



Business Buzz

VALCOUR, INC.



Dennis G. Goodwin, President

Dennis G. Goodwin, President of Valcour, Inc., is the first to admit it is difficult to explain what the company does. That's because the company does so much from its offices at 2256 South Queen Street in York.

Look around the area, however, and you'll see tangible evidence of Valcour's real estate investments: The 67-room Country Inn and Suites on St. Charles Way; another 83-room Country Inn in Gettysburg; development of 10 1/2 acres of land in the Farmbrook Industrial Park; the office building at the corner of East Market Street and Eastern Boulevard; a radiation therapy complex in Littlestown; and the Shiloh Village Shopping Center.

Add to that list mini-storage facilities, car washes, mid-rise residential condominiums and warehouse distribution centers around the state, plus development opportunities in Costa Rica and the scope of Valcour, Inc. begins to emerge.

Valcour, Inc. develops real estate investment partnerships, doing everything "from A to Z," as Dennis states it. That involves creating the idea, raising money from investors, building the project and – in most cases – selling the project once it is up and running.

In business since 1984, Valcour's first project was the purchase of an office building in Camp Hill. Since then, the company has raised capital of more than \$25,000,000 and developed projects with a real estate value in excess of \$70,000,000.

An example of what Valcour does is its former and present offices. It constructed

the building at East Market Street and Eastern Boulevard, where the company had offices for many years. Last year, Valcour sold the building to one of its tenants and then moved to the current office located on South Queen Street.

Valcour is regulated by the Securities and Exchange Commission, Dennis says. "Most of our investments are sold to accredited investors. We can't put an ad in the newspaper" seeking investors. "Ninety-five percent of our investors are from York, and nearly seventy percent of those are repeat investors," he adds.

"Every day is different," Dennis says of his company. He is currently negotiating to build a hotel at the Baltimore-Washington International Airport. He is also involved with a medical building project in Costa Rica, as well as acting as a consultant for United States-based companies looking to operate there.

Valcour, Inc. knows the value of money management and customer service. That's why, Dennis says, the company has had a business relationship with Allfirst since the company was founded almost 20 years ago.

Dennis highly values his working relationship with his Allfirst Relationship Manager, Jim May, who he has worked with since 1984.

"We have a number of operating accounts at Allfirst," Dennis said. He also has his personal accounts with Allfirst.

Additional information on Valcour, Inc. is available on its web site: www.valcourinc.com.



allfirst

FOR MORE INFORMATION CALL 1-800-969-7150

Allfirst Bank, Member FDIC. Equal Opportunity Lender. Equal Housing Lender. Allfirst and the Allfirst logo are registered trademarks of Allfirst Financial, Inc.