

Fay-Penn

Economic Development Council

1997
Annual
Report

TECHNOLOGY
& INDUSTRY

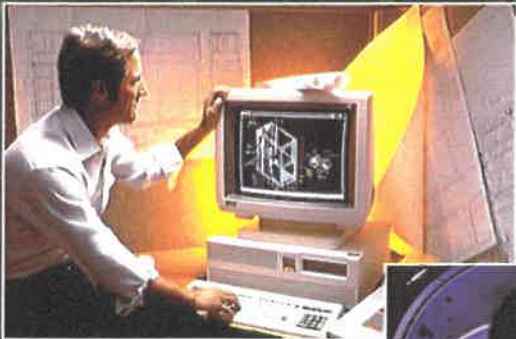


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Message from the President



Robert E. Eberly
President


It is my pleasure to report to you the accomplishments of the Fay-Penn Economic Development Council for 1997. Last year the organization celebrated its fifth anniversary recapping projects and accomplishments of the last five years. This year Fay-Penn added to those achievements with some exceptional projects, the most notable being Teletech.

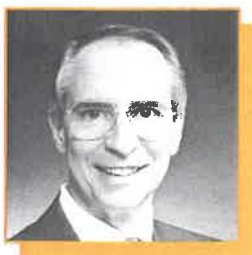
The Teletech project symbolizes the change in both our local and national economies from heavy manufacturing to the information age of high technology. While Fay-Penn will continue its efforts to assist manufacturing companies to expand in the local area, it must also be prepared to service the new wave of technology based companies.

TeleTech was able to locate in Fayette County because of our people, our training systems, and the availability of suitable site and telecommunications infrastructure. Many people and organizations worked together as an economic development team to complete this project within record time to meet the deadlines of the company. We are very grateful to all of them. As a result, hundreds of people will be hired and will learn new computer and customer service skills.

In total, Fay-Penn assisted 24 companies in making more than \$15 million of new investment in 1997. In addition to the Teletech project, the list of accomplishments includes another technology service company, Columbia Gas, which opened its state-of-the-art customer satisfaction center in Fay-Penn's new multi-tenant building at the Fayette Business Park in April 1997. Combined these two companies alone plan to create and retain 710 jobs that account for more than \$13 million in annual payroll. Since 1992 Fay-Penn has assisted 91 companies in the creation and retention of 3,287 jobs that resulted in more than \$70 million in new investment. The positive economic impact of these results continues to be felt in our local economy and is generating a renewed spirit of optimism.

Five years ago we stated that our successes were only a prelude of the accomplishments yet to come. In 1998 we see a future that is brighter than ever before. Growth is occurring in and all around Fayette County. The degree of our future success will only be limited by the amount of investment that we are willing to make in our community today. On behalf of the Board of Directors, I would like to reaffirm Fay-Penn's commitment to continued investment in Fayette County and also thank you, the Fayette County community, for all of your support of Fay-Penn and its mission to create a stronger economy for the benefit of everyone.


Robert E. Eberly
President



Leo T. Krantz
First Vice President



Joanne Rae
Second Vice President



Gary L. Guerrieri
Secretary



Russell B. Mechling, Jr.
Treasurer



Michael W. Krajovic
Executive Vice President

1997 Board of Directors



HARRY E. ALBERT
Fayette County Commissioner



PAUL BACHARACH
Uniontown Hospital



DAVE BERISH
Berish Agency, Inc.



DAVID L. CALE
Fayette Industrial Fund



RAYMOND CHESS
Pres., Chess
Coal Company



IRA B. COLDREN, JR., ESQ.
Coldren Adams



REP. PETER J. DALEY, II (D)
Dist. 49 - PA House of
Representatives



C. EDWARD DEMUTH
Pres., Connellsville Industrial
Enterprises



REP. H. WM. DEWEESE (D)
Dist. 50 - PA House of
Representatives



THOMAS DUNCAN
Mayor, City of Connellsville



RICHARD ELLSWORTH
Pres., Stahls' Hotronix



JOHN A. FIESTA
Pres., Fiesta Insurance Agency



JAMES R. FOUTZ, CPA
McClure & Wolf



JAMES GABRIEL
Pres., Gabriel Brothers



WILLIAM JACKSON
Pres., Jackson Farms Dairy



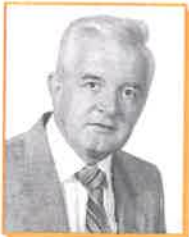
SEN. RICHARD KASUNIC (D)
District 32 State Senator



BARBARA RAITANO
The Daily Courier



GEORGE RATTAY
Steam Fitters Union



HARRY REAGAN
Second National Bank
of Masontown



DONALD REDMAN
Fayette County
Register of Wills



FRANK RICCO
Sec.-Treas., Ricco
Tire Service



REP. LARRY ROBERTS (D)
Dist. 51 - PA House
of Representatives



PHIL SAVINI
Brownsville School District



BARRY SENERI
Sensus Technologies



REP. JAMES E. SHANER (D)
Dist. 52 - PA House of
Representatives



ELI SHUMAR, JR.
Pres., Shumar Welding &
Machine Service, Inc.



JAMES SILEO
Mayor, City of Uniontown



REP. JESS STAIRS (R)
Dist. 59 - PA House
of Representatives



LARRY STUCKSLAGER
Fay. Co. Board of
Supervisors



JOSEPH TASSONE
Gallatin Fuels



CRAIG TOMCHIK
Helicon Cablevision



WILLIAM ULMER
E.W. Bowman, Inc.



VINCENT A. VICITES
Chairman, Fayette County
Board of Commissioners



EDWARD YANKOVICH
United Mine Workers of America

Organization Overview

MISSION

Fay-Penn's mission is to maintain and increase employment opportunities (jobs) in Fayette County in an effort to improve the quality of life for all of its residents. This mission is met through a comprehensive strategy of specific economic development objectives and by providing superior services to its clients. The organization primarily focuses on the manufacturing sector in addition to a concentration on tourism and infrastructure development. The objectives and strategies listed below summarize initiatives in which Fay-Penn is involved and do not include many action items contained in the more comprehensive Fayette County Strategic Plan - Fayette Forward.

Incorporated in 1991, Fay-Penn was formed to assist in the economic revitalization efforts of Fayette County. The organization was designated by the Internal Revenue Service (IRS) as a tax exempt, non-profit organization under Section 501(c)(3) of the Internal Revenue Code. As a membership based organization with over 190 members, funding comes from various local, public, and private contributors and foundations, in addition to grant support from the Commonwealth of Pennsylvania and federal government for specific projects. Funds may not be used for the benefit of or be distributed to members, directors, officers, or private persons. All contributions are used to support the economic revitalization efforts including providing administrative assistance for other economic development organizations and initiatives.

Provide superior economic development services that meet the needs of Fayette County by building local capacity and capabilities.

- Develop the organization and resources needed to provide top quality, professional economic development services and programs through a strong public and private partnership.
- Build linkages with the Pittsburgh business and economic development community to increase the use of programs and other resources that can support local efforts and strengthen business activity in both Fayette County and the southwestern Pennsylvania region.
- Establish a business assistance network that offers a full range of support services for businesses and local government.
- Conduct an outreach to businesses throughout Fayette County to offer assistance as part of an aggressive business retention and expansion effort.

Encourage development at existing and future business sites.

- Concentrate marketing on vacant buildings and available land in business parks.
- Expand infrastructure capabilities at existing and future development sites.
- Improve road, air and rail transportation systems including maintaining rail service in Fayette County for existing and future rail users.
- Develop new key sites through improved planning, marketing and financing techniques.

Expand tourism in Fayette County to generate new commerce and jobs, revitalize commercial areas and support new development.

- Advance the image of Fayette County's and the Laurel Highlands tourist industry from a weekend mountain recreation area to a full service, multi-day vacation destination.
- Serve as a catalyst to develop multi-day tourism packages by building thematic linkages between individual attractions in an effort to increase weekday tourism.
- Assist local businesses in transitioning to better capitalize on growth opportunities presented in a dual manufacturing and tourism based economy.
- Build linkages with local, regional and state organizations and the private business sector to develop the resources needed to implement a comprehensive tourism development strategy.
- Assist local historical societies, businesses and community development organizations in their efforts to develop new tourism attractions and renovate downtown areas throughout Fayette County.

Provide services to ensure that Fayette County has a qualified work force to accommodate worldclass industry.

- Serve as a facilitator for companies to coordinate workforce delivery system services.
- Increase the use of existing programs by companies and assist in securing available job training funds.
- Support the development of employer driven work force training programs.
- Encourage educational initiatives that address the current needs of businesses.

Fay-Penn offers a full range of confidential services and works very closely with each client to provide customized quality service and maintain confidentiality.

Financing Assistance:

A variety of low-interest financing programs are available for companies in Fayette County through the Pennsylvania Department of Community and Economic Development (PA DCED). Funds may be used for land, buildings, equipment, working capital and job training. Fay-Penn's staff works hands-on with each company guiding them through the necessary procedures and coordinates efforts with the company's private lending institution. Other funds are available through various financing programs. The Fay-Penn staff knows which programs can be used to fit a company's specific needs.

Business Technical Assistance:

Fay-Penn, with the support of a regional and state economic development team, under the "Team PA" umbrella, offers technical assistance to businesses of all types and sizes throughout the County. The staff will do whatever is possible to assist companies in meeting their needs and accommodating their business development projects. This includes areas of financing, marketing, process improvement, government procurement, exporting, quality improvement, as well as others.

Site Selection:

Current listings of available sites or buildings are maintained by Fay-Penn and are provided to companies looking for new locations. The staff works closely with the Governor's Action Team and Penn's Southwest Association on potential projects and networks with realtors and property owners to keep abreast of the industrial real estate market. Site proposals are prepared with current market, utility and quality of life information.

Loan Funds:

Fay-Penn administers a \$3.66 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$375,000 can be made. Specific guidelines have been developed and approved by the PA DCED to determine project eligibility. For very small businesses, Fayette County entrepreneurs can turn to the Small Business Administration Microloan Program for assistance.

Business Park Development:

The location of new and expanding businesses and related infrastructure development is an important function of Fay-Penn. Working with the Fayette Industrial Fund, Connellsville Industrial Enterprises, the Redevelopment Authority of Fayette County and local municipal authorities, the Fay-Penn staff develops new land and expands infrastructure with special focus on industrial and business parks in the county.

Small Business Technical Assistance:

Fay-Penn's Small Business Technical Assistance Resource Center provides hands-on assistance to startup and existing businesses with writing business plans. Service is provided on a private, individual basis, in an effort to secure loan financing and to improve business success. The Small Business Technical Resource Center also participates in conducting small business seminars to ensure entrepreneurs an opportunity to keep abreast of the latest, up-to-date small business issues.

Workforce Development Assistance:

Fay-Penn's Workforce Development Specialist provides services that address the job training needs of both the workforce and local businesses. The staff also coordinates meetings for local companies with experts from other regional economic development organizations specializing in workforce training, ISO 9000 standards and other world-class, quality training.



Seated from left: Lori Omatick, Project Mgr.; Michael W. Krajovic, Exec. V. Pres.; and Louise D'Isidoro, Workforce Dev. Specialist. Standing, 2nd row from left: Peggy Hidock, Admin. Asst.; Margaret Fusco, Secretary; Pat Stewart, Secretary; Teresa Hann, Bookkeeping Asst.; and Tina W. Wargo, Techn. Asst. Specialist. Standing, back row from left: Ronald M. Nehls, Bus. Dev. Coord.; Robert C. Urban, Jr., Mgr., Loan & Acct. Serv.; James L. Smith, Tourism Dev. & Rail Coord.; and Daniel T. Visnauskas, Fayette Forward Coordinator.

Tourism Development:

Fay-Penn is working with businesses, historical societies, Fayette Forward and other agencies to develop the tourism industry in Fayette County beyond its already wonderful array of visitor-ready sites and attractions. Assisting to develop new businesses, attractions, community projects and increasing tourism packaging efforts are all part of the initiatives to help the Fayette County tourism industry grow.

Financial Statements

FAY-PENN ECONOMIC DEVELOPMENT COUNCIL

Statement of Activities

Period January 1, 1997 thru December 31, 1997

Statement of Financial Position as of December 31, 1997

CHANGES IN NET ASSETS	TOTALS
Support	
Contributions	\$ 333,945
Grants	1,547,835
Member Contributions	45,054
Revenues	
Loan and Administration Fees	290,710
Interest-Revolving Loan Fund	100,009
Interest-Other	4,221
Miscellaneous	8,152
Total Support and Revenues	\$2,329,926
EXPENSES	
Program:	
Program Administration	\$ 13,517
Industrial Park Infrastructure	334,887
Fayette Forward Administration	22,012
Revolving Loan Fund	810,000
Small Business Programs	98,605
Enterprise Zone Program	32,688
Team PA Program	14,500
Tourism Development	38,146
Multi-Tenant Buildings	161,247
Total Program Expenses	\$ 1,525,602
Support Services:	
General Administration	\$ 101,974
Business Assistance	105,485
Tourism Development	87,905
IDC Administration	144,165
Total Support Services	\$ 439,529
Total Expenses	\$ 1,965,131
Increase in Net Assets	\$ 364,795
Net Assets:	
Net Assets – January 1, 1997	\$ 3,345,950
Assets Invested in Revolving Loan Fund	810,000
Increase in Net Assets	364,795
Net Assets – December 31, 1997	\$ 4,520,745

ASSETS	
Cash	\$ 238,794
Grants Receivable	119,237
Accounts Receivable	43,641
Net Fixed Assets	2,580,747
Revolving Loan Fund	
-Cash	1,294,682
-Loan Receivable:	
Capital Loans	1,827,222
Reserve for Uncollectible Loan	(\$57,917)
Fay-Penn IDC	450,000
Fayette County	45,000
-Investments - Loan Guarantee Program	100,000
Other Assets	3,347
TOTAL ASSETS	\$6,644,753
LIABILITIES AND NET ASSETS	
Liabilities:	
Accounts Payable:	
Operating	\$ 4,064
Mortgage Payable	2,119,944
Total Liabilities	\$ 2,124,008
Net Assets:	
Operating:	
Unrestricted	\$ 539,733
Temporarily Restricted	322,024
Total Operating	\$ 861,757
Revolving Loan Fund:	
Unrestricted	1,575,127
Temporarily Restricted	2,083,861
Total Revolving Loan Fund	\$ 3,658,988
Total Net Assets	\$ 4,520,745
TOTAL LIABILITIES AND NET ASSETS	\$ 6,644,753

FAY-PENN INDUSTRIAL DEVELOPMENT CORPORATION

Statement of Activities

Period January 1, 1997 thru December 31, 1997

CHANGES IN NET ASSETS	TOTALS
Revenues	
Rail Asset Liquidation	\$ 169,142
Gain on Sale of Asset	5,000
Land Easements	9,766
Shortline Operator Lease	9,479
Other	111
Total Support and Revenues	\$ 193,498
Expenses	
Management and General	\$ 1,803
Rail Line Administration	24,573
Tourist Train Project	7,256
Total Expenses	\$ 33,632
Increase in Net Assets	\$ 159,866
 Net Assets	
Net Assets – January 1, 1997	\$5,284,872
Increase in Net Assets	159,866
Net Assets – December 31, 1997	<u><u>\$5,444,738</u></u>

Statement of Financial Position as of December 31, 1997

ASSETS	
Cash	\$ 129,738
Cash - Escrow	10,469
Grant Receivable	450,000
Net Fixed Assets	5,315,000
TOTAL ASSETS	<u><u>\$ 5,905,207</u></u>
LIABILITIES AND NET ASSETS	
Liabilities:	
Escrow	\$ 10,469
Notes Payable:	
Rail Purchase	450,000
Total Liabilities	<u><u>460,469</u></u>
Total Net Assets - Unrestricted	<u><u>\$ 5,444,738</u></u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 5,905,207</u></u>

Fay-Penn undergoes a complete financial audit every year to ensure that its financial operations are in full compliance with generally accepted accounting principles and that all grants were properly administered according to contract conditions and relative state and federal requirements.

Financial Statements (Affiliated Organizations)



David L. Cale
President

Fayette Industrial Fund

Statement of Revenues, Expenses and Changes In Net Assets for the Period January 1, 1997 thru December 31, 1997

REVENUES:	TOTALS
Revenue	
Interest on Mortgages	\$ 1,673
Interest on Temporary Investments	37,234
Membership Dues	14,700
Meeting Reimbursements	772
Service Fees	8,672
Miscellaneous	237
Total Revenues	\$ 63,288
EXPENSES	
Administration Fees	\$ 23,040
Service Fees	8,672
Insurance	1,750
Real Estate Taxes	16,595
Office Expense	952
Legal and Accounting	1,335
Meetings	1,014
Property Operations	32,602
Total Expenses	\$ 85,960
Excess of Revenues Over (Under) Expenses	\$ (22,672)
Net Assets	
Net Assets - January 1, 1997	\$ 1,625,932
Excess of Revenues Over (Under) Expenses including Gain on Sale of Land	(22,672)
Net Assets - December 31, 1997	\$ 1,603,260
Balance Sheet as of December 31, 1997	
ASSETS	
Cash in Bank	\$ 42,844
Temporary Investments	500,000
Current Portion of Mortgage Receivables	22,257
Accrued Interest Receivable	2,666
Noncurrent Portion of Mortgage Receivables	30,786
Fixed Assets - Land	2,132,482
TOTAL ASSETS	\$ 2,731,035
LIABILITIES AND NET ASSETS	
Liabilities	
Deferred Revenue	\$ 27,775
Note Payable	1,100,000
Total Liabilities	\$ 1,127,775
Net Assets	
Contributed Capital	\$ 810,733
Unrestricted Fund Equity	792,527
Total Net Assets	\$ 1,603,260
TOTAL LIABILITIES AND NET ASSETS	\$ 2,731,035

C. Edward DeMuth
President



Connellsville Industrial Enterprises

Summary of Combined Statement of Support, Revenues, Expenses and Change in Net Assets for the Period October 1, 1996 thru September 30, 1997

UNRESTRICTED NET ASSETS	TOTALS
Revenue	
Interest Income	\$10,034
Total Revenue	\$10,034
EXPENSES	
Dues	\$ 460
Engineering	200
Insurance	1,722
Consulting Fees	2,500
Professional Fees	1,134
Rent/Lease Expense	230
Real Estate Taxes	638
Utilities	139
Office Supplies	111
Total Expenses	\$ 7,134
Excess of Revenues Over (Under) Expenses	\$ 2,900
Loss on Sale of Land	(\$ 12,499)
Excess of Revenues Over (Under) Expenses Including Loss of Sale of Land	(\$ 9,599)
Net Assets	
Net Assets - October 1, 1996	\$470,079
Excess of Revenues Over (Under) Expenses Including Loss of Sale of Land	(\$ 9,599)
Net Assets - September 30, 1997	\$460,480
Summarized Combined Balance Sheet as of September 30, 1997	
ASSETS	
Cash	\$294,590
Land - Industrial Park	152,416
Land Improvements - Industrial Park	75,474
TOTAL ASSETS	\$522,480
Liabilities and Net Assets	
Liabilities	
Deposits - Land Sales	\$ 62,000
Total Liabilities	\$ 62,000
Net Assets	
Unrestricted	\$460,480
TOTAL LIABILITIES AND NET ASSETS	\$522,480

- ≡ **Keeping your taxes lower by increasing the tax base in your local community.**
- ≡ **Providing businesses with new customers and sales opportunities.**
- ≡ **Generating new job opportunities for local residents.**
- ≡ **Improving your community's overall quality of life.**

When a job is created or retained, over 50% of those payroll dollars will be spent in the retail and service sectors. Each time a dollar is spent in the local economy it circulates 5 to 7 times over, positively impacting every business and person in Fayette County. Over \$175 million of impact to date.

Increased Tax Base

- ◆ Local School Taxes
- ◆ Municipal Wage Taxes
- ◆ County Real Estate Taxes
- ◆ Municipal Property Taxes
- ◆ State Retail Taxes
- ◆ State Wage Taxes
- ◆ Federal Wage Taxes

Increased Services

- ◆ Insurance
- ◆ Maintenance Services
- ◆ Accounting Services
- ◆ Legal Services
- ◆ Car Repairs
- ◆ Real Estate Sales
- ◆ Wholesale Distributors
- ◆ and more . . .

Increased Retail Sales

- ◆ Dry Cleaning
- ◆ Home Purchases
- ◆ Restaurants
- ◆ Furniture
- ◆ Groceries
- ◆ Video Rentals
- ◆ Automobiles
- ◆ Hardware and more . . .



Recreation



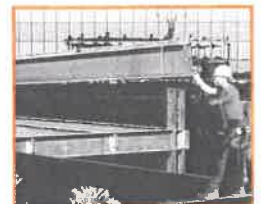
Retail



Service



Real Estate



Construction



Restaurants



Health Care



Maintenance

Summary of Completed Projects 1997



1997 BUSINESS DEVELOPMENT PROJECTS

Anchor Glass Container Corp.	275
Ball Transfer Systems	10
Bargains "ARE" Us	3
Berkley Medical Resources	25
C.F.R. Acquisitions, Inc.	56
Classic Interiors	1
Colorworks, Inc.	3
Columbia Gas of PA/MD, Inc.	110
Computer Trends	1
Copycat Quick Print, Inc.	4
Dancing Trees Studio	1
DiversaTech International, Inc.	6
Fayette Building Trades Institute	4
Kisiel, Grenell & Associates	13
Paintmasters	4
Perma-Cote Industries, Inc.	3
Pretty On Paper	1
R. Bruce Fike & Sons Dairy, Inc.	40
Romeo & Sons, Inc.	52
The Style Exchange	2
TeleTech Holdings, Inc.	600
W.R. Casteel Co., Inc.	3
Williamhouse Regency	25
Western Union/Greyhound	1

GRAND TOTAL: 1243

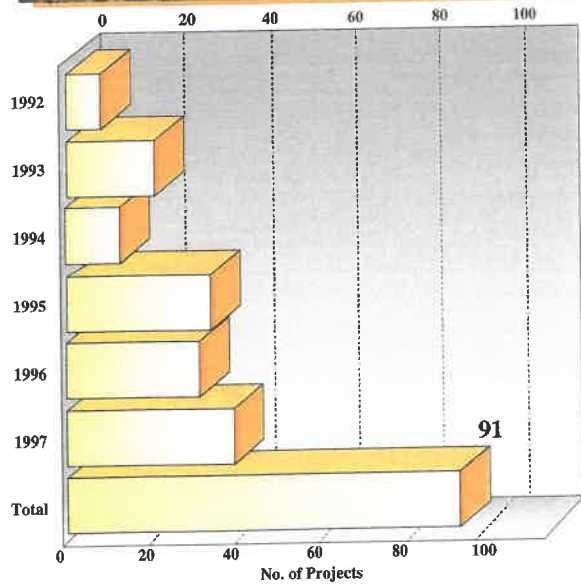
NEW PROJECT RESULTS OVERVIEW - 1997 TOTALS

Completed Projects	24
Jobs Created and Retained*	1243
Increase in Annual Payroll Dollars	\$15,819,325
Increase in Annual Tax Dollars	\$ 601,134
New Investment	\$17,267,450
Public Financing Utilized	\$ 3,488,588
Private Investment	\$13,778,862

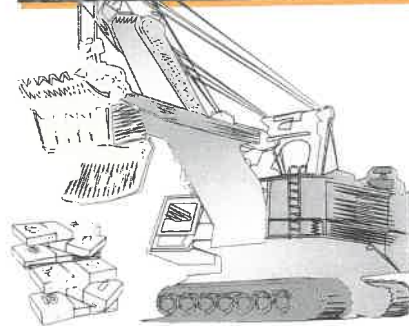
**The data recorded are based upon information provided and three year projections committed to by the companies.*

Key Performance Indicators 1992-1997

Total Completed Projects



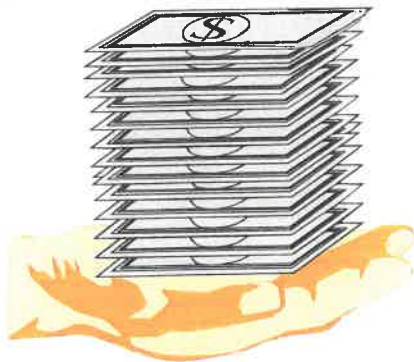
New Construction Dollars



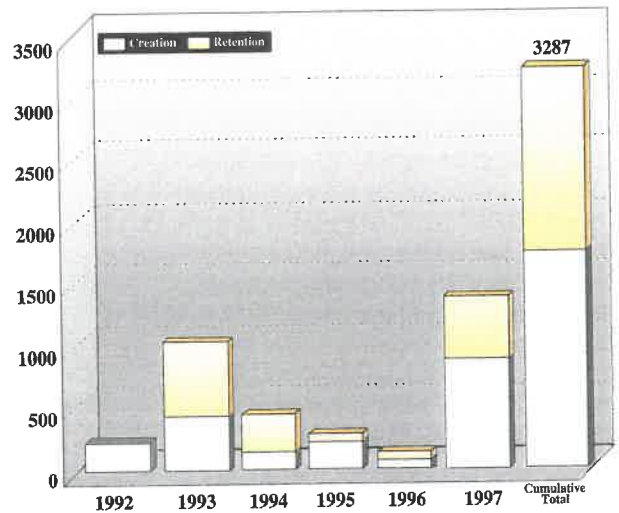
\$18,253,920

New Annual Payroll Dollars Generated

\$34,630,000



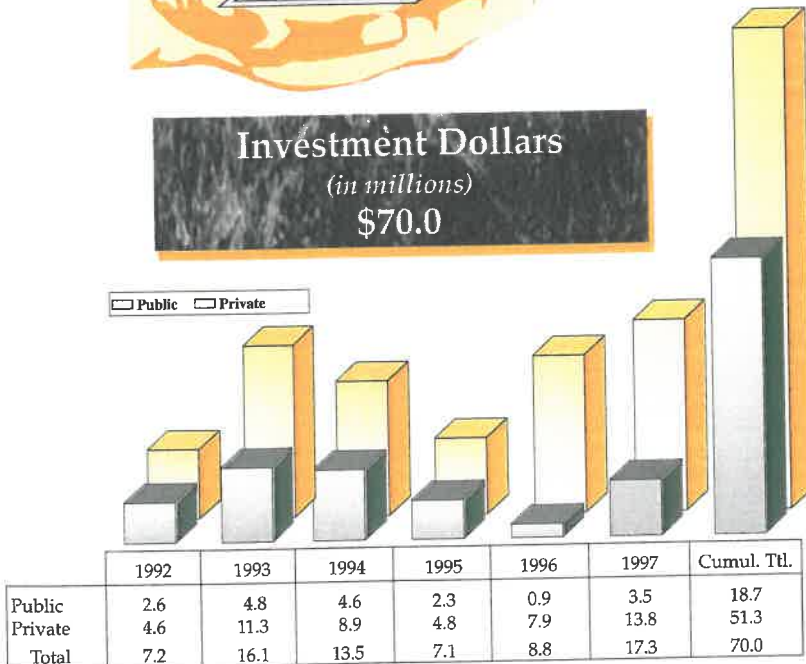
Job Creation/Retention Projected*



Investment Dollars (in millions)

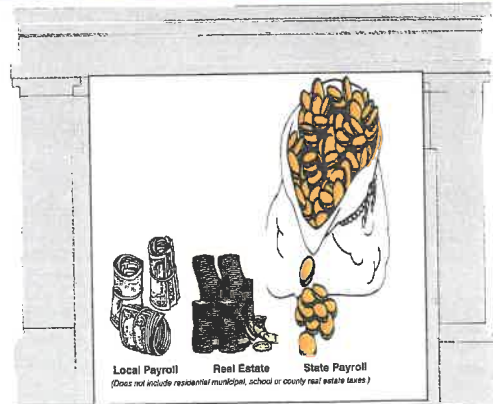
\$70.0

Public Private



New Annual Taxes Generated

\$1,615,469



Business Development



TeleTech Holdings, Inc. South Union Twp.

The year 1997 ended in Fayette County with the major announcement by Governor Tom Ridge that TeleTech Holdings, Inc. will locate a customer service call center in Uniontown. TeleTech provides customer support services to Fortune 500 companies such as AT&T, Apple Computer and the U.S. Postal Service and has centers located throughout the U.S. and abroad. The company decided to renovate 60,000 sq. ft. of space in a building behind the Uniontown Mall, South Union Township. The success of this project, which is expected to create 600 new jobs over the next three years, is the direct result of the efforts and support of many individuals, organizations, state agencies, the federal, state and local elected officials and the Governor's Action Team. The Pennsylvania Department of Community and Economic Development awarded a \$500,000 grant through the Opportunity Fund Grant Program to assist in job training.



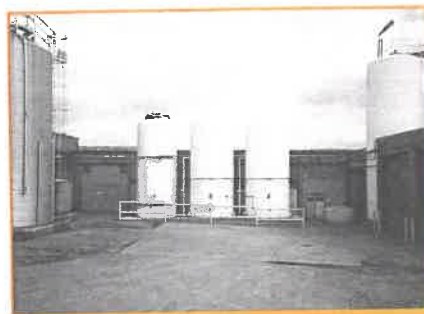
C.F.R. Acquisitions, Inc. North Union Twp.

C.F.R. Acquisitions, Inc. received a \$200,000 loan from the Fay-Penn Revolving Loan Fund, \$50,000 of which came from the Fayette County Commissioners Loan Fund, to assist in the purchase of two carbon material reclamation businesses in Fayette County. The project assisted in retaining fifty-six (56) existing jobs at those companies.



R. Bruce Fike & Sons Dairy, Inc. City of Uniontown

R. Bruce Fike & Sons Dairy, Inc. received approval for an \$850,000 PennVEST low-interest loan to install a waste water pre-treatment system at the company's Uniontown facility. The upgrade will alleviate high strength organic industrial waste discharge into the Greater Uniontown Joint Sewage plant and will free-up additional plant capacity for future growth in the greater Uniontown area. The company employs 150 and expects to create 40 new jobs within the next three years.



Williamhouse Regency, Inc. Upper Tyrone Twp.

Fay-Penn assisted Williamhouse Regency, Inc., Fayette County's largest manufacturing employer, in receiving a \$100,000 Customized Job Training Grant to train 25 new employees on a new RA envelope machine. Williamhouse Regency has had a long standing business/education relationship with California University of Pennsylvania, who provided the administration and training for the Customized Job Training.



Columbia Gas of PA/MD, Inc. Georges Twp.

In 1997, Columbia Gas of PA/MD, Inc. began its multi-state customer satisfaction center in Fayette County. The operation, located in 20,000 sq. ft. of space in Fay-Penn's multi-tenant facility at the Fayette Business Park, currently employs 110 people. The project also resulted in the relocation of several existing Columbia Gas employees to Fayette County from outside the area.





Perma-Cote Plastics, Inc., North Union Twp.

Perma-Cote Plastics, Inc., an established local company that manufactures specialty pipe coating, received a \$50,000 loan through the Fay-Penn Revolving Loan Fund to assist with the purchase of machinery and equipment, \$25,000 of which came from the Fayette County Commissioners Loan Fund. The company expects to create three (3) new jobs as a result of this expansion project.

Ball Transfer Systems, Perry Township

Ball Transfer Systems and Image Time, Inc. are two businesses that jointly benefited from a \$150,000 loan through the Fay-Penn Revolving Loan Fund for the construction of a new 24,000 sq. ft. warehouse facility and the purchase of manufacturing equipment. A \$150,000 loan through the Small Business First Loan Program, administered by the Southwestern Pennsylvania Regional Development Council, was also used to finance this project. The two companies combined expect to create ten (10) new jobs as a result of this expansion.



W.R. Casteel Co., Inc., North Union Township

W.R. Casteel Co., Inc., a commercial electrical contractor, completed a capital expansion project that involved the purchase and expansion of its formerly leased office facility. This project was funded, in part, by a \$65,000 loan from the Fay-Penn Revolving Loan Fund and a \$65,000 loan through the Small Business First Loan Program, administered by the Southwestern Pennsylvania Regional Development Council. Three (3) new jobs are expected to be created as a result of this project.

Anchor Glass Container Corp., S. Connellsville Twp.

Anchor Glass Container Corporation undertook a \$5.2 million capital expansion project which retained 275 jobs at the Connellsville plant. Fay-Penn, with the support of the Governor's Action Team, Columbia Gas of Pa., Inc., and Allegheny Power, worked diligently to keep the facility open during the bankruptcy of its former parent company. The project resulted in the acquisition of new equipment and upgrading existing equipment. The project was financed, in part, with a \$450,000 loan from the Fay-Penn Revolving Loan Fund (\$250,000 of which came from an Enterprise Zone Competitive Grant) and a \$300,000 grant from the Commonwealth of Pennsylvania under its Opportunity Fund Grant program.



Romeo & Sons, Inc., North Union Twp.

This third generation family-owned food distribution business received \$80,000 in low-interest loans (\$40,000 - Fay-Penn Revolving Loan Fund; and \$40,000 through the Small Business First Loan Program, administered by the Southwestern Pennsylvania Regional Development Council) to assist with the purchase of machinery and equipment. The capital expansion project was necessary in order for the company to remain competitive in the tri-state area. Fifty-two (52) jobs at the company will be retained as a result of this project.



Berkley Medical Resources, Inc., Georges Twp.

With the assistance of \$100,000 in Customized Job Training Grant Funds, Berkley Medical Resources, Inc. trained twenty-five (25) members of its current workforce in areas of team building, quality assurance, process control, etc. Fay-Penn worked with the company on this project and PennState Fayette provided the administration for the Customized Job Training grant.

Copycat Quick Print, Inc., City of Uniontown

In addition to providing small business technical assistance, a \$27,500 loan was made from the Fay-Penn Revolving Loan Fund to assist Copycat Quick Print, Inc., a local commercial printing company, in the purchase of equipment to improve the efficiency of its operation. The project will result in the creation of four (4) new jobs.



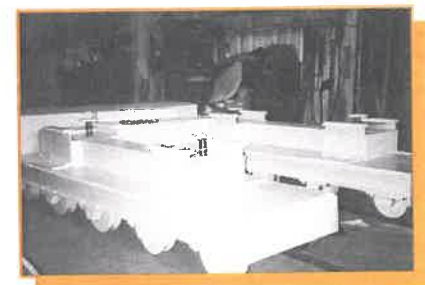
Fayette Building Trades Institute, Republic



Fay-Penn assisted in transforming the family-owned Magazine Lumber Company into a satellite site for residents to acquire an Associate Degree from the Pennsylvania College of Technology in Building Construction Technology. This opportunity became available through a partnership between PennState University's Fayette, Pennsylvania College of Technology and the Magazine family. The program emphasizes layout, construction materials, cost estimation, project management and construction safety, in addition to communication, math and science.

DiversaTech International, Inc., City of Connellsville

This designer and manufacturer of industrial transfer cars, steel wheels and wheel assemblies received a \$35,000 loan from the Fay-Penn Revolving Loan Fund to assist with the purchase of additional inventory to accommodate increased sales. The loan proceeds were provided through \$25,000 from the Enterprise Zone Loan Fund and \$10,000 from the Fayette County Commissioners Loan Fund. Fay-Penn also provided small business technical assistance to the company. Six (6) jobs will be created as a result of this project.



Small Business Development



Fay-Penn continued its Small Business Development Program in 1997, receiving inquiries from 250 entrepreneurs and small companies. In all, 48 businesses received technical assistance, of which 13 were successful in obtaining financing totaling \$723,588. As a result, 44 jobs were created and/or retained. In addition to the previously mentioned DiversaTech and Copycat Quick Print, successful projects include, but are not limited to, Bargains "ARE" Us; Kisiel, Grenell & Associates; Classic Interiors; The Style Exchange; and Pretty on Paper. In addition to small business outreach seminars held at various locations throughout the County, Fay-Penn began a series of monthly workshops for businesses in the very early planning stages. The workshops have been very well attended and have proven quite successful in helping more start-up entrepreneurs.

Fay-Penn Revolving Loan Fund

Since 1993, Fay-Penn has successfully developed two programs within its \$3.66 million Revolving Loan Fund (RLF). The Fay-Cap Loan Fund (FCLF) program assists eligible businesses by funding capital expansion projects involving fixed assets such as new equipment and facilities. The Loan Guarantee Program (LGP) can guarantee a percentage of private lending institution loans to eligible companies. The goal of the fund is to encourage job growth in the private sector. To date, 27 companies have utilized the program resulting in over \$17 million in private investment and the potential creation and/or retention of over 900 jobs. The RLF programs have proven to be an important funding tool to help companies make new capital investments in the Fayette County area. In 1997 the fund grew from \$2.76 million to \$3.66 million thanks to the Enterprise Zone Grants and Community Revitalization Assistance Program Grants secured with the support of the Fayette County Board of Commissioners and the Fayette County legislative delegation. In 1997 the eight loans made through the fund resulted in the creation and/or retention of 409 jobs.

Fayette County Commissioners Loan Fund

In 1996, in cooperation with the Fayette County Board of Commissioners, Fay-Penn established the Fayette County Commissioners Loan Fund (FCCLF) within its existing Revolving Loan Fund program utilizing a \$500,000 Economic Development Partnership Fund (EDPF) Grant that Fay-Penn secured for the County in 1992. In 1997, the FCCLF assisted in 4 local projects, with loans approved for the following Fayette County businesses: C.F.R. Acquisitions, Inc., Ball Transfer Systems, DiversaTech International, and Perma-Cote Industries. The combined \$110,000 loaned through this program resulted in an additional \$1,915,000 in private capital investment and the creation/retention of 75 jobs.

Enterprise Zone Loan Fund

The Enterprise Zone Loan fund was established within Fay-Penn's Revolving Loan Fund (RLF) in 1997 to administer grants received by Fayette County from the Pennsylvania Department of Community and Economic Development's Enterprise Zone Program. With the support of the Fayette County Board of Commissioners, \$125,000 was secured through the Enterprise Zone Program in 1997. The loan funds are used to support business expansion projects within the designated Fayette County Enterprise Zone. During 1997, loans to Gerome Manufacturing and DiversaTech International will assist in creating thirty-one (31) new jobs. As the loans are repaid, they will be used to recapitalize the Fay-Penn RLF for use by additional companies located in the Enterprise Zone.

Community Revitalization Assistance Program Grants

Thanks to the efforts of Fayette County's state legislative team in Harrisburg in 1997, Fay-Penn received two Community Revitalization Assistance Program Grants from the PA Department of Community and Economic Development totaling \$700,000. The grant funds were used to capitalize the Fay-Penn RLF and to support the loan loss fund of the SBA Microloan Program.

SBA Microloan Program

Fay-Penn made its third annual \$15,000 contribution to the Small Business Administration Microloan Program. Since the program was established in 1993 by Fay-Penn, the Redevelopment Authority of Greene County and the Washington County Council on Economic Development, it has since been expanded to include Westmoreland County and two counties in West Virginia. Loans can be used for working capital, inventory or machinery and equipment. Eligible applicants include small, existing and start-up companies. In 1997, three loans were approved for Fayette County companies totaling \$37,500. Since the program's inception, 14 local companies have utilized the program.

Ben Franklin (BEST) Network

During the 1996-97 fiscal year, Fay-Penn received a grant from the Ben Franklin Technology Center of Western Pennsylvania to assist Fayette County small technology-based manufacturing firms. The Business Entrepreneurial Service and Training (BEST) Network has a service delivery partnership between service providers located throughout Southwestern Pennsylvania. Through Fay-Penn's participation in the BEST Network, Fayette County firms were better positioned to access the technical support services and financial resources available throughout the region to assist with their research and development effort to aid company growth.

Carnegie Mellon University Entrepreneurial Management Scholarships

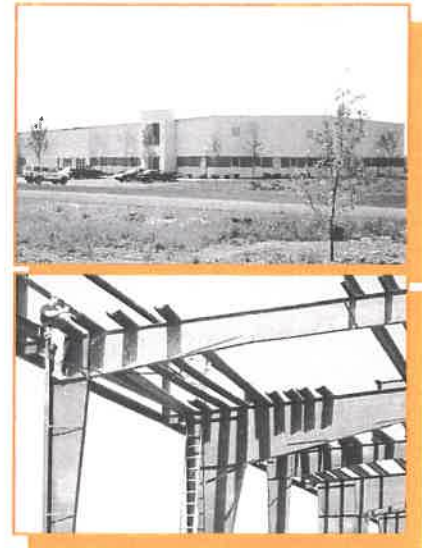
For the sixth consecutive year, Fay-Penn was able to provide scholarships to local business executives to attend a twelve-week program offering updated information and training on current management issues. This scholarship program has been made possible by generous grants from The Eberly Foundation and Ben Franklin Technology Center of Western PA. This successful program was initiated to build business linkages between Fayette County companies and the Pittsburgh business community, and to help business leaders learn modern techniques to help manage their companies in today's global markets. Recent scholarship recipients were: W.R. Casteel Co., Inc., Laurel Business Institute, Ball Transfer Systems, Berkley Medical Resources, PSI Packaging Services Inc., Gerome Manufacturing Co., Stahls' Hotronix, Cavert Wire, Fayette Engineering, and Sensus Technologies.

Fay-Penn Multi-Tenant Facilities

In 1997, in an effort to address the ongoing need for quality, existing building space, Fay-Penn's Board of Directors authorized the construction of a new 32,400 sq. ft. multi-tenant building on a site directly adjacent to the existing 25,000 sq. ft. facility in the Fayette Business Park. Fay-Penn purchased a 5.7 acre site from the Fayette Industrial Fund. The new facility is currently under construction and will house up to six occupants with the potential for an estimated 100 jobs at that site.

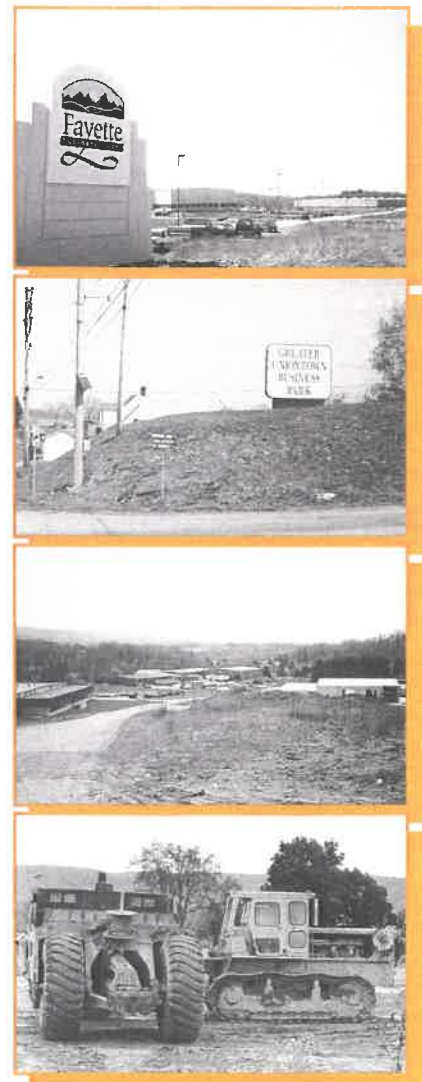
Started in 1996, Fay-Penn also completed construction of its first 25,000 sq. ft. multi-tenant facility at the Fayette Business Park in Georges Township in 1997. The building is fully occupied by two tenants, including the Columbia Gas customer satisfaction center, employing over 110 people. It is significant to mention that although Fay-Penn planned the facility as a "speculative building", commitments from both tenants were entered into before construction was completed.

The multi-tenant construction projects were made possible by financial contributions from The Eberly Foundation.



Industrial Park Infrastructure Development

In 1997, Fay-Penn and the Fayette Industrial Fund completed the infrastructure development project at the Fayette Business Park, Georges Township, at a total cost in excess of \$1.2 million. The two year project entailed paving on the existing loop road, construction of three internal access roads, utility line extensions, wet-land mitigation, construction of park entrance signs and landscaping. The project was funded, in part, by various local, state and federal sources: \$570,000 from the PA Department of Community and Economic Development (\$200,000 - Infrastructure Development Program Grant and \$370,000 - Pennsylvania Industrial Development Authority Loan to the Fayette Industrial Fund); and \$530,000 from the U.S. Appalachian Regional Commission.



Industrial Park Marketing

Fay-Penn provided assistance to Fayette Industrial Fund, Connellsville Industrial Enterprises and the Fayette County Redevelopment Authority by marketing their respective industrial park sites to potential businesses. On an ongoing basis, Fay-Penn develops and provides customized site proposal packages, brochures, maps, photos, demographic information, etc. to each individual business looking for potential sites in the Fayette County area. In addition, Fay-Penn maintains a listing of vacant buildings and available sites for industrial and commercial development.

Enterprise Zone Designation

The Fayette County Enterprise Zone is in its second year designation under the administration of Fay-Penn. In 1996, Fayette County was successful in obtaining Enterprise Zone designation from the State for 14 municipalities located along the Route 119/Southwest Pennsylvania Railroad corridor from the Westmoreland County border to Smithfield Borough. Enterprise Zone designation gives projects located in these municipalities priority consideration when applying for assistance under state programs. In 1997, with the assistance of the Fayette County Board of Commissioners, Fayette County received \$150,000 in Enterprise Zone funding raising the fund total to \$200,000 since inception.

Information/Training: The Key to Success

In an effort to support local business needs, Fay-Penn co-sponsored several information, training and networking seminars and programs over the past five years which were widely attended by local businesses. The following events were held in 1997:

- Educator In the Workplace
- Workforce Development Broadcast
- Steven Covey's "First Things First" Broadcast
- Older Worker's Job Fair
- Charter School Symposium
- Total Quality Management Training
- PA Dept. of Labor & Industry: A New Workforce Development System
- Teaching Critical Thinking Skills Training Workshop
- Sony Job Fair

Other organizations co-sponsoring the events included, Berkley Medical Resources, Fayette Business Education Partnership, Fayette Area Vo-Tech School, Central Fayette Chamber of Business and Industry, Southwestern PA Area Agency on Aging, Cities in Schools, Success Academy, Transformation Training and Consulting and the Hall of Freedom.

Job Training & Workforce Development

Since 1995, Fay-Penn has been providing workforce development and job training assistance to local companies in need of various workforce related services. In an effort to expand job training opportunities that match the needs of local businesses, Fay-Penn developed and regularly updates a workforce needs assessment and a wage survey of local businesses. In addition to providing data and materials to individual companies, the workforce development specialist helps to secure available training funds and provides technical assistance to companies and other organizations on workforce related programs. In 1997, Fay-Penn completed 20 company related job training/workforce development projects.



Southwest Pennsylvania Railroad

On September 13, 1996, Fay-Penn acquired 24.9 miles of rail line from CSX. Since that time, over \$400,000 in rail line rehabilitation has been completed. In 1997, Pennsylvania Department of Transportation approved a \$250,000 grant to assist in financing an additional \$334,000 in rehabilitation work to be completed by the end of 1998. Also in 1997, excess rail material was liquidated to provide additional funds to help support rehabilitation projects and operations, and numerous property requests were addressed. The 65-mile, two county rail system, now known as the Southwest Pennsylvania Railroad, provides Fayette and Westmoreland County businesses with access to two class-one carriers —CSX in Connellsville and Conrail in Greensburg. The pending sale and division of Conrail system to CSX and Norfolk Southern will be an added benefit to users by expanding the rail system to include all of Norfolk Southern's track. This merger will effectively give Fayette County users access to three class-one carriers, making rail freight shipping more cost effective. The short line system will service the Sony plant in Westmoreland County, the Fayette Business Park to the south, and a conglomerate of additional users in-between. Rail service is currently offered five days per week in Fayette County.

"Team Pennsylvania"

Fay-Penn's business outreach program has taken on a new look, now referred to as the "Team Pennsylvania" Business Calling Program. An initiative of the Commonwealth of Pennsylvania, each county has a designated "Team Pennsylvania" organization to manage projects in its respective county as well as relay and access viable data through state-of-the-art technology. In 1997, Fay-Penn received designation as Fayette County's "Team Pennsylvania" representative and conducts a business visitation program to ensure that companies in Fayette County have opportunities to utilize available business resources by matching businesses with service providers. In 1997, Fay-Penn's Business Development Coordinator met with 38 companies resulting in 10 service referrals.

Tourism Development

A major goal identified in the Fayette County Strategic Plan for tourism was to enhance the image of Fayette County and the Laurel Highlands as a premier tourist destination in the United States. Two very important projects, the Fayette County Brochure and the Laurel Highlands Sign System, will help achieve this goal. The brochure is the culmination of more than a year's worth of effort that resulted in nearly 75% of all tourism-related businesses in the county participating. It is scheduled for distribution in June of 1998. In addition, Fay-Penn has provided technical assistance to other local organizations for the planning and development of projects such as the Brownsville Wharf, the Sheepskin Trail, the Heritage Trail, Touchstone Center for Crafts, and the State Theatre Centre for the Arts.



Laurel Highlands – Pittsburgh Regional Sign System Development

A major initiative of the Fayette County Strategic Plan, the Laurel Highlands Sign System, will provide a visual framework that will guide visitors from attraction to attraction throughout the Laurel Highlands and beyond into a five county area south of Pittsburgh. In 1997 with the help of Fay-Penn, the Laurel Highlands Visitor's Bureau was awarded a \$250,000 grant from the PA Department of Community and Economic Development. Matching funds raised by Fay-Penn were provided by The Eberly Foundation, Katherine Mabis McKenna Foundation, Inc., Richard King Mellon Foundation, The Heinz Endowments and anonymously. With the assistance of the PA Department of Transportation (PennDOT), requests for proposals were sent out and a reputable firm was selected to implement the project. PennDOT continues to be a key player in this complex project. Besides addressing directional signage in the five county area, this project plans to develop a new set of signing standards and guidelines for PennDOT to use throughout the Commonwealth. Preliminary design work is underway and Phase I of the project will be completed by the end of 1998.

Located in the "Scenic Laurel Highlands" Campaign

There is little or no cost involved for Fayette County businesses to help promote the "Scenic Laurel Highlands" as a specific area of Southwestern Pennsylvania. Through its Business Calling Program, Fay-Penn instituted a marketing program asking local businesses to state in their promotional literature that their business is located in the "Scenic Laurel Highlands" or prominently display the words "Located in the Scenic Laurel Highlands" on their business letterheads, statements, envelopes, etc. Hundreds of businesses mailing hundreds of thousands of pieces of material every year that mentions the Laurel Highlands will help generate a greater awareness of the "Scenic Laurel Highlands" as a distinctive tourist destination.

Fayette Forward

Fay-Penn is proud to be the administering agency for Fayette County's Strategic Plan – Fayette Forward. It is the all encompassing blueprint for revitalizing Fayette County that is open to any interested individual or group. Thanks to support from The Eberly Foundation, Fay-Penn contributed over \$50,000 in cash and in-kind services to the operation of Fayette Forward in 1997. New office space and meeting rooms were added in 1997 which were necessary for operating Fayette Forward. Administrative assistance received a boost from three interns that were supplied from West Virginia Career Institute and the Southwestern Pennsylvania Agency on Aging.

The first version of the Plan was published in 1995 with 153 different projects in the areas of business and education, tourism, infrastructure, economic development, marketing and social conditions. In 1997, the Plan had grown to 237 projects and 260 participating organizations that supplied over 4,000 hours of volunteer time. A new agriculture committee was added to the Plan, and by the end of the year, 50 strategic plan projects had already been successfully implemented. Fayette Forward is producing a regular newsletter that is sent to participants on a mailing list that has increased to more than 3,000. During a normal week, it is estimated that anywhere from 500 to 1000 volunteers can be working on projects helping to revitalize Fayette County. Since initial meetings in 1993, the Plan has become one of the most comprehensive of its kind in the nation.



Contribution Acknowledgements

Fay-Penn received major financial support from individuals and businesses who share in the same desire of strengthening Fayette's economy. Among our major contributors, The Eberly Foundation has been a strong supporter of Fay-Penn since its inception in 1991. In 1997 The Eberly Foundation contributed over \$300,000 in support of Fay-Penn's administration. Fay-Penn takes this opportunity to say "Thank You" to the following who have provided significant financial support to both projects and programs in 1997.

In addition, Fay-Penn acknowledges with much thanks the following 194 area businesses, organizations and individuals whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.

Aiden Oil Company
All Around Fence Company, Inc
Allegheny Power System
American Ambulance
American Legion
Anchor Glass Container Corp.
Anchor Hocking Packaging Company
Assad Iron & Metals, Inc.
Bell Atlantic
Berish Agency, Inc.
Blaney Farms Inc.
Bone & Joint Surgical Assoc., P C.
Perryopolis Borough
Smithfield Borough
Bradley Paint Company
Brodak's Shop N' Save
Brownsville Area Chamber of Commerce
Brownsville Area Revitalization Corp.
Brownsville Bus Lines
Brownsville General Hospital
Brownsville School District
Cardello Electric Supply Company
F P. Cardenas, MD
Cavert/Quincy Acquisition Co.
Centennial Chevrolet-Geo-Dodge, Inc.
Central Fayette Chamber
of Business & Industry
Ceramic Fiber Technologies
Champion Lumber Company, Inc.
Chess Coal Company
Christopher Resources, Inc.
James Edward Clarke
O.C. Cluss Lumber
Coca Cola Bottling Corp.
Coldren Adams
Columbia Gas of PA., Inc.
Conn Realty
Connellsville Chamber of Commerce
Connellsville Chiropractic Center
Connellsville Industrial Enterprises
Connellsville Printing Company
Connellsville Redevelopment Authority
City of Connellsville
Daily Courier
Rep. Peter Daley, II
Daniel's
Davis & Davis
Demco Excavating, Inc.
DeMuth Florist, Inc.
Detweiler Pontiac, Inc.
Rep. H. William DeWeese

Donald M. Miller, Inc.
Dow Construction Company
Eat N' Park Restaurant
Eberly & Meade
W. H. Farwell Company
Fayette County Airport Authority
Fayette County Community
Action Agency, Inc.
Fayette County Medical Society
Fayette County Mental
Health/Mental Retardation
Fayette County Redevelopment Authority
Fayette Engineering Co.
Fayette Fuel, Inc.
Fayette Institute of
Commerce & Technology
Fayette Labor Management Committee
Fayette Parts Service
Fayette Positive Action Committee
Fayette Radiation Therapy Mgmt., Inc.
Fayette Tire Company
Fay-West Travel, Inc.
Joe Fida's Auto Plate Service
John A. Fiesta Agency, Inc.
R. Bruce Fike & Sons Dairy, Inc.
Fike Insurance Agency
First Federal Savings & Loan
of Greene County
First Federal Savings Bank
Fox Glass Company
Frank's Auto Supply
Gabriel Brothers
Gallatin Fuels
Garbart Consulting Services, Inc.
Gerome Manufacturing Co., Inc.
Goodwill Industries
Haky Funeral Home
Hazemag, USA, Inc.
Helicon Cablevision
Helicopter Aviation Services Corp.
Highlands Hospital & Health Center
Holiday Inn
Honisek Tool Company, Inc.
Houze Glass Corporation
Dr. Ronald E Hugh, DDS
Interim Personnel
Jackson Dairy Farm
Thomas Kalman
William B. Kania Associates
Senator Richard Kasunic
Keystone Enterprises

Leo T. Krantz, Jr.
Laurel Bank
Laurel Business Institute
Laurel Caverns
Laurel Highlands School District
Laurel Highlands, Inc.
Robert Lynn Construction
Lynn's Dairy Queen Franchisor
M & Y Services, Inc.
Margolis, George & Port
Masontown Industrial Dev. Corp.
Masontown Trophy Co.
McClure & Wolf
McMillen Engineering
Meloni's Restaurant
MONY
N.A.A.C.P.
National City Bank of PA
National Road Heritage Park Project
Neubauer's Flowers, Inc.
North Fayette Co. Municipal Authority
Nu-Metrics Instrumentation
Oglevee, Ltd.
Ohiopyle Prints
PA-American Water Company
Parker/Hunter, Inc.
Park's Moving & Storage, Inc.
PennState Fayette
Peoples Natural Gas Company
Perma-Cote Plastics
Pittsburgh National Bank (U'town)
Plumbers & Pipe Fitters Union No. 354
Poulos Painting Company
Private Industry Council of
Westmoreland/Fayette, Inc.
PSI Packaging Services, Inc.
Dr. Mark Rabatin, DDS
Donald Redman
Republic Chamber of Commerce
Rep. Lawrence Roberts
Romeo & Sons
Rupp Medical Associates
Norma Santore, County Sheriff
Scottdale Bank & Trust Company
Seaton & Bowman, Inc.
Second National Bank of Masontown
Sensus Technologies, Inc.
Dr. Ronald R. Sepic, DDS., LTD.
Shady Side Inn
Rep. James E. Shaner

Shumar's Welding &
Machine Service, Inc.
Smithfield Hardware & Appliance
Art Snyder Sanitary Supply
Solomon Accounting Service
Spartan Construction
Paul Sprowls Agency
Stahls' Special Projects, Inc.
Rep. Jess Stairs
Stefano's Printing
Stone & Company
Summit Inn Mountain Resort
Summit Products Co.
Swan's Appliance & Furniture
Tedesco Manufacturing Company
The Insurance People, Inc.
The Medicine Shoppe
Mark Thompson Distributing
Brownsville Township
Bullskin Township
Connellsville Township
Dunbar Township
Georges Township
Jefferson Township
Luzerne Township
Saltlick Township
Stewart Township
Upper Tyrone Township
Wharton Township
Tri-Town Industries, Inc.
James A. Ulmer
City of Uniontown
Uniontown Area School District
Uniontown Downtown
Business District Authority
Uniontown Hospital
Uniontown Mall
Uniontown Motor Club
Uniontown Newspapers, Inc.
Uniontown Redevelopment Authority
United Defense LP
United Mine Workers
Unlimited Housing for the Elderly
Valley Welding
Whitby, Inc.
White Swan Flower Shop
Widmer Engineering Co.
Williamhouse Regency of Delaware, Inc.
Wright Poster Advertising
Yezbak Lumber Company

\$1,000 to \$10,000

Allegheny Power Systems
Bell Atlantic
Columbia Gas of PA, Inc.
First Federal Savings & Loan of Greene Co.
Laurel Bank
National City Bank of PA

\$10,000 to \$100,000

Ben Franklin Technology Center of Western PA
Mr. & Mrs. Robert E. Eberly
Howard Heinz Endowment
Katherine Mabis McKenna Foundation
Richard King Mellon Foundation

Over \$100,000

Commonwealth of Pennsylvania –
Community Revitalization Assistance Program
The Eberly Foundation
U.S. Appalachian Regional Commission

Special Thanks

Cooperation and assistance were the keys to generating the results contained in this report. Every day Fay-Penn works with many different organizations all dedicated to *Moving Fayette Forward*. Fay-Penn wishes to thank everyone who assisted in these accomplishments. Below is a listing of these organizations:

Advanced Manufacturing Network
Allegheny Conference on Community Development
Allegheny Heritage Development Corporation
Ben Franklin Technology Center of Western PA
Brownsville Area Revitalization Corp.
Brownsville Area Chamber of Commerce
Builders Association of Fayette County
California University of PA
Entrepreneurial Assistance Center
Carnegie Mellon University
Central Fayette Chamber of Business and Industry
Community Loan Fund of Southwestern PA., Inc.
Connellsville Chamber of Commerce
Connellsville Industrial Enterprises
Connellsville Job Service
Connellsville Redevelopment Authority
Duquesne University, Small Business Development Center
Enterprise Corporation of Pittsburgh
Fayette Assoc. of Positive Action Citizens
Fayette Co. Board of Commissioners
Fayette Co. Board of Township Supervisors
Fayette Co. Business and Education Partnership
Fayette Co. Community Action Agency
Fayette Co. Historical Society
Fayette Co. Industrial Development Authority
Fayette Co. Office of Planning and Community Dev.
Fayette Co. Redevelopment Authority
Fayette Festival Association
Fayette Forward
Fayette Industrial Fund
Fayette Labor Management Committee
Fay-Penn Industrial Development Corp.
Goodwill Industries
Greene County Redevelopment Authority
Laurel Business Institute
Laurel Highlands Visitors Bureau
Middle Monongahela Industrial Dev. Assoc.
Mon Valley Education Consortium
Mon Valley Progress Council
Mon Valley Renaissance
Mon Valley Tri-State Network
National Association of Women Business Owners
National Road Heritage Park
Office of Vocational Rehabilitation
PA Dept. of Community & Economic Development
PA Dept. of Conservation and Natural Resources
PA Dept. of Environmental Protection
PA Dept. of Transportation
PA Economy League
PA Governor's Action Team
PA Job Service Center
PA Legislative Delegation
PA Small Business Development Centers
PennState Fayette
Penn's Southwest Association
PennTAP
Pittsburgh High Technology Council
Port of Pittsburgh Commission
Private Industry Council of Westmoreland/Fayette, Inc.
Regional Industrial Development Corp.
Regional Trail Corporation
Republic Chamber of Commerce
Service Corp. of Retired Executives
Southwestern PA Area Agency on Aging
Southwestern PA Growth Alliance
Southwestern PA Hardwoods Council
Southwestern PA Heritage Preservation Commission
Southwestern PA Industrial Resource Center
Southwestern PA Regional Development Council
Southwestern PA Regional Planning Commission
St. Vincent College, Small Business Development Center
Steel Industry Heritage Corporation
Three Rivers Labor Management Corp.
U.S. Appalachian Regional Commission
U.S. Army Corps of Engineers
U.S. Congressional Delegation
U.S. Economic Development Administration
U.S. Fish and Wildlife
U.S. Small Business Administration
U.S.D.A. Forest Service
U.S.D.A. Rural Development
Uniontown Downtown Business Authority
Uniontown Job Service
Uniontown Redevelopment Authority
University of Pittsburgh,
Small Business Development Center
Washington Co. Council on Economic Development
Waynesburg College
Westmoreland County Industrial Dev. Corp.
Westmoreland Economic Development Corp.