Director, Events and Programs*

## ➤ NETWORKING EVENTS

*One of the greatest values of chamber membership is the ability to directly connect with other area businesses. Networking leads to collaboration, mentorship, interesting discussions, referrals, and an overall ability to better understand the Erie business landscape. As the old business adage goes “people do business with those they know, like, and trust” . . . and the best way to begin building relationships is through quality networking opportunities.*

**BUSINESS AFTER HOURS** is the premier networking event for companies interested in doing business within the greater region.

**BUSINESS AND BREWSKIS** is designed with the introverted professional and small business owner in mind. Speed networking maximizes attendees’ ability to make multiple quality connections at one time.

**CONNECT FOR COFFEE:** Enjoy a cup of coffee while connecting with fellow businesses across industries. All attendees give a two-minute pitch about their organization.

**MEET AND GREETs:** Learn how to maximize Chamber membership, hear more about the Chamber and the many ways you can get involved.

## ➤ PROGRAMS

*As champions and advocates of the Erie business community, we know that constantly learning is a crucially important part of owning and operating a business. Finding new information that can help business owners address challenges and enhance existing skills is the best way to ensure business growth and longevity. The Erie Regional Chamber also provides program formats including, but not limited to webinars, in-person seminars, quarterly series, and multi-week courses. The educational programs offered by the Chamber are focused on helping local businesses address stumbling blocks and barriers to growth to ensure a more vibrant economy for years to come.*

### **ERIE AMBASSADORS**

Go “behind-the-scenes” at regional companies, tour the community, and experience hidden gems that make Erie a great place to live, work, and play.

### **LEADERSHIP ACADEMY**

Sharpen your skills during a 12-month professional development opportunity for emerging leaders and career-minded professionals. Program graduates are encouraged and supported in pursuing open positions on regional boards, authorities, and other community-based organizations.



# 2023 EVENTS CALENDAR

## JANUARY

Chamber Meet and Greet  
Workshop: An Introduction to Werkberry

## FEBRUARY

Business and Brewskis Speed Networking  
Leadership Academy Launch

## MARCH

Connect for Coffee  
Chamber Meet and Greet  
Erie Ambassadors Kick Off  
Industry Job Fair

## APRIL

**CELEBRATION OF EXCELLENCE - 4/13**  
Business After Hours  
Workshop: Introduction to Werkberry

## MAY

Erie Ambassadors Graduation  
Connect for Coffee  
Business and Brewskis: Speed Networking

## JUNE

**ANNUAL MEMBER- GUEST  
GOLF OUTING - 6/12**  
Diversity In Action, Session One  
Industry Job Fair

## JULY

8 Great Tuesday Member Appreciation  
Diversity In Action, Session Two

## SEPTEMBER

Chamber Meet and Greet  
Workshop: Introduction to Werkberry

## OCTOBER

**ERIE HOMECOMING - 10/5 & 10/6**

## NOVEMBER

Diversity in Action  
Community Career Day  
Workshop: Introduction to Werkberry

## DECEMBER

**ANNUAL MEETING - 12/5**  
Diversity in Action, Session Three  
Leadership Academy Graduation

*Visit [www.eriepa.com](http://www.eriepa.com) for the latest event details and registration. Dates are subject to change.*





# Here for our community, today and tomorrow.



## Locations

2035 Edinboro Road | 2302 West 12th Street

2615 Asbury Road | 101 West 10th Street | 5723 Buffalo Road

Member FDIC

**ERIEBANK**<sup>®</sup>  
A division of CNB Bank

1-888-822-2990

[www.ERIEBANK.bank](http://www.ERIEBANK.bank)



# LET'S TALK

If you are seeking legal services, we should have a conversation about:

- How we strive to achieve each client's objectives
- How we invest in our people
- How we are thought leaders
- How our firm has grown to a diverse staff of over 90
- How we have convenient office locations in Pittsburgh, Erie and North East, Pa., and Jamestown, N.Y.
- How we've been recognized nationally
- How we serve our communities
- How we have worldwide capacity

Let's talk. Call us at **814-459-2800**. Or visit [kmgslaw.com/LetsTalk](http://kmgslaw.com/LetsTalk) to learn more.



**LAW**<sup>™</sup>  
Lawyers  
Associated  
Worldwide

 **KnoxLaw**

**Knox McLaughlin Gornall & Sennett, P.C.**

Erie | North East | Pittsburgh | Jamestown, NY  
814-459-2800 | [www.kmgslaw.com](http://www.kmgslaw.com)

## Thank you to our 2022 track sponsors!

Your engagement with the Erie Regional Chamber created opportunities for Erie's business community to network, learn from subject matter experts, advocate for economic policy for a vibrant economy, and access resources necessary to excel in Erie. Your investment in the chamber is an investment in our community, its people, and Erie's future. Thank you for your commitment to the evolution and progress happening in our hometown.

**AWARENESS  
SPONSOR**



**ACCESS  
SPONSOR**



**ADVOCACY  
SPONSOR**



# THE NEXT STEP TO SUCCESS

A little help goes a long way. Our business loan options are built to help you reach your goals.

Equipment  
Loans

Lines of  
Credit

Business  
Banking

Get customized business solutions from our experts.  
Northwest.com

Subject to credit approval.  
Only deposit products offered by Northwest Bank are Member FDIC. 



 **Northwest Bank**  
For what's next™



Personalized  
**MARKETING STRATEGIES to  
GROW SMART**

 **{AGENCY JEN}**  
MARKETING CHANGE MAKER

Ready to Elevate Your Marketing?

STRATEGIC MARKETING PLANS  
OUT-OF-HOUSE MARKETING DEPARTMENT  
BRAND AWARENESS CAMPAIGNS  
VISUAL BRAND DEVELOPMENT

SCAN TO BOOK A  
COMPLIMENTARY  
MEET & GREET



AgencyJen.com



# MEMBERS

As of November 29, 2022

## #

9-90 Variety

## A

### **A Compassionate Hart Massage Therapy**

A. J. Grack Business Interiors  
AAA Vending Service, Inc  
Accudyn Products, Inc.  
Achieva Family Trust  
Aflac - Drayke Karges Agency  
African American Chamber of  
Commerce of Western PA  
AG Aegis Company, Inc.  
Agency Jen, LLC  
Agnello Heating & Air Conditioning, Inc.  
AHN Saint Vincent Hospital  
**AIM National Lease**  
AIM Recycling Erie, LLC\*  
AirBorn  
Allburn Florist  
Allegheny College  
Al's Awning Shop Inc  
Altair Real Estate Services  
Altman Hall Associates  
Amazon  
Ambridge Rose Spa & Salon, Inc.  
American Cancer Society  
American Hollow Boring Company  
American Molding & Technologies  
American Red Cross  
American Tinning & Galvanizing Company  
Americans for the Competitive  
Enterprise System  
Amicangelo & Theisen, LLC  
Amthor Steel Company, Inc.  
Andover Bank  
Angelo's Salon Development Group  
Animal Ark Pet Hospital  
ApexDrop, LLC  
Arent Fox LLP  
Argyll Abbey Estate, LLC  
ARK Basement Services\*  
Armanini, Kolodychak & Basile L.L.P.  
Arthur F Schultz Company  
Asbury Woods  
Associated Clinical Laboratories  
Avalon Hotel  
Away Together, LLC\*

## B

B. F. Fields Moving & Storage  
Baldwin Brothers, Inc.  
Barbs Family Learning Group Daycare LLC\*  
Barnhart Transportation, LLC  
Bates Collision

Bayada Pediatrics  
Bayfront Benefit Solutions, Inc.  
Bayfront NATO, Inc.  
Baymont by Wyndham - Erie  
Bear DeSanctis Real Estate LLC\*  
Ben Franklin Technology Partners  
Berkshire Hathaway HomeServices  
Professional Realty\*  
Berman Bedding, Inc.  
Birkmire Trucking / Big Box Rentals  
BKD, LLP  
Black Insurance Group  
Blind Tiger\*  
Blue Pike Properties  
Blue Rock Construction, LLC  
Bob Ferrando Ford Lincoln  
Bonded Services  
**Bostwick Design Partnership**  
Braendel Services, Inc.  
Breakiron Jewelers, Inc.  
Brevillier Village  
Bridal Elegance and Cuffs Formal Wear  
Bridgeway Capital  
Bro Man's Sammiches LLC\*  
Brugger Funeral Homes & Crematory  
**Buffalo Wild Wings Grill & Bar**  
Building Systems, Inc.  
Burton Quinn Scott Cremation  
& Funeral Services, Inc.

## C

Caflich Pallet & Wood Services  
Calamari's Squid Row, Inc.  
Cali's West Catering  
Canadian Consulate General  
Career Concepts Staffing Services, Inc.  
Cathedral Preparatory School & Mother  
Teresa Academy  
Catholic Diocese of Erie  
Center for Focused Care, LLC  
Center For Organ Recovery & Education  
Chambers of Commerce Service Corporation  
Chido's Cleaners  
Child Development Centers  
Children's Advocacy Center of  
Erie County, Inc.  
Chosen International Medical Assistance  
Church and Murdock Electric  
City of Erie  
Clarion County Community Bank\*  
Clark - McKibben Safety Products, Inc.  
Clark Electric of Erie  
CMIT Solutions of Erie  
Co/LAB Lending LLC  
Cobblestone Hotel & Suites  
Cobblestone Inn & Suites  
Coldwell Banker Select, Realtors

Colony Pub & Grille  
Combined Insurance  
ComDoc  
Community Access Media (CAM)  
Community Blood Bank of NW PA  
Community Health Net  
Concrete Services Corp  
Connecto Electric, Inc  
Conte Wealth Advisors  
Contine Corporation  
Core Tactic Strategies Inc  
Corry Community Development Corporation  
Costa Financial Services  
Country Fair  
County of Erie, Government  
Courage to be Curious\*  
Courtyard by Marriott Erie Bayfront Hotel  
CPR Cell Phone Repair Erie  
**Creative Imprint Systems, Inc.**  
Crime Victim Center of Erie County, Inc.  
CT Consultants, Inc.  
Curaleaf\*  
**Curtze Food Service**  
Custom Engineering Company

## D

Dahlkemper Landscape  
Architects & Contractors  
DALRT, INC.  
DBC Remodeling & Construction  
DC Analytics\*  
Decision Associates  
Dee's Cigar Store  
Dinner Is Served By Lisa  
Disabled Veteran Solutions  
Disaster Recovery Adjusters LLC  
Diverse Erie Commission\*  
Doleski and Wolford Orthodontics, P.C.  
Donatos Pizza  
Doug Yaple Vacuum Cleaner Centers  
Dynamic Family Chiropractic

## E

E. E. Austin & Son, Inc.  
Eagle's Nest Leadership Corporation  
Early Connections  
ECCA Payroll +  
Edinboro Beverage Distributor  
Edinboro Volunteer Fire Department  
Electric Materials Company  
Electrical & Mechanical Systems, Inc.  
Encompass Health Rehabilitation  
Hospital of Erie  
Enterprise Truck Rental\*  
Environmental Remediation & Recovery, Inc.  
Epic Web Studios

Equipment Exchange Company  
 Erie Ambassadors  
 Erie Apparel  
 Erie Art Museum  
**Erie Beer Company**  
 Erie Bronze & Aluminum Company  
 Erie Cemetery Association  
 Erie City Mission  
**Erie Community Foundation**  
 Erie Construction Council, Inc.  
 Erie County Bar Association  
 Erie County Community College of PA  
**Erie County Gaming Revenue Authority**  
 Erie County Technical School  
 Erie Day School  
 Erie Downtown Partnership  
 Erie Energy Partners LLC  
 Erie Events  
 Erie Fairfield Inn  
**Erie Federal Credit Union**  
 Erie Food Tours  
 Erie Homes For Children & Adults, Inc.  
**Erie Insurance Group**  
 Erie KOA Campgrounds  
 Erie Masonic Temple  
 Erie Metropolitan Transit Authority  
 Erie Molded Plastics, Inc.  
 Erie Otters Hockey Club  
 Erie Pennzoil 10 Minute Oil Change  
 Erie Philharmonic  
 Erie Playhouse  
 Erie Press Systems  
 Erie Reader  
 Erie Regional Airport Authority  
 Erie Regional Chamber  
 and Growth Partnership  
 Erie Restoration Inc.  
 Erie Retinal Surgery, Inc.  
 Erie SeaWolves  
 Erie Technology Incubator  
 at Gannon University\*  
 Erie VA Medical Center  
 Erie Water Works  
 Erie Yacht Club  
**ERIEBANK**  
 Erie-Western PA Port Authority  
 Escape Game Erie LLC  
 Essentra Components  
 expERIEnce Children's Museum

## F

F3 Metalworx  
 Families United Network Inc.  
 Family Affair Campground  
 Famous Supply  
 FASTSIGNS

Ferrier's True Value Hardware  
 First American Title Guaranty Company  
 First National Bank of Pennsylvania  
 FishUSA, Inc.\*  
 Flagship Niagara League  
 Flexcut Tool  
 Floor Expressions By Greg Thomas  
 Flying Squirrel Erie  
 Flynn's Tire & Auto Service  
 Focus CFO  
 Ford Business Machines  
 Forest Counseling LLC

## G

Galloway Management Group LLC\*  
**Gannon University**  
 Gannon University Small Business  
 Development Center  
 Gaudenzia Erie, Inc.  
 George Winston Company, Inc.  
 Ghost Creativ, LLC  
 Giant Eagle - Regional Office  
 Glass Growers Gallery  
 Glowacki Management Company  
 Gopuff\*  
 Gordon's Butcher & Market  
 Grant Industrial Controls, Inc.  
 Gray Matter Media, Inc.  
 Great Lakes Automation Services, Inc./AMi  
 Great Lakes Case and Cabinets Company  
 Great Lakes Institute of Technology  
**Great Lakes Insurance Services Group LLC**  
 Great Lakes Metal Finishing  
 Greater Erie Board of Realtors, Inc.  
 Greater Erie Community Action Committee  
 Greater Erie Economic  
 Development Corporation  
 Greenlight of PA ,LLC\*  
 Griffith Properties  
 Grise Audio Visual Center

## H

H&R BLOCK\*  
 Hagan Business Machines, Inc.  
 Hagen History Center  
 Hammocks at Millcreek  
 Hamot Health Foundation  
 Hand Microsurgery & Reconstructive  
 Orthopedics LLP  
 Hansen's Errand Service, Inc.  
 Harrington, Inc.\*  
 HBKS Wealth Advisors  
 HealthSource Chiropractic\*  
 Heartfelt Home Healthcare Services, Inc.  
 Heatron

Heritage Elder Law & Estate Planning, LLC  
 Heritage Health Care\*

## Highmark Blue Cross Blue Shield

Hill Barth & King LLC  
 Hilling-Pfeffer Insurance  
 Historic Square Agency LLC  
 Holiday Financial Services Corp.  
 Holiday Inn Erie  
 Home Aides  
 Home Instead Senior Care  
 Homestead Mortgage  
 Honey Baked Ham & Cafe  
 Hospice Of Metropolitan Erie  
 Housing & Neighborhood  
 Development School  
 Housing Authority of the City of Erie  
 HRI Commercial Food Service  
 Hubbard-Bert Inc. Division  
 of HUB International  
 Hudson Lofts  
 Huffman Family Chiropractic LLC

## I

iHeart Media  
 Industrial Sales & Manufacturing Company  
 Insurance Management Company  
 Interim Healthcare  
 International Recycling Group  
 ITC Lake Erie Connector, LLC\*

## J

J. L. Nick & Associates, Inc.  
 James B. Schwab Co, Inc.  
 James R. Schmitt, DMD  
 Jay's Auto Wrecking, Inc.  
 JET 24, FOX 66 & YourErie.com  
 Jim Brozell Construction  
 John F. Kennedy Center, Inc.  
 John V. Schultz Co.  
 Joseph McCormick  
 Construction Company, Inc.  
 Journey to a Trauma Informed Life\*  
 JTM Foods  
 Jumpstart Early Learning Center \*  
 Junior Achievement Northwest Region Office

## K

Key Bank  
 Keystone Electric Division Zenith Systems  
 KeyStone Research Corporation  
 Kidder Architects  
 Kidder Jefferys Construction, LLC  
 Kitchen Tune-Up Erie, PA\*  
 Kiwanis Club of Erie

# MEMBERS

As of November 29, 2022

Klein Bath & Basement Systems  
**Knox McLaughlin Gornall  
and Sennett, P. C.**  
Koldrock Water Company  
Konzel Construction  
Kraft Lumber Inc.  
Kress Financial Services

## L

Lake City Industries, Inc.  
Lake Erie Woodworks  
Lake Shore Country Club  
Lakeshore Community Services, Inc.  
Lakeshore Towing Services Inc.  
Lamar Advertising of Erie  
Lamjen Inc.  
Larson Texts, Inc.  
Laser Sales Inc  
Leemhuis Legal  
Legacy Financial Consulting Services  
Lemac Packaging, Inc  
Leon Commercial Leasing  
Leveling Up, LLC  
Liberty Roofing Pros  
Lilith Consulting, LLC\*  
Lillis, McKibben, Bongiovanni & Co.  
Lilly Broadcasting  
Lions Eye Bank of NW PA, Inc.  
Little Caesars  
Lloyd Walker  
**Loesel-Schaaf Insurance Agency**  
**Logistics Plus**  
LORD Corporation  
Loyal Christian Benefit Association  
Luminary Distilling  
Lumious

## M

**MacDonald, Illig, Jones & Britton, LLP**  
Maher Duessel  
Make it Fabulous Catering  
Maleno  
Maloney Reed Scarpitti & Company LLP  
Manufacturer & Business Association  
Maple Donuts Erie  
Mark Bruns Agency  
**Marquette Savings Bank**  
Marsha Marsh Real Estate Services  
Maxpro Technologies  
Maya Brothers Inc.  
Mazza Vineyards  
McBrier Properties  
McCarl's Services, Inc.\*  
McCarty Printing Corp.  
McCormick Structural Systems, Inc.  
McGill Power Bell & Associates LLP  
McInnes Rolled Rings

Meadville Western Crawford County  
Chamber of Commerce  
MenajErie Studio  
Mercy Center for Women  
Mercy Hilltop Center  
Mercyhurst University  
**Merrill Lynch Pierce Fenner Smith, Inc.**  
MetCredit USA  
Metz Culinary Management  
MH Equipment  
Mill Creek Coffee Company  
**Millcreek Mall**  
Millcreek Manor  
Millcreek Metal Finishing Inc.  
Millcreek Township Offices  
Miller's Well-Kept Services, LLC  
Mission Empower  
Mobile Communication Service, Inc.  
ModWash\*  
Monacella Massage & Kinesiology, LLC  
Moore Research Services, Inc.  
Morgan Stanley  
Morris Coupling Company  
Movement Mortgage

## N

**National Fuel Gas Distribution Corp.**  
Neely Communications Inc.  
Networking Technologies  
Niagara Point Consulting, LLC\*  
Nicklas Insurance Agency, Inc.\*  
Nightingale Nursing and  
Rehabilitation Center  
Nitrous Bay Ventures Inc.\*  
North East Area Chamber of Commerce  
Northern Pennsylvania Regional College  
Northshore Insurance Agency, LLC\*  
**Northwest**  
Northwest Commission  
Northwest PA Area Health Education Center\*  
Northwest Restoration, Inc.  
Northwestern PA Industrial  
Resource Center, Inc.  
Not Your Problem Cleaning Solutions  
NWPA Job Connect

## O

Office of Vocational Rehabilitation\*  
Opened Eyes\*  
Overhead Door Company of Greater Erie\*

## P

PA Cyber Charter School  
PA Free Enterprise Week/Fnd. Free  
Enterprise Education  
Palermo Realty & Development Corp.

Paragon Print Systems, Inc  
Parallel Employment Group  
Parallel Employment Group  
Paramount Pursuits, LLC  
Patterson-Erie Corp  
Paws 'n Claws PlayCare and Styling S'paw  
Peek'n Peak Resort and Spa  
**Penelec**  
Penn Beer Company  
Penn Shore Vineyards, Inc.  
**Penn State Erie, The Behrend College**  
Pennsylvania State Employees Credit Union  
PennWest University  
Penrose Appraisals\*  
Performance Castings LLC  
Perry Construction Group Inc  
Perry Construction Group Inc  
Perseus House Inc.  
Pittsburgh Inn  
Plyler Enterprises, Inc.  
Plymouth Tavern  
PNC Financial Services Group  
Porter Consulting Engineers, P.C.  
Potratz Floral Shop & Greenhouses, Inc.  
Precision Alignment & Brake  
Premier Conduit, Inc.  
Presque Isle Printing Services  
Presque Isle Snowmobile Club  
Presque Isle Wine Cellars  
Prestige Countertops & Services, Inc.  
Primanti Bros.  
Primary Health Network  
Charitable Foundation  
Printing Concepts, Inc.  
ProGro, LLC\*  
PSB Industries, Inc.  
PSNERGY LLC  
Purchase, George & Murphey, P.C.  
Pure Air Solutions of PA\*

## R

R Brilliant Media\*  
R Frank Media  
Rabe Environmental Systems, Inc.  
Rabell Surveying & Engineering  
A Division of LSSE  
RE/MAX Real Estate Group  
ReallyCleanFloors.com  
Rebecca L. Billings, Ph.D.  
Recuro Health  
Red Letter Hospitality  
Red Roof PLUS & Suites\*  
Reed Manufacturing Company  
ReMax Real Estate Groupv  
Revox Media, LLC  
Rick Weaver Buick, GMC, Inc.  
RNR Properties  
Robbins Business Services



Rog's, Inc.  
RoMo Pics  
Romolo Chocolates  
Ron Blondale Mason Contractor  
Roseto-Suter Overhead Door  
Roth Marz Partnership PC  
Rupp Limousine  
Rust Belt Business Law

## S

S A Wagner Agency, Inc.  
Sacred Divine Femininity, LLC.  
Saint Mary's Home Of Erie  
Sarah A. Reed Children's Center  
Sara's Campground  
SB3, LLC  
SBRE - Sherry Bauer Real Estate  
**Schaffner, Knight, Minnaugh  
& Company P.C.**  
School District of the City of Erie  
Schooley Mitchell  
Scott Enterprises  
Seaway Direct  
Seaway Manufacturing Corporation  
ServiceMaster Restoration by Advanced  
ServPro of East Erie and Warren Counties\*  
Seubert & Associates, Inc.\*  
Shepp Electric Company, Inc.  
Sheraton Erie Bayfront  
Sherwin Williams Co. - Erie South  
Shoe Fly Erie  
Shriners Children's Erie  
Sidehill Copper Works, Inc.  
Sight Center of Northwest Pennsylvania  
Sitter Insurance, LLC  
Smith Provision Company, Inc.  
Smuggler's Wharf  
Snap-Tite Hose, Inc  
Solar Revolution  
South Shore Party Rental  
SpaGo Medical Spa and Laser Center  
Spencer House Bed & Breakfast  
Sphere Brake Defense LLC\*  
Springhill Suites Erie\*  
Stairways Behavioral Health  
Stanley Steemer  
Staples Store #0355  
Steel Valley Authority/Strategic  
Early Warning Network  
Storming Crab Erie PA LLC\*  
Strategy Solutions, Inc.  
Suburban Tool & Die Company, Inc.  
Summit Township Supervisors  
Swanson-Erie  
Synergy Electric  
Szymanski Consulting, Inc.

## T

Taco Bell\*  
Tanglewood Apartments  
Tax Strategies Preparation  
**Team Hardinger**  
TechnipFMC Technologies  
TechSource Engineering Inc.  
Tele-Network, LLC\*  
Testing  
The Brewerrie at Union Station  
The Erie Club  
The Erie Community Foundation  
The Erie County Redevelopment Authority  
The Garland Company  
The Gildea Group  
The Isle Surf & Skate LLC\*  
The Jefferson Educational Society  
The Kahkwa Club  
The Launderie Room  
The Nonprofit Partnership  
The Original Popcorn House  
The Plastek Group  
The Reserves Network  
The UPS Store  
The Vargo Company  
The Warren Company  
Thefastmall eBay Selling Services  
Thomas Erie, Inc.  
Thrive Therapy Space LLC  
Tia Book Cellar, LLC\*  
Times Publishing Company  
TM Industrial Supply, Inc  
T-Mobile\*  
Transportation Equipment Supply Company  
Transportation Solutions  
Twinbrook Healthcare and  
Rehabilitation Center\*

## U

Uber Technologies, Inc.  
U-Haul of Northwestern PA  
Underdog BBQ  
United Way of Erie County  
UPMC Centers for Rehab Services  
UPMC Health Plan  
Urban Engineers, Inc.  
US Committee for Refugees  
and Immigrants Inc.  
USI Insurance Services

## V

**ValueMomentum Inc.**  
Van Air, Inc  
**Velocity Network, Inc.**  
Venango Machine

Venango Steel, Inc.  
Venture Fasteners LLC  
Verify Services, LLC  
**Vicary Insurance Agency**  
Victoria Inn Bed and Breakfast  
Victorian Princess Cruise Lines, Inc.  
Vintage and Soul Home  
Virginia's Beach Campground  
VisitErie  
Voodoo Brewing Company  
Vorex LLC  
Voussior Financial Partners

## W

### Wabtec

Wagner Giblin Insurance Agency  
Waldrich Coburg NA, Inc.  
Walker Filtration  
Washington Township  
Waste Management of Northwest PA  
WCTL FM  
Weber Murphy Fox, Inc.  
weCreate  
Wegmans Food Markets  
Weichert Realtors - The Pro Group  
Werkberry, LLC  
West End Hardware, LLC  
Westminster Group  
Westwood Racquet Club, Inc  
Whitethorn Digital  
Whole Foods Cooperative (Erie Food Co-Op)  
Whole Health Orthopedic Institute\*  
Wicks & Wax Studio, LLC\*  
Widget Financial  
Wilkins Company, Inc.  
Winkle Electric of PA, LLC\*  
Wm. T. Spaeder Co., Inc.  
Women's Care Center  
WPSE Radio  
WQLN Public Broadcasting  
of NW Pennsylvania

## Y

Yardmaster of Pennsylvania LLC  
YMCA of Greater Erie  
YORK-Seaway  
Young Erie Professionals  
Your Part Time Controller

## Z

ZEYON, INC.\*  
Zurn Industries LLC



1128 State St., Suite 300  
Erie, PA 16501  
(814) 454-7191  
[EriePa.com](http://EriePa.com)