



GROWING
our future



Farm and Home Foundation Capital Campaign

FARM AND HOME CASE FOR SUPPORT



Agencies of the Farm and Home Center serve Lancaster County farmers both in their offices and on farm sites.



Farmers are frequent customers in the USDA's Farm Service Agency office.



The foundation supports scholarship, 4H, and other county youth programs.

GROWING OUR FUTURE

Agriculture in Lancaster County is a nearly \$1 billion business. As the most productive non-irrigated farming county in the United States, over 51,000 county residents, or 1 in 5, are engaged in farming and agribusiness. Local farmers produce high quality meats, milk, poultry products, grains, fruits, and vegetables for local markets and food processors. Lancaster County's tourist industry also capitalizes on the rural setting and traditions of Lancaster's agronomic community to attract visitors each year.

For nearly four decades, the **Farm and Home Foundation of Lancaster County** has partnered with Lancaster County's world-renowned agricultural community by offering an easily accessed, centrally located facility that provides professional and economic agricultural support services. But these valuable services at the Farm and Home Center are endangered by the lack of adequate space. The lack of office space for building employees and the need to renew a facility bearing the effects of nearly 40 years of continuous use requires a solution.

After 2 years of careful study and planning, the Board of Directors of the Farm and Home Foundation has entered a capital fund campaign, "Growing our Future," to secure the funds to renovate and expand the Farm and Home Center. In doing so, it hopes to continue to be a vital service to the farmers and the community at large of Lancaster County.

OUR STORY

The vision for the Farm and Home Center began in 1968, when Elmer L. Esbenshade, a Lancaster County farmer and philanthropist, donated 10 acres of property and \$100,000 to the Foundation for the purpose of building an agricultural center. M. Maxwell Smith, the County Extension Director at the time, spearheaded the project and aided in getting financial support. Levi H. Brubaker and Lawrence Skromme served as Co-Chairs of the fund raising campaign. Construction was completely funded by private donations from local businesses, banks, farmers, service clubs and individuals.

At that time, there were similar agricultural centers throughout the United States, but none in Pennsylvania. Lancaster was the first county in the state to have such a facility, and it is still one of the very few that is privately owned.

The Center is owned and operated by the Farm and Home Foundation, a registered not for profit corporation, as described in Section 501(c)(3) of the IRS code. It is run by a 21-member board of directors who volunteer their time and are elected by vote of the general membership of the Farm and Home Foundation to a 3-year term.

OUR MISSION

The Foundation's charitable programs include: 1) academic scholarships for college studies in agriculture and family living subjects, 2) donation of meeting room costs to 4-H groups and other clubs and non-profit groups, and 3) financial support to 4-H, FFA, and other youth programs.

Education is an important aspect of the Foundation's purpose. Elmer Esbenshade established a charitable trust to assist in the funding of scholarships through the Foundation. Lease income also helps support nearly 75% of the annual \$18,000 scholarship disbursements. To date, 414 Farm and Home

Foundation scholarships totaling \$400,000 have been awarded to Lancaster County students who pursue studies in agriculture, home economics, or agri-business subjects.

"I appreciate your continued generosity and support of youth who are pursuing an agricultural career. The scholarship helped make my agriculture education training less financially stressing. Today, as I assist other youth pursuing their dreams in agriculture, I am thankful your foundation is still there and willing to support our agriculture leaders of tomorrow!"

— Lori Harnish Little, Lancaster County Extension educator for 4-H animal science programs.

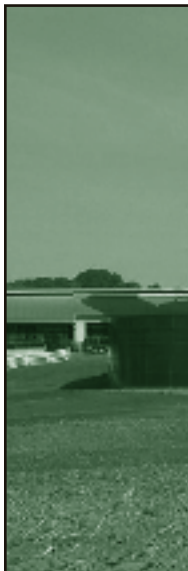
Some scholarship winners have returned to give back their time and talents. Michelle Skiles Rodgers serves on the board of the Foundation, and Leon Ressler is the Lancaster County Cooperative Extension Director.

The center has served as a regular meeting place for Farm Women Societies, 4-H and FFA groups, Lancaster Rotary Club, Farm Bureau, dairy and poultry associations, garden clubs, Master Gardeners, and Lancaster Bird Club, and collector's clubs. The Center has in the past three years alone donated \$215,000 of rental income for such groups.



The Foundation also offers annual grants of \$5,000 each to the 4-H development fund and to Future Farmers of America educational programs, \$1,200 for the Lancaster Chamber of Commerce annual Farm School, and cash awards for the yearly Lancaster County Science and Engineering Fair.

Since 1966, over 400 students received scholarships totaling \$400,000 from the Farm and Home Foundation.



did you know?



The Farm and Home Center's offices received 15,600 visits last year.



Extension staff assists thousands of Lancaster residents each year.



Erosion control techniques are taught and demonstrated by the Conservation District.



The proposed PSU Wing will add 5 classrooms to the Center's 1st floor.

RESIDENT AGENCIES

Current occupants of the Farm and Home Center include: The Penn State Cooperative Extension Office, the Lancaster County Conservation District, and the Farm Services Agency and Natural Resources Conservation Service. Many valuable services are offered to county residents by these agencies, among them:

- Consultation and education in farming techniques, both customary and innovative
- Access to vital government support programs
- Conservation services to preserve Lancaster County's soil, water, and air quality
- Information concerning potential hazards and diseases to crops and animals
- Training youth and promoting vocations in agricultural fields through 4-H and other educational programs
- Affordable agriculture loans made available
- Nutrition and Child Care education programs
- West Nile Virus education and mosquito surveillance

Close proximity of these organizations affords convenience to both their clients and staff, as supported by the comments of their leadership:

"We exchange data continually; we call on each other's help to serve the Lancaster County ag community efficiently and quickly."

— Kathy Heil, FSA County Executive Director

"The value to our agricultural clientele in offering one-stop shopping for inter-related needs is priceless. . . Many times each day staff members from different agencies will coordinate application processes, reviews, approvals and signature authorizations by simply walking next door!"

— Don Mc Nutt, Administrator of County Conservation District



In the last 3 years, the Farm and Home Foundation donated \$215,000 in rental income to service clubs and non-profit organizations.

PENN STATE UNIVERSITY ADDITION

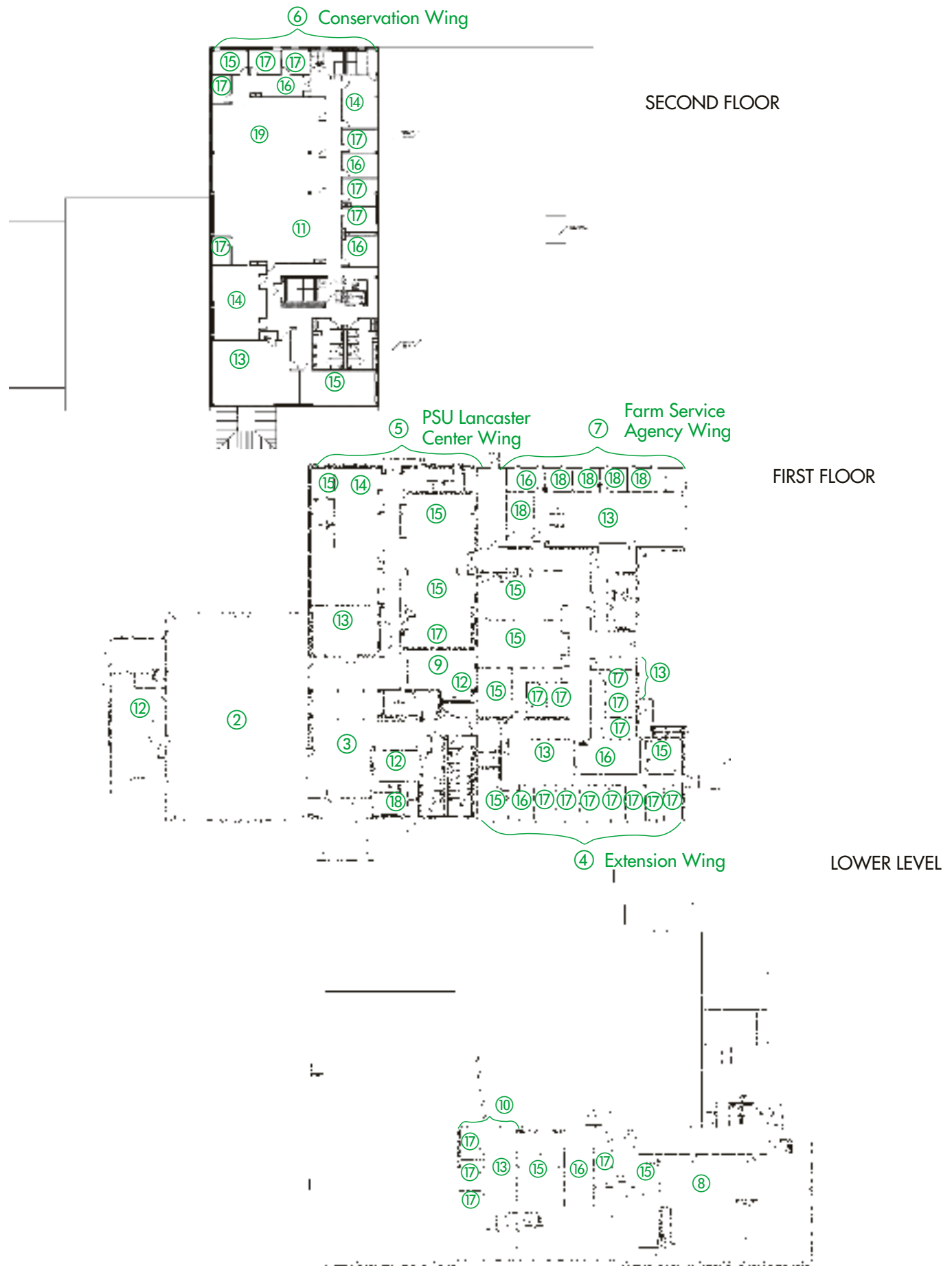
The Farm and Home Center now has the exciting possibility of a new tenant, with long-term plans to remain in the Center...if their needs can be accommodated. The Penn State Lancaster Center, which presently rents space in the Greenfield Industrial Park, desires to move into the Center and occupy approximately 5,600 square feet of the new area, giving the advantage of being in the same location as the Penn State Cooperative Extension. These two complementary organizations already combine their efforts to offer classes in subjects such as food safety training.

When fully operational in their new quarters at the Farm and Home Center, Penn State will offer undergraduate courses in Business Administration and graduate courses leading to a Masters in Business Administration.

Penn State Lancaster's educational services fit very well with the stated purposes of the Foundation. By becoming a tenant the University would provide additional lease income, strengthening the Foundation's financial position. It would also benefit other building occupants, making available additional rooms for classes and meetings when Penn State classes are not in session.



CAPITAL CAMPAIGN NAMING OPPORTUNITIES



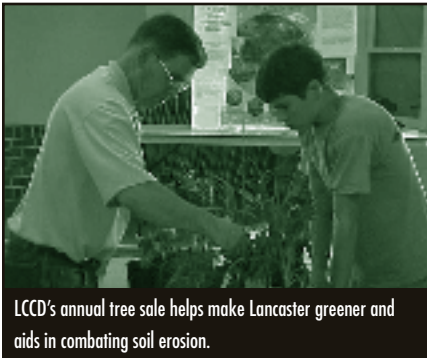
CAPITAL CAMPAIGN NAMING OPPORTUNITIES

Public Service Areas:	①	To Name the Building	-	\$1,000,000
	②	Auditorium	-	\$500,000
	③	Main Lobby	-	\$250,000
	⑧	Training Room	-	\$125,000
	⑨	Foundation Board Room	-	\$100,000
	⑫	Elevator (3 Floors + car)	-	\$75,000
	⑫	Food Service/Kitchen	-	\$75,000
	⑫	Manager's Office	-	\$75,000
	⑮	Lower Level Conference Room	-	\$25,000
	⑯	Lower Level Lunch Room	-	\$20,000
	⑰	First Floor Lunch/Vending Room	-	\$15,000
⑱	Coat Room	-	\$10,000	
Conservation Wing:	⑥	To Name the Wing	-	\$250,000
	⑪	General Office/Reception Area	-	\$100,000
	⑭	LCCD Conference Room # 1	-	\$35,000
	⑮	LCCD Administrator's Office	-	\$25,000
	⑯	NRCS Director's Office	-	\$20,000
	⑯	LCCD Conference Room #2	-	\$20,000
	⑯	LCCD Media/Office Services Area	-	\$20,000
	⑰	LCCD Offices (4)	-	\$15,000
	⑰	NRCS Office (1), Library & File Room	-	\$15,000
	⑲	Conservation Cubicles (25-30)	-	\$5,000
PSU Lancaster Center:	⑤	To Name the Wing	-	\$250,000
	⑬	Large Classroom	-	\$50,000
	⑭	General Office/Reception Area	-	\$35,000
	⑮	Lancaster Center Director's Office	-	\$25,000
	⑮	Classrooms (4)	-	\$25,000
Farm Service Agency:	⑦	To Name the Wing	-	\$150,000
	⑬	General Office/Reception Area	-	\$50,000
	⑯	Director's Office	-	\$20,000
	⑱	Offices (4), Staff Services Room	-	\$10,000
Extension Wing:	④	To Name the Wing	-	\$250,000
	⑬	4-H Complex	-	\$50,000
	⑬	General Office/Reception Area	-	\$50,000
	⑮	CED Office	-	\$25,000
	⑮	West Nile Virus Office	-	\$25,000
	⑮	Family Living Director's Office	-	\$25,000
	⑮	Demo Kitchen	-	\$25,000
	⑯	Media/Work Room	-	\$20,000
	⑯	Master Garden Office	-	\$20,000
	⑰	Extension Agents' Offices (12)	-	\$15,000
Other Offices:	⑩	Lower Level Complex	-	\$100,000
	⑬	#1 Lower Level General Office Area	-	\$50,000
	⑬	2 nd Floor Office	-	\$50,000
	⑭	2 nd Floor Office #2	-	\$35,000
	⑮	2 nd Floor Conference Room	-	\$25,000
	⑰	Lower Level Offices (4)	-	\$15,000

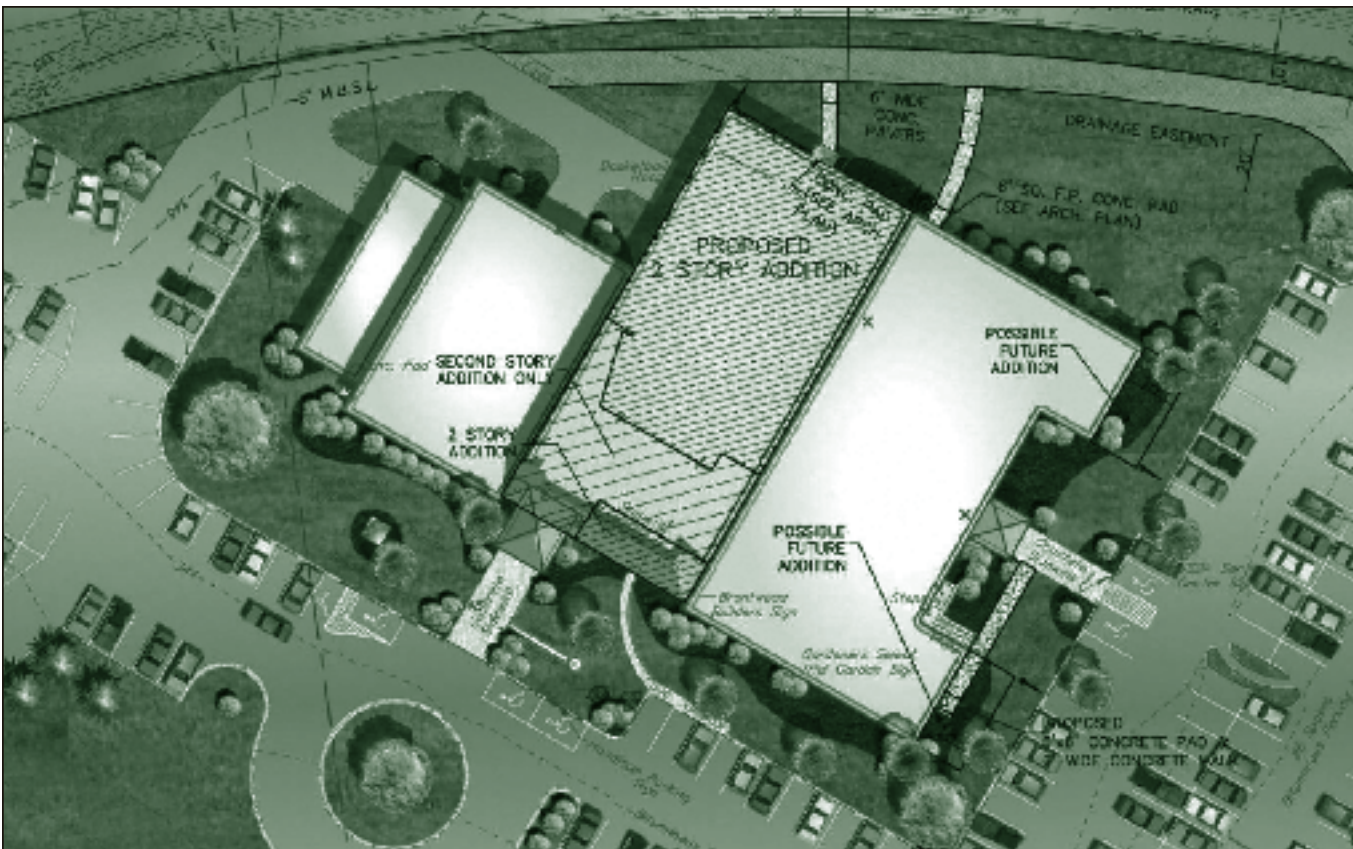
BUILDING EXPANSION PLANS



More than 41,000 people attended nearly 750 classes, meetings, dinners, and other public events at the Farm and Home Center in 2004.



Building expansion plans – comprising an additional 18,500 square feet – are estimated to cost in excess of \$3 million. They include the addition of a second story to part of the existing structure and construction of a new 2-story wing extending to the North and East. Extensive renovations will also be required to bring the present, 40 year-old building up to existing building code requirements to meet PA Department of Labor and Industry standards.



The Farm and Home Center has stood for more than one-third of a century as a proud reminder of the invaluable economic and community services that have been provided within its walls. Agriculturally related education and information – in an integrated facility – is readily available to people of all ages to conserve our land, to protect our environment, to further the success of local farms and agribusinesses, and to strengthen and preserve a way and quality of life that is unique to Lancaster County.

The addition of 18,500 square feet of moderately priced space will enable the Center to continue its mission of education and service and enhance its accommodation to groups and businesses from the entire region. The Foundation’s financial projections indicate that, as in the past, increased rental income will fully cover the operating costs of the facility, thereby making it self-sufficient after it is completed.

But it is only with the generous support of the public, as well as the agricultural and business community, that the Farm and Home Center will continue to thrive as one of Lancaster County’s most valuable and viable assets.



The square footage of the Center will increase by almost 70% from 27,000 square feet to 45,500 square feet. Changes in space allocations will be as follows:

SPACE	CURRENT SQ FT:	PROPOSED SQ FT:	% CHANGE	ESTIMATED COST
CLASSROOM	2,700	7,000	159%	700,000
MEETING ROOMS	5,800	6,500	12%	125,000
COMMON AREA	8,300	14,000	69%	925,000
OFFICE	10,200	16,000	57%	\$ 950,000
FOR FUTURE USE		2,000		300,000
TOTAL AREA	27,000	45,500	69%	\$3,000,000

The official registration and financial information of The Farm and Home Foundation of Lancaster County may be obtained from the Pennsylvania Department of State by calling toll free, within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement.



FARM AND HOME FOUNDATION OF LANCASTER COUNTY
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