

2/4/04UP

# Financial Information

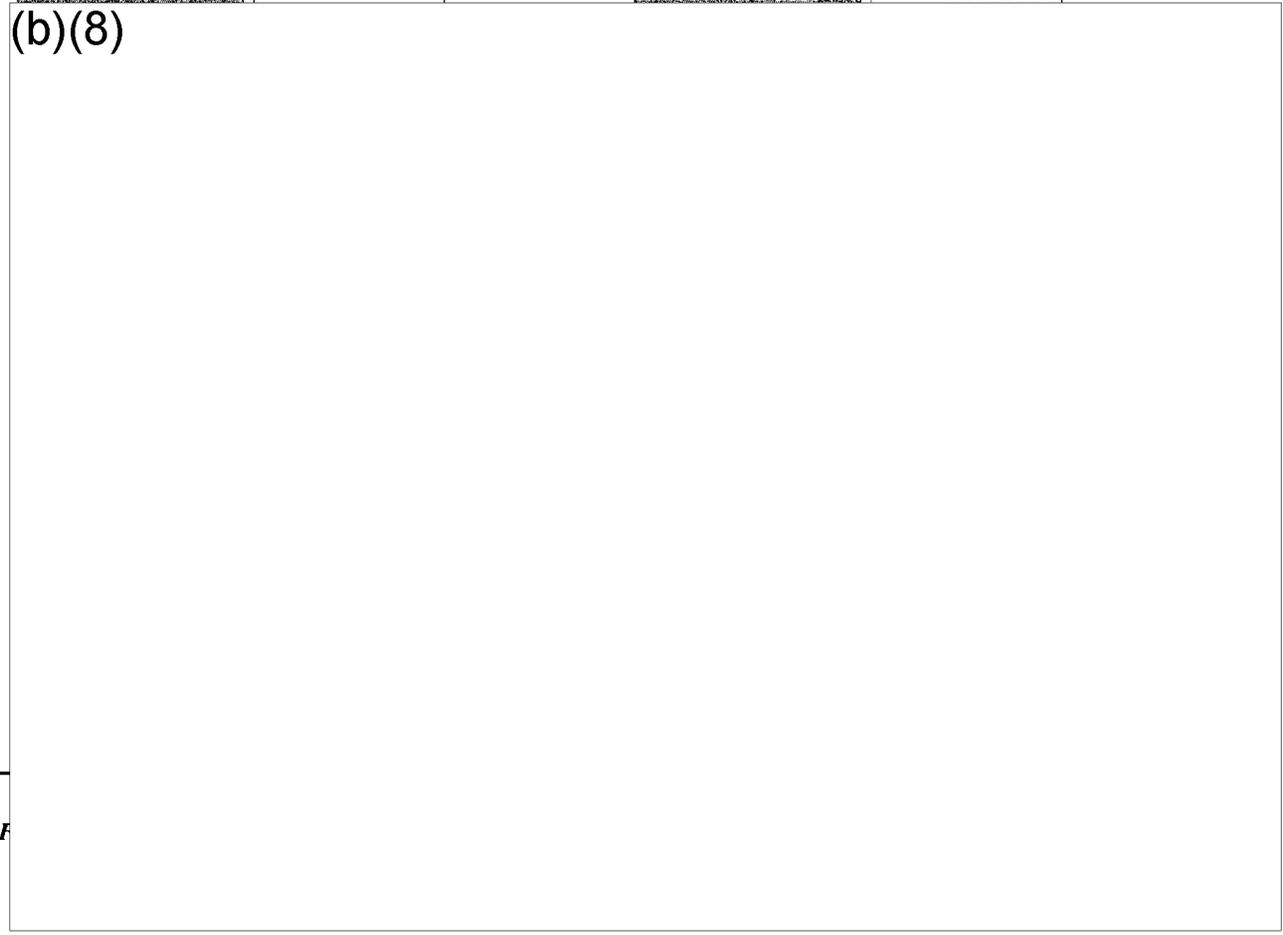
<b>Login #:</b>	218848	<b>CU #:</b>	19510	<b>Date Received:</b>	12/19/2003
<b>CU Name:</b>	LEBANON			<b>TOM Code:</b>	42 Multiple
<b>Street:</b>	300 SCHNEIDER DRIVE			<b>District:</b>	1 BOMER, JOHN
<b>City:</b>	LEBANON	<b>State:</b>	PA	<b>SE:</b>	I KUTCHEY, JOHN
<b>ZIP:</b>	17046	<b>Limited Income:</b>	0		
<b>PHONE:</b>	(717) 272-2210	<b>Description:</b>	Community Conversion		

FPR DATA	Capital	Delinquency	Net Income	PAS	Net Worth
6/30/2003	8.33	0.59	1.26	108.65	7.94
12/31/2002	8.55	1.07	1.19	108.78	8.05

<b>Assets:</b>	\$87,984,267	<b>Members:</b>	17,853
<b>Shares:</b>	\$80,707,926	<b>Potential Members:</b>	35,706

Current Exam		Last Contact	
<b>Type:</b>	10	<b>Type:</b>	10
<b>Completion Date:</b>	10/21/2003	<b>Completion Date:</b>	10/21/2003
<b>Effective Date:</b>	6/30/2003	<b>Effective Date:</b>	6/30/2003

(b)(8)



CU #:	19510	CU Name:	LEBANON	Reviewer:	KAM
Login #:	218848	Description:	COMMUNITY CONVERSION	SSIC #:	

**COMMUNITY/UNDERSERVED DATA**

Group Name, Location and Detail	New Members	Num. of Overlaps	Overlap CUs	Approved
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<b>LEBANON COUNTY</b>	120327	0		Y
LEBANON COUNTY, PA				

Persons who live, work (or regularly conduct business), worship, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania.

Type of Group: COMMUNITY

	Y	120327	0	1
TOTALS	N	0	0	0
	D	0	0	0
	W	0	0	0
	P	0	0	0

CU #:	19510	CU Name:	LEBANON	Reviewer:	KAM
Login #:	218848	Description:	COMMUNITY CONVERSION	SSIC #:	

**General Comments (Regional Summary):**

Lebanon FCU proposes to serve persons who live, work (or regularly conduct business), worship, volunteer, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania. The community has a population of 120,327.

The credit union is requesting this change to ensure the growth and success of the credit union and to offer low cost and fee free financial services to all of Lebanon County, PA, while specifically (b)(4), (b)(8) community charter will allow LFCU to (b)(8) The credit union currently serves select groups throughout Lebanon County, and has resources to serve the proposed community.

Action Taken by Region: Approve.  
 Potential Public Relations Problems: None.

**Recommendation:**

Approve.

Reviewer:	Date:	APRV	DEF	DEN	PEND	W/DRN
<i>Kerry Murphy</i>	1/30/04	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Director of Insurance:	Date:	APRV	DEF	DEN	PEND	W/DRN
<i>[Signature]</i>	2/3/04	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deciding Official:	Date:	APRV	DEF	DEN	PEND	W/DRN
<i>Sandy I. Manda</i>	2/3/04	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deciding Official:	Date:	APRV	DEF	DEN	PEND	W/DRN
<i>[Signature]</i>	2/4/04	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

February 2, 2004

Patricia A. Hain, President/CEO  
Lebanon Federal Credit Union  
300 Schneider Drive  
Lebanon, PA 17046

Dear Ms. Hain:

We have approved your request for a community charter conversion to serve persons who live, work (or regularly conduct business in), worship, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania.

**The enclosed amendment is approved in advance and need only be adopted by your board of directors in accordance with Article XVII, Section 1 of the revised Federal Credit Union Bylaws effective October 14, 1999.**

NCUA will generally permit federal credit unions serving occupational and associational groups to overlap community charters. Therefore, conversion of your field of membership does not protect your credit union from overlaps by credit unions desiring to serve select employee or associational groups in the area. Additionally, approval to serve this community does not preclude any other credit union from gaining approval to serve the same community.

If you have any questions, please contact Insurance Analyst Kerry Murphy at (703) 519-4619.

Sincerely,



Edward P. Dupcak  
Regional Director

DOI/KAM:kam  
FCU 19510-01I  
Enclosure

DM 2/3/04  
KAM 1/30/04  
2/3/04

bcc: Reading / DOI Reading / SE Kutchey / EX Bomer

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Section 5 of the Charter of the Lebanon Federal Credit Union is hereby amended to read as follows:

"The field of membership shall be limited to those having the following common bond:

**CONVERTED TO COMMUNITY CHARTER 2/2/04**

1. Persons who live, work (or regularly conduct business), worship, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania. **converted to community charter 2/2/04**

Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; volunteers in the community; members of their immediate families or households; and organizations of such persons."

February 2, 2004

Date of Approval



Edward P. Dupcak  
Regional Director



*National Credit Union Administration  
Region II  
1775 Duke Street  
Alexandria, VA 22314  
Phone 703-519-4619  
Fax 703-837-2186  
Email: [kerrym@ncua.gov](mailto:kerrym@ncua.gov)*

**LEBANON FEDERAL CREDIT UNION  
COMMUNITY CONVERSION  
REGION II - CAPITAL**

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**COMMUNITY CHARTER CONVERSION  
LEBANON FCU #19510  
Lebanon, Pennsylvania**

<b>Current Members:</b>	18,384	<b>Assets:</b>	\$91.2 million
<b>Potential Mbrs (Current)</b>	36,768	<b>Loans:</b>	\$59.5 million
<b>Penetration:</b>	50.0%	<b>Shares:</b>	\$90.7 million
<b>Pot. Mbrs. (Proposed):</b>	120,327	<b>Earnings:</b>	1.23%
<b>Date App Received:</b>	12/30/03	<b>Delinquency:</b>	1.04%
<b>Date of Last On-site:</b>	6/30/02 Exam	<b>Net C/Os:</b>	0.61%
<b>CAMEL:</b>	(b)(8)	<b>Net Worth:</b>	8.23%

**1. GENERAL BACKGROUND**

Lebanon Federal Credit Union (LFCU) was chartered in 1969 to serve various select employee groups in Lebanon County, Pennsylvania. Since then, the credit union has expanded its charter to include approximately 270 select groups.

The credit union's board and management desire a conversion to a community credit union serving Lebanon County, Pennsylvania, in an effort to ensure the growth and success of their credit union. The officials believe the community charter will assist in offering low-cost and fee-free financial services to all of Lebanon County, PA, while

(b)(4)

**A. Proposal**

The credit union would like to serve persons who live, work (or regularly conduct business in), worship, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania. Members 1<sup>st</sup> FCU currently serves this area.

**B. Delegated Authority**

Lebanon County has a population of 120,327 per 2000 U.S. Census data. Under CHA 3A of NCUA's Delegated Authority, the regional director may approve this community conversion application since the proposed community is recognized as a single political jurisdiction.

**C. Select Groups Outside Community**

The credit union does not have any groups located outside the proposed area.

## **2. WELL DEFINED AREA THAT IS A LOCAL COMMUNITY, NEIGHBORHOOD, OR RURAL DISTRICT**

### **A. Geographic Boundaries**

The proposal includes a Lebanon County map disclosing the proposed community's boundaries, geographic characteristics, the credit union's existing two office locations (blue dots), and network non-surcharge ATMs (red dots). The community's geographic boundaries are formed by the Lebanon County Lines in Pennsylvania. These boundaries sufficiently meet our requirement for the boundaries to be fixed and clearly defined as prescribed in Chapter 2, Sections V.A.1 and V. A. 2, the Chartering and Field of Membership Manual.

### **B. Evidence of Resident Interaction and/or Common Interests in the Local Community**

Lebanon County is presumed to be a well defined local community since it is recognized as a single political jurisdiction as prescribed in Chapter 2, Section V.A.2 of the Chartering and Field of Membership Manual (IRPS 03-1).

## **3. LOW-INCOME ANALYSIS**

Based on 2000 census data, Lebanon County has a median household income of \$40,838. This median household income is greater than NCUA's 2000 median household income standard of \$34,629. Thus, the proposed community does not qualify for a low-income designation.

## **4. BUSINESS PLAN**

The business plan reveals the following information:

### **A. Facilities**

Lebanon FCU operates two full-service facilities in the community. Its main office is located at 300 Schneider Drive in Lebanon City. The second office facility is located at 301 East Evergreen Road in South Lebanon Township. Both facilities include a full-service interior office, extended hours, and drive-thru ATM service. LFCU also has 15 ATMs located throughout Lebanon County. The credit union also participates in the CU\$ Network to provide members surcharge-free access ATMs throughout Pennsylvania.

The furthest distance in Lebanon County to one of the existing office facilities is approximately 16 miles, which is a 15 minute commute for the residents of the proposed community. The majority of the residents (52%), reside in Lebanon City, where the credit union's office is located. In addition, due to the rural nature of the proposed community, residents are accustomed to traveling some distance to work, shop, and for entertainment. Lebanon City is the major trade area for the county and is the home to the one major shopping mall in the county where residents go to shop.

(b)(4),(b)(8)

### C. Current and Proposed Products and Services

Lebanon FCU has a comprehensive package of services, as shown below.

<i>Accounts</i>	<i>Loans</i>	<i>Services</i>
➤ regular savings	➤ personal/signature	➤ debit/check cards
➤ share drafts	➤ new and used automobiles	➤ money orders
➤ christmas & vacation clubs	➤ 1 <sup>st</sup> Mortgages/Home equity	➤ traveler's/certified checks
➤ individual retirement accounts	➤ credit cards	➤ wire transfers
➤ share certificates	➤ overdraft protection	➤ safe deposit boxes
➤ money market accounts	➤ visa	➤ business products

In addition, the credit union offers members a variety of electronic delivery services to enable members to access their accounts remotely, including a transactional website, Internet banking with bill payer service, e-statements, 24-hour loan by phone service, an audio response system, direct deposit, and ATMs. LFCU also offers a risk-based lending and indirect lending program as well as business loan products and services.

LFCU also currently serves an underserved area within the community offering low-cost products and services. These products and services are adequate to serve the community members' financial needs.

### D. Marketing Plan

The proposal states the credit union will continue an aggressive marketing plan and implement new strategies to gain market share in their respective market. LFCU already advertises utilizing local newspapers, radio, and television stations, as well as a

(b)(4),(b)(8)

(b)(8)

## 5. CREDIT UNION'S FINANCIAL CONDITION

### A. Current Examination

At the most recent examination effective June 30, 2003, LFCU was assigned a CAMEL

(b)(8)

### B. Financial Condition

LFCU's key ratios and financial trends are shown on the chart below.

KEY RATIOS	12/31/00	12/31/01	12/31/02	12/31/03
Net Worth	7.78%	7.76%	8.05%	8.23%
Delinquency	0.99%	0.62%	1.07%	1.04%
Net C/Os	0.33%	0.54%	0.38%	0.61%
Return on Assets	1.10%	0.77%	1.19%	1.23%
Loans/Shares	88.79%	76.81%	72.86%	71.54%

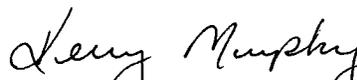
Year-to-date financial data indicates the net worth continues to improve while delinquency and charge offs remain relatively stable and earnings are solid. LFCU is a well-capitalized financial institution able to handle the expansion of a community charter.

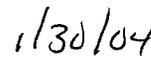
## 6. FIELD RECOMMENDATION

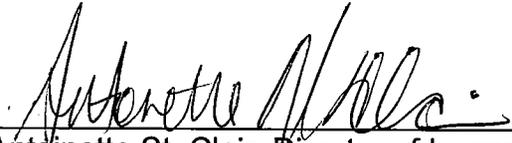
Acting SE Kockendarfer and EX Bomer recommend approval.

## 7. REGIONAL RECOMMENDATION

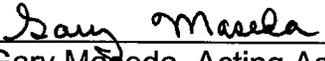
Recommend approval of LFCU's request to convert to a community charter serving Lebanon County, Pennsylvania. The area is presumed to be a well defined local community since it is a single political jurisdiction. The credit union submitted an adequate business plan showing how it can effectively handle the conversion.

  
Kerry A. Murphy, Insurance Analyst

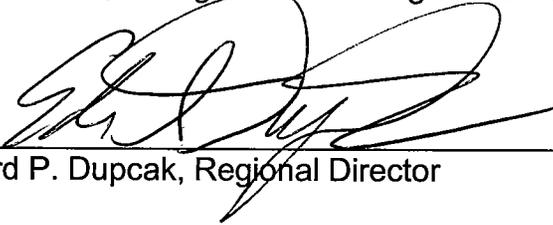
  
Date

  
\_\_\_\_\_  
Antoinette St. Clair, Director of Insurance

2/3/04  
Date

  
\_\_\_\_\_  
Gary Maseda, Acting Associate Regional Director

2/3/04  
Date

  
\_\_\_\_\_  
Edward P. Dupcak, Regional Director

2/4/04  
Date

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Section 5 of the Charter of the Lebanon Federal Credit Union is hereby amended to read as follows:

"The field of membership shall be limited to those having the following common bond:

1. Employees of the following who work in Lebanon, Pennsylvania;

Aluminum Co. of America  
Bob Hoch Service Center  
Color Tech, Inc.  
Gill Rock Drill Co., Inc.  
H. A. Boyd, Inc.  
Henry Molded Products, Inc.  
Laughlin Transport, Inc.  
Lebanon Fire Department First Aid & Safety Patrol, Inc.  
~~Lebanon Independent First Aid Unit~~ GSH Emergency Medical Transport; Name Change  
7/31/97  
Lebanon Valley Family YMCA  
O'Sullivan Corporation  
S. Kantor Company, Inc. 7/1/93  
Veterans Administration Hospital  
Vincent R. Boltz, Inc.

2. Members and employees of New Life Chapel in Lebanon, Pennsylvania;

3. Employees of the Lebanon Daily News Publishing Company, ~~and its wholly owned subsidiaries, the Elizabethtown Chronicle and The Palm Press, Inc.~~, who work in Lebanon or Lancaster Counties, Pennsylvania; Sponsor Reorganization 7/31/97

4. Employees and elected and appointed officials of the following in the Pennsylvania locations named:

City of Lebanon, Lebanon  
Lebanon County, Lebanon  
Lebanon County Housing and Redevelopment Authority, Lebanon County  
North Lebanon Township, Lebanon  
South Lebanon Township, Lebanon

5. Members and employees of Living Waters Chapel in Lebanon, Pennsylvania;

6. Employees, doctors, medical staff, and technicians who work at The Good Samaritan Health Services Foundation and of the following groups under the umbrella of the above foundation in Lebanon, Pennsylvania:

The Good Samaritan Hospital  
The Hyman S. Caplin Pavilion

GSH Services, Inc.

Respiratory Services/Home Med Care

Professional Financial Services

GSH Care, Inc.

GSH Realty, Inc.

*(Following added for Sponsor Clarification)*

*Good Samaritan Family Practice Center 7/31/97*

*Lebanon MRI Associates, Ltd. 7/31/97*

*Lebanon Outpatient Surgical Center 7/31/97*

*Medical Care of Lebanon County, P.C. 7/31/97*

*Good Samaritan Physician Hospital Organization 7/31/97*

GSH Dialysis

Good Samaritan Real Estate, Inc.

Good Samaritan Homemaker Home Health Aide Agency, Inc

7. Members and employees of members of the Lebanon County Board of Realtors in Lebanon, Pennsylvania, members of which qualify for membership in accordance with its constitution and bylaws as of October 1986, except those persons who by virtue of their employment are eligible for membership in another occupational type credit union; employees of the Lebanon County Board of Realtors;

8. Employees of the following who work in the Pennsylvania locations named:

Y/Z Printing Company, Elizabethtown

~~Hedlund-Martin, Inc.~~ GEHL Company, Myerstown Lebanon, Sponsor Name & Location  
Change 7/31/97

Custom Die Services, North Annville

Cornwall Manor Retirement Community, Cornwall

Holiday Inn Harrisburg-Grantville, Grantville

C. L. Sturkey, Inc., Lebanon or Perkiomenville

9. Full-time salaried employees of General Electric Environmental Services, Inc., a wholly-owned subsidiary of the General Electric Company, who work in Lebanon, Pennsylvania, ~~or New York, New York~~; Deleted 7/31/97

10. Employees of PRL, Inc., who work in Cornwall, Pennsylvania, and of its following wholly-owned subsidiaries who work in the Pennsylvania locations named:

Brenner Machine Company, Cornwall  
PRL Industries, Cornwall  
Regal Cast, Inc., Lebanon  
LTC, Inc., Lebanon

11. Employees of Beta Tank, Inc., who work in Lebanon, Pennsylvania; 10/18/93

12. Employees of the following who work in Lebanon, Pennsylvania: 6/24/94

Boyer Printing  
~~American Automation, Inc., American Sewing Machine;~~ sponsor name change 7/31/97  
Lebanon Broadcasting Company

~~13. Groups of persons with occupational common bonds which are located within 25 miles of one of the credit union's service facilities, which have provided a written request for service to the credit union, which do not presently have credit union service available, and which have no more members in the group than the maximum number established by the NCUA Board for additions under this provision: Provided, however, that the National Credit Union Administration may permanently or temporarily revoke the power to add groups under this provision upon a finding, in the Agency's discretion, that permitting additions under this provision are not in the best interests of the credit union, its members, or the National Credit Union Share Insurance Fund; SEP 09/14/94 SUSPENDED 10/25/96~~

14. Employees of the following who work in the Pennsylvania locations named: 9/27/94

J.J. Brandt Moving & Storage Co., Lebanon  
Allwein's Flooring Center, Inc., Annville  
Binner Industries, Inc., Schaefferstown or Lebanon  
Cheyney Seafood, Lebanon  
Richard L. Koslowski, D.M.D., Lebanon

15. Employees of the following who work in the Pennsylvania locations named: 10/18/94

Sexual Assault Resource & Counseling Center of Lebanon County (SARCC), Lebanon  
Quill Corporation, Lebanon  
Wimpey Minerals USA, Annville  
~~Lebanon Valley Time Warner Cable,~~ Lebanon sponsor name change 7/31/97

16. Employees and members of the Church Of The Open Door in Lebanon, Pennsylvania, provided, however, that membership is limited to 2,500 of such persons; 10/18/94

17. The following is added effective November 1, 1994, as a result of the merger of Win-Glen Federal Credit Union: 11/9/94

Employees of the ~~Sterling Drug Inc.~~ Bayer Corporation, who work in Myerstown ~~or Sinking Spring~~, Pennsylvania, ~~or Trenton, New Jersey~~ added 12/29/93 sponsor name cg 7/31/97

Contract employees who work regularly at ~~Sterling Drug Inc.~~ Bayer Corporation in Myerstown, Pennsylvania; sponsor name cg. 7/31/97

Employees of Smith Auto Electric, Inc., who work in Jonestown, Palmyra, or Pine Grove, Pennsylvania

Employees of Community Homes of Lebanon Valley, Inc., who work in Lebanon, Pennsylvania

Members of record of the Win-Glen Federal Credit Union effective November 1, 1994

18. Employees of the following who work in Lebanon, Pennsylvania: 12/14/94

Phoenix Services, Inc.  
Walter H. Weaber Sons, Inc.

19. Employees of Kapp Advertising Service, Inc., who work in Lebanon, Pennsylvania; 8/29/95

20. Employees of the following who work in the Pennsylvania locations named: 10/27/95

Butler Manufacturing Company, Annville  
Grace Community, Inc., Myerstown

21. Active volunteer members of the Speedwell Engine and Hose Company in Lebanon, Pennsylvania, who qualify for membership in accordance with its bylaws in effect as of January 1996, provided, however, that membership is limited to 2,500 of such persons; 1/29/96

22. Employees of Pennsylvania Precision Cast Parts, Inc., who work in Lebanon, Pennsylvania; 2/20/96

23. Natural-person members of the Electrical Association of Lebanon City and Lebanon County, Inc., in Lebanon, Pennsylvania, who qualify for membership in accordance with Article III, Section 1.a. of its constitution and bylaws in effect as of February 1996, provided, however, that membership is limited to 2,500 of such persons; 2/20/96

24. Employees of Hauck Manufacturing Company who work in Lebanon, Pennsylvania; 2/28/96

25. Employees of Fargo Assembly of PA, Inc., who work in Richland, Pennsylvania; 3/11/96

26. Active and Life members of the Lebanon Lodge No. 42, Fraternal Order of Police, in Lebanon, Pennsylvania, who qualify for membership in accordance with its constitution and bylaws in effect as of March 1996, and who work or reside in Lebanon County, Pennsylvania, provided, however, that membership shall be limited to 2,500 of such persons; 3/26/96

27. Employees of the following who work in Lebanon, Pennsylvania: 4/17/96

Winer, Harvey, and Pilkington Surgical Associates  
Flower Franchising, Inc., dba Royer's Flower Shops

28. Employees of Sherwin Williams (Northeast Region) who work in Fredericksburg, Pennsylvania; 5/20/96

29. Employees of the following who work in the Pennsylvania locations named: 6/12/96

Stephen P. Lynn, Inc., Lebanon  
American Legion Home Association of Annville, Annville  
~~Lebanon Industrial Film~~ Water Technology Group, Brentwood Industries, Lebanon  
(sponsor name change 7/31/97)

30. Employees of Lebanon Area Job Center who work in Lebanon, Pennsylvania; 6/24/96

31. Employees of Pacific Coast Feather Company who work in Lebanon, Pennsylvania; 7/10/96

32. Employees of MSC Industrial Supply Company who work in Lickdale, Pennsylvania; 9/18/96

33. Employees of Supreme Mid-Atlantic Corporation who work in Jonestown, Pennsylvania; 10/7/96

34. Employees of Lancaster-Lebanon Intermediate Unit #13 who work in East Petersburg, Pennsylvania; 10/21/96

35. Employees of the following companies who work in the Pennsylvania locations named:

A-G Automotive, Myerstown 2/2/99  
Patrick Brewer Carpentry, Annville 2/2/99  
Peirce Welding & Fabrication, Inc., Bethel 2/2/99  
Re-Tech Division of Enviroquip Systems, Inc. Myerstown 2/24/99  
Ezell Auction Company, Mt. Gretna 3/29/99  
Lantern Lodge Motor Inn, Myerstown 4/16/99  
Little Corner of Germany Cafe, Inc., Manheim 4/16/99

36. Employees of the following who work in Lebanon, Pennsylvania:

Campbell's Service Center 2/2/99  
DST, Inc., doing business as Computer Management Enterprises 2/2/99  
Ellis Lee Hostetter & Co., P.C. 2/11/99  
Karen's Pet Stop 2/11/99  
Mid-State Insurance Services 2/11/99  
Woodland Contractors, Inc. 2/11/99  
Wizar's Country Nursery, Inc. 2/24/99  
Wengert's Dairy 2/24/99  
Donald Blyler Offset 3/9/99  
Pine View Construction 3/9/99  
Easter Seals 3/9/99  
Stewart Masonry 3/29/99  
Developmental & Disability Services of Lebanon Valley 3/29/99  
Gettle Automobile Machinists, Inc. 4/16/99  
B& L Tree Trimming 4/16/99  
Ace Aluminum, Inc. 4/16/99  
Lebanon Building Supply Company 04/28/99  
Hearthstone Manor 04/28/99  
Miles T. Weaver and Son Company 04/28/99  
Certified Petroleum Technologies, Inc. 04/28/99  
Lebanon Valley Engraving Company, Inc. 05/04/99  
Keller Bros. Ford Motor Company 05/04/99  
H & R Block 05/04/99  
Domestic Violence Intervention of Lebanon County, Inc. 05/24/99  
Samantha's Styles 05/24/99  
Steve's Automotive 05/24/99  
Betco Block and Products 06/07/99

37. Members of the Quittapahilla Forest #25 Tall Cedar of Lebanon Association in Lebanon, Pennsylvania, who qualify for membership in accordance with its bylaws in effect as of March 1999; 3/29/99

38. Members of F. W. Fuhrman Post 23, Veterans of Foreign Wars, in Lebanon, Pennsylvania, who qualify for membership in accordance with its bylaws in effect as of April 1999; 04/30/99

39. Employees of Pennsy Supply, Inc. who work or reside in Lebanon, Pennsylvania; 06/30/99

40. Employees of Collins Excavating who work in Lebanon, Pennsylvania; 06/30/99

41. Employees of Sweigart Racing Collectibles, who work in Lebanon, Pennsylvania; 07/15/99

42. Employees of the following, who work in Fredericksburg, Pennsylvania: 8/16/99

Bethel Township Municipality (Lebanon County)  
Farmers Pride, Inc.

43. Employees of Yancey's Auto Body who work in Lebanon, Pennsylvania; 9/07/99

44. Employees of Allstate Insurance Company who work at 546 South 9<sup>th</sup> Street in Lebanon, Pennsylvania; 9/24/99

45. Employees of the following companies who work in the Pennsylvania locations named:

Buzgon Davis Law Offices, Lebanon 11/5/99  
Fredericksburg Sewer and Water Authority, Fredericksburg 11/5/99  
The Daniel Weaver Company, Lebanon 12/3/99  
Outlook Pointe at Lebanon, Lebanon 12/21/99

46. Employees of the following who work in or are paid from Lebanon, Pennsylvania:

Shaak Electric 12/21/99  
George Strohm, Jr. Inc. 12/21/99

47. Employees of the following companies who work in Lebanon, Pennsylvania:

Executive Answering Service 02/01/2000  
Ficco Memorials, Inc. 02/01/2000

48. Employees of the following companies who work in the Pennsylvania locations named:

TJ's Body Shop, Lebanon 02/22/00  
C.C. Loose Lumber, Myerstown 02/22/00

49. Employees of Hairmaster Styling Salon who work in Myerstown, Pennsylvania; 3/13/00

50. Employees of Sylvite Sales (USA) who work in or are paid from Lebanon, Pennsylvania; 3/13/00

51. Employees of the following companies who work in the Pennsylvania locations named:

Scot's Clubhouse, Myerstown 3/28/00  
Lebanon Land Transfer Co., Inc., Lebanon 3/28/00  
H&R Trucking, Lebanon 4/18/00  
College Hill Poultry, Inc., Fredericksburg 4/18/00

52. Employees of the following companies who work in the Pennsylvania locations named:

Ono Industries, Inc., Ono 4/26/00  
Ace Plastic Fabricators, Inc., Ono 4/26/00  
Lebanon Ophthalmic Associates, P.C., Lebanon 4/26/00

53. Employees of Gibble's Garage who work in Lebanon, Pennsylvania; 5/22/00

54. Employees of the following companies who work in the Pennsylvania locations named:

Keller Insurance Agency, Lebanon; 6/30/00  
Lebanon Valley Enterprises, Inc., Myerstown; 6/30/00

55. Employees of T.H. Heilig, Inc. who work in Lebanon, Pennsylvania; 8/10/00

56. Employees of the following who work in the Pennsylvania locations named: 10/10/00

Lebanon Valley Commercial Cleaners, Annville  
Tech Cast, Inc., Myerstown

57. Employees of Fava & Maria Eye Associates who work in Lebanon, Pennsylvania; 11/9/00

58. Employees of T & S Dental and Plastics Mfg. Co. who work in Myerstown, Pennsylvania; 11/9/00

59. Employees of the following who work at the Pennsylvania locations named: 12/04/00

Chapman Ford Lincoln Mercury, Inc. d.b.a. Chapman Ford Lincoln Mercury Nissan,  
Lebanon  
Newmanstown Water Authority, Newmanstown  
Expressions With Wood, Lebanon

60. Employees of Beers-Roeder Engineering/Surveying who work in or are paid from Lancaster, Pennsylvania; 12/04/00

61. Employees of the following who work in Lebanon, Pennsylvania; 12/08/00

Curwood Specialty Films  
BK Advertising

62. Employees of the following who work in Lebanon, Pennsylvania: 01/26/01

Murry's, Inc., - Lebanon Plant  
Keystone Spikes Corporation

63. Employees of the following who work in the Pennsylvania locations named: 02/20/01

Aungst & Co., PC, Lebanon  
Lebanon Building Systems Incorporated, Myerstown

64. Employees of Carlos R. Leffler, Inc. who work in Richland, Pennsylvania; 03/12/01

65. Employees of the following who work in Lebanon Pennsylvania; 04/02/01

Luke S. Hostetter, Inc.  
Snitz Creek Cabinet Shop

66. Employees of the following who work in the Pennsylvania locations named: 05/07/01

Richland Cutting Center, Richland  
Drs. Arnold & Stachowicz, Lebanon  
Under Pressure Power Washing of PA, Myerstown  
Lebanon Finished Products, Inc., Lebanon

67. Employees of the following who work in the Pennsylvania locations named: 05/29/01

Everast Roofing, Inc., Lebanon  
Edward J. Alexander, Accountant, Lebanon  
Siegrist, Koller, Brightbill, Long & Feeman, Lebanon

68. Employees of Manpower who work in, or are paid, supervised, or headquartered in Lebanon, Pennsylvania; 06/08/01

69. Employees of Keys and Burkett who work in Lebanon, Pennsylvania, 06/25/01

70. Officers and Coaches of the Iona Soccer Club in Lebanon, Pennsylvania, who qualify for membership in accordance with its constitution in effect as of October 5, 1999; 8/8/01

71. Employees of Hackman Paving, Inc. who work in Newmanstown, Pennsylvania; 8/13/01

72. Persons who live, work, worship, attend school in, and businesses and other legal entities in the City of Lebanon, Pennsylvania, within the following boundaries: underserved area addition 8/23/01

North: City Line at West Maple Street, Maple Street (Route 72), Jonestown Road, Laurel Street and City Line to East Canal Street.

South: City Line from Oak Street to the Reading railroad.

East: City Line from Canal Street to Worden Street, west to 2nd Street, north to dead end, then west to Lincoln Avenue and south to the City Line.

West: City Line from Oak Street to West Maple Street.

73. Employees of Rudy's Locksmith, Inc. who work in Lebanon, Pennsylvania; 8/27/01

74. Employees of the following Lebanon, Pennsylvania groups and members of the Coleman Memorial Park Commission located in Lebanon, Pennsylvania, who qualify for membership in accordance with its bylaws in effect as of October 2001; 10/01/01

Frederick Chevrolet-Cadillac-Oldsmobile-Toyota  
Coleman Memorial Park Commission

75. Employees of Major League Screenprinting and Embroidery, Inc., who work in or are paid or supervised from Lebanon, Pennsylvania; 10/31/01

76. Employees of the following who work in the Pennsylvania locations named: 11/14/01

Capstone Medical Associates, Lebanon  
Quality Electrical Services, Incorporated, Lebanon  
Resource Island, Cleona

77. Employees of Bill's Computer Supplies who work in, are paid from, or are supervised in Lebanon, Pennsylvania; 12/19/01

78. Employees of Blatt & Myers, Inc. who work in, are paid or supervised, or headquartered in Myerstown, Pennsylvania; 1/10/02

79. Employees of the following who work in or are paid or supervised in the Pennsylvania locations named: 02/05/02

Distinctive Limousine Service, Lebanon  
Earl Hehnly Masonry Contractor, Myerstown

80. Employees of Stony Bridge Landscaping who work in or are paid or supervised from Lebanon, Pennsylvania; 02/08/02

81. Employees of Bill Wise Excavating who work in or are paid or supervised from Lebanon, Pennsylvania; 03/08/02

82. Employees of Zweier's Foodkart who work in or are paid, supervised, or headquartered from Lebanon, Pennsylvania; 03/25/02

83. Employees of the following who work in or are paid, supervised, or headquartered from the Pennsylvania location named:

Elk Corp of Texas, Myerstown 04/17/02  
Linda's Corner Store, Lebanon 04/23/02

**PROPOSED FIELD OF MEMBERSHIP**

Section 5 of the Charter of the Lebanon Federal Credit Union is hereby amended to read as follows:

"The field of membership shall be limited to those having the following common bond:

**CONVERTED TO COMMUNITY CHARTER 2/2/04**

1. Persons who live, work (or regularly conduct business), worship, or attend school in, and businesses and other legal entities located in Lebanon County, Pennsylvania. **converted to community charter 2/2/04**

Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; volunteers in the community; members of their immediate families or households; and organizations of such persons."

February 2, 2004

\_\_\_\_\_  
Date of Approval

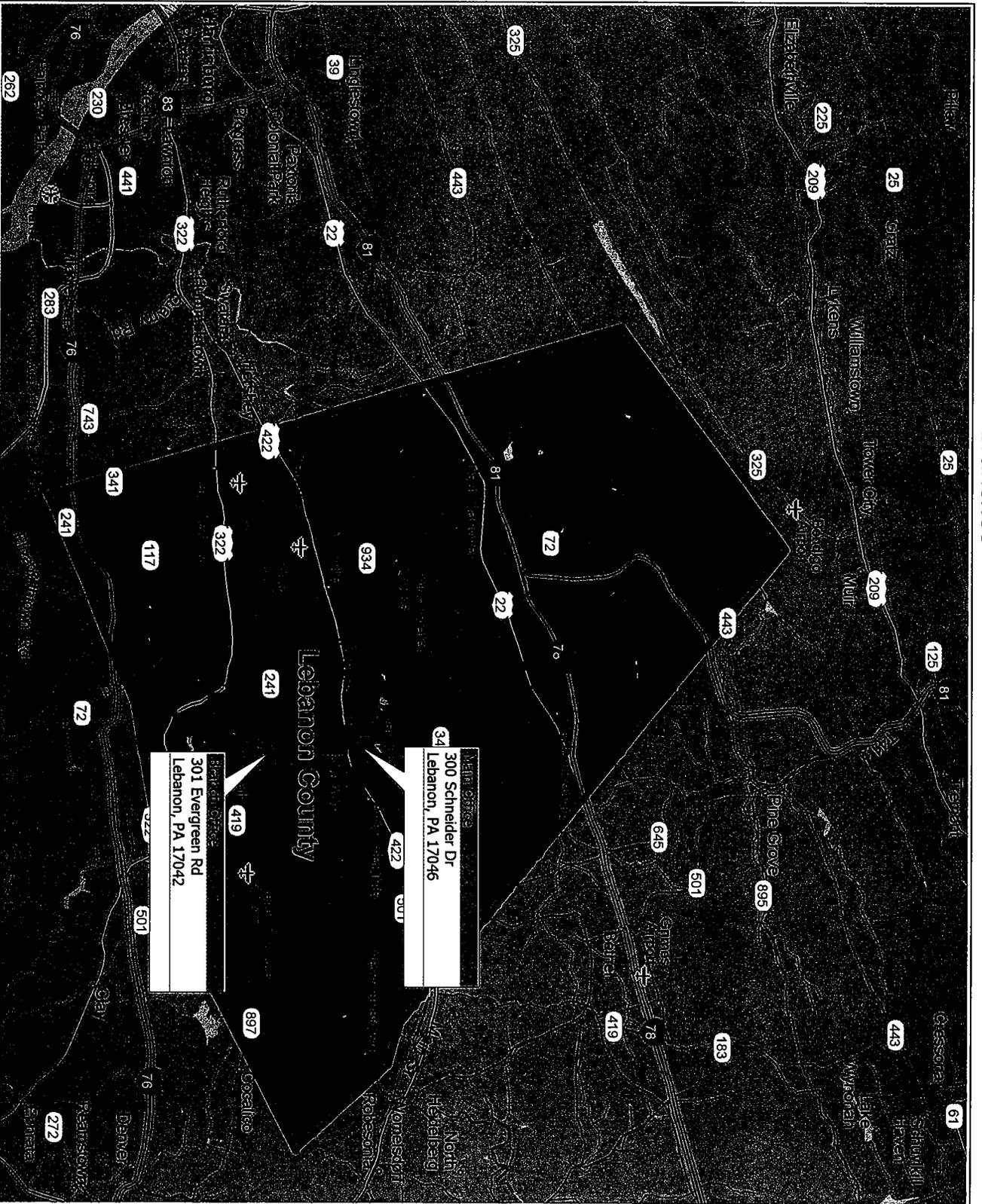
\_\_\_\_\_  
Edward P. Dupcak  
Regional Director

branches



- Pushpins
- ATMs
- Custom Territories
- Lebanon County

branches





# Custom Territories



300 Schneider Drive  
Lebanon PA 17046  
717.272.2210



301 E. Evergreen Road  
Lebanon PA 17042  
717.272.2210

January 29, 2004

Regional Director  
Region 2  
National Credit Union Administration  
1775 Duke Street, Suite 4206  
Alexandria, VA 22314-3437

RE: Field of membership expansion

Lebanon Federal Credit Union is submitting this letter to discuss the impact for our SEG's in our proposed community. As mentioned in our business plan we serve over 270 employer groups in Lebanon County, Pennsylvania, but all of our group's main office and payroll locations are in Lebanon County. Our expansion to a community charter does not impact any of our groups. All businesses, churches and organizations affiliated in our FOM will be able to continue their relationship with LFCU.

If you require any additional information, please call me at 717-272-2210 extension 110, or you can email me at [patlebanon@msn.com](mailto:patlebanon@msn.com). Thank you for your consideration in this matter.

Sincerely,



Patricia A. Hain  
President/CEO  
Treasurer

cc: Glenn Rambler

Attachments/Addendums to follow

*Revised  
Received  
1/29/04*

### Shared Common Interest and Lifestyles of Lebanon County

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Lebanon County is a small rural community with plenty of shared common interest; including lifestyle, buying, media, socioeconomic and behavior characteristics. Our employers benefit from an excellent work ethic, high productivity and above average job skills. Manufacturing continues to be an important part of our economy. However, the County is diversifying, seeing new ground in technology-based businesses, research and development, printing and pharmaceutical operations, warehousing, distribution and services.

Lebanon County, Pennsylvania is almost equal distance from New York City, Philadelphia, Baltimore and Washington, D.C. An excellent transportation system and low land prices make Lebanon County an attractive place to live, work and play.

Lebanon County residents travel on average 15-20 minutes to work, 10 minutes to church and other social events, 10 minutes to shop, and 10-15 minutes for services. We have many shared travel reasons where people who live on the east travel west and vice versa. The main reasons would be our populations percentages are about equally disbursed around our county; we share one major shopping mall, Movie Theater, and hospital. Most of the big businesses are in Lebanon City; MalMart, Lowes, Home Depot, Giant Foods, Weis Markets, Ruby Tuesday, etc.

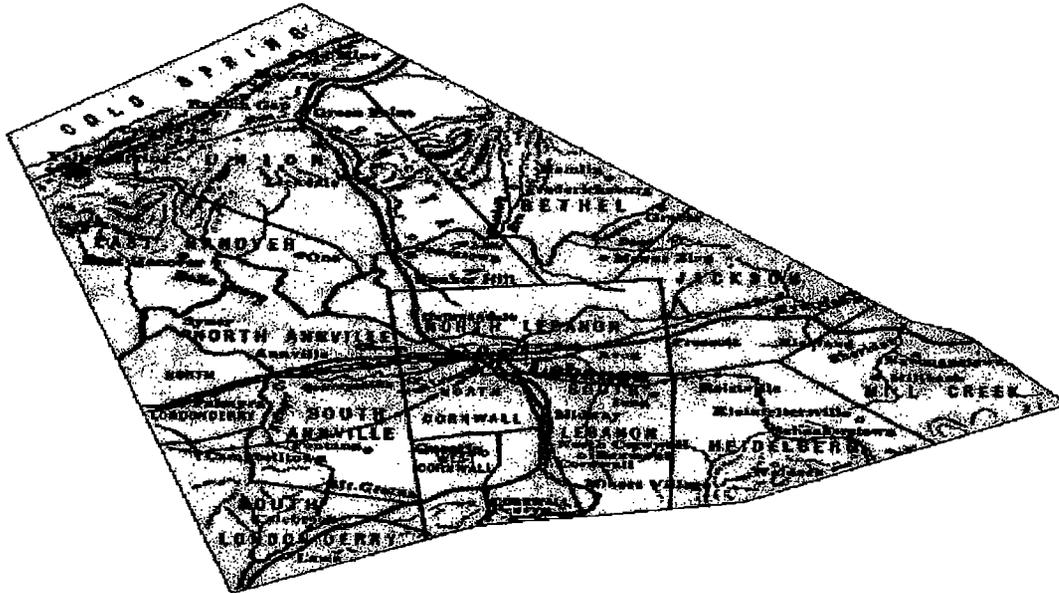
All of these businesses, along with all major employer groups of Lebanon County, are within 15 minutes travel time our Lebanon Federal Credit Union's offices. We have 3 elected County Commissioners who run our local government, and have 6 public school districts all with shared common denominators.

Lebanon Federal Credit Union has been servicing Lebanon County residents since 1969. Our 2 office locations are within 15 minutes travel time from anywhere in Lebanon County. This makes us more than accessible for our community. Our proposed expansion of branches will be in the west and east ends of our county. This will make travel times decrease and will increase our availability to maintain a profitable market share.

We believe that Lebanon County is unique. We have experienced rapid growth all while maintaining our culture grounded in values. Lebanon Federal Credit Union is conscious of our community needs and we continue to strive to meet or exceed those expectations.

**Lebanon County Map  
&  
Lebanon Federal Credit Union Offices and Proposed Locations**

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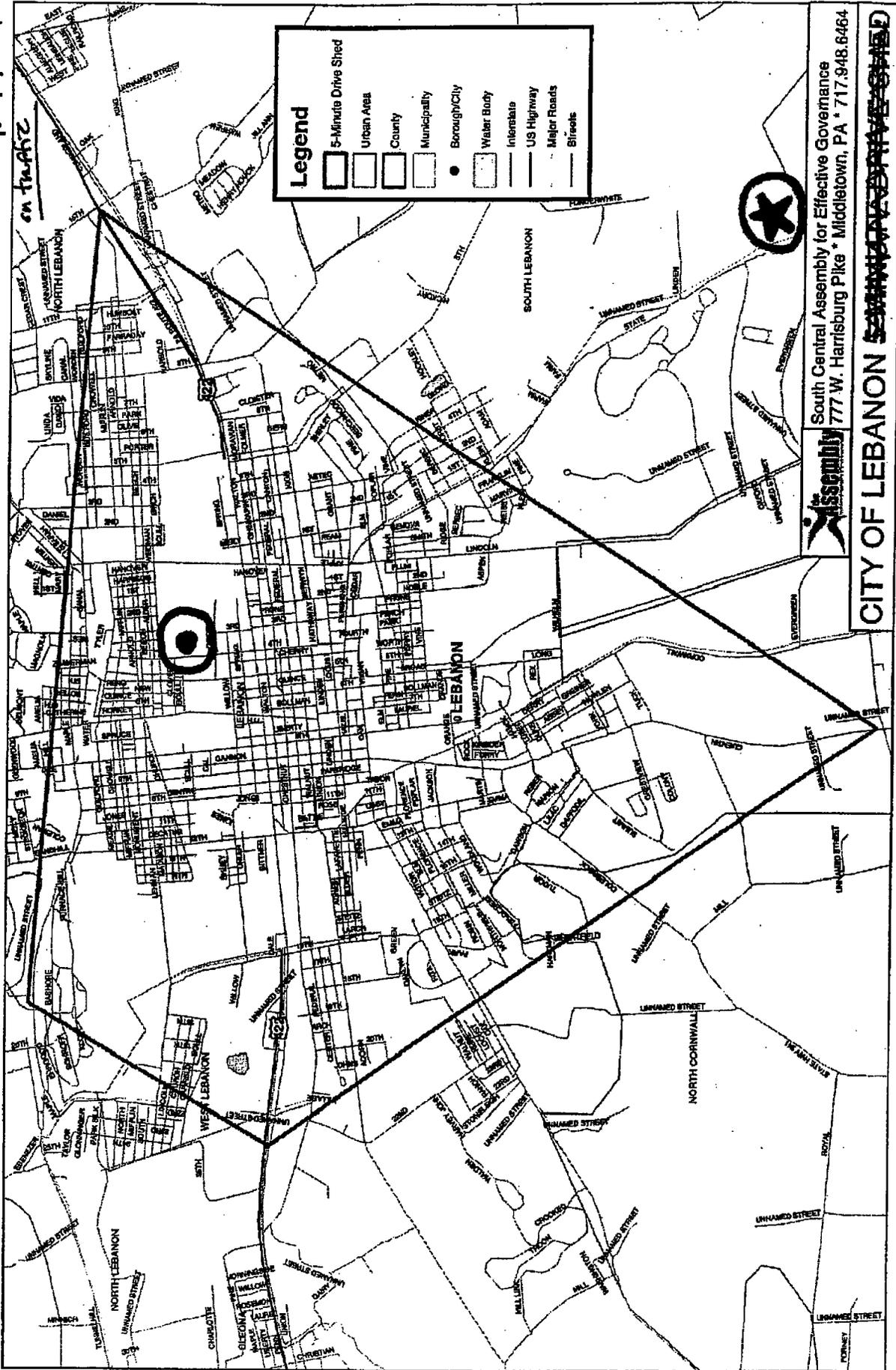
Our Main Office location is located in downtown Lebanon. Our Branch Office is located in South Lebanon Township. We have 26 Municipalities and 7 Boroughs. Our Census for population is 120,327 people living in 362 square miles that make up Lebanon County. Lebanon City population is 63,681, or 52% of residents of Lebanon County. We have no problems handling and conducting transactions for our members, and have the ability to service more members in our community. All residents of our community are within a 15 minute drive time to our current locations.

Attached are maps of our current locations and proposed locations, along with copies of an extensive Drive Shed Study conducted by South Central Assembly for Effective Governance, and Chamber of Commerce studies.

I have also highlighted where our offices are located in Lebanon County. And where we wish to open new offices in the future.

GMR

Lebo 1 Federal current office 1000' n/s  
 ● - main office ★ - branch office  
 4 miles apart - drive time 5 minutes  
 to 7 minutes on traffic



Lebanon City Map

(b)(4)

RETAIL COMMITTEE OF THE  
SOUTH CENTRAL ASSEMBLY FOR EFFECTIVE GOVERNANCE



# CITY OF LEBANON

DRIVE SHED STUDY REPORT ©

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DEMOGRAPHIC (CENSUS 2000) DATA

AND

CONSUMER SPENDING (CLARITAS) DATA

July 23, 2003 ed.

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## ACKNOWLEDGEMENT

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The South Central Region Drive Shed Study Report is the product of the Retail Committee of the South Central Assembly for Effective Governance. Chaired by Cumberland County Housing and Redevelopment Authority Executive Director Chris Gulotta, the Committee consists of dedicated professionals in the economic development, housing and redevelopment fields in the region.

The Report combines demographic and consumer expenditure data from 12 communities in the region into one volume. Each individual report contains a table of contents, a map illustrating the four drive shed polygons, tables of demographic and consumer expenditure data by drive shed, and executive summaries describing the data in narrative format.

A community may use its Drive Shed Report as a marketing tool, as well as a planning tool. Additionally, further analysis may be conducted using the data and GIS maps created in this project. Each community received multiple color copies of their report as well as the raw data in Microsoft Excel spreadsheets, a digital version of their report in Microsoft Word—for future use in marketing or other documents—and a portable and Internet-sharable digital version of their report in .pdf format. Communities also received their ArcGIS files including pre-formatted 5-, 10-, 15-, and 20-minute drive shed layouts with which to populate with any combination of demographic or consumer expenditure data. This will enable communities to conduct queries of their data, or share it with GIS mapping service bureaus.

We believe that South Central Pennsylvania is unique in northeastern United States. We are a rapidly growing region, which enjoys excellent ground transportation systems along with growing multi-modal transportation capacity. Unlike our neighbors in New York, Maryland and Virginia, we can and do drive much further than those neighbors. We believe that this Report provides an accurate picture of potential retail trade to our downtowns given various drive times of five, ten, fifteen and twenty minutes; and that national retailers will be surprised by their potential market. Perhaps even more importantly, we have been told by commercial real estate brokers that a regional marketing plan and data bank would be a valuable tool to lure retailers—both national and regional.

We would like to thank the Department of Community and Economic Development for its support of this study, as well as the communities of Carlisle Borough, Chambersburg Borough, Elizabethtown Borough, Ephrata Borough, Gettysburg Borough, Hanover Borough, City of Harrisburg, City of Lancaster, City of Lebanon, Newport Borough, Shippensburg Borough and City of York for their contribution to this study. We would also like to graciously thank the Pennsylvania Downtown Center for its generous contribution of time and valuable consumer expenditure data.

I would finally like to acknowledge Regional Planner Gwenn Miller and Administrative Assistant Kari Reagan for their work.

W. Craig Zumbrun  
Executive Director





# Claritas® (Consumer Expenditure) Data

We gratefully acknowledge the Pennsylvania Downtown Center for providing this Claritas Data to us free of charge.

## Consumer Information

Our consumer spending databases are the best way to track how America spends its money. These databases allow you to segment markets by age and income, and isolate your target audience's revenue potential in order to:

- Analyze customer spending patterns
- Conduct site and competitor analyses
- Create direct mail list selection criteria
- Target marketing plans, promotions and merchandise mix
- Uncover sales potential by market

## Consumer Behavior & Surveys

Claritas offers the most extensive links to the nation's leading syndicated surveys and databases of consumer behavior. These consumer profiles provide a powerful way to accurately segment consumers by lifestyle, media, and product preferences. National and local market profiles are available.

Each year, Claritas interviews more than 150,000 households about key financial, media and lifestyle habits. All Claritas consumer surveys link to our segmentation systems as well to the most comprehensive marketing information network available: the Claritas Partner Link Network.

## Micro Vision Area Group Profile

Micro Vision® is a segmentation and consumer targeting system that classifies every U.S. household into one of 50 unique market segments. Classifications are based on the demographic, lifestyle, socioeconomic, buying, media and behavior characteristics of households within every ZIP+4 geography.



**Lebanon 5-Minute Drive Shed Executive Summary for Caritas (Consumer Expenditure) Data**

The population in this area is estimated to change from 26,826 to 27,167, resulting in a growth of 1.3% between 2000 and the current year. Over the next five years, the population is projected to grow by 3.2%.

The population in the United States is estimated to change from 281,421,906 to 286,815,107, resulting in a growth of 1.9% between 2000 and the current year. Over the next five years, the population is projected to grow by 4.8%.

The current year median age for this population is 37.7, while the average age is 39.3. Five years from now, the median age is projected to be 38.7.

The current year median age for the United States is 35.6, while the average age is 36.5. Five years from now, the median age is projected to be 36.2.

Of this area's current year estimated population:

85.5% are White Alone, 3.3% are Black or African Am. Alone, 0.3% are Am. Indian and Alaska Nat. Alone, 1.2% are Asian Alone, 0.1% are Nat. Hawaiian and Other Pacific Isl. Alone, 7.9% are Some Other Race, and 1.7% are Two or More Races.

For the entire United States:

74.5% are White Alone, 12.4% are Black or African Am. Alone, 0.9% are Am. Indian and Alaska Nat. Alone, 3.8% are Asian Alone, 0.1% are Nat. Hawaiian and Other Pacific Isl. Alone, 5.7% are Some Other Race, and 2.5% are Two or More Races.

This area's current estimated Hispanic or Latino population is 15.9%, while the United States current estimated Hispanic or Latino population is 13.1%.

The number of households in this area is estimated to change from 11,119 to 11,263, resulting in an increase of 1.3% between 2000 and the current year. Over the next five years, the number of households is projected to increase by 3.3%.

The number of households in the United States is estimated to change from 105,480,101 to 107,753,802, resulting in an increase of 2.2% between 2000 and the current year. Over the next five years, the number of households is projected to increase by 5.4%.

The average household income is estimated to be \$40,424 for the current year, while the average household income for the United States is estimated to be \$64,338 for the same time frame.

The average household income in this area is projected to increase 14.7% over the next five years, from \$40,424 to \$46,371. The United States is projected to have a 20.9% increase in average household income.

The current year estimated per capita income for this area is \$17,564 compared to an estimate of \$24,636 for the United States as a whole.

For this area, 78.6% of the population is estimated to be age 16 and over for the current year. Of the labor force, 0.4% are in the Armed Forces, 59.7% are employed civilians, 3.0% are unemployed civilians, and 36.9% are not in the labor force.

For the United States, 77.3% of the population is estimated to be age 16 and over for the current year. Of the labor force, 0.8% are in the



South Central Assembly for Effective Governance

Armed Forces, 61.2% are employed civilians, 4.0% are unemployed civilians, and 34.0% are not in the labor force.

For the employed population age 16 and over in this area, it is estimated that they are employed in the following occupational categories:

6.7% are in "Executive, Administrative and Managerial", 9.3% are in "Professional Specialty", 25.7% are in "Technical, Sales, and Administrative Support", and 18.4% are in "Service".

12.1% are in "Precision, Production, Craft and Repair", 1.3% are in "Farming, Forestry and Fishing", and 26.5% are in "Operators, Fabricators and Laborers."

For the employed population age 16 and over in the United States, it is estimated that they are employed in the following occupational categories:

12.6% are in "Executive, Administrative and Managerial", 14.1% are in "Professional Specialty", 31.8% are in "Technical, Sales, and Administrative Support", and 12.9% are in "Service".

11.4% are in "Precision, Production, Craft and Repair", 2.5% are in "Farming, Forestry and Fishing", and 14.6% are in "Operators, Fabricators and Laborers".

For the current year, it is estimated that 3.4% of the population age 25 and over in this area had earned a Graduate or Professional Degree and 5.6% had earned a Bachelor's Degree.

In comparison, for the United States, it is estimated that for the population over age 25, 7.3% had earned a Graduate or Professional Degree, while 13.5% had earned a Bachelor's Degree.

Most of the dwellings in this area (51.7%) are estimated to be Owner Occupied for the current year. For the entire country the majority of the housing units are Owner-Occupied (66.3%).

About one-third of the dwellings in this area are estimated to be structures of 1 Unit Attached (34.7%) for the current year. In the United States, the majority of dwellings are estimated to be structures of 1 Unit Detached (60.2%) for the same year.

Almost half of housing units in this area (48.0%) are estimated to have been Housing Unit Built 1939 or Earlier for the current year.

Less than one-fifth of the housing units in the United States (18.4%) are estimated to have been Housing Unit Built 1970 to 1979 for the current year.

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South Central Assembly for Effective Governance

**CLARITAS® MICROVISION GROUP DESCRIPTIONS**

**1. ACCUMULATED WEALTH**

The Accumulated Wealth group consists of the following market segments:

1 Upper Crust	4 Mid-Life success	14 Middle Years
2 Lap of Luxury	5 Prosperous Metro Mic	
3 Established Wealth	6 Good Family Life	

The Accumulated Wealth group has the highest income level and highest property value of any MicroVision group. The median income of this group is 92% higher than the national average, and their median property value is twice the national average. The group also ranks first in the percentage of adults between the age of 40 and 59. They are the third most likely to have children and they are more likely than average to be over age ten. Accumulated Wealth households are the most likely of all groups to have children currently enrolled in private high school.

Almost 60% of these households are located in suburban areas, and 81% are single family homes, ranking them first in both categories. Accumulated Wealth also ranks first in the percentage that have received their associates, bachelors, and post graduate degrees and work in white collar occupations, particularly executive and managerial, and professional specialty positions. These households are also more likely than average to have two or more workers.

**2. MAINSTREAM FAMILIES**

The Mainstream Families group consists of the following market segments:

10 Home Sweet Home	17 Stars and Stripes	24 Sealed Air
11 Families	18 White Picket Fence	25 Boy American
16 Country Home Families	22 Traditional Times	28 Rustic Homesteaders

This group has the second highest median income and the second highest percentage of households receiving retirement income. Mainstream Families have an above average concentration of adults between the ages of 50 and 84 and children are present in a slightly more than average number of these households.

Mainstream Families households are primarily located in rural and suburban areas of the country. They are more likely than average to be home owners and their property value is slightly below average. They are more likely than average to work in blue collar occupations, particularly farming, forestry, and fishing, as well as precision production and crafts. In addition, Mainstream Families have an above average percent of civilian veterans and people currently employed in the armed services.



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3. YOUNG ACCUMULATORS

The Young Accumulators group consists of the following market segments:

9 Building a Home Life	25 Bedrock America
19 Young and Carefree	28 Building a Family

The Young Accumulators group has an above average percentage of individuals under the age of 18, and mirrors the national age distribution for those over age 18. The young age structure of the group reflects the fact that Young Accumulators are slightly more likely than average to have children. Median household income for the group is 16% below the national average and their per capita income is 23% below average.

These households are primarily located in rural areas of the country, scoring 74% above average in this category. Young Accumulators adults are less likely than average to have continued their education beyond high school. A majority of workers in this group work in blue collar occupations and they rank first in the precision production and crafts positions. They are slightly more likely than average to own their home, but their property value is lower than average. Although almost 65% live in single detached housing units, they also rank third in the percentage that live in mobile homes (13%).

4. MAINSTREAM SINGLES

The Mainstream Singles group consists of the following market segments:

8 Movers and Shakers	32 Metro Singles	40 Trump Metro Singles
12 A Good Step Forward	34 Books and New Recruits	
15 Great Beginnings	39 On Their Own	

Over 53% of Mainstream Singles adults are single or divorced. This group contains an above average number of young adults (age 21 to 39) and those in later life (age 70 and older). The median household income within the group is slightly below the national average, but due to their small household size, per capita income is 9% above average.

Mainstream Singles households are found in urban and suburban parts of the country. These households are much more likely than average to contain only one person, and slightly more likely than average to contain two people. They are much less likely than average to contain any children. The percentage of adults with a college or graduate degree is above average, as is the number of workers in white collar occupations. The majority of Mainstream Singles households rent their homes, and pay an above average amount of rent.

5. ASSET-BUILDING FAMILIES

The Asset-Building Families group consists of the following market segments:

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South Central Assembly for Effective Governance

27 Middle of the Road

29 Establishing Roots

Within the Asset-Building Families group children are present in a higher than average percentage of households. Thus, they have an above average number of children in all age ranges under 18 years. Median household and per capita income for the group is 26% below the national average.

These households are primarily found in rural America, with a concentration almost twice the national norm. They are less likely than average to have attended college, more likely to be working in blue collar occupations and almost twice as likely to be in the farming, forestry and fishing industries. Almost 65% of Asset-Building Families are home owners, while their median property value is 33% below the national average.

6. CONSERVATIVE CLASSICS

The Conservative Classics group consists of the following market segments:

7 Comfortable Times	21 American Classics	31 Country Classics
20 Secure Adults	50 Domestic Duos	

Conservative Classics ranks first in the number of individuals over the age of 60, and above average for all ages over 55. Due to the older age structure of the group, Conservative Classics ranks first in average age and in the percentage of households receiving retirement income. Their median household income is slightly below average, but due to their small household size, their per capita income is just above the national average.

These households are located in suburban and some rural areas. This group ranks highest in the number of dual-person households (38%) and also has a higher than average concentration of single person households (26%). The Conservative Classics group has the highest percentage of civilian veterans and households with no workers. They are more likely than average to be home owners, with a median property value is just slightly below average.

7. CAUTIOUS COUPLES

The Cautious Couples group consists of the following market segments:

26 The Mature Years	33 Living Off The Land
---------------------	------------------------

The Cautious Couples group has an above average concentration of adults in all age ranges over 55 and children between 5 and 17 years. Most adults in this group are married and over 86% of these households are families. The median household income of the group is 23% below the national average.

Sixty-nine percent of Cautious Couples households are located in rural areas of the country, which is slightly less than three times the national norm. Cautious Couples are the most likely of all the groups to have finished their education upon graduating high school, and they are 35% more likely than average to work in blue collar occupations. Three in four own their home, 73% of which are single detached units



South Central Assembly for Effective Governance

and 15% are mobile homes (first among the groups). More than 25% live in structures built prior to 1940 and their median property value is 38% below the national average.

8. SUSTAINING FAMILIES

The Sustaining Families group consists of the following market segments:

24 City Ties	42 Trying Rural Times	44 Hard Years
41 Close-Knit Families	43 Manufacturing USA	46 Difficult Times

Sustaining Families households have the highest concentration of children in all age ranges under 18 and an above average percentage of young adults between the ages of 18 and 34 years. Children are present in almost half of these households, ranking Sustaining Families second in this category. Their household income is over 41% below average.

Fifty-six percent of Sustaining Families households are located in urban areas (69% above the national average). They rank first in the percentage of households with five or more persons and have the highest average household size. This group also ranks first in the percentage of family households headed by a female. In terms of education, the Sustaining Families group is less likely than average to have finished high school. They are the most likely to work in blue collar occupations, ranking first as laborers, machine operators, and in service occupations. They are more likely than average to be renters living in single unit attached homes and structures with two to nine units.

9. SUSTAINING SINGLES

The Sustaining Singles group consists of the following market segments:

45 Successful Singles	47 Urban Urban/Comers	49 University USA
56 Metro Mix	45 Struggling Metro Mix	48 Urban Singles

Sustaining Singles ranks second in all age ranges between 18 and 29 years and second in the percentage currently enrolled in college (60%). These households are the least likely to contain families or to have children present. Their household income is well below the national norm, but per capita income is just below average.

The vast majority (87%) of these households are located in urban areas, ranking Sustaining Singles first in this category. They also rank first in the percentage of one person households (46%) and in renter occupied households (82%). They are more likely than average to work in a white collar occupation, take public transportation or walk to work, and are over 3.5 times more likely than average to live in structures with ten or more units.

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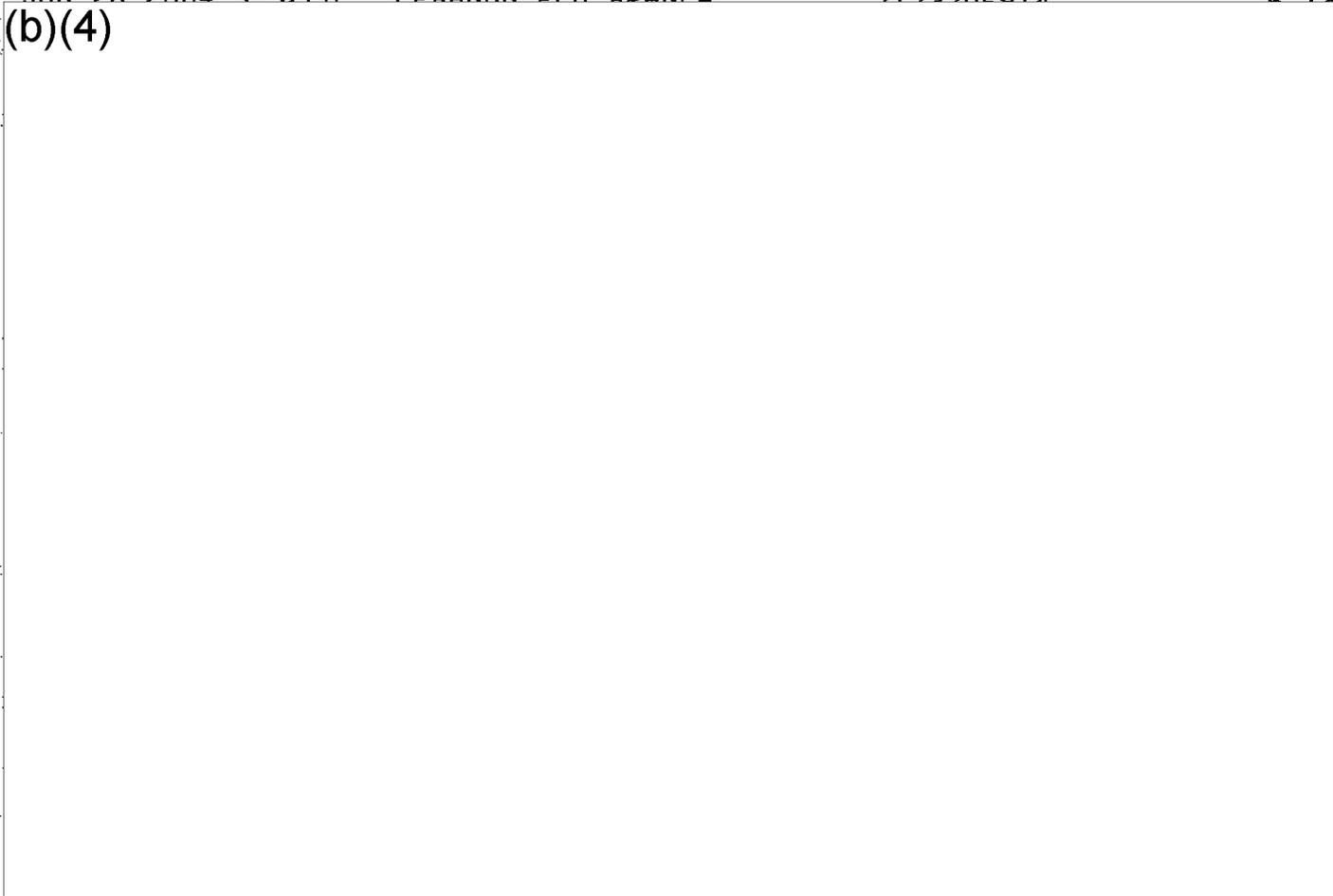
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# Special Services

[LFCU Home](#)
[Who We Are](#)
[Special Services](#)
[Lending](#)
[Savings](#)
[Contact Us](#)


Check here for  
Non-Charging ATM's

## ATM - MAC Services




Using our MAC, you can perform all of the following on your Regular Shares and Share Draft accounts:

- o check balances
- o transfer funds between accounts
- o make deposits and withdrawals through Automated Teller Machines
- o make payment for services and merchandise at participating Point of Sale locations

Lebanon Federal Credit Union has joined an alliance of nearly 120 Pennsylvania credit unions to help our members avoid the automated-teller machine (ATM) fees known as surcharges. As a result, our members have access to almost 400 surcharge-free ATM locations throughout Pennsylvania. Individuals who are members of the credit unions within this alliance should not be surcharged when using alliance-affiliated machines.

Location of LFCU ATM MAC				
ATM Site	Street Address	City	State	Type
Main Office	300 Schneider Drive	Lebanon	PA	WITHDRAWAL
Branch Office	301 East Evergreen Road	Lebanon	PA	WITHDRAWAL
Lebanon VA Hospital Bldg 17	1700 S Lincoln Avenue	Lebanon	PA	WITHDRAWAL
Lebanon General Store	337 Walnut Street	Lebanon	PA	WITHDRAWAL
Gristick's Foodcart	640 North 7th Street	Lebanon	PA	WITHDRAWAL
Zweier's Foodcart	505 South Lincoln Avenue	Lebanon	PA	WITHDRAWAL
Issam's Mobil	12th & Cumberland St.	Lebanon	PA	WITHDRAWAL
Hutters	1451 Maple Street	Lebanon	PA	WITHDRAWAL
Buds Mini Mart	299 W Lincoln Ave	Myerstown	PA	WITHDRAWAL
JM Mart Convenience Store	102 E Main Street	Palmyra	PA	WITHDRAWAL
Hutters	470 Jonestown Road	Jonestown	PA	WITHDRAWAL

Joe May's Exxon	Rt 72 & 81	Jonestown	PA	WITHDRAWAL
Lebanon City Police Station in Courthouse	400 S. 8th St.	Lebanon	PA	WITHDRAWAL

**Need more information on MAC Cards?**

**Call (717) 272-2210 or (800) 489-5328, extension 220**



Lebanon Federal Credit Union Privacy Statement

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## U.S. Census Bureau American FactFinder

### FACT SHEET

## Lebanon County, Pennsylvania

### Highlights from the Census 2000 Demographic Profiles:

#### General Characteristics - show more >>

	Number	Percent	U.S.		
Total population	120,327	100.0	100%	map	brief
Male	58,610	48.7	49.1%	map	brief
Female	61,717	51.3	50.9%	map	brief
Median Age (years)	38.7	(X)	35.3	map	brief
Under 5 years	7,360	6.1	6.8%	map	
18 years and over	91,811	76.3	74.3%		
65 years and over	19,696	16.4	12.4%	map	brief
One race - Total	119,193	99.1	97.6%		
White	113,662	94.5	75.1%	map	brief
Black or African American	1,548	1.3	12.3%	map	brief
American Indian and Alaska Native	157	0.1	0.9%	map	brief
Asian	1,067	0.9	3.6%	map	brief
Native Hawaiian and Other Pacific Islander	43	0.0	0.1%	map	brief
Some other race	2,716	2.3	5.5%	map	
Two or more races	1,134	0.9	2.4%	map	brief
Hispanic or Latino (of any race)	5,969	5.0	12.5%	map	brief
Average household size	2.49	(X)	2.59	map	brief
Average family size	2.98	(X)	3.14	map	
Total housing units	49,320	100.0	100.0%	map	
Occupied housing units	46,551	94.4	91.0%		brief
Owner-occupied housing units	33,856	72.7	66.2%	map	
Renter-occupied housing units	12,695	27.3	33.8%	map	brief
Vacant housing units	2,769	5.6	9.0%	map	

#### Social Characteristics - show more >>

	Number	Percent	U.S.		
Population 25 years and over	82,008	100.0			
High school graduate or higher	64,466	78.6	80.4%	map	brief
Bachelor's degree or higher	7,787	15.4	24.4%	map	
Civilian veterans (civilian population 25 years and older)	13,528	14.8	12.7%	map	brief
Disability Status (population 21 to 64 years)	10,507	15.7	19.2%	map	brief
Foreign Born	2,907	2.4	11.1%	map	brief
Now Married (population 15 years and over)	57,149	59.1	54.4%		brief
Speak a language other than English at home (5 years and older)	9,039	8.0	17.9%	map	brief

#### Economic Characteristics - show more >>

	Number	Percent	U.S.		
In Labor Force (16 years and older)	62,467	65.7	63.9%		brief
Mean travel time to work in minutes (16 years and older)	21.8	(X)	25.5	map	
Median household income (dollars)	40,838	(X)	41,994	map	
Median family income (dollars)	48,906	(X)	50,046	map	
Per capita income (dollars)	19,773	(X)	21,857	map	
Families below poverty level	1,770	5.4	9.2%	map	brief
Individuals below poverty level	8,728	7.5	12.4%	map	

#### Housing Characteristics - show more >>

	Number	Percent	U.S.		
Single-family owner-occupied homes	28,194	100.0			
Median value (dollars)	100,700	(X)	119,600	map	brief
Median of selected monthly owner costs	(X)	(X)			
With a mortgage	946	(X)	1,088	map	
Not mortgaged	292	(X)	295		

(X) Not applicable.

Source: U.S. Census Bureau, Summary File 1 (SF 1) and Summary File 3 (SF 3)

---



## U.S. Census Bureau

### American FactFinder

#### FACT SHEET

### Lebanon County, Pennsylvania

#### Highlights from the Census 2000 Demographic Profiles:

General Characteristics - show more >>	Number	Percent	U.S.		
Total population	120,327	100.0	100%	map	brief
Male	58,610	48.7	49.1%	map	brief
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Per capita income (dollars)	19,773	(X)	21,857	map	
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Individuals below poverty level	8,728	7.5	12.4%	map	
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Median value (dollars)	100,700	(X)	119,600	map	brief
Median of selected monthly owner costs	(X)	(X)			
With a mortgage	946	(X)	1,088	map	
Not mortgaged	292	(X)	295		

(X) Not applicable.

Source: U.S. Census Bureau, Summary File 1 (SF 1) and Summary File 3 (SF 3)

---



**U.S. Census Bureau**  
**American FactFinder**

**P53. MEDIAN HOUSEHOLD INCOME IN 1999 (DOLLARS) [1] - Universe: Households**  
**Data Set: Census 2000 Summary File 3 (SF 3) - Sample Data**

NOTE: Data based on a sample except in P3, P4, H3, and H4. For information on confidentiality protection, sampling error, nonsampling error, and definitions see <http://factfinder.census.gov/home/en/datanotes/expsf3.htm>.

	<b>Lebanon County, Pennsylvania</b>
Median household income in 1999	40,838

U.S. Census Bureau  
Census 2000

**Standard Error/Variance documentation for this dataset:**

[Accuracy of the Data: Census 2000 Summary File 3 \(SF 3\) - Sample Data \(PDF 141.5KB\)](#)

300 Schneider Drive  
Lebanon PA 17046  
717.272.2210



301 E. Evergreen Road  
Lebanon PA 17042  
717.272.2210

December 15, 2003

Regional Director  
Region 2  
National Credit Union Administration  
1775 Duke Street, Suite 4206  
Alexandria, VA 22314-3437

RE: Field of membership expansion

The officials of Lebanon Federal Credit Union would like to request a community charter for any persons who live, work and worship or attend school in, and businesses and other legal entities in the defined Lebanon County, Pennsylvania. The community has been identified and qualified as a community according to NCUA rules.

The following information is attached supporting our request:

- Maps identifying the community
- Detailed description of the community
- A statement of the population, historical information, census tracts, shared common facilities, political jurisdictions
- Common characteristics and background of residents, such as income, religious beliefs, ethnic groups, occupations, households, primary age, etc.
- Business plan showing our plans for servicing this community
- Pro forma financial statements

If you require any additional information, please call me at 717-272-2210 extension 110, or you can email me at [pathlebanon@msn.com](mailto:pathlebanon@msn.com). Thank you for your consideration in this matter.

Sincerely,

A handwritten signature in black ink that reads "Patricia A. Hain".

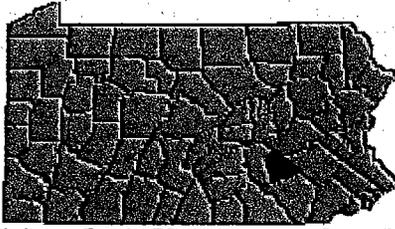
Patricia A. Hain  
President/CEO  
Treasurer

cc: Glenn Rambler

Attachments



# **Lebanon Federal Credit Union**



**We want to expand the availability of credit, investment capital, and financial services to persons who live, work, and worship or attend school in, and businesses and other legal entities in the defined Lebanon County, Pennsylvania.**

## **Lebanon County Information**

- The town of **Lebanon** was laid out in 1756 and originally called Steitztown. Lebanon was incorporated as a borough on February 20, 1821.
- **Boroughs**
  - **Cleona** was incorporated as a borough on March 25, 1929 from North Cornwall & North Lebanon Townships.
  - **Cornwall** was incorporated as a borough on October 11, 1925 from Cornwall & South Lebanon Townships.
  - **Jonestown** was laid out as a town in 1761 and incorporated as a borough on August 20, 1870 from Swatara Township.
  - **Mt. Gretna** was incorporated as a borough in 1926 from South Londonderry & West Cornwall Townships.
  - **Myerstown** was laid out as a town in 1768 and incorporated as a borough in 1910 from Jackson Township.
  - **Palmyra** was incorporated as a borough on November 10, 1913 from Londonderry Township.
  - **Richland** was incorporated as a borough on October 17, 1906 from Millcreek Township.
- **First Class Townships**
  - **Annville** was settled in 1762 and incorporated in September 1799. Annville Township was incorporated in 1912.
  - **West Lebanon Township** was incorporated on March 13, 1888 from North Lebanon Township and was incorporated as a First Class Township in 1902 or 1906 (Township Commissioners indicate both dates!)
- **Second Class Townships**
  - **Bethel Township** was settled about 1737 and incorporated in May 1793 from Lebanon Township.
  - **Cold Spring Township** was settled about 1775 and incorporated on November 3, 1853 from Union and East Hanover Townships.
  - **East Hanover Township** was incorporated in February 1785 from Hanover Township.
  - **Heidelberg Township** was settled about 1720 and incorporated in February 1757 while part of Lancaster County.
  - **Jackson Township** was settled about 1700 and incorporated in 1813 from Bethel and Heidelberg Townships.
  - **Millcreek Township** was settled in 1720 and incorporated on February 26, 1844 from Jackson and Heidelberg Townships.
  - **North Annville Township** was incorporated on July 30, 1845 from Annville Township.
  - **North Cornwall Township** was settled about 1737 and incorporated from Cornwall Township.
  - **North Lebanon Township** was incorporated on March 18, 1840 from Lebanon Township.
  - **North Londonderry Township** was incorporated on March 16, 1894 from Londonderry Township.
  - **South Annville Township** was incorporated on July 30, 1845 from Annville Township.
  - **South Lebanon Township** was incorporated in March 1840 from Lebanon Township.
  - **South Londonderry Township** was incorporated on March 16, 1894 from Londonderry Township.
  - **Swatara Township** was settled about 1737 and incorporated in 1813 from Bethel and Hanover Townships.
  - **Union Township** was settled about 1738 and incorporated on September 26, 1842 from East Hanover Township.
  - **West Cornwall Township** was incorporated on March 13, 1893 from Cornwall Township.

## COMMUNITY CHARTER BUSINESS PLAN

### 1.0 Executive Summary

Lebanon Federal Credit Union is a full service credit union dedicated to consistently providing high member satisfaction by rendering excellent service, affordable products and meeting the needs of our local community. The conversion to a community chartered credit union is the best solution to reach and serve more members and accomplish our future mission. We want to expand the availability of credit, investment capital, and financial services to persons who live, work, and worship or attend school in, and businesses and other legal entities in the defined Lebanon County, Pennsylvania.

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## **2.0 Company Summary**

Lebanon Federal Credit Union offers a wide range of high tech affordable financial services to Lebanon County. We provide an environment conducive to giving relaxing and professional service. We make credit available to people of modest means for provident and productive purposes. A community charter will help Lebanon Federal expand our Indirect Lending Program, Business Loans and Business Services and will increase our loan-to-share ratio, improve our capital position, and support NCUA's "Access Across America". Also a community charter will help us offer low-cost and fee-free financial services to all of Lebanon County, while specifically targeting assistance to the burgeoning Hispanic population of Lebanon County.

## **2.1 Company Locations and Facilities**

Lebanon Federal Credit Union's Main Office is located in Lebanon City, serving our underserved area, and is over 5,000 square feet in size. We accept shares for members, accept loan applications, and disburse loan proceeds. This is a high profile area, with easy access from all parts of the county. We also have a branch office location that is 4 miles from Lebanon City, in South Lebanon Township. Both of our office locations offer extended business hours, drive-up ATM, and the same products and services.

## **3.0 Services**

Lebanon Federal Credit Union is a full service credit union, in business to help people meet their financial needs. Here are a few of the products and services we offer to meet the needs of Lebanon County:

- Share Accounts
- Share Draft Accounts with no minimum balance
- Christmas and Vacation Clubs
- Money Market Accounts
- Share Certificates
- Individual Retirement Accounts
- VISA Check/ATM Card
- VISA Gold and Classic Credit Cards
- New and Used Vehicle Loans
- Indirect Lending Program (Dealer Loans)
- RV and Mobile Home Loans
- Personal Signature Loans
- First and Second Mortgages
- Home Equity Loans and Lines
- 24 Hour Access to Accounts

- Direct Deposit and Payroll Deduction
- Safe Deposit Boxes
- Internet Home Banking
- Electronic Bill Payer
- E-statements
- ATMs
- Business Products and Business Lending
- Risk Based Lending
- City of Lebanon's 1<sup>st</sup> time home buyers program
- Lebanon County's 1<sup>st</sup> time home buyers program

### **3.1 Competitive Comparison**

Lebanon Federal Credit Union wants to expand the availability of credit, investment capital, and financial services to Lebanon County. There are a few other credit unions in this county area, but only 1 has a branch, located in the far west area of Lebanon County. As our credit union approaches our 35<sup>th</sup> year in business, we are pleased and proud that our credit union is strong, healthy and financially sound. We feel a community charter will allow us to reach and serve more people within Lebanon County and will position us for continued capital and asset growth, and add value to our membership and our community. We understand and acknowledge our competition, and that's why our

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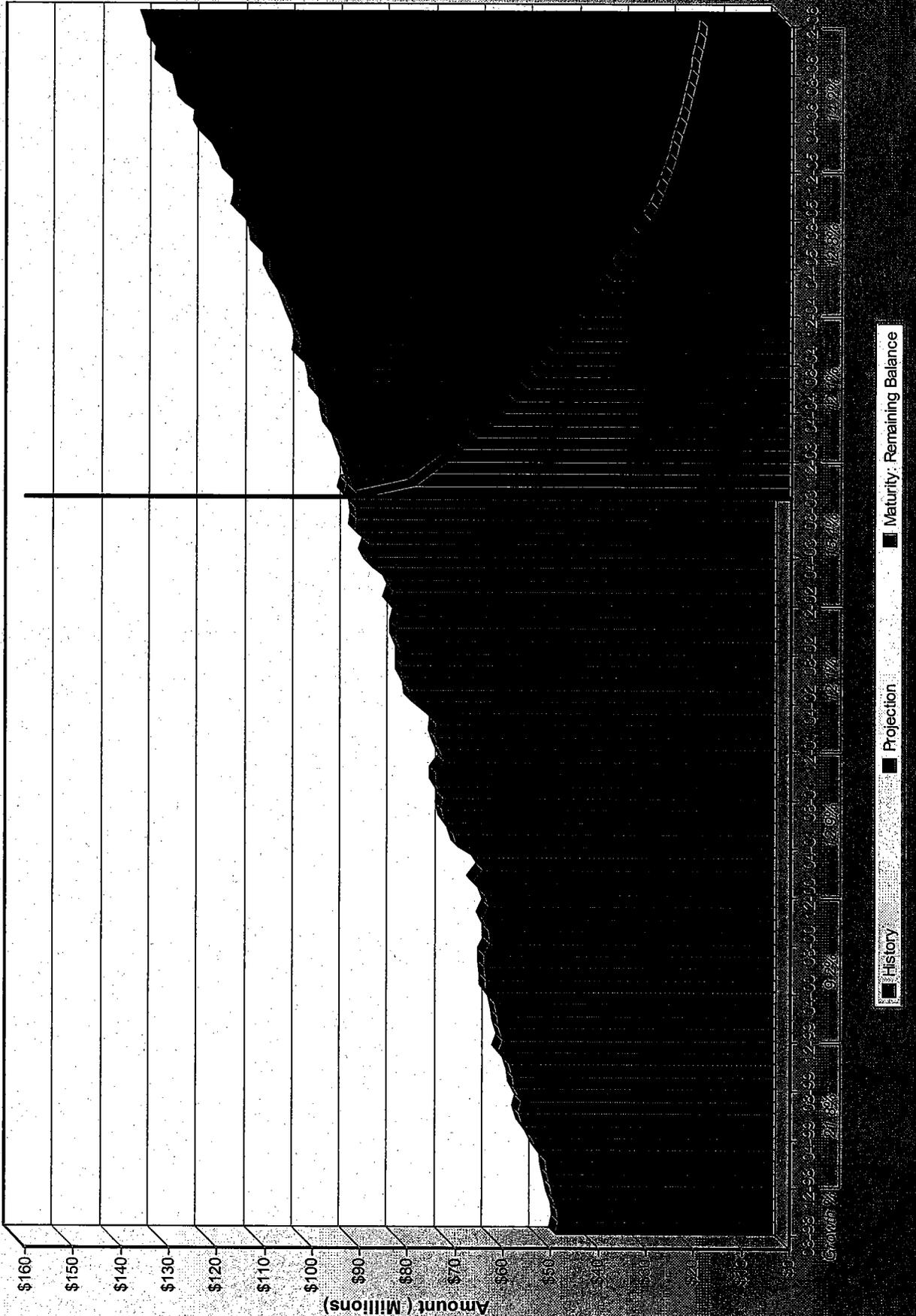
## **7.0 Conclusion:**

**Our credit union members place a great deal of respect and trust in their management team. With that trust comes responsibility. We believe that as leaders of our credit union we have the fiduciary responsibility to position our credit union for sustained future growth. Adapting to meet competition is not the only reason we want to expand. It is to give us greater opportunities to develop more capital. The future requires utilizing more leverage in order to maintain and grow member benefits. The community charter expansion allows Lebanon Federal Credit Union to continue our mission.**

**Detailed pro forma financial statements enclosed:**

**TOTAL ASSETS**

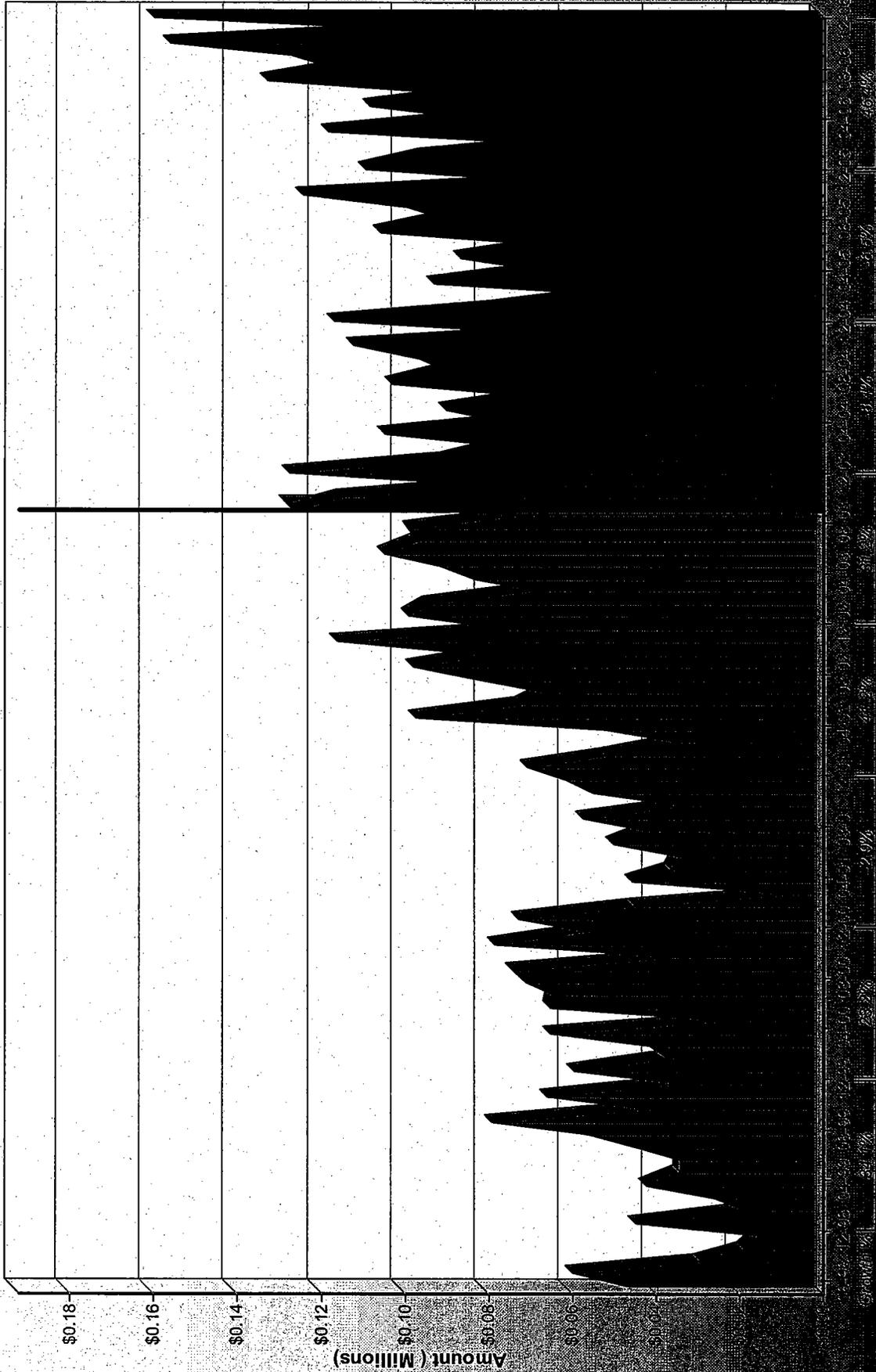
Balance Sheet - Month-End Balance



History  
 Projection  
 Maturity: Remaining Balance

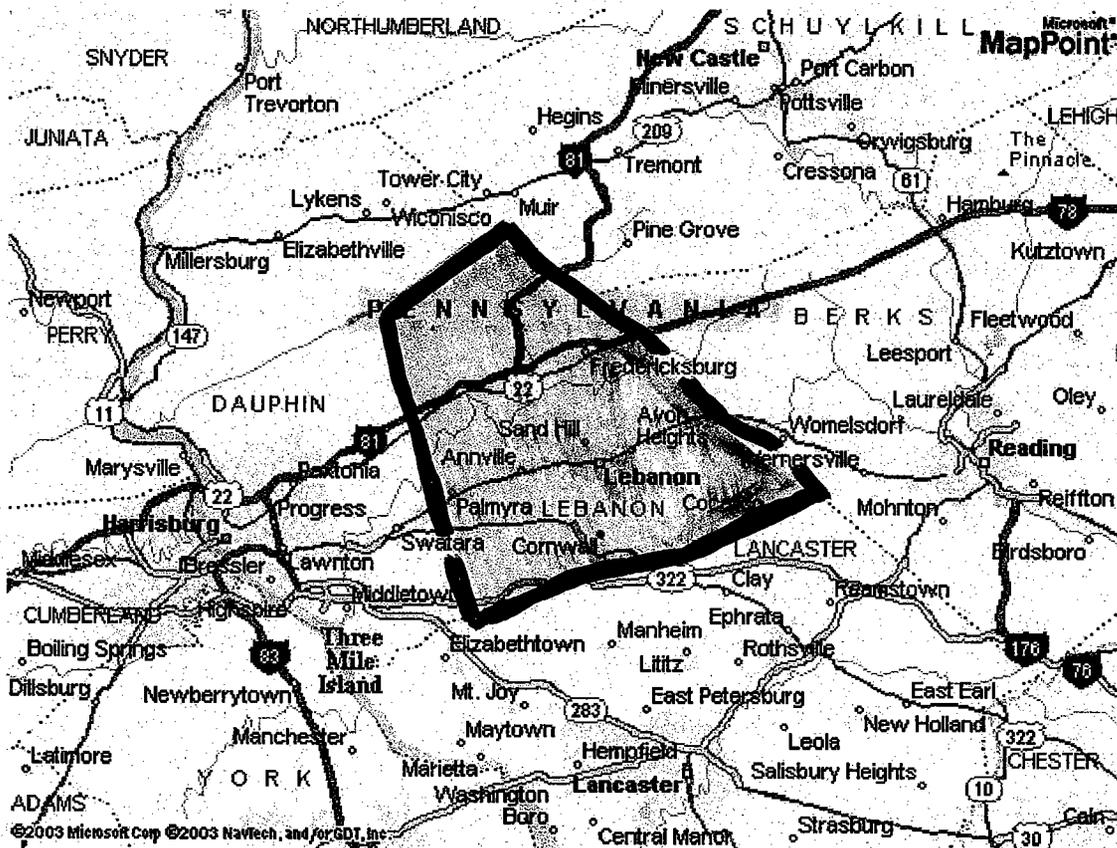
**NET INCOME**

Income



History Projection

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*Land area 362 59. miles*

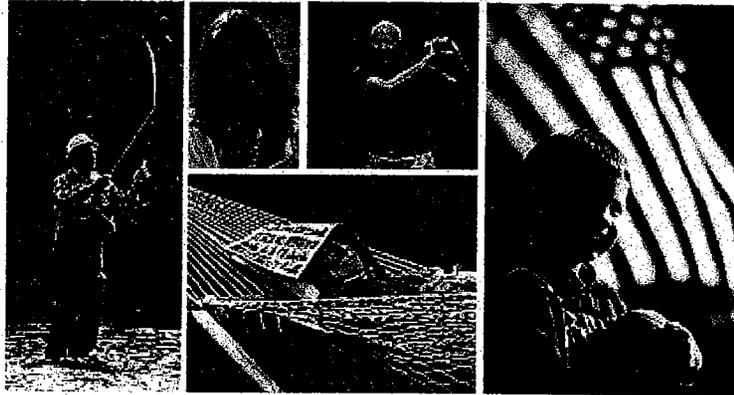
*Lebanon County*

*Detailed map enclosed.*



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## *A Great Place to Live*

First settled in 1723, Lebanon County was created by an Act of Assembly in 1813 from portions of Dauphin and Lancaster Counties. The original German settlers tilled the valley's fertile soil, creating an economic base that continues today and blends with the residential, commercial and industrial development presently occurring. Also reflective of Lebanon County's "Pennsylvania Dutch" heritage are its pastoral landscape, attractive farms and outstanding dairy and pork products, especially Lebanon Bologna. Lebanon County also is blessed with an abundance of open space and conservation lands that provide numerous recreational opportunities.

Located in south central Pennsylvania, approximately 25 miles east of the state capital (Harrisburg), Lebanon County is a 5th class county with a total land area of 362.9 square miles. Average annual temperature is 50 degrees and average precipitation is almost 36 inches. The following demographic information further describes Lebanon County:

- 1990 Census of population..... 113,774
- 2000 Census of population..... 120,327
- 2000 Census No. of housing units 49,320
- 26 Municipalities - 7 Boroughs

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16 Second Class Townships

2 First Class Townships

1 Third Class City

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**DEMOGRAPHICS**

**Total Population Trends:**

	1995	1996	1997	1998	1999	2000	2001
County	117,809	118,391	118,753	119,590	119,944	120,327	120,327

**Population by School District (1996)**

Annville- Cleona	11,890
Northern Lebanon	14,990
Cornwall Lebanon	31,050
Eastern Lebanon County	17,770
Lebanon	25,295
Palmyra	19,325

**Education (2002)**

Number Of School Districts: 6  
 Number Of Students: 18,114

**Number of Households (2000)**

46,551

**Housing Values (2000)**

Median Value of Specified Owner Occupied Housing: \$100,700  
 State Average: \$97,000

**Age (2000)**

Persons under 18 years old:	23.7%
Persons 18-64 years old:	59.9%
Persons over age 65:	16.4%

**Per Capita Income (1996)**

\$19,773

**Range of Household Incomes (2002)**

Low Income (\$17,500):	26.3%
Lower-Middle Income (\$17,500-\$29,999):	24.7%
Middle Income (\$30,000-\$42,999):	21.8%
Upper Middle Income (\$43,000-\$59,999):	16.2%
Upper Income (Over \$60,000):	11.0%

**Work Force (2000)**

Industry	Employment	%
Management, professional and related	15,169	25.4
Service Occupations	9,548	16.0

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Sales and Service	14,302	23.9
Farming, Fishing and Forestry	643	1.0
Construction, extraction and Maintenance	6,243	10.4
Production, transportation and Material moving	13,862	23.2

**Unemployment Rate**

	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>
Lebanon County	3.5	3.1	2.7	3.1	3.9

**Highest Level of Education Attained for Persons 25 Years Old or Older (2000)**

Persons 25 Years old or older:	82,576
With High School Diploma:	78.6%
With Bachelor Degree or higher:	15.4%

**Employment by Sector (1999)**

Total number of employees:	36,987
Employed in:	
Manufacturing Sector:	26%
Wholesale & Retail Trade:	21%
Mining, Construction, Utilities & Transportation or Warehousing:	8%
Information, Finance & Insurance:	4%
Health Services:	11%
Educational Professional and Technical Services:	5%
Other Sectors:	19%

**Employment by Occupation (1999)**

Professional/Management:	19%
White Collar:	26%
Service Occupations:	14%
Blue Collar:	41%

728 Walnut St. P.O. Box 899 Lebanon, PA 17042-0899 Phone: 717.273.3727 Fax: 717.273.7940 Email: info@lvchamber.org

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**ECONOMIC DEVELOPMENT AGENCIES**

**Lebanon Valley Economic Development Corporation**  
Robert McNary, President  
600 South Fifth Avenue  
PO Box 52  
Lebanon, PA 17042-0052  
Phone: 717-274-3180  
Fax: 717-274-1367

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sign up now!



728 Walnut St. P.O. Box 899 Lebanon, PA 17042-0899 Phone: 717.273.3727 Fax: 717.273.7940 Email: info@lvchamber.org

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LOCAL GOVERNMENT

**Lebanon County Commissioners**  
Room 207  
Municipal Building  
400 S. Eighth Street  
Lebanon, PA 17042  
(717)274-2801  
[lebcounty.org](http://lebcounty.org)

**Myerstown Borough**  
101 E. Washington Avenue  
Myerstown, PA 17067  
(717)866-5038

**North Annville Township**  
P.O. Box 181  
Annville, PA 17003  
(717)867-1814

**North Cornwall Township**  
320 S. 18th Street  
Lebanon, PA 17042  
(717)273-9200  
[geocities.com/northcornwalltownship/](http://geocities.com/northcornwalltownship/)

**North Lebanon Township**  
725 Kimmerlings Road  
Lebanon, PA 17046  
(717)273-7132

**North Londonderry Township**  
655 E. Ridge Road  
Palmyra, PA 17078  
(717)838-1373  
[www.nlondtwp.com](http://www.nlondtwp.com)

**Palmyra Borough**  
325 S. Railroad Street  
Palmyra, PA 17078  
(717)838-6361

**Richland Borough**  
5 Pine Street  
Richland, PA 17087  
(717)866-5601

**South Annville Township**  
1000 Clearview Lane  
Lebanon, PA 17042  
(717)867-5161 (Work) Donald Umberger

**South Lebanon Township**

**Annville Township**  
36 N. Lancaster Street  
Annville, PA 17003  
(717)867-4476  
[atpd.com](http://atpd.com)

**Bethel**  
3015 S. Pine Grove Street  
Fredericksburg, PA 17026  
(717)865-4005

**Cleona Borough**  
140 W. Walnut Street  
Cleona, PA 17042  
(717)272-7167  
[cleonaborough.org](http://cleonaborough.org)

**Cornwall Borough**  
P.O. Box 667  
Cornwall, PA 17016  
(717)274-3436  
[cornwall-pa.com](http://cornwall-pa.com)

**Township of Derry**  
235 Hockersville Road  
Hershey, PA 17033  
(717)533-2057  
[derrytownship.org](http://derrytownship.org)

**East Hanover Township**  
1117 School House Road  
Annville, PA 17003  
(717)865-3614

**Heidelberg Township**  
Mill Road

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P.O. Box 188  
Schaefferstown, PA 17088  
(717)949-3885

**Jackson Township**  
60 N. Ramona Road  
Myerstown, PA 17067  
(717)866-4771

**Jonestown Borough**  
George Kaufman, Mayor  
P.O. Box 225  
Jonestown, PA 17038  
(717)865-3381  
[jonestownpa.org](http://jonestownpa.org)

**City of Lebanon**  
Municipal Building  
400 S. Eighth Street  
Lebanon, PA 17042  
(717)273-6711  
[lebanon.nbn.net](http://lebanon.nbn.net)

**Millcreek Township**  
81 East Alumni Avenue  
Newmanstown, PA 17073  
(610)589-4750  
[www.millcreektownship.info/](http://www.millcreektownship.info/)

**Mt. Gretna Borough**  
P.O. Box 61  
Mt. Gretna, PA 17064  
(717)964-3270

1800 S. Fifth Avenue  
Lebanon, PA 17042  
(717)274-0481  
[www.twp.south-lebanon.pa.us](http://www.twp.south-lebanon.pa.us)

**South Londonderry Township**  
20 W. Market Street  
Campbelltown, PA 17010  
(717)838-5556

**Swatara Township**  
68 Supervisors Drive  
Jonestown, PA 17038  
(717)865-4803

**Union Township**  
RR 1 Box 1940  
Jonestown, PA 17038  
(717)865-4039

**West Cornwall Township**  
73 S. Zinns Mill Road  
Lebanon, PA 17042  
(717)272-9841  
[www.quentinvfc.com/township.htm](http://www.quentinvfc.com/township.htm)

**West Lebanon Township**  
322 N. 22nd Street  
Lebanon, PA 17046  
(717)274-1598

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**INFRASTRUCTURE**

**Airports:**  
Harrisburg International Airport  
Daily scheduled passenger and air-freight service  
Airport Operations Center  
717-948-5000  
[www.flyhia.com](http://www.flyhia.com)

**Major Highways:**  
PA Turnpike (I-76)  
Interstate Routes I-78, I-81;  
U.S. Routes 22, 322, 422, 72

**Rail:**  
Norfolk Southern Corporation  
717-541-2231

**Commercial Airlines:**  
**Air Canada**  
All Air Canada flights at HIA are handled by United Airlines. This includes check-in and baggage.  
Web Site: [www.aircanada.ca](http://www.aircanada.ca)  
Airline Code: AC  
Reservations: (888) 247-2262  
Flight Information / Tracking: (888) 422-7533  
Central Baggage Office: (888) 689-2247  
Normal HIA Ticket Counter Hours: 5 am - 7 pm

**Aircraft Charter-Rental & Leasing**  
Air/Deck, Inc.  
717-866-6071

**Electricity:**  
FirstEnergy  
600 South 5th Avenue  
Lebanon, PA 17042-7727  
Customer Information Center: 1-854-57741  
Fax: 717-270-4477  
Demand: 273 MW (Summer), 253 (Winter)  
Daily usage: 3,990 MW Hours

**American Eagle**  
Web Site: [www.aa.com](http://www.aa.com)  
Airline Code: AA  
Reservations: (800) 433-7300  
Flight Information / Tracking: (800) 223-5436  
Baggage Service Department: (800) 535-5225  
Normal HIA Ticket Counter Hours: 5 am - 7 pm

**Gas:**  
UGI Utilities, Inc.  
1233 Cumberland Street  
Lebanon, PA 17042  
Phone: 717-270-2520  
Fax: 717-270-2850  
Number of customers: Lebanon District-(Lebanon Co. & Derry Tw 12,750

**Continental**  
Web Site: [www.continental.com](http://www.continental.com)  
Airline Code: CO  
Reservations: (800) 525-0280  
Flight Information / Tracking: (800) 784-4444  
Baggage Resolution Center : (800) 335-2247  
Normal HIA Ticket Counter Hours:  
6 am - 7 pm (M-F)  
5 am - 6 pm (Sat)  
9 am - 7 pm (Sun)

**Water & Sewer:**  
City of Lebanon Authority  
400 South 8th Street  
Lebanon, PA 17042-6794  
Phone: 717-273-6711

**Delta Airlines** : Connection Carriers: Atlantic Southeast Airlines (ASA), Comair  
Web Site: [www.delta.com](http://www.delta.com)  
Airline Code: DL  
Reservations: (800) 221-1212  
Flight Information / Tracking: (800) 325-1999  
Baggage Service Center : (800) 325-8224  
Normal HIA Ticket Counter Hours: 4:45 am - 8 pm

**Water:**  
Average usage: 5.73 million gallons day (1995)  
Average high consumption: 6.3 million gallons a day  
Capacity: 10 million gallons  
**Sewer:**  
Average usage: 5.756 millions gallons a day (1995)  
Average high consumption: 7.86

**Northwest**  
Web Site: [www.nwa.com](http://www.nwa.com)

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Airline Code: NW  
Reservations: (800) 225-2525  
Flight Information / Tracking: (800) 441-1818  
Baggage Information: (800) 648-6497  
Normal HIA Ticket Counter Hours:  
5:30 am - 8:30 pm (M-F)  
5 am - 6 pm (Sat)  
6 am - 6 pm (Sun)

million gallons  
Capacity: 8 million gallons  
Number of Customers:  
City of Lebanon-17,000 (Water ar  
Sewer Combined)

**United Airlines**  
Web Site: [www.ual.com](http://www.ual.com)  
Airline Code: UA  
Reservations: (800) 241-6522  
Flight Information / Tracking: (800) 824-6200  
Baggage Information Service: (800) 221-6903  
Normal HIA Ticket Counter Hours: 5:30 am - 7 pm

**U.S. Airways**  
Web Site: [www.usairways.com](http://www.usairways.com)  
Airline Code: US  
Reservations: (800) 428-4322  
Flight Information / Tracking: (800) 943-5436  
Passenger Baggage Call Center : (800) 371-4771  
Normal HIA Ticket Counter Hours: 5 am - 8 pm

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**MAJOR EMPLOYERS IN THE LEBANON VALLEY**

**Hershey Foods Corporation**  
 100 Crystal A Drive  
 Hershey, PA 17033-9529  
 717-534-4000, Fax: 717-534-7867  
 Industry: Chocolate, non-chocolate confectionery; chocolate related grocery products  
 Employees: Approximately 14,000 worldwide

**Farmers Pride Inc./Bell & Evans  
 The Excellent Chicken**  
 PO Box 39  
 Fredericksburg, PA 17026-0039  
 717-865-6626, Fax: 717-865-7046  
 Industry: Poultry Processing  
 Employees: 550 full time

**Hershey Entertainment and Resorts**  
 PO Box 860  
 Hershey, PA 17033-0860  
 717-534-3131, Fax: 717-534-8991  
 Industry: Resorts and Entertainment  
 Employees: 1,189 full time, 3,191 part time

**Weaber, Inc.**  
 1231 Mt. Wilson Road  
 Lebanon, PA 17042-9498  
 717-867-2212, Fax: 717-867-1711  
 Industry: Hardwood Lumber Manufactur  
 Employees: 500 full time

**Department of Military and Veterans Affairs**  
 Fort Indiantown Gap  
 Annville, PA 17003-5003  
 717-861-8553, Fax: 717-861-8423  
 Industry: Government  
 Employees: 1,200 full time

**Cornwall Lebanon School District**  
 105 East Evergreen Road  
 Lebanon, PA 17042-7595  
 717-272-2031, Fax: 717-274-2786  
 Industry: Education  
 Employees: 490 full time, 164 part time

**H.B. Reese Candy Company**  
 925 Reese Avenue  
 Hershey, PA 17033-2297  
 717-534-4106, Fax: 717-534-5891  
 Industry: Candy Manufacturers  
 Employees: 1,000 full time

**Philhaven**  
 PO Box 550  
 283 South Butler Rd  
 Mt. Gretna, PA 17064-0550  
 717-273-8871, Fax: 717-270-2456  
 Industry: Hospital  
 Employees: 552 full time, 239 part time

**VA Medical Center**  
 1700 South Lincoln Avenue  
 Lebanon, PA 17042-7529  
 717-272-6621, 1-800-409-8771  
 Fax: 717-228-5907  
 Industry: Health Care  
 Employees: 910 full time, 40 part time

**Lebanon School District**  
 1000 South 8th Street  
 Lebanon, PA 17042-6778  
 717-273-9391, Fax: 717-270-6778  
 Industry: Education  
 Employees: 449 full time, 31 part time

**Lebanon County Government**  
 400 South 8th Street  
 Lebanon, PA 17042-6794  
 717-274-2801, Fax: 717-274-8094  
 Industry: Government  
 Employees: 950 full time

**Bayer Consumer Care**  
 400 West Stoever Avenue  
 Myerstown, PA 17067-1418  
 717-866-2141, Fax: 717-866-3723  
 Industry: Pharmaceuticals  
 Employees: 480 full time, 3 part-time

**Supreme Mid-Atlantic Corporation**

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**Tyco Electronics**  
PO Box 870  
Jonestown, PA 17038  
717-861-5140, Fax: 717-861-5180  
Industry: Manufacturing  
Employees: 700 full time

**The Good Samaritan Hospital**  
PO Box 1281  
Lebanon, PA 17042-1281  
717-270-7500, Fax: 717-270-7840  
Industry: Health Care  
Employees: 784 full time, 363 part time

**Milton Hershey School**  
Route 322 & Meadow Lane, PO Box 830  
Hershey, PA 17033-0830  
717-520-2000, Fax: 717-520-2002  
Industry: Private School  
Employees: 877 full time, 749 part time

411 Jonestown Road  
Jonestown, PA 17038-9502  
717-865-4390, Fax: 717-865-4385  
Industry: Manufacturing-Truck Bodies  
Employees: 300 full time, 13 part time  
**BC Natural Chicken**  
PO Box 70  
Fredericksburg, Pa 17026-0070  
717-865-2153, Fax: 717-865-3351  
Industry: Poultry Processing  
Employees: 300 full time

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*All highlighted industry is already in our FOM.  
We have all Major Firms of Lebanon County.  
Firms/Industry not highlighted are in Dauphin County.*



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**EDUCATION & TRAINING**

**COLLEGES AND UNIVERSITIES:**

**Lebanon Valley College**  
 Dr. G. David Pollick, President  
 101 N College Ave  
 Annville, PA 17003  
 Phone: 717-867-6100  
[www.lvc.edu](http://www.lvc.edu)  
 Enrollment: 1120 full time students

**Lebanon Campus of Harrisburg Area Community College**  
 Anthony Filippelli, Dean  
 735 Cumberland Street  
 Lebanon, PA 17042-5235  
 Phone: 717-270-4222  
[www.hacc.edu/lebanon](http://www.hacc.edu/lebanon)  
 Enrollment: 921 full time students

**Evangelical School of Theology**  
 Dr. Kirby Keller, President  
 121 South College Avenue  
 Myerstown, PA 17067-1212  
 Phone: 717-866-5775  
[www.evangelical.edu/](http://www.evangelical.edu/)  
 Enrollment: Approx. 135 students

**OTHER EDUCATIONAL PROGRAMS**

**Penn State Cooperative Extension Service**  
 Winnifred McGee, county Extension Agent  
 Lebanon County Ag Center  
 2120 Cornwall Road, Ste 1  
 Lebanon, PA 17042  
 Phone: 717-270-4391  
<http://Lebanon.extension.psu.edu>

**PROBE/New Choices-Lebanon County**  
 Career Counseling for Displaced Homemakers and Single Parents  
 Kathy Verna, Program Director  
 240 South 8th Street, Lebanon, PA 17042  
 Phone: 717-273-2090  
<http://users.nbn.net/~proncleb>

**ELCO School District**  
 Dr. Ronald Hetrick, Superintendent  
 180 ELCO Drive  
 Myerstown, PA 17067  
 Phone: 717-866-7117, Fax: 717-866-7000  
[www.elco.k12.pa.us](http://www.elco.k12.pa.us)  
 Current Student Population-2,354

**Lebanon County Career & Technology Center**  
 Mr. Stephen Kachniasz, Director  
 833 Metro Drive  
 Lebanon, PA 17042  
 Phone: 717-273-8551, Fax: 717-273-0500  
[www.lcctc.k12.pa.us](http://www.lcctc.k12.pa.us)  
 Current Student Population-600

**Lebanon School District**  
 Marianne Bartley, Superintendent  
 1000 South Eighth Street  
 Lebanon, PA 17042  
 Phone: 717-273-9391, Fax: 717-270-6700  
[www.lebanon.k12.pa.us](http://www.lebanon.k12.pa.us)  
 Current Student Population-4,078

**Northern Lebanon School District**  
 Dr. Don Bell, Superintendent  
 PO Box 100  
 Fredericksburg, PA 17026  
 Phone: 717-865-0541, Fax: 717-865-0600  
[www.norleb.k12.pa.us](http://www.norleb.k12.pa.us)  
 Current Student Population-2,465

**Palmyra Area School District**  
 Dr. Larry Schmidt, Superintendent  
 1125 Park Drive  
 Palmyra, PA 17078  
 Phone: 717-838-3144, Fax: 838-5105  
[www.palmyra.k12.pa.us](http://www.palmyra.k12.pa.us)  
 Current Student Population-2,746

**Lancaster-Lebanon Intermediate Uni**  
 1Cumberland St  
 Lebanon, PA 17042

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**K - 12 EDUCATION**

**Annville Cleona School District**

Dr. Marsha Zehner, Superintendent  
520 South White Oak Street  
Annville, PA 17003  
Phone: 717-867-7600, Fax: 717-867-7610  
[www.acschools.org](http://www.acschools.org)  
Current Student Population-1,770

**Cornwall Lebanon School District**

Thomas Sherk, Superintendent  
105 East Evergreen Road  
Lebanon, PA 17042  
Phone: 717-272-2031, Fax: 717-274-2786  
[www.clsd.k12.pa.us](http://www.clsd.k12.pa.us)  
Current Student Population-4,572

**Derry Township School District**

Dr. John DiSanti, Superintendent  
Homestead Road, PO Box 898  
Hershey, PA 17033  
Phone: 717-534-2501  
[www.hershey.k12.pa.us](http://www.hershey.k12.pa.us)  
Current Student Population-3,362

Phone: 717-270-2950  
[www.iu13.k12.pa.us](http://www.iu13.k12.pa.us)

**Lebanon Catholic School**

Deacon Richard Wentzel, Administrator  
1400 Chestnut Street  
Lebanon, PA 17042  
Phone: 717-273-3731, Fax: 717-274-51  
[www.lebanoncatholicschool.com](http://www.lebanoncatholicschool.com)  
Current Student Population-500

**Milton Hershey School**

PO Box 830  
Hershey, PA 17033-0830  
Phone: 717-520-2000, Fax: 717-520-20  
[www.mhs-pa.org](http://www.mhs-pa.org)  
Current Student Population-1,173

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**Lebanon Valley Economic Development Corpo**  
*We Keep Business Growing!*

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**About LVEDC**

**About Lebanon County**



Lebanon County was first settled by German and Scotch-Iris who soon discovered that the County not only had excellent soil, but it was also home to iron ore and building stone. Descendants of these hard-working individuals, as well as Am Mennonite peoples, still populate the area today. Employers benefit from their excellent work ethic, high productivity and job skills. Manufacturing continues to be an important part of economy. However, the County is diversifying, seeing new technology-based business, research and development, pharmaceutical operations, warehousing, distribution and services. Understanding this work advantage and market location, many smaller entrepreneurs have also chosen the Lebanon Va because it provides a solid base for their future expansions.

The Lebanon Valley is almost an equal distance from New York City, Philadelphia, Baltimore ar Washington, D.C. An excellent transportation system and low land prices make Lebanon Count a wide range of businesses. Nearly 50% of the U.S. population as well as 60% of the Canadian are within a 500-mile radius of Lebanon. Additionally, 45% of the nation's manufacturers and 41 domestic trade and service industries are located in this area.



Superior transportation networks link our businesses and cor regional and overseas markets. Interstate Routes 81, 78 and Pennsylvania Turnpike) run through the County and connect major roadways serving the Northeast and Mid-Atlantic state than 30 motor freight lines in the Northeast cross the Lebanc handling double stack cars. These lines also provide local sv facilities, numerous sidings, piggy-back pick-up and drop shi distribution and deliveries. Scheduled passenger and air freig is available through Harrisburg International Airport, less than west along the Pennsylvania Turnpike. Direct overseas travel can be easily accessed through F International and Baltimore-Washington International Airports, located less than two hours from County. Corporate aircraft are also served at nearby private airstrips. Businesses transporting c ship have discovered that this area's proximity to the ports of Philadelphia, Baltimore, New York Wilmington provide another cost advantage. Cargo-handling facilities, container capability and i connections (with rail and truck) are readily available.



The people here are proud of their heritage. They subscribe ethic that results in high-quality workmanship and a loyalty s found in today's transient business community. Please visit tl the links on this site to discover more reasons that you shoul Lebanon County.

Lebanon Valley Economic Development Corporation 600 S. Fifth Avenue P.O. Box 52 Lebanon, PA 17042 Phone: 717.274.3180 Fax: 717



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## About Lebanon County

### Stats

#### Population Statistics

Lebanon County has 361.9 square miles of land, 45% of which is used for agricultural purposes. (1.1% of the population claims agriculture as their primary form of employment.) There are 332.5 persons per square mile. The population is 68.9% urban and 31.1% rural.

1. [50 Largest Employers in Lebanon County](#)
2. [Leading Employers](#)
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#### Total Population

(2000)	120,327
(1990)	113,774
(1980)	108,582
(1970)	99,665

#### Percent of Population by Race and Hispanic or Latino Ethnicity (2000)

White or European-American	94.5%
Black or African-American	1.3%
Other	4.3%
Hispanic or Latino Ethnicity	5.0%

#### Percent of Persons by Age (2000)

Age 0-4	6.1%
5-17	17.6%
18-59	55.6%
60-64	4.3%
over 65	16.4%

#### Percent of Families By Type (2000)

Total families	32,890
Married, with children	34.7%
Married, no children	47.8%
No spouse present	17.5%
Male-headed, with children	3.5%
Male-headed, no children	1.8%
Female-headed, with children	7.8%
Female-headed, no children	4.4%
*Total non-family households	16,116

#### Educational Attainment of Persons Age 25 and Older (2000)

Total persons	82,008
---------------	--------

Less than HS graduate	21.4%
HS graduate or higher	78.6%
Bachelor's degree or higher	15.4%
Professional degree or higher	5.9%

**Median Income**

Median Household Income	\$40,838
Median Family Income	\$48,906
Median Non-Family Income	\$22,691
Median Per Capita Income	\$19,773

*All information is from the U.S. 2000 Census, unless otherwise noted.*

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### About Lebanon County

#### Employment Statistics

Total Labor Force	59,767
Management/Professional	25.4%
Service	16.0%
Sales & Office	23.9%
Farming/Forestry/Fishing	1.1%
Precision Construction/Maintenance	10.5%
Production/Transportation	23.2%

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#### Average Annual Unemployment Rates

1996	3.5%
1997	3.6%
1998	3.5%
1999	3.1%
2000	2.7%
2001	3.1%

Source: U.S. Census 2000

#### Shift Experience (1999):

Number of private offices or manufacturing firms employing more than 250 people within 30 miles: 189

Of these operations, 163 regularly utilize more than one shift and 37 operate seven days a week

Top private offices or manufacturing firms employing more than 50 people within a 30-mile radius of Lebanon (1999):

SIC Code	Name of Company	# of Employees	Average Absenteeism	Average T
3996	Armstrong World Industries	Over 2500	1.20%	Less than
3312	Carpenter Technology Corp	Over 2500	1%	Less than
3714	Dana Corporation	Over 2500	1.50%	Less than
2066	Hershey Foods Corporation	Over 2500	1%	Less than
3354	Alumax Extrusions	Over 2500	1%	Less than
3322	Grinnell Corporation	Over 1000	1.50%	Less than
2066	HB Reese Candy Company	Over 1000	1%	Less than
3751	Harley-Davidson Inc	Over 1000	1%	Less than

**LVEDC****Lebanon Valley Economic Development Corpo***We Keep Business Growing!*[Home](#)[About LVEDC](#)[About Lebanon County](#)[Business Resources](#)[News](#)[Contact Us](#)[Links](#)

## About Lebanon County

### Geography



The Lebanon Valley has the same rich farmland beauty as it in the Susquehanna River Valley, such as Lancaster and Adams Counties, with rolling hills and fertile soils. The county also contains deposits of iron ore and good building stone.

Average rainfall in the Lebanon Valley is 31 inches, and the average snowfall. Average daytime temperature in January is 35° F and 85° F in July.

Located within 30 miles of not only the state capitol in Harrisburg, but also the well-known Pennsylvania cities of Lancaster and Reading, the Lebanon Valley is ideal because of its blend of big-city access and small-town beauty. Philadelphia and Allentown are both within an hour and a half drive, Baltimore and Washington, DC are within two hours, and even New York City is less than a three hour drive.

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## About LVEDC

### Quality of Life

The Lebanon Valley provides a delightful blend of community and commerce. It offers that balala lifestyles so many people seek, but so few find: the ideal blend of urban and rural benefits. Cultural entertainment opportunities are here in abundance, the commercial sector is strong, diverse and professional services are readily available. Yet, at the same time, the area's predominant rural and free of many of the problems typically associated with more metropolitan centers.

Lebanon is part of "Pennsylvania Dutch Country," noted for its pastoral landscapes and rich her Although the county's residents today have a much wider variety of ethnic heritages, they still h retained the solid work ethic of the original Germanic settlers.



Lebanon residents enjoy a variety of entertainment and cultural activities, such as the Hershey Theatre, which features the F Symphony and off-Broadway tours, the Mount Gretna outdoor music festivals and art shows, the Pennsylvania Renaissance Quentin Riding Club horse shows, Hersheypark Arena, the n constructed Giant Center, annual arts festivals throughout th and many other community events. Lebanon County is also l one of the few remaining single-screen movie theatres still in the Allen Theatre, in the town of Annville. Lebanon Valley Cc located in Annville, hosts a variety of cultural and entertainment events throughout the year.

Six public school systems and a vocational facility, many consistently rated among the best in th and Nation, educate our children. Over 20 private schools provide additional choices for childre kindergarten through twelfth grade. The Lebanon County Career and Technology Center, recog one of Pennsylvania's finest, provides training in a wide range of skills. The administration and i closely with local employers to develop custom-designed programs to fill specific needs.

Lebanon Valley College and Harrisburg Area Community College, both located here, have beer among the top 25 schools of their type in the nation. A number of other prestigious colleges and universities are also situated within an easy drive of the Valley, including: Franklin and Marshall Elizabethtown, York, Penn State University (Harrisburg and Berks Campuses), Dickinson, Lehiq Susquehanna, Millersville and Muhlenberg. There are also 7 public libraries located in the Cour Available housing in the Lebanon Valley ranges from beautiful historic buildings to modern sub homes.

Lebanon is home to the Good Samaritan Hospital and is only a short drive from the Hershey Me Center.

Lebanon Valley Economic Development Corporation 600 S. Fifth Avenue P.O. Box 52 Lebanon, PA 17042 Phone: 717.274.3180 Fax: 717.

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## About Lebanon County

### Other information.

The City of Lebanon is the population center of the Lebanon Valley and, based on the 2000 Census, has been designated officially as an urbanized area. The urbanized area population is 63,681.\*

There are 40 four-year colleges within 60 miles of the County. Lebanon Valley College, located in Annville in Lebanon

County, in 2002 had 1,540 full-time undergraduate students, with 399 part-time undergraduates graduate students. LVC offers various Bachelors and Associates degrees, and also has an MB, specialized Master's degrees in Education, Master of Music Education and has a program to ot Doctorate in Physical Therapy. There are approximately 400 graduates annually.

Harrisburg Area Community College has a campus in downtown Lebanon.

Lebanon County Career and Technology Center offers specialized training for high school junio seniors pursuing technical careers.

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Lebanon County Primary has 22 elementary schools, 5 middle schools and 6 high schools.

There is one military base in Lebanon County: Fort Indiantown Gap, which serves the Army Air Reserve and National Guard, in Annville, PA.

There are two State Parks in Lebanon County, together totaling 6 square miles, with space ava boating, fishing, hunting, skiing and picnicking. There are over 25,000 acres of State Game Lan addition, there are numerous municipal parks, providing a wide variety of space for leisurely act Lebanon County is home to six public golf courses as well.

There are 31 Day Care centers in the County, able to serve over 2,300 children, and an additio Group Day Care homes, with a combined capacity of 190. Lebanon also has 12 nursing homes serve over 1,300 residents, and 19 personal care homes, able to serve over 800 persons.\*\*

The Good Samaritan Hospital in Lebanon City is the County's general/acute care facility, and P Hospital, also located in Lebanon County, is known throughout the state for its high quality of ps care.

*\*Source: Lebanon County Planning Department*

*\*\* Sources: PA Dept of Public Welfare, Office of Children, Youth and Families, Bureau of Child Services; PA Dept of Health, Bureau of Health Statistics and Research; PA Dept of Public Welf. Licensing Unit.*

Lebanon Valley Economic Development Corporation 600 S. Fifth Avenue P.O. Box 52 Lebanon, PA 17042 Phone: 717.274.3180 Fax: 717

**U.S. Census Bureau**  
**American FactFinder**

**GCT-PH1. Population, Housing Units, Area, and Density: 2000**  
 Data Set: Census 2000 Summary File 1 (SF 1) 100-Percent Data  
 Geographic Area: **Pennsylvania – County**

NOTE: For information on confidentiality protection, nonsampling error, and definitions, see <http://factfinder.census.gov/home/en/datanotes/expsf1u.htm>.

Geographic area	Population	Housing units	Area in square miles			Density per square mile of land area	
			Total area	Water area	Land area	Population	Housing units
Pennsylvania	12,281,054	5,249,750	46,055.24	1,238.63	44,816.61	274.0	117.1
<b>COUNTY</b>							
Adams County	91,292	35,831	521.52	1.51	520.01	175.6	68.9
Allegheny County	1,281,666	583,646	744.71	14.54	730.17	1,755.3	799.3
Armstrong County	72,392	32,387	664.44	10.51	653.93	110.7	49.5
Beaver County	181,412	77,765	443.90	9.69	434.21	417.8	179.1
Bedford County	49,984	23,529	1,017.40	2.89	1,014.51	49.3	23.2
Berks County	373,638	150,222	865.67	6.79	858.88	435.0	174.9
Blair County	129,144	55,061	527.11	1.31	525.80	245.6	104.7
Bradford County	62,761	28,664	1,161.03	10.37	1,150.67	54.5	24.9
Bucks County	597,635	225,498	622.11	14.74	607.38	984.0	371.3
Butler County	174,083	69,868	794.79	6.26	788.53	220.8	88.6
Cambria County	152,598	65,796	693.43	5.41	688.02	221.8	95.6
Cameron County	5,974	4,592	398.60	1.44	397.16	15.0	11.6
Carbon County	58,802	30,492	387.23	6.20	381.04	154.3	80.0
Centre County	135,758	53,161	1,111.85	4.32	1,107.53	122.6	48.0
Chester County	433,501	163,773	759.81	3.84	755.97	573.4	216.6
Clarion County	41,765	19,426	608.95	6.51	602.44	69.3	32.2
Clearfield County	83,382	37,855	1,153.80	6.49	1,147.32	72.7	33.0
Clinton County	37,914	18,166	898.09	7.23	890.87	42.6	20.4
Columbia County	64,151	27,733	489.79	4.24	485.55	132.1	57.1
Crawford County	90,366	42,416	1,037.74	25.01	1,012.72	89.2	41.9
Cumberland County	213,674	86,951	551.14	0.98	550.17	388.4	158.0
Dauphin County	251,798	111,133	557.53	32.24	525.29	479.4	211.6
Delaware County	550,864	216,978	190.74	6.53	184.21	2,990.4	1,177.9
Elk County	35,112	18,115	832.23	3.58	828.65	42.4	21.9
Erie County	280,843	114,322	1,558.40	756.46	801.95	350.2	142.6
Fayette County	148,644	66,490	798.00	7.86	790.14	188.1	84.1
Forest County	4,946	8,701	431.40	3.28	428.12	11.6	20.3
Franklin County	129,313	53,803	772.63	0.71	771.92	167.5	69.7
Fulton County	14,261	6,790	438.03	0.46	437.57	32.6	15.5
Greene County	40,672	16,678	577.95	2.09	575.86	70.6	29.0
Huntingdon County	45,586	21,058	889.03	14.98	874.05	52.2	24.1
Indiana County	89,605	37,250	834.29	5.02	829.27	108.1	44.9
Jefferson County	45,932	22,104	656.87	1.39	655.48	70.1	33.7
Juniata County	22,821	10,031	393.57	1.98	391.59	58.3	25.6
Lackawanna County	213,295	95,362	464.51	5.88	458.63	465.1	207.9
Lancaster County	470,658	179,990	983.81	34.75	949.06	495.9	189.7
Lawrence County	94,643	39,635	362.76	2.30	360.46	262.6	110.0
Lebanon County	20,821	9,320	362.60	0.74	361.86	332.5	47.7
Lehigh County	312,090	128,910	348.34	1.68	346.66	900.3	371.9
Luzerne County	319,250	144,686	907.13	16.32	890.81	358.4	162.4
Lycoming County	120,044	52,464	1,243.77	8.91	1,234.85	97.2	42.5
McKean County	45,936	21,644	984.17	2.60	981.57	46.8	22.1



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**County Real Estate Taxes**

January to June, 2003 Tax Rates in Lebanon County  
 County Real Estate: 22.8 mills

Area	Real Estate (in mills) (total includes county tax)			Per Capita		C
	Municipal	School	Total	Municipal	School	
Lebanon City	22.67	152.2	197.67		\$10.00	
<b>Boroughs</b>						
Cleona	16.5	116.0	155.3	\$5.00		
Cornwall	12.0	153.8	188.6		\$10.00	
Jonestown	12.0	146.0	180.8	\$5.00	\$10.00	
Mt. Gretna	19.0	153.8	195.6		\$10.00	
Myerstown	25.5	140.8	189.1	\$5.00	\$10.00	
Palmyra	23.0	122.0	167.8	\$5.00	\$10.00	
Richland	13.0	140.8	176.6	\$5.00	\$10.00	
<b>Townships</b>						
Annville	24.2	116.0	163.0	\$5.00		
Bethel	4.6	146.0	173.4	\$10.00	\$10.00	\$
Cold Spring		146.0	168.8		\$10.00	
East Hanover	3.0	146.0	171.8		\$10.00	
Heidelberg	6.6	140.8	170.2	\$5.00	\$10.00	
Jackson	3.0	140.8	166.6	\$5.00	\$10.00	
Millcreek	10.0	140.8	173.6	\$5.00	\$10.00	
N Annville		116.0	138.8			
N Cornwall	10.0	153.8	186.6	\$5.00	\$10.00	
N Lebanon	11.0	153.8	187.6	\$5.00	\$10.00	\$
North Londonderry	11.5	122.0	156.3		\$10.00	
S Annville		116.0	138.8			
S Lebanon	12.0	153.8	188.6	\$5.00	\$10.00	
South Londonderry	12.0	122.0	156.8	\$5.00	\$10.00	
Swatara	2.0	146.0	170.8	\$5.00	\$10.00	
Union	2.0	146.0	170.8	\$10.00	\$10.00	
W Cornwall	7.0	153.8	183.6		\$10.00	
W Lebanon	18.5	152.2	193.5		\$10.00	

Provided by the Lebanon County Commissioners Office

Assessment Ratio: Co  
 All School Distr  
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**Population Age Distribution - 2000 - Lebanon County**

Age	Population
10 to 14 years	8,308
15 to 19 years	8,076
20 to 24 years	6,694
25 to 34 years	14,929
35 to 44 years	18,772
45 to 54 years	16,906
5 to 9 years	7,949
55 to 59 years	6,478
60 to 64 years	5,159
65 to 74 years	9,960
75 to 84 years	7,044
85 years and over	2,692
Under 5 years	7,360

Tuesday, 18 Nov 03



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**Lebanon County, PA  
Population by Decades**

Date	Population	Population Change	Annual % Change
1900	53,827	-	-
1910	59,565	5,738	1.0
1920	63,152	3,587	0.6
1930	67,103	3,951	0.6
1940	72,641	5,538	0.8
1950	81,683	9,042	1.2
1960	90,853	9,170	1.1
1970	99,665	8,812	0.9
1980	108,582	8,917	0.9
1990	113,744	5,162	0.5
2000	120,327	6,583	0.6

Source: U.S. Bureau of Census

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**United Way of  
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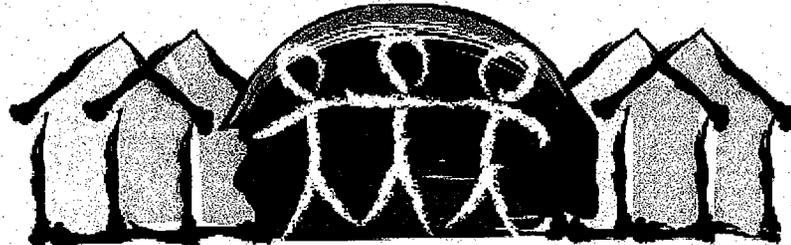
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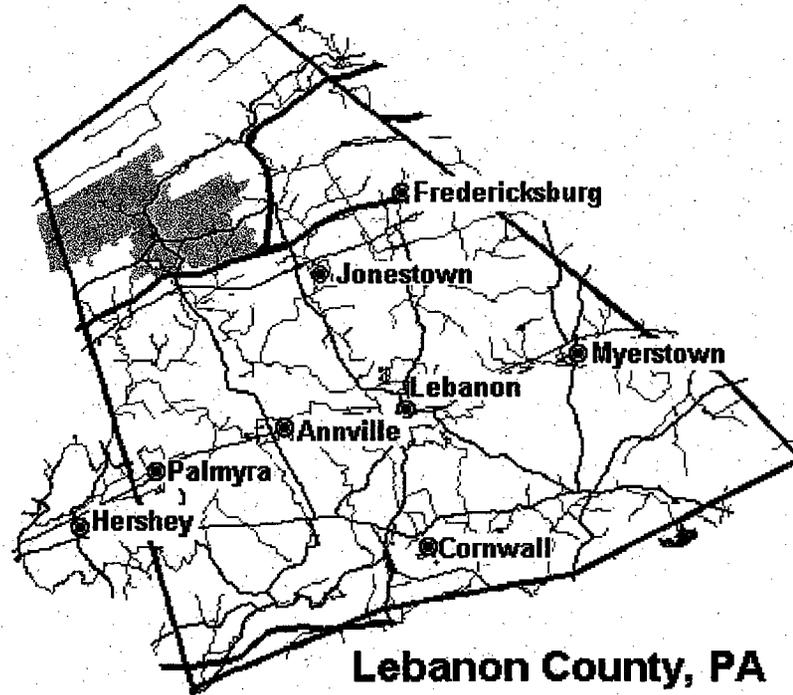
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## 2002-2003 Highlights

### Resource Development

The 2002 campaign set another record, raising \$1,925,834, a 13.3 percent increase above the \$1,700,000 goal.

Representatives from the United Way staff and member agencies conducted 202 employee meeting presentations at 40 companies and organizations.

CEO's from 116 corporations and organizations were personally contacted by United Way board members to solicit their individual and corporate support.

Seven individuals and their families held membership in the Alexis de Tocqueville Society by contributing \$10,000 or more to the campaign: Mr. & Mrs. Vernon Bishop; Mr. & Mrs. A. L. Hanford, III; Mr. & Mrs. Richard L. Miller, Jr.; Mr. & Mrs. Harlan Wengert; and Mr. & Mrs. John E. Wengert. Richard and Susan Lenny and Ken and Gloria Wolfe made major leadership contributions to the United Way of Lebanon County that were part of their Tocqueville-level gifts through the United Way system. In addition, the Raymond T. Wentling Trust yielded a Tocqueville level gift.

At two Campaign Building Workshops held in July, a total of 58 coordinators from 26 of our top 50 accounts attended. Twelve CEO's from 12 of the accounts attended the lunch when coordinators presented their campaign plans. The two presenters were staff members from the United Way of Berks County. Evaluations of the training were very positive. At two other coordinator training sessions, 29 coordinators from 15 accounts attended.

Three businesses stepped forward to donate exciting incentives to promote contributions: Ladd-Hanford, A Chrysler Corp. Neon for the ninth year; Foodland, a year's worth of groceries worth \$3900 for the fifth year; and Bob Hoch's Home Furnishings, two 27-inch televisions for the sixth year.

Fifty-two Cornwall-Lebanon School District student swimmers, coached by Amy Hulme, raised \$4,277 in the 29th United Wayve swim-a-thon.

Students from the Cornwall-Lebanon School District participated in Miles of Quarters and contributed \$2,882.

The Achordance, Four Way Intersection, Cross County Connection and Nu Version

barbershop quartets performed for A Night of Harmony and raised \$1,584. Board member Ruth Miller organized and helped sponsor the event and the Quality Inn donated its ballroom.

Pleasant weather provided for a wonderful evening as 125 attendees gathered for the Pacesetters Reception at Brasenhill. Kaj Skov sponsored the event.

Two report meetings were hosted at Richwine Fellowship Hall, courtesy of Salem Lutheran Church. The First National Bank of Fredericksburg sponsored the October 16 meeting. The second meeting, held December 4, was underwritten by First Union, Elk Corp., Northwest Savings, and UGI.

The Harrisburg Area Community College – Lebanon Campus provided its auditorium for the Victory Celebration for the sixth year. Good Samaritan Hospital provided the food and Dennis Mellott the decorations for this celebration attended by 200.

### **Distribution of Resources**

Budgeted \$1,539,325 to the 31 member-funded agencies through the allocations process, an increase of 1.1 percent over the previous year. Fourteen of the agencies received increased allocations compared with the previous year.

The American Cancer Society--Lebanon County Unit will receive \$63,429 based on its partnership contract with United Way.

### **Communications**

An seven-minute campaign video featured clients of Compeer, Habitat for Humanity and the Salvation Army - Lebanon Corps. It was produced by Jan Boyer and Lee Glowacki from JLB Advertising and Public Relations; and Lee Glowacki and Julie McCullough from Comcast/CN8.

For a fourth year, a full-color campaign brochure was designed courtesy of JLB Advertising and Public Relations, and printed courtesy of Colortech, Inc.

The United Way of Lebanon County's website was maintained thanks to the efforts of Ruth Miller, Marsulex and webmaster Rick Hicks from Hamon Research-Cottrell.

The City of Lebanon again installed our "Support United Way" banners on light standards at six major intersections. A giant "Support United Way" banner was displayed at several locations.

The Lebanon Daily News, Lebanon Patriot News, and The Merchandiser provided extensive print coverage of campaign and other United Way activities throughout the year. The Lebanon Daily News published a special insert highlighting United Way and its agencies. It was sponsored by Butler Manufacturing and Met-Ed.

Fourteen companies and organizations sponsored 17 advertisements in the Lebanon Daily

News featuring employees and the reasons they support United Way.

Lebanon Broadcasting Company produced and aired PSA's hundreds of times over its WLBR-AM and WQIC-FM stations.

Outdoor goal thermometers tracked campaign progress on space provided courtesy of the City of Lebanon, Lebanon Valley Mall, Lebanon Plaza Mall, Wal-Mart, Developmental & Disability Services of Lebanon Valley, Borough of Palmyra, and the Lantern Lodge. Maintenance staff from the Good Samaritan Hospital maintained and placed the thermometers.

The "United Way at Work" newsletter was circulated to company coordinators, the board, and cabinet.

### **Voluntarism**

**Allocations.** Fifty panel volunteers worked to allocate resources to 31 human services agencies to improve the quality of life in Lebanon County.

**Campaign.** More than 300 volunteers worked to raise funds for the United Way campaign. Either through involvement at their company or organization, serving on the campaign cabinet, or making calls on behalf of United Way, these volunteers were the heart and soul of the 2002 United Way fundraising effort.

**Day of Caring.** More than 800 community volunteers participated in the 10th annual Day of Caring and gave the gift of time. Thirty-six agencies provided projects throughout Lebanon County. Many of the volunteers participated in the Deliver A Smile Project, which involved visiting individuals in hospitals and nursing homes and delivering greeting cards made by 3,000 school students. Waypoint Bank was the major event sponsor. The day got off to a great start with a breakfast in the Lebanon High School cafeteria.

**Kickoff.** The Quality Inn donated its ballroom for this event attended by some 325 volunteers. Waypoint Bank sponsored the luncheon gala.

**Interns.** The following two Leadership Lebanon Valley class members picked United Way for their internship with a community organization:

- Cathy Dyszel, Waypoint Bank
- Joan Shields, Lebanon Daily News

Nine United Way volunteers and staff guided a giant helium filled balloon in the Lebanon Holiday Parade.

### **Community Building**

A Community Solutions Breakfast was held at and sponsored by the Wetlands Restaurant at the Pine Meadows Golf Complex. Some 85 CEO's, agency directors, board members, and government officials attended. Harriet Faren, Stephen Kachniasz, John O'Neill and Judge

Brad Charles served as panelists. The event's topic was "Creating Opportunities: Are We Preparing Our Youth For Work?"

To help people facing layoff through plant closings, United Way staff participated in Rapid Response Meetings. The sessions provided advice to help the employees in their search for new work. The United Way produced booklet, Transitions, provides a listing of agencies that can assist.

### Awards

**Retiring Board Member.** At the 2002 Campaign Victory Celebration, Betty Eiceman was honored for her service on the United Way board since November 1968. Betty's resume with United Way includes service as Board President in 1984 and 1985, Vice President in 1983, Campaign Chair in 1982 and 1983, and Secretary from 1990-2001. She also has extensive committee service. Betty received Emeritus Status which recognizes retired board members who served 20 years or more.

**Past President Award.** Presented to Wally Stephenson for his outstanding leadership of the United Way Board of Directors for 2002.

**Past Chairman Award.** Presented to Jim Bates for his excellent service as the 2002 Volunteer Campaign Chair.

**Outstanding Campaign Volunteers.** The following people were recognized at the 2002 Victory Celebration:

- Dr. John Menser. As Superintendent of the Cornwall-Lebanon School District, John has inspired and encouraged his staff to support United Way with various incentives, even going so far as to tape his mouth closed for the entire first meeting of the school year. Additionally, he has supported student involvement in United Way through United Wayve, Miles of Quarters, sharing talents at our meetings, internships and participation in Day of Caring. John retires at the end of the 2002-2003 school year.
- Maxine Maser. This partner in the accounting firm Stanilla, Seigle & Maser was honored for her efforts as co-chair of the leadership giving program.

In addition, the following three people were honored for their leadership in the Commercial Division which involves recruitment and management of 35 Account Executives to solicit our smallest companies:

- Glenn Rambler, Lebanon Federal Credit Union
- Ray Maillet, Waypoint Bank
- Randy Brandt, First National Bank of Fredericksburg

**Largest Campaign Increases.** The following companies and organizations were honored at the Victory Celebration for campaign increases based on employment levels:

- 10 - 25 employees - Tempforce, 22%
- 25 - 50 employees - Allfirst Bank, 60%
- 50 - 100 employees - Lebanon Federal Credit Union, 48%

(b)(8)

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>LIABILITIES, SHARES AND EQUITY</b>									
<b>LIABILITIES:</b>									
Promissory And Other Notes Pay	0	500,000		0	-100.0	0		0	
Reverse Repo Agreement	0	0		0		0		0	
Subordinated CDCU Debt	0	0		0		0		0	
Uninsured Second Capital	0	0		0		0		0	
DIV / INT Payable	0	0		0		0		0	
Acct. Payable & Liabilities	146,177	277,208	89.6	143,815	-48.1	224,899	56.4	435,329	93.6
<b>TOTAL LIABILITIES</b>	146,177	777,208	431.7	143,815	-81.5	224,899	56.4	435,329	93.6
<b>SAVINGS/DEPOSITS:</b>									
Share Drafts	6,249,059	8,263,349	32.2	8,325,992	0.8	8,884,042	6.7	9,851,009	10.9
Regular Shares	24,086,834	25,356,229	5.3	29,026,008	14.5	33,237,369	14.5	38,969,825	17.2
Money Market Shares	1,608,511	1,581,022	-1.7	3,909,872	147.3	5,856,210	49.8	7,568,161	29.2
Share Certificates	14,870,821	15,400,026	3.6	16,972,748	10.2	16,223,869	-4.4	16,422,323	1.2
IRA / KEOGH Accounts	6,723,096	6,994,062	4.0	7,646,132	9.3	9,347,661	22.3	10,405,679	11.3
All Other Shares	0	0		0		0		0	
Non-Member Deposits	0	0		0		0		0	
<b>TOTAL SAVINGS/DEPOSITS</b>	53,538,321	57,594,688	7.6	65,880,752	14.4	73,549,151	11.6	83,216,997	13.1
<b>EQUITY:</b>									
Undivided Earnings	2,591,930	2,999,120	15.7	3,436,557	14.6	4,338,695	26.3	5,392,870	24.3
Regular Reserves	1,676,759	1,935,198	15.4	2,116,932	9.4	2,116,932	0.0	2,116,932	0.0
Approp For Non-Conform Invest	0	0		0		0		0	
Other Reserves	99,999	0	-100.0	0		0		0	
Miscellaneous Equity V1	N/A	99,999		0	-100.0	0		0	
Unrealized G/L A-F-S SEC	285	167	-41.4	213	27.5	224	5.2	234	4.5
Unrealized G/L CF HEDGES V2	N/A	0		0		0		0	
Other Comprehensive Income V2	N/A	0		0		0		0	
Net Income	N/A	N/A		N/A		N/A		N/A	
<b>EQUITY TOTAL</b>	4,368,973	5,034,484	15.2	5,553,702	10.3	6,455,851	16.2	7,510,036	16.3
<b>TOTAL SAVINGS/EQUITY</b>	57,907,294	62,629,172	8.2	71,434,454	14.1	80,005,002	12.0	90,727,033	13.4
<b>TOTAL LIAB/SAVINGS/EQUITY</b>	58,053,471	63,406,380	9.2	71,578,269	12.9	80,229,901	12.1	91,162,362	13.6
<b>NCUA INSURED SAVINGS:</b>									
Uninsured Shares	1,699,650	2,437,547	43.4	985,599	-59.6	1,021,876	3.7	1,656,021	62.1
Uninsured Non-Mem Depos	0	0		0		0		0	
Tot Uninsur Shrs & Depos	1,699,650	2,437,547	43.4	985,599	-59.6	1,021,876	3.7	1,656,021	62.1
Insured Shrs & Deposits	51,838,671	55,157,141	6.4	64,895,153	17.7	72,527,275	11.8	81,560,976	12.5

1/ CONTAINED IN OTHER RESERVES PRIOR TO 2000. 2/ CONTAINED IN UNREALIZED G/L A-F-S SEC PRIOR TO 2000.  
# Means the number is too large to display in the cell

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>ASSETS</b>									
<b>CASH:</b>									
Cash On Hand \1	N/A	2,125,783		2,918,738	37.3	2,838,034	-2.8	3,900,340	37.4
Cash On Deposit \1	N/A	5,423,374		9,099,729	67.8	7,674,784	-15.7	8,351,450	8.8
Cash Equivalents \1	N/A	199,000		597,000	200.0	2,645,000	343.0	98,139	-96.3
<b>TOTAL CASH</b>	<b>3,548,953</b>	<b>7,748,157</b>	<b>118.3</b>	<b>12,615,467</b>	<b>62.8</b>	<b>13,157,818</b>	<b>4.3</b>	<b>12,349,929</b>	<b>-6.1</b>
<b>INVESTMENTS:</b>									
U.S. Govt. Obligations	0	0		0		0		0	
Federal Agency Sec.	6,968	5,638	-19.1	3,748	-33.5	2,977	-20.6	2,830	-4.9
All Mutual Funds	4,555	4,828	6.0	5,036	4.3	5,120	1.7	5,169	1.0
Total MCSD And PIC In Corporate	476,569	580,535	21.8	634,064	9.2	715,783	12.9	802,299	12.1
Corp. Central (CD)	3,406,410	408,231	-88.0	550,135	34.8	365,933	-33.5	2,000,000	446.5
Banks and S&Ls (Cert. DEP)	1,001,443	509,996	-49.1	3,955,838	675.7	7,500,576	89.6	11,030,980	47.1
DEP IN & Loans to other CUs	0	0		0		0		0	
All Other Investments	0	0		0		0		0	
<b>TOTAL INVESTMENTS</b>	<b>4,895,945</b>	<b>1,509,228</b>	<b>-69.2</b>	<b>5,148,821</b>	<b>241.2</b>	<b>8,590,389</b>	<b>66.8</b>	<b>13,841,278</b>	<b>61.1</b>
<b>LOAN HELD FOR SALE \2</b>	<b>N/A</b>	<b>N/A</b>		<b>N/A</b>		<b>0</b>		<b>0</b>	
<b>LOANS AND LEASES:</b>									
Unsecured Credit Card Loans	2,272,411	2,930,722	29.0	3,168,994	8.1	3,182,221	0.4	3,125,803	-1.8
All Other Unsecured Loans	5,536,612	6,194,089	11.9	6,447,434	4.1	6,730,158	4.4	6,719,471	-0.2
New Auto Loans	7,226,243	8,316,223	15.1	7,380,524	-11.3	7,245,314	-1.8	8,228,600	13.6
Used Auto Loans	6,828,715	7,428,636	8.8	7,580,851	2.0	9,002,539	18.8	11,895,720	32.1
1st Mort. Real Estate Loans	6,791,347	7,202,517	6.1	6,542,815	-9.2	6,278,157	-4.0	5,828,939	-7.2
Other Real Estate Loans	17,897,992	18,093,824	1.1	18,419,808	1.8	20,070,650	9.0	22,863,551	13.9
Leases Receivable	0	0		0		0		0	
Other Loan \3	1,166,197	973,955	-16.5	1,064,152	9.3	1,081,671	1.6	873,924	-19.2
All Other Loans \4	0	0		0		N/A		N/A	
<b>TOTAL LOANS</b>	<b>47,719,517</b>	<b>51,139,966</b>	<b>7.2</b>	<b>50,604,578</b>	<b>-1.0</b>	<b>53,590,710</b>	<b>5.9</b>	<b>59,536,008</b>	<b>11.1</b>
<b>ALLOWANCE FOR LOAN &amp; LEASE LOSSES</b>	<b>279,699</b>	<b>368,796</b>	<b>31.9</b>	<b>347,035</b>	<b>-5.9</b>	<b>401,057</b>	<b>15.6</b>	<b>396,960</b>	<b>-1.0</b>
Other Real Estate Owned	0	0		0		0		0	
Land and BLDG (NET of DEP)	1,034,431	2,247,350	117.3	2,299,077	2.3	2,245,894	-2.3	2,216,521	-1.3
Other Fixed Assets	425,816	335,988	-21.1	536,797	59.8	444,498	-17.2	437,222	-1.6
Share INS CAP Deposit	436,548	553,704	26.8	633,890	14.5	713,601	12.6	792,620	11.1
Other Assets	271,960	240,783	-11.5	86,674	-64.0	1,888,048	2,078.3	2,385,744	26.4
<b>TOTAL ASSETS</b>	<b>58,053,471</b>	<b>63,406,380</b>	<b>9.2</b>	<b>71,578,269</b>	<b>12.9</b>	<b>80,229,901</b>	<b>12.1</b>	<b>91,162,362</b>	<b>13.6</b>
<b>TOTAL CU's</b>	<b>1</b>	<b>1</b>	<b>0.0</b>	<b>1</b>	<b>0.0</b>	<b>1</b>	<b>0.0</b>	<b>1</b>	<b>0.0</b>

1/ DATA NOT COLLECTED PRIOR TO 2000. 2/ DATA NOT COLLECTED PRIOR TO 2002. 3/ OTHER LOANS TO MEMBERS PRIOR TO 2002. 4/ ALL OTHER LOANS ELIMINATED AFTER 2001.  
 # Means the number is too large to display in the cell

For Charter: LEBANON -- 1951/

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>INCOME AND EXPENSE</b>									
<b>INTEREST INCOME:</b>									
Interest on Loans	3,819,086 *	4,394,408 *	15.1	4,526,401 *	3.0	4,427,648 *	-2.2	4,583,617 *	3.5
Less Interest Refund	0 *	0 *		0 *		0 *		0 *	
Income from Investments	313,192 *	322,936 *	3.1	413,660 *	28.1	427,577 *	3.4	409,583 *	-4.2
Income from Trading	0 *	0 *		0 *		0 *		0 *	
<b>TOTAL INTEREST INCOME</b>	<b>4,132,278 *</b>	<b>4,717,344 *</b>	<b>14.2</b>	<b>4,940,061 *</b>	<b>4.7</b>	<b>4,855,225 *</b>	<b>-1.7</b>	<b>4,993,200 *</b>	<b>2.8</b>
<b>INTEREST EXPENSE:</b>									
Dividends	1,699,770 *	1,972,076 *	16.0	2,046,600 *	3.8	1,639,343 *	-19.9	1,260,022 *	-23.1
Interest on Deposits	0 *	0 *		0 *		0 *		0 *	
Interest on Borrowed Money	4,030 *	16,962 *	320.9	7,131 *	-58.0	0 *	-100.0	0 *	
<b>TOTAL INTEREST EXPENSE</b>	<b>1,703,800 *</b>	<b>1,989,038 *</b>	<b>16.7</b>	<b>2,053,731 *</b>	<b>3.3</b>	<b>1,639,343 *</b>	<b>-20.2</b>	<b>1,260,022 *</b>	<b>-23.1</b>
<b>PROVISION FOR LOAN &amp; LEASE LOSSES</b>	<b>246,413 *</b>	<b>252,000 *</b>	<b>2.3</b>	<b>252,000 *</b>	<b>0.0</b>	<b>252,000 *</b>	<b>0.0</b>	<b>343,398 *</b>	<b>36.3</b>
<b>NET INTEREST INCOME AFTER PLL</b>	<b>2,182,065 *</b>	<b>2,476,306 *</b>	<b>13.5</b>	<b>2,634,330 *</b>	<b>6.4</b>	<b>2,963,882 *</b>	<b>12.5</b>	<b>3,389,780 *</b>	<b>14.4</b>
<b>NON-INTEREST INCOME:</b>									
Fee Income	297,741 *	327,938 *	10.1	367,307 *	12.0	509,089 *	38.6	672,583 *	32.1
Other Operating Income	117,060 *	123,488 *	5.5	134,111 *	8.6	195,696 *	45.9	187,195 *	-4.3
Gain (Loss) on Investments	0 *	0 *		0 *		0 *		0 *	
Gain (Loss) on Disp of Assets	0 *	0 *		0 *		0 *		-36 *	
Other Non-Oper INC/EXP	0 *	0 *		0 *		0 *		0 *	
<b>TOTAL NON-INTEREST INCOME</b>	<b>414,801 *</b>	<b>451,426 *</b>	<b>8.8</b>	<b>501,418 *</b>	<b>11.1</b>	<b>704,785 *</b>	<b>40.6</b>	<b>859,742 *</b>	<b>22.0</b>
<b>NON-INTEREST EXPENSE</b>									
EMP Comp & Benefits	1,069,635 *	1,194,759 *	11.7	1,389,222 *	16.3	1,426,899 *	2.7	1,622,589 *	13.7
Travel, Conference Expense	24,379 *	11,524 *	-52.7	22,995 *	99.5	24,334 *	5.8	43,431 *	78.5
Office Occupancy	62,707 *	68,006 *	8.5	119,259 *	75.4	131,471 *	10.2	136,150 *	3.6
Office Operation Expense	366,727 *	394,057 *	7.5	495,808 *	25.8	516,479 *	4.2	552,886 *	7.0
Educational and Promotion	91,305 *	102,648 *	12.4	101,131 *	-1.5	115,984 *	14.7	153,254 *	32.1
Loan Servicing Expense	175,070 *	164,564 *	-6.0	110,653 *	-32.8	157,610 *	42.4	249,372 *	58.2
Professional, Outside Service	224,024 *	265,185 *	18.4	314,251 *	18.5	333,813 *	6.2	386,066 *	15.7
Member Insurance	10,819 *	28 *	-99.7	1 *	-96.4	0 *	-100.0	0 *	
Operating Fees	12,701 *	16,307 *	28.4	14,181 *	-13.0	16,706 *	17.8	18,083 *	8.2
Misc Operating Expense	42,812 *	45,024 *	5.2	49,073 *	9.0	41,904 *	-14.6	33,517 *	-20.0
<b>TOTAL NON-INTEREST EXPENSE</b>	<b>2,080,179 *</b>	<b>2,262,102 *</b>	<b>8.7</b>	<b>2,616,574 *</b>	<b>15.7</b>	<b>2,765,200 *</b>	<b>5.7</b>	<b>3,195,348 *</b>	<b>15.6</b>
<b>NET INCOME</b>	<b>516,687 *</b>	<b>665,630 *</b>	<b>28.8</b>	<b>519,174 *</b>	<b>-22.0</b>	<b>903,467 *</b>	<b>74.0</b>	<b>1,054,174 *</b>	<b>16.7</b>
<b>RESERVE TRANSFERS:</b>									
Transfer to Regular Reserve	363,671 *	258,438 *	-28.9	181,735 *	-29.7	0 *	-100.0	0 *	
<b>* Annualization factor: March = 4; June = 2; September =4/3; December = 1 (or no annualizing)</b>									
# Means the number is too large to display in the cell									

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>OTHER LOAN INFORMATION:</b>									
<b>DELINQUENCY AND CHARGE-OFFS:</b>									
Amt of Delinquent Loans:									
2 to < 6 Months Delinquent	139,753	363,163	159.9	254,667	-29.9	509,631	100.1	553,317	8.6
6 to 12 Months Delinquent	130,736	65,708	-49.7	29,800	-54.6	64,495	116.4	66,437	3.0
12 Months & Over Delinquent	0	79,670		28,373	-64.4	0	-100.0	0	
Total Amount of Del Loans	270,489	508,541	88.0	312,840	-38.5	574,126	83.5	619,754	7.9
Amt of Delinquent Credit Cards:									
2 to < 6 Months Delinquent	10,637	8,028	-24.5	41,521	417.2	32,689	-21.3	49,352	51.0
6 to 12 Months Delinquent	3,299	0	-100.0	7,542		0	-100.0	0	
12 Months & Over Delinquent	0	0		0		0		0	
Total Amount of Del Credit Cards	13,936	8,028	-42.4	49,063	511.1	32,689	-33.4	49,352	51.0
Loans Charged Off	191,378 *	197,268 *	3.1	315,513 *	59.9	262,140 *	-16.9	406,450 *	55.1
Recoveries	14,786 *	34,387 *	132.6	41,752 *	21.4	64,159 *	53.7	58,957 *	-8.1
Total Del Loans & Net Charge-Offs	447,081 *	671,422 *	50.2	586,601 *	-12.6	772,107 *	31.6	967,247 *	25.3
Credit Cards Loans Charged Off	32,749 *	29,802 *	-9.0	43,535 *	46.1	73,652 *	69.2	65,945 *	-10.5
Recoveries On Credit Cards	385 *	2,083 *	441.0	5,012 *	140.6	5,218 *	4.1	10,653 *	104.2
<b>MISCELLANEOUS LOAN INFORMATION:</b>									
Loans C/O Due To BK	38,724 *	23,438 *	-39.5	107,682 *	359.4	76,359 *	-29.1	127,851 *	67.4
Num Members Bankrupt	26	18	-30.8	8	-55.6	10	25.0	15	50.0
Amount Loans Subj Bankrupt.	0	38,227		55,377	44.9	176,069	217.9	76,234	-56.7
Total Amt Loans Granted	28,989,734 *	22,000,139 *	-24.1	21,496,796 *	-2.3	27,132,755 *	26.2	33,959,700 *	25.2
Total Amount Loans Purchased	0 *	0 *		0 *		0 *		0 *	
Total Amt Indirect Loans Granted. \1	N/A *	N/A *		N/A *		3,059,794 *		8,517,183 *	178.4
Number of Indirect Loans Granted. \1	N/A *	N/A *		N/A *		177 *		508 *	187.0
Participation Loans Outstanding \2	N/A	N/A		N/A		N/A		0	
Participation Loans Purchased YTD. \2	N/A *	N/A *		N/A *		N/A *		0 *	
Participation Loans Sold YTD. \2	N/A *	N/A *		N/A *		N/A *		0 *	
Loans Outstanding To CU Officials	472,632	495,606	4.9	648,644	30.9	686,888	5.9	639,057	-7.0
/1/ DATA NOT COLLECTED PRIOR TO 2002. /2/ DATA NOT COLLECTED PRIOR TO 2003.									
* Annualized data, Annualization factor - March = 4; June = 2; September = 4/3; December = 1 (or no annualizing)									
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	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>INFORMATION SYSTEMS &amp; TECHNOLOGY</b>									
<b>SHARE/LOAN SYSTEM:</b>									
Num Manual	0	0		0		0		0	
Num Vendor Supplied In-House	1	1	0.0	1	0.0	1	0.0	1	0.0
Num Vendor On-Line	0	0		0		0		0	
Num CU Developed In-House	0	0		0		0		0	
Num Other	0	0		0		0		0	
<b>EFS ACCESS:</b>									
NUM OF WWW OR INTERNET/BROWSER	0	1	100.0	1	0.0	1	0.0	1	0.0
Num of Wireless	0	0		0		0		0	
Num of Home Banking/PC	0	0		0		1		1	0.0
Num of Audio Response/Phone	0	1	100.0	1	0.0	1	0.0	1	0.0
Num of Automatic Teller Machine	0	1	100.0	1	0.0	1	0.0	1	0.0
Num of Kiosk	0	0		0		0		0	
Num of Other	0	0		0		0		0	
<b>EFS OFFERED:</b>									
Num of Member Applications V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of New Loan V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of Account Balance Inquiry V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of Share Draft Orders V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of New Share Account V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of Loan Payments V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of View Account History V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of Merchandise Purchase V1	N/A	0		0		0		0	
Num of Share Account Transfers V1	N/A	1	100.0	1	0.0	1	0.0	1	0.0
Num of Bill Payment V1	N/A	0		0		1		1	0.0
Num of Download Account History V1	N/A	0		0		1		1	0.0
Num of Electronic Cash V1	N/A	0		0		0		0	
Num of Account Aggregation V2	N/A	N/A		N/A		0		0	
Num of Internet Access Services V2	N/A	N/A		N/A		0		0	
Num of Electronic Signature V2	N/A	N/A		N/A		0		0	
Num of Other V2	N/A	N/A		N/A		0		0	
<b>INTERNET PRESENCE:</b>									
Num Of E-Mail Addresses Reported	1	1	0.0	1	0.0	1	0.0	1	0.0
Num Of Websites Reported	1	1	0.0	1	0.0	1	0.0	1	0.0
<b>WORLD WIDE WEBSITE TYPE/USERS:</b>									
Num of Informational	0	0		0		0		0	
Num of Interactive	0	0		0		0		0	
Num of Transactional	0	1	100.0	1	0.0	1	0.0	1	0.0
Num of Transactional Users	0	300	300.0	1,940	546.7	3,200	64.9	4,521	41.3
Num Planning World Wide Website	0	0		0		0		0	
Num Planning Informational	0	0		0		0		0	
Num Planning Interactive	0	0		0		0		0	
Num Planning Transactional	0	0		0		0		0	

1/ Data not collected prior to 2000 2/ Data not collected prior to 2002  
# Means the number is too large to display in the cell

Committed Balance Sheet  
For  
LEBANON -- 19510

Miscellaneous Information	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>Audit Type</b>									
Supervisory Committee	0	0	0	0	0	0	0	0	0
Supervisory Committee By State Licensed Person /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Supervisory Committee By Other External Auditor /1	N/A	N/A	N/A	N/A	N/A	1	1	1	0.0
CPA Audit Without Opinion. /2	0	0	0	0	0	N/A	N/A	N/A	N/A
CPA Opinion Audit. /2	0	0	0	0	0	N/A	N/A	N/A	N/A
League Audit. /2	1	1	0.0	1	0.0	N/A	N/A	N/A	N/A
Outside Accountant (Not CPA Or League). /2	0	0	0	0	0	N/A	N/A	N/A	N/A
Financial Statement Audit By State Licensed Person. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Balance Sheet Audit By State Licensed Person. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Examination of Internal Controls Over Call Report By State Licensed Person. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
<b>Excess Deposit Insurance:</b>									
No. of CU's W/Excess Share/Deposit Ins	0	0	0	0	0	0	0	0	0
Amt Of Shrd/Deppo Covered by Ex. Insur	0	0	0	0	0	0	0	0	0
<b>New Program or Services</b>									
None. /1	N/A	N/A	N/A	N/A	N/A	1	1	0	-100.0
Indirect Lending. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Commercial Lending. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Member Business Loans. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Participation Loans. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Real Estate Loans. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Risk Based Loans. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Direct Financing Leases. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
ATM / DEBIT Card Program. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Mortgage Processing. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
New CUSO. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Data Processing Conversion. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Insurance / Investment Sales. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Other. /1	N/A	N/A	N/A	N/A	N/A	0	0	0	0
<b>Membership:</b>									
Num Current Members	14,154	15,175	7.2	16,237	7.0	17,330	6.7	18,384	6.1
Num Potential Members	28,308	30,350	7.2	32,474	7.0	34,660	6.7	36,768	6.1
Total Num Savings Accts	27,504	29,261	6.4	31,113	6.3	32,800	5.4	34,335	4.7
<b>Employees:</b>									
Num Full-Time Employees	32	28	-12.5	40	42.9	37	-7.5	35	-5.4
Num Part-Time Employees	2	3	50.0	3	0.0	4	33.3	12	200.0
<b>Branches:</b>									
Num of CU Branches. /3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	2	0
Num of CUs Reporting Shared Branches. /3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0	0
<b>Reporting Method:</b>									
Internet Filing. /4	N/A	N/A	N/A	N/A	N/A	1	1	1	0.0
PC 5300 System (Automated)	1	1	0.0	1	0.0	1	0.0	1	0.0
None Used (Manual Input)	0	0	0	0	0	0	0	0	0

1/ DATA NOT COLLECTED PRIOR TO 2002. 2/ DATA NOT COLLECTED AFTER 2001. 3/ DATA NOT COLLECTED PRIOR TO 2003. 4/ DATA NOT COLLECTED PRIOR TO DECEMBER 2002.  
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Consolidated Balance Sheet  
For Charter: LEBANON --

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>REAL ESTATE LOANS/LINES OF CREDIT</b>									
<b>REAL ESTATE LOANS - AMOUNT OUTSTANDING:</b>									
First Mortgage Fixed Rate	6,332,797	6,710,709	6.0	6,245,419	-6.9	6,085,436	-2.6	5,649,397	-7.2
First Mortgage Adj Rate	458,550	491,808	7.3	297,396	-39.5	192,721	-35.2	179,542	-6.8
Other Real Estate Fixed Rate	17,236,249	17,252,971	0.1	17,731,892	2.8	19,336,233	9.0	21,934,859	13.4
Home Equity Line of Credit	0	840,853	-100.0	687,916	-18.2	734,417	6.8	928,692	26.5
Other R.E. Adj Rate (Exc. Heloc)	661,743	0	-100.0	0		0		0	
Total R.E. Loans Outstanding	24,689,339	25,296,341	2.5	24,962,823	-1.3	26,348,807	5.6	28,692,490	8.9
<b>REAL ESTATE LOANS - AMOUNT GRANTED:</b>									
First Mortgage Fixed Rate	3,297,407	882,037	-73.3	508,708	-42.3	1,429,670	181.0	2,044,753	43.0
First Mortgage Adj Rate	0	100,620	*	0	-100.0	0	*	0	*
Other Real Est Fixed Rate	9,615,341	5,787,300	-39.8	7,874,853	36.1	9,763,219	24.0	12,669,493	29.8
Home Equity Line of Credit	0	665,782	*	431,000	-35.3	752,300	74.5	632,960	-15.9
Other R.E. Adj Rate (Exc. Heloc)	274,916	0	-100.0	0	*	0	*	0	*
First Mortgage R.E. Loans Sold	1,746,856	0	-100.0	0	*	0	*	0	*
S-Term (<5 Yrs) R.E. Loan (Exc. MBL)	12,518,300	5,437,521	-56.6	4,802,394	-11.7	4,495,785	-6.4	5,141,152	14.4
R.E. Lns also Mem. Bus. Lns	0	0		0		0		0	
<b>DELINQUENT R.E. LOANS &gt; 2 MOS</b>									
First Mortgage Fixed Rate	79,670	237,647	198.3	28,373	-88.1	251,259	785.6	38,410	-84.7
First Mortgage Adj Rate	0	46,461		0	-100.0	0		47,362	
Other R.E. Fixed Rate	37,366	57,726	54.5	0	-100.0	108,900		173,505	59.3
Other R.E. Adj. Rate	0	0		0		0		0	
TOTAL DEL R.E. > 2 MOS	117,036	341,834	192.1	28,373	-91.7	360,159	1,169.4	259,277	-28.0
<b>DELINQUENT 1 TO &lt; 2 MOS</b>									
First Mortgage	0	116,875		184,468	57.8	161,895	-12.2	51,813	-68.0
Other	0	156,004		97,354	-37.6	88,821	-8.8	344,935	288.3
TOTAL DEL 1 TO < 2 MOS	0	272,879		281,822	3.3	250,716	-11.0	396,748	58.2
TOTAL DEL R.E. LOANS > 1 MOS	117,036	614,713	425.2	310,195	49.5	610,875	96.9	656,025	7.4
% DEL R.E. LOANS > 1 MOS	0.5	2.4	412.6	1.2	48.9	2.3	86.6	2.3	-1.4
% DEL R.E. LOANS > 2 MOS	0.5	1.4	185.1	0.1	-91.6	1.4	1,102.6	0.9	-33.9
<b>R.E. LOANS/LOC CHARGE-OFFS AND RECOVERIES:</b>									
1st Mortgage Charge-Offs YTD	0	37,366	*	0	-100.0	8,065	*	7,319	* -9.2
1st Mortgage Recoveries YTD	0	0	*	0	*	0	*	0	*
Other R.E. Charge-Offs YTD	2,283	0	-100.0	0	*	0	*	0	*
Other R.E. Recoveries YTD	0	0	*	13,701	*	0	*	0	* -100.0
<b>ALLOW FOR LOSSES ON R.E. LOANS</b>									
AMT of Mortgage Servicing Rights V1	N/A	N/A		N/A		N/A		0	
1/ Data not collected prior to 2003.									
* Annualized data, Annualization factor - March = 4; June = 2; September = 4/3; December = 1 (or no annualizing)									
# Means the number is too large to display in the cell									

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>MBR BUSINESS LOANS (MBL):</b>									
Agricultural Related MBL	0	0		0		0		0	
All Other MBL	0	0		0		0		0	
TOTAL MBL	0	0		0		0		0	
MBL Granted YTD	0 *	0 *		0 *		0 *		0 *	
Ag Related MBL Del 1 to < 2 mos	0	0		0		0		0	
AG Related MBL > 2 mos Del	0	0		0		0		0	
Other MBLs 1 to < 2 mos Del	0	0		0		0		0	
Other MBLs Del > 2 mos	0	0		0		0		0	
TOTAL DEL MBL > 1 MOS DEL	0	0		0		0		0	
% DEL MBL > 1 MOS	0.0	0.0		0.0		0.0		0.0	
TOTAL DEL MBL > 2 MOS	0	0		0		0		0	
% DEL MBL > 2 MOS	0.0	0.0		0.0		0.0		0.0	
<b>MBL CHARGE-OFFS AND RECOVERIES:</b>									
MBL AG Loans Charge-Offs YTD	0 *	0 *		0 *		0 *		0 *	
MBL AG Loans Recoveries YTD	0 *	0 *		0 *		0 *		0 *	
Other MBLs Charge-Offs YTD	0 *	0 *		0 *		0 *		0 *	
Other MBLs Recoveries YTD	0 *	0 *		0 *		0 *		0 *	
<b>MISCELLANEOUS MBL INFORMATION:</b>									
Allowance For Loss On MBLs	0	0		0		0		0	
All Concentrations Of Credit For MBLs	0	0		0		0		0	
Construction/Development MBLs	0	0		0		0		0	
* Annualized data, Annualization factor - March = 4; June = 2; September =4/3; December = 1 (or no annualizing)									
# Means the number is too large to display in the cell									

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>INVESTMENT, CASH ON DEPOSIT AND CASH EQUIVALENTS</b>									
<b>SFAS 115 CLASS. OF INVESTMENTS</b>									
Held to Maturity < 1 yr	0	0		0		0		0	
Held to Maturity 1-3 yrs	0	0		0		0		0	
Held to Maturity 3-10 yrs	0	0		0		0		0	
Held to Maturity > 10 yrs	0	0		0		0		0	
<b>TOTAL HELD TO MATURITY</b>	0	0		0		0		0	
Available for Sale < 1 yr	4,555	4,828	6.0	5,036	4.3	5,120	1.7	5,169	1.0
Available for Sale 1-3 yrs	0	0		0		0		0	
Available for Sale 3-10 yrs	0	0		0		0		0	
Available for Sale > 10 yrs	6,968	5,638	-19.1	3,748	-33.5	2,977	-20.6	2,830	-4.9
<b>TOTAL AVAILABLE FOR SALE</b>	11,523	10,466	-9.2	8,784	-16.1	8,097	-7.8	7,999	-1.2
Trading < 1 year \1	N/A	N/A		0		0		0	
Trading 1-3 years \1	N/A	N/A		0		0		0	
Trading 3-10 years \1	N/A	N/A		0		0		0	
Trading > 10 years \1	N/A	N/A		0		0		0	
<b>TOTAL TRADING</b>	0	0		0		0		0	
Non-SFAS 115 < 1 yr	4,208,853	6,241,601	48.3	11,451,702	83.5	13,650,315	19.2	14,673,502	7.5
Non-SFAS 115 1-3 yrs	99,000	779,535	687.4	3,288,064	321.8	5,251,761	59.7	7,609,366	44.9
Non-SFAS 115 3-10 yrs	576,569	100,000	-82.7	97,000	-3.0	0	-100.0	0	
Non-SFAS 115 > 10 yrs	0	0		0		0		0	
<b>TOTAL NON-SFAS 115</b>	4,884,422	7,121,136	45.8	14,836,766	108.3	18,902,076	27.4	22,282,868	17.9
<b>MATURITIES :</b>									
Total Investments < 1 yr	4,213,408	6,246,429	48.3	11,456,738	83.4	13,655,435	19.2	14,678,671	7.5
Total Investments 1-3 yrs	99,000	779,535	687.4	3,288,064	321.8	5,251,761	59.7	7,609,366	44.9
Total Investments 3-10 yrs	576,569	100,000	-82.7	97,000	-3.0	0	-100.0	0	
Total Investments > 10 yrs	6,968	5,638	-19.1	3,748	-33.5	2,977	-20.6	2,830	-4.9
<b>Total</b>	4,895,945	7,131,602	45.7	14,845,550	108.2	18,910,173	27.4	22,290,867	17.9
1/ DATA NOT COLLECTED PRIOR TO 2001.									
# Means the number is too large to display in the cell									

	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>MORTGAGE BACKED SECURITIES:</b>									
Mort Pass-Thru Securities	0	0		0		0		0	
COLLATERALIZED MORTGAGE OBLIGATION/RE MORTG INVEST CONDUITS (CMOs/REMICs)	0	0		0		0		0	
<b>OTHER INVESTMENT INFORMATION:</b>									
<b>Non-Mortgage Securities With Embedded Options or Complex Coupon Formulas. 11</b>									
<b>Non-Mortgage Securities With Maturities &gt; 3 YRS. 11</b>	N/A	N/A		N/A		0		0	
Securities Per 703.12(b)	11,523	5,638	-51.1	3,748	-33.5	2,977	-20.6	0	-100.0
Market Value Deval @ 300BP	0	0		0		0		0	
Dep/Shares Per 703.10(a)	100,000	100,000	0.0	97,000	-3.0	0	-100.0	0	
Fair Value of Total Investments	4,895,945	7,131,602	45.7	14,845,550	108.2	18,910,173	27.4	22,290,867	17.9
Repurchase Agreements	0	0		0		0		0	
Reverse Repo Pos. Arbitrage	0	0		0		0		0	
Non-Mortgage Derivatives	0	0		0		0		0	
Cash on Deposit in Corporate Cus. 12	N/A	N/A		N/A		N/A		8,277,692	
Cash on Deposit in Other Financial Institutions. 12	N/A	N/A		N/A		N/A		73,758	
Value of Investments in CUSO. 13	0	0		0		0		0	
CUSO Loans	0	0		0		0		0	
Aggregate Cash Outlays in CUSO. 12	N/A	N/A		N/A		N/A		0	
CUSO Income. 14	0	0	*	0	*	0	*	N/A	*
INV Not Authorized By The FCU Act Or NCUA R&R (SCU Only)	0	0		0		0		0	
Outstanding Balance of Brokered CDs and SCs Purchased 15	N/A	N/A		N/A		N/A		11,030,980	

1/ DATA NOT COLLECTED PRIOR TO 2002. 2/ DATA NOT COLLECTED PRIOR TO 2003. 3/ AMOUNT INVESTED IN CUSO PRIOR TO 2003. 4/ DATA NOT COLLECTED AFTER 2002. 5/ DATA NOT

\* Annualized data, Annualization factor - March = 4; June = 2; September = 4/3; December = 1 (or no annualizing)

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	December 1999	December 2000	% CHG	December 2001	% CHG	December 2002	% CHG	December 2003	% CHG
<b>SAVING MATURITIES</b>									
< 1 year	45,701,201	50,807,775	11.2	60,140,865	18.4	68,787,803	14.4	76,959,785	11.9
1 to 3 years	7,015,661	5,831,829	-16.9	5,083,941	-12.8	3,246,159	-36.1	3,758,928	15.8
> 3 years	821,459	955,084	16.3	655,946	-31.3	1,515,189	131.0	2,498,284	64.9
<b>MISCELLANEOUS SAVINGS INFORMATION</b>									
<b>BROKED DEPOSITS 1</b>	N/A	N/A		N/A		0		0	
<b>OFF-BALANCE SHEET UNUSED COMMITMENTS:</b>									
Comm RE, Construction, Land Development	0	0		0		0		0	
Other Unused MBL Commitments 12	N/A	0		0		0		0	
Revolving O/E Lines 1-4 Family	0	906,964		1,010,965	11.5	1,298,463	28.4	1,191,848	-8.2
Credit Card Line	5,738,639	5,608,978	-2.3	5,771,087	2.9	6,303,129	9.2	6,990,297	10.9
Outstanding LOC	0	0		0		0		0	
Unsecured Share Draft LOC	0	0		0		0		0	
Other Unused Commitments	0	0		0		0		0	
<b>LOANS SOLD/SWAPPED W/RECURSE:</b>									
Total Dollar Amount YTD	0 *	0 *		0 *		0 *		0 *	
Total Princ Bal Outstanding	0	0		0		0		0	
Pending Bond Claims	0	0		0		0		0	
<b>CREDIT AND BORROWING ARRANGEMENTS:</b>									
Num CORP CU Members	1	1	0.0	1	0.0	1	0.0	1	0.0
Num FHLB Members	0	0		0		0		0	
Num FHLB Borr. Apps.	0	0		0		0		0	
Num FHLB Pre-Pledged	0	0		0		0		0	
Num Committed Loc	0	0		0		0		0	
<b>MISCELLANEOUS BORROWING INFORMATION:</b>									
Amount of Promissory Notes Outstanding To Non-Members	0	0		0		0		0	
1/ Data Not Collected Prior To 2002 2/ Data Not Collected Prior To 2000									
* Annualized data, Annualization factor - March = 4; June = 2; September =4/3; December = 1 (or no annualizing)									
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1/30/2004		Consolidated Balance Sheet				
For Char ANON -- 19510		December 1999	December 2000	December 2001	December 2002	December 2003
<b>Ratio Description</b>						
Capital Adequacy:						
NetWorth/Total Assets		7.52	7.78	7.75	8.04	8.23
Total Delinquent Loans/NetWorth		6.19	10.31	5.63	8.89	8.25
Solvency Evaluation (Estimated)		108.16	108.74	108.43	108.78	109.02
Classified Assets (Est)/NetWorth		6.40	7.47	6.25	6.21	5.29
<b>Asset Quality:</b>						
Delinquent Loans/Total Loans		0.57	0.99	0.62	1.07	1.04
Net Charge-Offs/Avg Loans		0.41	0.33	0.54	0.38	0.61
Fair (Market) Value/Book Value (HTM invests)		0.00	0.00	0.00	0.00	0.00
Accum Unreal G-L On AFS/CST of Invest AFS		2.54	1.62	2.49	2.85	3.01
Delinquent Loans/Assets		0.47	0.80	0.44	0.72	0.68
<b>Earnings:</b>						
Return on Average Assets		0.98	1.10	0.77	1.19	1.23
Gross Income/Average Assets		8.60	8.51	8.06	7.33	6.83
Yield On Average Loans		8.86	8.89	8.90	8.50	8.10
Yield On Average Investments		5.42	5.37	3.76	2.53	1.99
Cost of Funds/Avg Assets		3.22	3.28	3.04	2.16	1.47
Net Margin/Avg Assets		5.38	5.24	5.02	5.17	5.36
Operating Exp/Avg Assets		3.94	3.72	3.88	3.64	3.73
Provision For Loan & Lease Losses/Avg Assets		0.47	0.41	0.37	0.33	0.40
Net Interest Margin/Avg Assets		4.59	4.49	4.28	4.24	4.36
Operating Exp/Gross Income		45.75	43.76	48.09	49.73	54.59
Fixed Assets & Oreos/Total Assets		2.52	4.07	3.96	3.35	2.91
Net Operation Exp/Avg Assets		3.37	3.18	3.33	2.97	2.94
<b>Asset/Liability Management:</b>						
Net Long-Term Assets/Total Assets		25.24	36.43	33.15	31.48	29.62
Reg Shares/Total Shares & Borrowings		44.99	43.65	44.06	45.19	46.83
Total Loans/Total Shares		89.13	88.79	76.81	72.86	71.54
Total Loans/Total Assets		82.20	80.65	70.70	66.80	65.31
Cash + Short-Term Investments/Assets		13.37	13.20	20.08	20.56	20.38
Total Shr, Dep. & Borrowers/Earning Assets		101.75	99.70	100.66	101.45	101.70
Reg Shares+Share Drafts/Total Shares&Borrowing		56.66	57.87	56.70	57.27	58.67
Borrowings/Total Shares & NetWorth		0.00	0.80	0.00	0.00	0.00
<b>Productivity:</b>						
Members/Potential Members		50.00	50.00	50.00	50.00	50.00
Borrowers/Members		49.60	47.00	43.45	41.18	40.19
Members/ Full Time Employees		429	514	391	444	448
AVG. Shares Per Members		3,783	3,795	4,057	4,244	4,527
AVG. Loan Balance		6,798	7,170	7,173	7,510	8,058
Salary & Benefits/Full Time Employee		32,413	40,500	33,475	36,587	39,575
<b>Other Ratios:</b>						
NetWorth Growth		13.41	12.95	12.55	16.24	16.33
Market (Share) Growth		22.45	7.58	14.39	11.64	13.14
Loan Growth		23.87	7.17	-1.05	5.90	11.09
Asset Growth		21.82	9.22	12.89	12.09	13.63
Investment Growth		-22.27	45.66	108.17	27.38	17.88

\* Annualized data, Annualization factor - March = 4; June = 2; September =4/3; December = 1 (or no annualizing)

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## FPR Ratios - December 2002

Credit Union Name: **LEBANON** Federal Charter/Certificate Number: **19510**

Line Item	Dec 98	Dec 99	Dec 00	Dec 01	Dec 02	PEER Avg.	Peer +/-
<b>Capital Adequacy:</b>							
*Net Worth/Total Assets**	8.08	7.53	7.78	7.76	8.05	11.10	-3.06
Total Delinquent Loans/Net Worth**	5.96	6.19	10.31	5.63	8.89	5.29	3.60
Solvency Evaluation (Estimated)	108.81	108.16	108.74	108.43	108.78	112.85	-4.08
Classified Assets (Estimated)/Net Worth**	5.45	6.40	7.47	6.25	6.21	4.48	1.73
<b>Asset Quality:</b>							
*Delinquent Loans/Total Loans	0.60	0.57	0.99	0.62	1.07	0.93	0.14
*Net Charge-Offs/Average Loans	0.54	0.41	0.33	0.54	0.38	0.48	-0.10
Fair (Market) Value/Book Value (HTM Invest)	0.00	0.00	0.00	0.00	0.00	101.58	-101.58
Accum Unreal G/L on AFS/Cost of AFS	3.95	2.54	1.62	2.49	2.85	0.45	2.40
Delinquent Loans/Assets	0.48	0.47	0.80	0.44	0.72	0.55	0.16
<b>Earnings:</b>							
*Return On Average Assets	0.86	0.98	1.10	0.77	1.19	0.87	0.32
Gross Income/Average Assets	8.84	8.60	8.51	8.06	7.33	6.92	0.41
Yield on Average Loans	9.13	8.86	8.89	8.90	8.50	7.86	0.64
Yield on Average Investments	5.51	5.42	5.37	3.76	2.53	3.32	-0.79
Cost of Funds/Average Assets	3.48	3.22	3.28	3.04	2.16	2.17	-0.01
Net Margin/Average Assets	5.36	5.38	5.24	5.02	5.17	4.75	0.42
Operating Expenses/Average Assets	4.11	3.94	3.72	3.88	3.64	3.61	0.03
Provision for Loan & Lease Losses/Average Assets	0.39	0.47	0.41	0.37	0.33	0.29	0.04
Net Interest Margin/Average Assets	4.69	4.59	4.49	4.28	4.24	3.79	0.44
Operating Expenses/Gross Income	46.46	45.75	43.76	48.09	49.73	52.32	-2.59
Fixed Assets & OREOS/Total Assets	2.60	2.52	4.07	3.96	3.35	2.23	1.12
Net Operating Expenses/Average Assets	3.61	3.37	3.18	3.33	2.97	2.92	0.05
<b>Asset Liability Management:</b>							
Net Long-Term Assets/Total Assets	40.94	25.24	36.43	33.15	31.48	20.39	11.10
Regular Shares/Total Shares & Borrowings	47.82	44.99	43.65	44.06	45.19	42.02	3.17
Total Loans/Total Shares	88.11	89.13	88.79	76.81	72.86	67.28	5.59
Total Loans/Total Assets	80.84	82.20	80.65	70.70	66.80	59.21	7.59
Cash + Short-Term Investments/Assets	14.30	13.37	13.20	20.08	20.56	22.07	-1.51
Total Shares, Deposits and Borrowings/Earning Assets	96.75	101.75	99.70	100.66	101.45	92.92	8.52
Reg Shares + Share Drafts/Total Shares & Borrs	59.06	56.66	57.87	56.70	57.27	53.85	3.42
Borrowings/Total Shares and Net Worth**	0.00	0.00	0.80	0.00	0.00	0.27	-0.27
<b>Productivity:</b>							
Members/Potential Members	48.93	50.00	50.00	50.00	50.00	43.58	6.42
Borrowers/Members	46.74	49.60	47.00	43.45	41.18	47.38	-6.21
Members/Full-Time Employees	464	429	514	391	444	434	10
Average Shares per Member (\$)	\$3,309	\$3,783	\$3,795	\$4,057	\$4,244	\$6,153	\$-1,909
Average Loan Balance (\$)	\$6,239	\$6,798	\$7,170	\$7,173	\$7,510	\$8,429	\$-919
Salary and Benefits/Full-Time Employees (\$)	\$29,958	\$32,413	\$40,500	\$33,475	\$36,587	\$39,947	\$-3,360
<b>Other Ratios:</b>							
Net Worth Growth	10.96	13.41	12.95	12.55	16.24	8.99	7.25
Market (Share) Growth	17.82	22.45	7.58	14.39	11.64	10.26	1.38
Loan Growth	17.54	23.87	7.17	-1.05	5.90	5.31	0.59
Asset Growth	17.35	21.82	9.22	12.89	12.09	10.12	1.97
Investment Growth	9.49	-22.27	45.66	108.17	27.38	17.57	9.81

1/20/2004		Consolidated Balance Sheet			
For Chart		ANON -- 19510			
Ratio Description	September 1999	September 2000	September 2001	September 2002	September 2003
Capital Adequacy:					
NetWorth/Total Assets	0.00	7.89	7.54	7.75	8.08
Total Delinquent Loans/NetWorth	0.00	8.56	3.40	3.71	6.31
Solvency Evaluation (Estimated)	0.00	108.75	108.18	108.43	108.85
Classified Assets (Est)/NetWorth	0.00	7.66	6.46	6.53	4.86
<b>Asset Quality:</b>					
Delinquent Loans/Total Loans	0.00	0.80	0.36	0.44	0.79
Net Charge-Offs/Avg Loans	0.00 *	0.26 *	0.55 *	0.35 *	0.63 *
Fair (Market) Value/Book Value (HTM invests)	0.00	0.00	0.00	0.00	0.00
Accum Unreal G-L On AFS/CST of Invest AFS	0.00	1.63	2.10	2.48	2.41
Delinquent Loans/Assets	0.00	0.68	0.26	0.29	0.51
<b>Earnings:</b>					
Return on Average Assets	0.00 *	1.04 *	0.67 *	1.09 *	1.29 *
Gross Income/Average Assets	0.00 *	8.55 *	8.07 *	7.28 *	6.82 *
Yield On Average Loans	0.00 *	8.70 *	8.88 *	8.55 *	8.21 *
Yield On Average Investments	0.00 *	10.49 *	3.65 *	2.46 *	1.97 *
Cost of Funds/Avg Assets	0.00 *	3.30 *	3.15 *	2.22 *	1.52 *
Net Margin/Avg Assets	0.00 *	5.25 *	4.92 *	5.06 *	5.30 *
Operating Exp/Avg Assets	0.00 *	3.79 *	3.88 *	3.63 *	3.67 *
Provision For Loan & Lease Losses/Avg Assets	0.00 *	0.42 *	0.37 *	0.33 *	0.34 *
Net Interest Margin/Avg Assets	0.00 *	4.51 *	4.19 *	4.16 *	4.36 *
Operating Exp/Gross Income	0.00	44.36	48.08	49.91	53.86
Fixed Assets & Oreos/Total Assets	0.00	3.44	4.04	3.42	2.99
Net Operation Exp/Avg Assets	0.00 *	3.25 *	3.37 *	2.98 *	2.90 *
<b>Asset/Liability Management:</b>					
Net Long-Term Assets/Total Assets	0.00	42.90	33.44	31.30	29.41
Reg Shares/Total Shares & Borrowings	0.00	46.52	44.37	46.69	47.79
Total Loans/Total Shares	0.00	93.09	77.74	71.42	70.64
Total Loans/Total Assets	0.00	83.99	71.69	65.74	64.61
Cash + Short-Term Investments/Assets	0.00	10.28	20.46	20.91	21.67
Total Shr. Dep. & Borrowings/Earning Assets	0.00	105.75	99.44	102.37	101.45
Reg Shares+Share Drafts/Total Shares&Borrowing	0.00	58.32	56.63	58.66	59.04
Borrowings/Total Shares & NetWorth	0.00	1.50	0.00	0.00	0.00
<b>Productivity:</b>					
Members/Potential Members	0.00	50.00	50.00	50.00	50.00
Borrowers/Members	0.00	47.26	44.05	41.09	40.29
Members/ Full Time Employees	0	476	387	438	432
AVG. Shares Per Members	0	3,683	4,091	4,284	4,533
AVG. Loan Balance	0	7,256	7,219	7,445	7,947
Salary & Benefits/Full Time Employee	0 *	38,310 *	33,492 *	36,520 *	37,873 *
<b>Other Ratios:</b>					
NetWorth Growth	0.00 *	14.13 *	11.81 *	14.82 *	16.98 *
Market (Share) Growth	0.00 *	4.19 *	18.72 *	14.83 *	15.82 *
Loan Growth	0.00 *	10.30 *	-0.20 *	4.42 *	11.28 *
Asset Growth	0.00 *	7.23 *	16.45 *	14.81 *	16.17 *
Investment Growth	0.00 *	-88.03 *	146.97 *	39.41 *	28.66 *

\* Annualized data, Annualization factor - March = 4; June = 2; September = 4/3; December = 1 (or no annualizing)

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## Key Ratios

## PEER RATIOS

	Period Ending:	12/31/2000	12/31/2001	12/31/2002	06/30/2003	12/31/2002
<b>CAPITAL ADEQUACY RATIOS</b>						
1. Net Worth / Total Assets (4)(5)		7.78%	7.75%	8.04%	7.93%	11.10%
2. Total Delinquent Loans / Net Worth (4)		10.31%	5.63%	8.89%	4.88%	5.29%
3. Solvency Evaluation (2)		108.74%	108.43%	108.78%	108.61%	112.85%
4. Impaired Assets / Net Worth (2,4)		7.47%	6.25%	6.21%	5.44%	4.48%
<b>ASSET QUALITY RATIOS</b>						
5. Delinquent Loans / Loans		0.99%	0.62%	1.07%	0.59%	0.93%
6. Net Charge Offs / Average Loans (6)		0.33%	0.54%	0.38%	0.51%	0.48%
7. Fair Value / Amortized Cost (for investments held to maturity)		NA	NA	NA	NA	101.58%
8. Accumulated Unrealized Gains or Losses on Available for Sale Securities (+ debits - credits) / Amortized Cost of Investments Available for Sale		1.62%	2.49%	2.85%	2.40%	0.45%
9. Delinquent Loans / Assets		0.80%	0.44%	0.72%	0.39%	0.55%
<b>EARNINGS RATIOS</b>						
10. Return on Average Assets (1)		1.10%	0.77%	1.19%	1.26%	0.87%
11. Gross Income / Average Assets (1)		8.51%	8.06%	7.33%	6.80%	6.92%
12. Yield on Average Loans (1)		8.89%	8.90%	8.50%	8.17%	7.86%
13. Yield on Average Investments (1)		5.37%	3.76%	2.53%	2.03%	3.32%
14. Cost of Funds / Average Assets (1)		3.28%	3.04%	2.16%	1.59%	2.17%
15. Net Margin / Average Assets (1)		5.24%	5.02%	5.17%	5.21%	4.75%
16. Operating Expenses / Average Assets (1)		3.72%	3.88%	3.64%	3.66%	3.61%
17. Provision for Loan Losses / Average Assets (1)		0.41%	0.37%	0.33%	0.30%	0.29%
18. Net Interest Margin / Average Assets (1)		4.49%	4.28%	4.24%	4.30%	3.79%
19. Operating Expenses / Gross Income		43.76%	48.09%	49.73%	53.77%	52.32%
20. Fixed Assets + OREOs / Assets		4.07%	3.96%	3.35%	3.09%	2.23%
21. Net Operating Expenses / Average Assets (1)		3.18%	3.33%	2.97%	3.03%	2.92%
<b>ASSET / LIABILITY MANAGEMENT RATIOS</b>						
22. Net Long-Term Assets / Assets		36.43%	33.15%	31.48%	30.45%	20.39%
23. Regular Shares / Total Shares & Borrowing		43.65%	44.06%	45.19%	47.14%	42.02%
24. Total Loans / Total Shares		88.79%	76.81%	72.86%	71.45%	67.28%
25. Total Loans / Total Assets		80.65%	70.70%	66.80%	65.54%	59.21%
26. Cash + Short-Term Investments / Assets (3)		13.20%	20.08%	20.56%	23.69%	22.07%
27. Total Shares, Deposits, and Borrowings / Earning Assets		99.70%	100.66%	101.45%	102.00%	92.92%
28. Reg Shares + Share Drafts/Total Shares and Borrowings		57.87%	56.70%	57.27%	59.20%	53.85%
29. Borrowings/ Total Shares and Net Worth (4)		0.80%	0.00%	0.00%	0.00%	0.27%
<b>OTHER RATIOS</b>						
30. Net Worth Growth (1)		12.95%	12.55%	16.24%	16.36%	8.99%
31. Market (Share) Growth (1)		7.58%	14.39%	11.64%	19.47%	10.26%
32. Loan Growth (1)		7.17%	-1.05%	5.90%	15.22%	5.31%
33. Asset Growth (1)		9.22%	12.89%	12.09%	19.33%	10.12%
34. Investment Growth (1)		45.66%	108.17%	27.38%	26.90%	17.57%

(1) Exam date ratios are annualized. (2) Prior year ratios are based on estimates. (3) This ratio relies on the maturity distribution of investments reported per 5300 instructions. Thus, the maturity distribution could be based on the repricing interval and not the actual maturity of the investment. The exam date ratio is calculated consistent with prior years. (4) For all years prior to 2000, net worth includes donated equity, which is not a regulatory component of net worth. (5) The net worth for all years is calculated using quarter end total assets.

(6) Exam Date Ratio: Net Charge Offs is Net Charge Offs over the last 12 months.

## Financial History

Period Ending:	12/31/1999	12/31/2000	12/31/2001	12/31/2002	06/30/2003
<b><u>BALANCE SHEET DATA</u></b>					
Total Assets	58,053,471	63,406,380	71,578,269	80,229,901	87,984,267
Average Assets		60,729,926	67,492,325	75,904,085	84,107,084
<b><u>LOAN DATA</u></b>					
Total Loans (Gross)	47,719,517	51,139,966	50,604,578	53,590,710	57,668,622
Average Loans		49,429,742	50,872,272	52,097,644	55,629,666
Allowance for Loan Losses	279,699	368,796	347,035	401,057	346,000
Delinquent Loans - Excess of 2 Months	270,489	508,541	312,840	574,126	341,029
Collection Problem Loans	279,699	368,796	347,035	401,057	380,065
Provision for Loan Loss Expense	246,413	252,000	252,000	252,000	126,711
Charge Off Loans (Net, Last 12 Months)	176,592	162,881	273,761	197,981	284,437
Total Real Estate Loans	24,689,339	25,296,341	24,962,623	26,348,807	28,300,508
Adj/Repricable Real Estate Loans (5 yrs)	12,518,300	5,437,521	4,802,394	4,495,785	4,951,730
Loans Granted During Period (Debits)	28,989,734	22,000,139	21,496,796	27,132,755	18,666,126
<b><u>CASH/INVESTMENT DATA</u></b>					
Cash on hand	3,548,953	2,125,783	2,918,738	2,838,034	3,553,710
Investments Greater Than 1 Year	682,537	885,173	3,388,812	5,254,738	4,165,627
Total Inv., Cash on Dep., Cash Equiv.	4,895,945	7,131,602	14,845,550	18,910,173	21,453,262
Fair Value of Total Investments	4,895,945	7,131,602	14,845,550	18,910,173	21,453,262
Fair Value of AFS and Trading Portfolio	11,523	10,466	8,784	8,097	8,012
Book Value of HTM + Non FAS 115 Invest.	4,884,422	7,121,136	14,836,766	18,902,076	21,445,250
Cost of Securities Available for Sale	11,238	10,299	8,571	7,873	7,824
Total Reverse Repurchase Agreements	0	0	0	0	0
<b><u>OTHER ASSET DATA</u></b>					
Non-Earning Assets	5,717,708	5,503,608	6,475,176	8,130,075	9,208,383
Fixed Assets (includes OREOs)	1,460,247	2,583,338	2,835,874	2,690,392	2,717,532
Other Real Estate Owned	0	0	0	0	0
Other Potential Losses & Devaluations	N/A	N/A	N/A	N/A	0
<b><u>SHARES &amp; LIABILITIES</u></b>					
Total Borrowings	0	500,000	0	0	0
Regular Shares	24,086,834	25,356,229	29,026,008	33,237,369	38,048,299
Non-Member Shares	0	0	0	0	0
Total Shares and Deposits	53,538,321	57,594,688	65,880,752	73,549,151	80,707,926
<b><u>RESERVES</u></b>					
Net Worth	4,368,688	4,934,318	5,553,489	6,455,627	6,983,691
Undivided Earnings (includes net income)	2,591,930	2,999,120	3,436,557	4,338,695	4,866,759
Uninsured Secondary Capital	0	0	0	0	0
Total Reserves	4,648,672	5,403,280	5,900,737	6,856,908	7,329,879
<b><u>INCOME &amp; EXPENSE DATA</u></b>					
Loan Income	3,819,086	4,394,408	4,526,401	4,427,648	2,272,526
Investment Income	313,192	322,936	413,660	427,577	204,756
Fee Income	297,741	327,938	367,307	509,089	264,170
Gross Income	4,547,079	5,168,770	5,441,479	5,560,010	2,860,473
Operating Expenses (less PLL)	2,080,179	2,262,102	2,616,574	2,765,200	1,537,934
Provision for Loan Losses (PLL)	246,413	252,000	252,000	252,000	126,711
Non-Operating Gain (Loss)	0	0	0	0	(30)
Interest on Borrowed Funds	4,030	16,962	7,131	0	0
Dividend Expense + Interest on Deposits	1,699,770	1,972,076	2,046,600	1,639,343	667,735
Net Income (Loss) After Dividends	516,687	665,630	519,174	903,467	528,063
Net Reserve Transfer	117,258	6,438	0	0	0
Net Income (Loss) from Operations	399,429	659,192	519,174	903,467	528,063
Factor to Annualize	12	12	12	12	6

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**Statement of Financial Condition**

	Period Ending		Current Period Examination		Adjusted	
	12/31/02	%	06/30/03	%	Balance	%
<b>ASSETS</b>						
Cash and Cash Equivalents						
Cash on Hand	2,838,034	3.54%	3,553,710	4.04%	3,553,710	4.04%
Cash on Deposit	7,674,784	9.57%	7,503,282	8.53%	7,503,282	8.53%
Cash Equivalents	2,645,000	3.30%	3,961,000	4.50%	3,961,000	4.50%
Investments:						
Trading						
Available for Sale	8,097		8,012		8,012	
Held to Maturity						
Non FAS 115	8,582,292		9,980,968		9,980,968	
Investments Net	8,590,389	10.71%	9,988,980	11.35%	9,988,980	11.35%
Loans Held For Sale						
Loans Receivable	53,590,710		57,668,622		57,668,622	
Less: Allowance for Loan Loss	(401,057)		(346,000)		(346,000)	
Loans Receivable, Net	53,189,653	66.30%	57,322,622	65.15%	57,322,622	65.15%
Other Real Estate Owned						
Fixed Assets Net of Depreciation	2,690,392	3.35%	2,717,532	3.09%	2,717,532	3.09%
NCUSIF Deposit	713,601	0.89%	725,273	0.82%	725,273	0.82%
Other Assets	1,888,048	2.35%	2,211,868	2.51%	2,211,868	2.51%
<b>Total Assets</b>	<b>80,229,901</b>		<b>87,984,267</b>		<b>87,984,267</b>	
<b>LIABILITIES</b>						
Borrowed Money & Interest Payable						
Dividends & Interest Payable						
Payables & Liabilities	224,899	0.28%	292,462	0.33%	292,462	0.33%
<b>Total Liabilities</b>	<b>224,899</b>		<b>292,462</b>		<b>292,462</b>	
<b>SHARES</b>						
Shares & Deposits	73,549,151	91.67%	80,707,926	91.73%	80,707,926	91.73%
<b>Total Shares</b>	<b>73,549,151</b>		<b>80,707,926</b>		<b>80,707,926</b>	
<b>MEMBERS' EQUITY</b>						
Regular Reserves	2,116,932	2.64%	2,116,932	2.41%	2,116,932	2.41%
Other Reserves						
Undivided Earnings	4,338,695	5.41%	4,866,759	5.53%	4,866,759	5.53%
Miscellaneous Equity						
Other Comprehensive Income						
Accumulated Unrealized Gains (Losses)						
on Available for Sale Securities	224	0.00%	188	0.00%	188	0.00%
Accumulated Unrealized Net Gains (Losses) on Cash Flow Hedges						
<b>Total Members' Equity</b>	<b>6,455,851</b>		<b>6,983,879</b>		<b>6,983,879</b>	
<b>Total Liabilities, Shares, and Members' Equity</b>	<b>80,229,901</b>		<b>87,984,267</b>		<b>87,984,267</b>	

**NOTES TO THE FINANCIAL STATEMENTS:**

The fair value of the Held to Maturity investment portfolio	\$	-
Total Unused Commitments are	\$	7,216,465
The total balance of Reverse Repurchases included in assets and liabilities is	\$	-

### Allowance for Loan and Lease Losses Evaluation

GREEN areas denote data which may be adjusted by the Examiner.

	<b>Current Balance of Pooled and Impaired Loans</b>	<b>Amount Impaired</b>
Total Amount from Pooling (FAS 5 Impairment)	57,701,962	380,065
Total Amount from Individual Impairment (FAS 114 Impairment)	0	0
<b>TOTAL REQUIRED ALLL BALANCE</b>	<b>57,701,962</b>	<b>380,065</b>
<b>Allowance Prior to Exam Adjustment</b>		<b>346,000</b>
<b>Exam Adjustment</b>		<b>0</b>
<b>Allowance After Exam Adjustment</b>		<b>346,000</b>
<b>The Allowance is Under Funded</b>		<b>(34,065)</b>

December 30, 2003

Patricia A. Hain, President/CEO  
Lebanon Federal Credit Union  
300 Schneider Drive  
Lebanon, PA 17046

Dear Ms. Hain:

We are in receipt of your request to convert to a community charter encompassing Lebanon County in Pennsylvania.

We will contact you when we reach a decision or need further information. If you have any questions, please contact Insurance Analyst Kerry Murphy at (703) 519-4619.

Sincerely,

*KAM  
12/30/03*

Antoinette St. Clair  
Director of Insurance

DOI/KAM:kam  
FCU 19510-011

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