



# **Fay-Penn**

**Economic Development Council**

**2005 Annual Report**



**Constructing  
the Future**

# Table of Contents

<b>Message from the Chairman</b>	<b>1</b>
<b>Organization Overview</b>	<b>2</b>
<b>Fay-Penn Staff &amp; Services</b>	<b>3</b>
<b>Summary of Completed Projects and Key Performance Indicators</b>	<b>4</b>
<b>Revolving Loan Funds</b>	<b>5</b>
<b>Year-In-Review</b>	
- Real Estate Development	6
- Business Development	7-8
- Economic Development	9-11
- Education	12
<b>FP Board</b>	<b>13</b>
<b>Financial Statements</b>	<b>14-15</b>
<b>Contributions &amp; Acknowledgements</b>	<b>16</b>
<b>Special Thanks</b>	<b>17</b>

# CHAIRMAN'S MESSAGE



Leo T. Krantz, Jr.  
*Chairman*

Welcome to Fay-Penn's 2005 Annual Report. Since Fay-Penn was formed, I can not think of a more exciting time for Fayette County. Growth, occurring in many industry sectors at unprecedented levels in recent history, is wonderful to see. People I meet talk about the shift in attitudes that is also occurring in the County. Local residents feel more positive about their communities and are optimistic about the future for the first time in many years. But it has not always been this way.

For more than five decades since the 1940's, Fayette County experienced a long period of economic decline. Very few communities could withstand the economic collapse that befell the County. Fay-Penn was founded in 1992 to help reverse this trend. Since then, the organization has spent millions of dollars working tirelessly to move Fayette County forward. As of the end of 2005, Fay-Penn had successfully completed 212 projects involving the creation and retention of more than 6,700 jobs.

Regarding 2005 specifically, the organization was instrumental in the creation and retention of 651 jobs through thirteen different projects. There were two large projects that especially made it a year worth noting. We were successful in working with Columbia Gas in preserving their customer service center in Smithfield. We were fortunate that its new subcontractor, Vertex Outsourcing, decided to not only stay in the County, but expand operations to 350 positions. We were also successful in attracting Hunter Panels into the Fayette Business Park. Hunter Panels produces commercial building insulation. Its 200,000 plus square foot facility is the largest manufacturing building built in the County in many years and will employ nearly 70 people.

It was through efforts like these involving different organizations like Fayette Industrial Fund, the Pittsburgh Regional Alliance and the PA Department of Community and Economic Development working for the benefit of Fayette County that make these successes possible. On behalf of the Board of Directors, we are grateful for their assistance and are pleased to see the progress being made that is leading to new growth opportunities across industry sectors such as commercial and residential construction. How much growth and the type and quality of growth will all depend upon how we want to construct our future. That is a new type of challenge for the County – how to plan and manage growth.

We are faced with a similar challenge with our work force and education systems. New employment opportunities are placing greater importance on our work force delivery and education programs. Through our REACH initiative, Fay-Penn will continue to support the many wonderful improvements that are already being made in the local school districts, but we need more.

As a community, every business, parent and resident is encouraged to get involved in supporting their local school's efforts to improve academic achievement and career awareness. There are hundreds of new jobs that need to be filled. It is the first time in two generations that our young people no longer need to leave the area to seek employment. We should view these challenges as the opportunities that we have been working on for years, so let's work together and make them happen. The time is now to direct the current momentum to construct the future that Fayette County wants to have.

A handwritten signature in black ink, appearing to read "Leo T. Krantz, Jr.", written in a cursive style.

# 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 here summarize initiatives in which Fay-Penn is involved.*

**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, nonprofit organization under Section 501(c)(3) of the Internal Revenue Code. As a membership based organization with 147 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 development 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.

**Conduct** an outreach to businesses throughout Fayette County to offer assistance as part of an aggressive business retention and expansion effort.

**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 business and local government.

**Generate new commerce by revitalizing commercial areas through community and tourism development initiatives.**

**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 government, 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 workforce to accommodate world-class industry.**

**Increase** the use of existing programs by companies and assist in securing available job training funds.

**Serve** as a facilitator for companies and educators to coordinate educational and workforce development system services.

**Support** the development of employer-driven workforce training programs.

**Establish** educational initiatives that address the current needs of businesses.

**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.

# CONFIDENTIAL BUSINESS SERVICES

## Financing Assistance:

The staff works hands-on with each company guiding them through the necessary procedures and coordinating efforts with the company's private lending institution to access a variety of low-interest financing programs available through the Pennsylvania Department of Community and Economic Development (DCED).

## Business Technical Assistance:

Fay-Penn, with the support of a regional and state economic development team, under the "PA Business Retention & Expansion Program," offers technical assistance to businesses of all types and sizes. The staff will do whatever is possible to assist companies in meeting their business development needs, including financing, marketing, process improvement, government procurement, exporting, quality improvement, as well as other services.

## Small Business Technical Assistance:

Fay-Penn's staff provides technical assistance to start-up and existing businesses. Service is provided on a private, individual basis in an effort to secure loan financing and to improve business success. The staff also participates in conducting small business seminars to ensure entrepreneurs an opportunity to keep abreast of the latest up-to-date small business issues.

## Tourism Development:

Fay-Penn works with businesses, historical groups, 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 all help Fayette County's tourism industry grow.

## Revolving Loan Fund:

Fay-Penn administers a \$12.1 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$750,000 can be made. Specific guidelines have been developed and approved by the PADCED to determine the project eligibility.

## 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 PA Governor's Action Team and other economic development agencies on potential projects and networks with realtors and property owners to keep abreast of the industrial real estate market. Site proposals are customized with current market, workforce, utility and quality of life information.

## Workforce and Education Assistance:

Fay-Penn's Workforce and Education Development initiative provides services to address both the short and long term workforce needs of local businesses. The staff also coordinates meetings for local companies with experts from other regional economic development organizations specializing in customized workforce training, ISO 9002 standards, Lean Manufacturing, and other world-class, quality training.

## Business Park Development:

Working with the Fayette Industrial Fund, Connellsville Industrial Enterprises, the Fayette County Redevelopment Authority, and local municipal authorities, the Fay-Penn staff acquires and develops new land and infrastructure with special focus on industrial and business parks.

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

## STAFF

### President



Michael W. Krajovic  
President  
& CEO

### Accounting Dept.



Linda Yuhaniak  
Acct. Manager



Brenda Sapic  
Sr. Acct. Asst.



Susan McClung  
Acct. Assistant

### Administrative Staff



Denise King  
Executive  
Assistant



Julie Paull  
Admin.  
Assistant



Debbie Williams  
Secretary



Rosemary Jennings  
Part-Time  
Secretary

### Economic Development Dept.



Donna Bates  
Economic Dev.  
Manager



Michael Jordan  
Economic Dev.  
Specialist



Hannah Gearhart  
Special Projects  
Coordinator



Sue Quinn  
Workforce Dev.  
Specialist

### Education Dept.



Kim Dillinger  
Ed/Workforce  
Dev. Mgr.



Beth Wehner  
Educ./Workforce  
Dev. Specialist



Barbara Gibel  
FEC/Strategic  
Planning Mgr.

### Strategic Planning

### Contract & Assets Management



Tina W. Wargo  
Contract & Asset  
Manager



Robert Biddle  
Construction  
Project Rep.



Twila Kendall  
Tech. Support  
Assistant



Dana Kendrick  
Tech. Assist.  
Specialist



Barry Lilley  
Construction/  
Bldg. Coord.

# 2005

## Summary of Completed Projects

### 2005 Business Development Projects

	Jobs Created/Retained*
Aristotec	29
DeFrank Development	-
Fayette Medical Associates	4
Hunter Panels	66
NuReIm	**
Optical Solutions Technologies (OST)	35
Pine Knob	29
Reed Tool & Die	7
Shanefelter Industries	60
Trident Technology Systems	43
United Mine Workers	20
Vertex Outsourcing	350
West Penn Warehousing	8
<b>Total:</b>	<b>651</b>

### 2005 New Project Results Overview

Completed Projects	13
Jobs Created and Retained*	651
Increase in Annual Payroll \$	16,015,400
Increase in Annual Tax \$	674,318
New Investment	22,410,688
Public Financing Utilized	2,435,850
Private Investment	19,974,838

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

\*\* Job creation/retention numbers reported in previous annual reports

# 1992 - 2005

## Key Performance Indicators:

**Total Completed Projects:**  
**212**

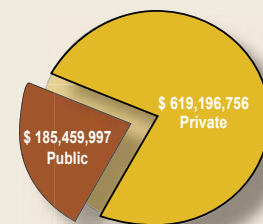
**New Annual Taxes Generated:**

**\$ 4,760,265**

(Does not include residential municipal, school or county real estate taxes)



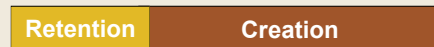
**New Investment Dollars:**  
**\$ 804,656,753**



**New Construction Dollars:**  
**\$ 468,773,368**

**New Annual Payroll Dollars Generated:**  
**\$ 112,711,712**

**Job Creation & Retention:**  
**6,733**



# RLF

## REVOLVING LOAN FUND

The year 2005 was another successful year for Fay-Penn's Revolving Loan Fund (RLF). Originally established in 1993, the RLF had grown from \$1 million to \$12.1 million at the end of 2005.

The RLF is comprised of seven separate programs that assist eligible businesses by funding capital expansion projects in fixed assets, such as new equipment and facilities at low interest rates. Seven projects received \$1,929,925 in financing assistance through the RLF in 2005. These projects generated additional private investment of \$985,780 and resulted in the creation and/or retention of 145 jobs.

To date, 114 projects have been financed involving over \$40 million in private investment and the potential creation and/or retention of 3,600 jobs.

### **Fayette Capital Loan Fund (FCLF):**

The FCLF assists eligible businesses by funding capital expansion projects in fixed assets, such as new equipment and facilities at low interest rates. This program has provided assistance to 71 companies since its inception.

### **Loan Guarantee Program (LGP):**

The Loan Guarantee Program can guarantee a percentage of private lending institution loans to eligible companies. Since its inception, eight companies have utilized this program.

### **Tourism Revolving Loan Fund (TRLF):**

Established in 1998, the TRLF Program is designed to encourage tourism commerce development in Fayette County. To date, nine projects have been financed through this program resulting in the expected creation of 48 tourism-related jobs.

### **Enterprise Zone Loan Fund (EZLF):**

EZLF was established with the support of the Fayette County Board of Commissioners and the state legislative delegation. Projects eligible to access these loan funds must be located within the designated Fayette County Enterprise Zone. To date, 22 projects have been financed through the program resulting in the creation and/or retention of 308 jobs.

### **Workforce Development Loan Fund (WDLF):**

In 2000, Fay-Penn established the new WDLF. This program assists educational facilities to expand existing or create new workforce training programs that address the needs of the private business sector. To date, two projects were funded under this program that will result in the training of 1,030 individuals.

### **Residential Development Loan Fund (RDLF):**

In 2002, Fay-Penn created the RDLF to encourage private sector investment in new residential housing developments to address the current and future needs of Fayette County residents. To date, two projects were funded under this program resulting in the development of 25 new residential lots.

### **Downtown Revitalization Loan Fund (DRLF):**

In 2003, Fay-Penn established the DRLF to help businesses make investments in our downtown areas to promote growth, commerce and economic development. Fay-Penn will assist in financing retail and service business projects in a downtown business district. Eligible projects include building acquisition, equipment purchases, leasehold improvements, façade and building improvements and working capital.

# REAL ESTATE

## SITE DEVELOPMENT, BUILDING ACQUISITION AND MARKETING

In 2005, Fay-Penn began an \$850,000 infrastructure development expansion project at the Fayette Business Park, located in Smithfield PA, that will prepare approximately 55 acres for immediate development. The project is being funded by a grant from the Commonwealth of Pennsylvania. Fay-Penn also began improvements on its 56,484 sq. ft. facility located in the Connellsville Industrial Park, Bullskin Township, formerly occupied by Tedesco Manufacturing. The building will be improved and marketed to companies interested in leasing space in the northern end of Fayette County. Fay-Penn continues to actively market available properties in Fayette County.

## BUILDINGS AND BUSINESS DEVELOPMENT SITES

Fay-Penn owns, operates and maintains ten buildings, offering 347,844 sq. ft. of space to existing and potential tenants, and with its sister organization, Fayette Industrial Fund, operates and maintains three business development sites totaling 660 acres, 441 of which are ready for immediate development. Fay-Penn also owns another 1,158 acres of land in three different locations for future development.



Building #1 - Fayette Business Park



Building #2 - Fayette Business Park



Building #3 - Fay-Penn Business Center - GUBP



Building #4 - Redstone Township



Building #5 - GUBP

Building #6 - Uniontown



Building #7 - University Technology Park



Building #8 - University Technology Park

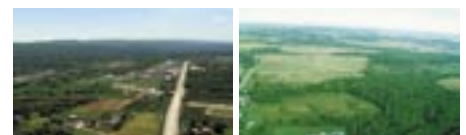


Building #9 - Connellsville Industrial Park, Bullskin Township



University Technology Park

Fayette Business Park



Greater Uniontown Business Park

Brownfield Road Site



Lemont Furnace Site

Springhill Township Site

Facility	Location	Sq. Ft.	Occupancy rate*
Building #1	Georges Twp.	25,000	100%
Building #2	Georges Twp.	32,400	100%
Building #3	North Union Twp.	120,000	72%
Building #4	Redstone Twp.	43,500	100%
Building #5	Uniontown	6,000	100%
Building #6	North Union Twp.	4,550	100%
Building #7	North Union Twp.	14,200	100%
Building #8	North Union Twp.	40,730	100%
Building #9	Bullskin Twp.	56,464	65%
Building #10	Uniontown	5,000	0%

\* as of Feb. 2006

Site	Location	Acreage	Available Acreage*
University Technology Park	North Union Twp.	193	177
Fayette Business Park (FBP)	Georges Twp.	311	211
Greater Uniontown Business Park (GUBP)	North Union Twp.	156	53
Lemont Furnace Site	North Union Twp.	143	143
Brownfield Road Site	North Union Twp.	123	123
Springhill Site	Springhill Twp.	892	892

\* as of May 2006



# BUSINESS DEVELOPMENT

**HUNTER PANELS**, a leading manufacturer of rigid polyisocyanurate roof insulation, will soon begin operations in a new 200,000 sq. ft. building located in the Fayette Business Park, Georges Twp. The company will manufacture and distribute insulation building products that are used in commercial and industrial roofing and construction projects. This project is expected to result in approximately \$15.3 million in new investment and the creation of 66 jobs in Fayette County over the next three years.




**SHANEFELTER INDUSTRIES**, a bridge fabricator that produces bridge structures for various departments of transportation throughout the Eastern United States, has been in business in Fayette County since 1970. The company was successful in winning a \$3.1 million contract. Fay-Penn assisted the company by establishing a \$1.3 million line of credit to be used for working capital. The project is expected to result in \$2.2 million in new investment and the retention of 60 jobs.



**VERTEX OUTSOURCING**, a call center management service for Columbia Gas, will lease a 35,000 sq. ft. building located in the Fayette Business Park. In order to accommodate this project, Fay-Penn is expanding its existing 25,000 sq. ft. building by an additional 10,000 sq. ft. at an approximate cost of \$1.8 million dollars. The project is expected to result in the creation and/or retention of approximately 350 jobs.

**TRIDENT NETWORK SENSOR DIVISION (NSD)**, a research and design division of Trident Technology Systems, recently located a new operation in downtown Uniontown. Trident NSD is expected to become the regional headquarters for the design of network and sensor prototypes for commercial and military applications. Trident Technology Systems builds commercial touch-screen integration systems and operates its consumer product group operation at a facility owned by Fay-Penn located at the Greater Uniontown Business Park, North Union Twp. Fay-Penn aided in this project by providing location assistance to the company. This expansion created seven new jobs for a new total of 13 and it is estimated to create an additional 20 to 30 highly specialized engineering, technical and support jobs over the next three years.





**PINE KNOB VENTURES, LLC** received a \$90,000 loan from Fay-Penn to aid in the purchase of JC Enterprises. The purchase consists of existing inventory, tools and owned vehicles, leasehold improvements and working capital. The company, currently located in Morgantown, WV, will relocate to Uniontown when the project is finalized. The project is expected to result in \$365,000 in new investment and the creation/retention of 29 jobs, of which 11 are PA residents.

**ARISTO-TEC METAL FORMS, INC.**, primarily engaged in the air filtration industry doing steel and copper wire drawing and steel fabricating and assembly, received a \$175,000 loan from Fay-Penn to assist in a business development project. The project is expected to result in \$582,000 in new investment and the creation/retention of 29 jobs.

**REED TOOL & DIE** received approval for a \$142,425 loan from Fay-Penn to assist in the purchase of a piece of equipment that will allow them to expand into the medical and well drilling industries. Reed Tool & Die manufactures made-to-order rotary cutting tools. The total project cost is \$316,500 and is expected to result in the creation/retention of 7 jobs.

**UNITED MINE WORKERS ASSOCIATION (UMWA)** combined two offices into one location and now occupies 5,400 sq. ft. in Fay-Penn's CallTech building located near Brownsville. Fay-Penn constructed leasehold improvements to accommodate the UMWA's needs. This project represents \$205,588 in new investment and the creation/retention of 20 jobs.

**OST**, (Optimal Solutions Technologies), a provider of information technology and management consulting solutions, recently located in downtown Uniontown. Its client base includes numerous Fortune 1,000 companies and public sector organizations including, but not limited to, the US Department of Defense, and Homeland Security. Fay-Penn continues to assist the company in a possible future expansion. This location project represents \$35,000 in new investment and 35 jobs created/retained.

**DEFRANK DEVELOPMENT, INC.**, a residential developer, received a \$75,000 loan from Fay-Penn to assist in financing the construction of 32, one-story brick condos at Bella Mia Estates in Menallen Township. The total project cost is estimated at \$532,500.

**WEST PENN WAREHOUSING** received a \$52,500 loan from Fay-Penn to finance the construction of a new warehouse in Belle Vernon, PA. The project includes demolition of an existing wooden structure and replacing it with a 20,000 sq. ft. metal pre-engineered building. The total project cost is \$370,000 which will result in the creation of 3 new jobs and the retention of 8 jobs.

**NURELM, INC.**, received a \$95,000 loan from Fay-Penn to assist in purchasing and renovating the old Metzler's Furniture Warehouse building in downtown Uniontown. NuRelm is an internet software company and web service specializing in web content management, E-learning, interactive web site design and custom web applications. This project represents \$210,500 in new investment.

**FAYETTE MEDICAL ASSOCIATES** located a new office facility at Fay-Penn's CallTech building located near Brownsville. Fayette Medical Associates, Inc., is a subsidiary of Uniontown Health Resources, Inc., a Pennsylvania Non-Profit Corporation. Fay-Penn constructed leasehold improvements to meet the company's needs. The project resulted in \$236,600 in new investment and the creation and retention of 4 jobs.

# ECONOMIC DEVELOPMENT

## SMALL BUSINESS DEVELOPMENT

Fay-Penn's Small Business Development Program answered 132 inquiries during 2005. Thirty-six individuals or businesses received technical assistance, with four businesses securing \$947,000 in financing, resulting in the creation and/or retention of 39 jobs. Continuing to be responsive to the needs of small business, Fay-Penn works with the Service Corp of Retired Executives (SCORE) and the St. Vincent College - Small Business Development Center.



## SBA MICROLOAN

The Small Business Administration Microloan Program continues to provide an alternative source of financing to small business owners. The program was established in 1993 as a cooperative effort among Fay-Penn Economic Development Council, Greene County, and Washington County Council on Economic Development, the program administrator. Since then, the Economic Growth Connection of Westmoreland, the Morgantown Area Economic Partnership, and the Monongalia County Development Authority have joined the effort. To date, 23 Fayette County businesses have been assisted by the program with financing totaling \$512,020.



Fay-Penn met with 100 local businesses to assess their current and future needs and provided assistance to 56 of those companies under the PA Business Retention and Expansion Program. Partnering with the Workforce Investment Board (WIB), Fay-Penn met with ten companies to market and promote job training, workforce and job placement services, resulting in 28 job placements and eight companies being awarded \$183,000 in worker training funding for 453 workers.

## FAYETTE FORWARD

Fay-Penn provided administrative support for this public-private partnership of government and public agencies, non-profit organizations, private sector businesses and professionals, and other civic-minded citizens who came together in 1994 to initiate strategies for positive change in Fayette County. Updated in 2003, the Fayette County Strategic Plan received an award recognition in 2004 by the Pennsylvania Planning Association.



## SOUTHWEST PENNSYLVANIA RAILROAD

Fay-Penn, through its affiliate organization, the Fay-Penn Industrial Development Corporation (IDC), continues to own and oversee the operation of 27 miles of rail line through Fayette County. The rail line provides rail service to seven Fayette companies.



## FAYETTE COUNTY STATE ENTERPRISE ZONE

Established in 1996, the Fayette County Enterprise Zone Program, operated by the Pennsylvania Department of Community and Economic Development, continues to make significant contributions to the county's economic development. Administered by Fay-Penn with support from the Fayette County Commissioners, the Enterprise Zone begins along the northern county border and extends southward through Smithfield Borough, following the Route 119/rail corridor. In 2005, through its Revolving Loan Fund, Fay-Penn disbursed \$95,000 in Enterprise Zone funding. Funds received through the State Enterprise Zone Program and loaned through Fay-Penn's Revolving Loan Fund exceed \$1.8 million.

## FAYETTE ENTERPRISE COMMUNITY (FEC)

The FEC Strategic Plan includes 99 benchmark activities totaling more than \$180 million dollars targeted at local revitalization efforts in the county's most distressed communities. Of the 99 benchmarks, 19 have been completed, 70 are in progress, and the remainder are inactive. At this time, a total of \$125 million in funds have been requested for the 99 benchmarks from various private, local, state and federal funding sources and \$90.8 million has been received. The United States Congress appropriated \$190,133 for the FEC in 2005.

### FEC Funded Projects - 2005

Fay. Co. Community Action Agency	\$ 4,300
Dunbar Police Dept.	\$ 7,300
REACH	\$ 7,700
Habitat for Humanity	\$ 8,000
Southside Elementary School	\$ 9,300
Redstone Township Recreation Park	\$10,200
Wesley Health Center	\$10,300
Keisterville Community Center	\$10,700
Menallen Elementary School	\$10,700
East End Community Center	\$11,500
LaFayette Middle School	\$13,400
Dunbar Boro. Elementary School	\$16,600
Cardale/Cox Donahey Elementary School	\$20,000
Fayette Enterprise Community	\$50,000

### FEC Highlights 1999 - 2005

<b>Agriculture</b>	<ul style="list-style-type: none"> <li>A feasibility study on processing soybeans was completed</li> <li>Conducted a feasibility study for developing a farmer's co-op</li> <li>Established a Farmer's Market</li> <li>90 new people served with public sewage infrastructure</li> </ul>
<b>Community Development</b>	<ul style="list-style-type: none"> <li>Installed 5,000 lineal feet of gravity sewer</li> <li>Produced a Federal Enterprise Video</li> <li>Constructed 10 new sidewalks</li> <li>Installed banner poles and lamp posts in Uniontown</li> <li>243,000 ridership in 3 year service of public transportation</li> </ul>
<b>Economic Development</b>	<ul style="list-style-type: none"> <li>\$10.5 Million Revolving Loan Fund</li> <li>82 businesses retained or expanded</li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>150 residents received vocational training on computers</li> <li>94 residents served in Family Planning/Teen Pregnancy</li> <li>953 participants in activity for Adult/GED</li> <li>155 residents received post-GED testing assistance</li> <li>25 jobs created at a new business incubator</li> </ul>
<b>Housing</b>	<ul style="list-style-type: none"> <li>199 houses rehabilitated</li> <li>94 USDA Rural Dev. loans were processed</li> <li>60 USDA Rural Dev. loan applications were approved</li> <li>277 residents received affordable housing</li> </ul>
<b>Social Conditions</b>	<ul style="list-style-type: none"> <li>27 pieces of new emergency equipment</li> <li>63 new or improved community, youth &amp; family centers</li> <li>20 miles of trails created</li> <li>Developed a hazardous Mitigation Team for Fayette County</li> </ul>

Designated in 1999, the FEC, administered by Fay-Penn, covers 84.37 square miles of Fayette County including Redstone and Menallen Townships, certain census tracts in the cities of Uniontown and Connellsville, a portion of Dunbar Township, and three developable sites totaling 1,500 acres, i.e. Springhill Township Site, the Connellsville Airport in Dunbar Township, and the Fayette County Route 40 Business Park in South Union Township.

## TOURISM DEVELOPMENT

In 2002, Fay-Penn commenced a tourism development project to study the feasibility of creating a regional cable tourism channel. The findings from the study resulted in the creation of **"DISCOVER PITTSBURGH COUNTRY"** that showcases the tourism and cultural opportunities in the 11-county region of southwestern Pennsylvania to visitors to the region's hotels and motels, as well as local residents within the region. Programming was launched in the fall of 2004 with funding for this phase of the project provided by a Pennsylvania Department of Community and Economic Development, Regional Marketing Initiative Grant of \$100,000 for the 2003-2004 program year along with other private foundation funding. It provides an affordable promotional vehicle for tourism venues and the small businesses that support them by promoting an area as a tourist destination and allowing communities to pull resources for mini-documentaries that include many local attractions. Presently the program can be accessed on post-gazette.com that attracts more than 2.4 million unique users for an average month and via Comcast Video on Demand service in the "Our Town" folder that is digitally connected to 343,000 households reaching a potential of 776,600 viewers. Programming can also be accessed in Ohio and West Virginia. Upon full implementation, the program will be distributed digitally to approximately 775,000 households and over 1.4 million potential viewers in southwestern Pennsylvania by Comcast and other regional cable providers.



In 2005, Fay-Penn continued its efforts to establish a **TOURIST TRAIN** in Fayette County. The importance of the project is to create an attraction that will bring tourists and local residents into the downtown Uniontown area on weekends. Fay-Penn is working with local businessmen and the City of Uniontown to establish an excursion train to enhance the downtown revitalization efforts.

## DOWNTOWN UNIONTOWN REVITALIZATION

*The City of Uniontown's downtown revitalization efforts began in the early 1990s, when Fay-Penn founder, Mr. Robert E. Eberly, and The Eberly Foundation began investing millions of dollars to improve the greater Uniontown community by making significant financial contributions to several public, private and non-profit organizations to implement numerous projects to improve the downtown Uniontown area.*

*In 2002, working with numerous local agencies, business owners and elected officials, Fay-Penn led the effort to move the revitalization project forward by developing a Uniontown Revitalization Comprehensive Strategy that resulted in an eleven-point plan that would position the downtown area for potential economic growth.*

*In April 2004, this project received a significant boost with the announcements of millions of additional dollars in investments from both the public and private sectors. Thanks to the efforts of Governor Ed Rendell, Senator Richard A. Kasunic, Congressman John P. Murtha, state representatives, the City of Uniontown, the Fayette County Commissioners, and Mr. Joe Hardy, approximately \$10 million more was invested and/or committed to this effort resulting in several of those eleven strategies being implemented.*



Thanks to the efforts of many, the Downtown Revitalization effort is underway to advance Fayette County as an attractive location for companies looking to expand or locate new facilities.

During 2005, Fay-Penn, designated by the City of Uniontown to serve as the administering agency to assist in planning, implementation and administering its downtown Uniontown revitalization projects, is pleased to report that several projects were underway in downtown Uniontown.

To date, Fay-Penn has submitted five successful applications totaling more than \$6 million in grants on behalf of the City of Uniontown. Fay-Penn also continues to coordinate approximately \$5 million in investments by other private and public entities as required matching funds for the various grants, bringing the total investment to more than \$11 million.



Over the past two years, Fay-Penn continued to provide the City with technical support; planning and project management services; construction monitoring and administration; grantwriting, management and administration services; etc., to ensure the successful implementation of several projects, including:

- o Construction of a new 270 space parking garage*
- o Establishment of "Free Parking" along Main Street*
- o Renovation of the State Theatre Center for the Arts*
- o Renovation of a building to house the City police department*
- o Development of a Master Plan for the Development of City Parks*
- o Construction of streetscape improvements along Morgantown Street*
- o Construction of Fay. Co. Community Action Agency's new facility*

These efforts would not have been possible without the leadership, commitment and cooperation of the City's mayor and council members.

# EDUCATION



is about ...

- ≡ **Preparing** and **developing** a skilled workforce;
- ≡ **Retaining** a skilled workforce through greater job opportunities; and
- ≡ **Attracting** new residents and skilled workers by having a superior education system.

## **Reaching Educational Achievement with Community Help (REACH),**

*a Fay-Penn initiative, is a unique collaborative force between business and education established to ensure quality education for all Fayette County children.*

Supporting Fay-Penn's mission, **Reaching Educational Achievement with Community Help (REACH)** was created in 2001 as a unique collaborative force between the local business sector and educators in the six Fayette County school districts on district-specific and county-wide initiatives. With the intentions of providing all local youth with the hope, opportunity and empowerment that quality education affords, REACH is focused on systemic education reform to prepare the county's youth for successful lives and economic growth and sustainability with a bolstered workforce. In 2005, REACH focused on engaging the entire community to support systemic change in education – strengthening relationships and encouraging collaboration.

## SUMMARY OF REACH EFFORTS IN 2005

**Advocacy:** REACH hosted bi-annual community forums, showcasing local education initiatives and fostering discussion between nearly 140 community members, business partners and educators; held countless meetings with other community organizations to build awareness and support; promoted REACH activities and collaborated with the school districts to highlight positive instructional methods and programs already in place – through print, radio and television ads; and also spread local education news via newsletters and a Web site.

**Relationship Building:** Aware of the funding limitations facing the education world, REACH worked with business partners, educators, parents, foundations, and consultants to strategize solutions for county-wide change. REACH continued to strengthen existing partnerships and cultivate new collaborations with local business leaders. REACH also expanded its relationships with local educators and administrators within the Fayette County public school districts – including intensive meetings with area superintendents – to revisit and identify important areas of concern. REACH provided professional development training sessions for county teachers via the International Center for Leadership Education, and sponsored a group of educators at ICLE's Annual Model Schools Conference in Washington, D.C. REACH continues to build relationships with funders, such as the renowned Claude Worthington Benedum Foundation, which contributed \$135,000 to REACH in support of workforce development initiatives in the public schools.

**Career Awareness:** REACH worked with local school districts to implement various innovative programs including: a parent initiative; the National Academy Foundation programs at Laurel Highlands High School; the Logic House Web-based, school management system at Brownsville and Connellsville school districts; and the California University Flex Degree program at the Fayette Area Vocational-Technical School.

## CONTRIBUTORS

- BAE Systems (United Defense)
- Carolyn Blaney
- Claude Worthington Benedum Foundation
- Community Foundation
- Federal Enterprise Community
- Laurel Business Institute
- PA Dept. of Community & Eco. Dev.
- PNC Bank
- Nemaocolin Woodlands Spa & Resort
- The Scottsdale Bank & Trust Company

*Fay-Penn recognizes, with thanks, the generous support and financial contributions from so many companies, individuals and organizations. With their support, REACH is making a difference.*

# 2006 BOARD OF DIRECTORS

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Dist. 51 - PA House of Representatives



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UMWA Dist. #2



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Chairwoman, Fay. Co.  
Board of Commissioners

# FINANCIAL STATEMENTS

## Fay-Penn Economic Development Council

### Statement of Activities January 1, 2005 thru December 31, 2005

### Statement of Financial Position as of December 31, 2005

<u>CHANGES IN NET ASSETS:</u>	<u>TOTALS</u>
<b>SUPPORT</b>	
Contributions	\$ 1,053,500
Grants	\$ 767,718
Member Contributions	\$ 38,882
Total Support	\$ 1,860,100
<b>REVENUES</b>	
Loan and Administration Fees	\$ 482,126
Rental Income	\$ 1,389,157
Interest-Revolving Loan Fund	\$ 249,269
Interest-Other	\$ 33,081
Annual Dinner	\$ 20,810
Other	<u>\$ 368,505</u>
Total Operating Revenues	\$ 2,542,948
<b>TOTAL SUPPORT AND REVENUES</b>	<b><u>\$ 4,403,048</u></b>
<b>EXPENSES</b>	
<b>Program:</b>	
Revolving Loan Fund	\$ 252,949
SWPA Business Retention & Expan. Prog.	\$ 32,675
Buildings	\$ 397,648
Marketing	\$ 18,220
Federal Enterprise Community Admin.	\$ 357,466
Keystone Opportunity Zone Program	\$ 46,967
REACH	\$ 285,993
Cable Tourism Channel	\$ 231,082
Downtown Uniontown Revitalization	\$ 141,014
Fayette Forward	<u>\$ 5,579</u>
Total Program Expenses	<b>\$ 1,769,593</b>
<b>Support Services:</b>	
General Administration	\$ 672,466
Business Assistance	\$ 290,838
Tourism Development	\$ 55,330
IDC Administration	<u>\$ 112,788</u>
Total Support Services	\$ 1,131,422
<b>TOTAL EXPENSES</b>	<b><u>\$ 2,901,015</u></b>
Increase in Net Assets	\$ 1,502,033
Net Assets:	
Net Assets-January 1, 2005	\$ 19,195,688
Increase in Net Assets	<u>\$ 1,502,033</u>
<b>Net Assets - December 31, 2005</b>	<b><u>\$ 20,697,721</u></b>

<b>ASSETS</b>	
Cash and cash equivalent	\$ 1,314,730
Accounts Receivable	\$ 731,657
Other Assets	\$ 11,400
Revolving Loan Fund	
-Cash	\$ 4,809,263
-Loan Receivable:	
Capital Loans	\$ 3,236,443
Fayette Industrial Fund	\$ 2,379,887
Fay-Penn Industrial Dev. Corp.	\$ 40,000
-Investments-Loan Guarantee Program	\$ 300,000
Other Assets	<u>\$ 18,609,317</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 31,432,697</u></b>
<b>LIABILITIES AND NET ASSETS</b>	
Liabilities:	
Accounts Payable	\$ 297,119
Accrued Expenses	\$ 30,547
Security Deposits	\$ 125,169
Deferred Revenue	\$ 19,875
Mortgage Payable	<u>\$ 10,262,266</u>
Total Liabilities	<u>\$ 10,734,976</u>
Net Assets:	
Unrestricted:	
Designated	\$ 729,887
Revolving Loan Fund	\$ 12,175,448
Operating	<u>\$ 7,389,282</u>
Total Operating	\$ 20,294,617
Temporarily Restricted:	
Revolving Loan Fund	\$ 250,000
Operating	<u>\$ 153,104</u>
Total Revolving Loan Fund	\$ 403,104
Total Net Assets	<u>\$ 20,697,721</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 31,432,697</u></b>



## Fay-Penn Industrial Development Corporation

### Statement of Activities January 1, 2005 thru December 31, 2005

CHANGES IN NET ASSETS:	TOTALS
<b>SUPPORT AND REVENUES</b>	
Grant - PA Dept. of Transportation	\$ 250,000
Grant Match - Southwest PA Railroad	\$ 107,143
Contributions from Affiliated Organizations	\$ 30,000
Land easements & leases	\$ 15,583
Shortline operator lease	\$ 6,521
Investment income	\$ 290
Other income	\$ -
<b>TOTAL SUPPORT AND REVENUES</b>	<b>\$ 409,537</b>
<b>EXPENSES</b>	
Management and general	\$ 50,961
Real Estate Taxes	\$ 1,855
Omega Rail Commission	\$ 4,004
Repair & Maintenance	\$ 358,966
<b>TOTAL EXPENSES</b>	<b>\$ 415,786</b>
Increase (Decrease) in Net Assets	\$ (6,249)
Net Assets:	
Net Assets-January 1, 2005	\$ 5,728,244
Increase (Decrease) in Net Assets	\$ (6,249)
<b>Net Assets - December 31, 2005</b>	<b>\$ 5,721,995</b>

### Statement of Financial Position as of December 31, 2005

<b>ASSETS</b>	
Cash	\$ 105,725
Cash - escrow	\$ 12,675
Accounts Receivable	\$ 3,394
Grants Receivable	\$ 250,000
Net fixed assets	\$ 5,765,277
<b>TOTAL ASSETS</b>	<b>\$ 6,137,071</b>
<b>LIABILITIES AND NET ASSETS</b>	
Current Liabilities:	
Accounts Payable	\$ 362,401
Security Deposit	\$ 12,675
Long Term Liabilities:	
Mortgage Payable	\$ 40,000
Total Liabilities	\$ 415,076
Total Net Assets - Unrestricted	\$ 5,721,995
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 6,137,071</b>

### Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2005 thru December 31, 2005

<b>REVENUES</b>	
Interest on Mortgage	\$ 226
Interest on Temporary Investments	\$ 6419
Membership Dues	\$ 9,950
Meeting Reimbursements	\$ 216
Administrative and Service Fees	\$ 5,563
Park Tenant Income	\$ 3,759
Revenue from Land Sales	\$ 343,824
Grant from DCED	\$ 584,711
Miscellaneous	\$ 7,813
<b>TOTAL REVENUES</b>	<b>\$ 962,481</b>
<b>EXPENSES</b>	
Administration Fees	\$ 30,000
Real Estate Fees	\$ 40,917
Application and Service Fees	\$ 1,497
Interest Expense	\$ 61,593
Insurance	\$ 3,275
Office Expense	\$ 99
Legal and Accounting	\$ 1,247
Meetings	\$ 561
Property Operations	\$ 31,793
Grant Expenses	\$ 584,711
Other	\$ 1,087
<b>TOTAL EXPENSES</b>	<b>\$ 756,780</b>
Excess of Revenues Over (Under) Expenses	\$ 205,701
Net Assets:	
Net Assets-January 1, 2005	\$ 1,721,875
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ (49,293)
<b>Net Assets - December 31, 2005</b>	<b>\$ 1,878,283</b>

### Balance Sheet as of December 31, 2005

<b>ASSETS</b>	
Cash in Bank	\$ 699,214
Current Portion of Mortgage Receivable	\$ 4,036
Accounts Receivable	\$ 8,404
Noncurrent Portion of Mortgage Receivable	\$ 1,373
Fixed Assets - Land and Improvements	\$ 5,869,792
<b>TOTAL ASSETS</b>	<b>\$ 6,582,819</b>
<b>LIABILITIES AND NET ASSETS</b>	
Current Liabilities	
Accounts Payable	\$ 66
Accrued Interest Payable	\$ 58,613
Current Portion of Notes Payable	\$ 77,312
Deferred Revenue	\$ 127,550
Long-Term Liabilities	
Notes Payable	\$ 4,148,313
Due to Fay-Penn	\$ 292,682
Total Liabilities	\$ 4,704,536
Net Assets	\$ 604,621
Contributed Capital	\$ 604,621
Unrestricted Fund Equity	\$ 1,273,662
Total Net Assets	\$ 1,878,283
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 6,582,819</b>

# 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 the strongest supporter of Fay-Penn since its inception in 1991. In 2005, The Eberly Foundation contributed \$500,000 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 2005:

## \$1,000 - \$10,000

- ❖ BAE Systems
- ❖ Carolyn & W. Gerald Blaney
- ❖ Laurel Business Institute
- ❖ National City Bank of PA
- ❖ Nemaocolin Woodlands Resort & Spa
- ❖ PNC Financial Services Group
- ❖ Commonwealth of PA - DEP Growing Greener Grant

## \$10,001 - \$100,000

- ❖ Commonwealth of PA
  - PA Bus. Retention & Expan. Program
  - Local Eco. Dev. Assistance Program
  - New Communities Program
  - Community Conservation & Employment Grant Program
- ❖ McCune Foundation
- ❖ Scottdale Bank
- ❖ US Dept. of Education

## Over \$100,000

- ❖ Claude Worthington Benedum Foundation
- ❖ Richard King Mellon Foundation
- ❖ The Eberly Foundation
- ❖ US Dept. of Agriculture
  - Fayette Enterprise Community

AAA East Central  
Advanced Acoustic Concepts, Inc.  
Altman & Altman Architects  
American Water Co.  
Anatomical Designs  
Another Way  
Assad Iron & Metals, Inc.  
BAE Systems  
Ball Transfer Systems  
Berish Agency, Inc.  
Berwyn S. Detweiler, Inc.  
Blaney Farms, Inc.  
Bone and Joint Surgical Ass. PC  
Brownsville Bus Lines  
Brownsville School District  
CareerLink  
Ceramic Fiber Technologies  
Chess Coal Company  
City of Uniontown  
Clarke, James E.  
Coldren Adams & Vernon  
Columbia Gas of PA, Inc.  
Community Bank, N.A.  
Conn Realty  
Connellsville Redevelopment Authority  
Creative Computer Concepts  
Cummings, Robert A.  
Daily Courier  
Daley, Representative Peter II  
Demco Excavations, Inc.  
DeWeese, Rep. H. William  
Donald M. Miller, Inc.  
Dynamic Materials Corp.  
Eat 'N Park Restaurant  
Fayette Chamber of Commerce  
Fayette Co. Agricult. Improvement Ass. Inc.  
Fayette Co. Community Action  
Fayette Co. Mental Health/Mental Retardation  
Fayette Co. Redevelopment Authority  
Fayette Engineering Co.  
Fayette Fuel, Inc.  
Fayette Institute of Commerce & Technology  
Fayette Parts Service  
Fay-West Travel, Inc.  
Fiesta, John A. Agency, Inc.  
First Federal Savings & Loan of Greene Co.  
First Federal Savings Bank  
First National Bank of PA  
Ford Business Machines, Inc.

Fox Glass Co.  
Frank's Auto Supply  
Gallatin Fuels, Inc.  
George, France M.  
George R. Smalley Co., Inc.  
Gene-N-Boots Candies, Inc.  
Gerome Manufacturing Co., Inc.  
Gnagey Gas & Oil Co. Inc.  
Hazemag, USA Inc.  
Heritage Inn  
Holiday Inn  
Import/Export Tire  
Indian Creek Valley Water Auth.  
Invensys, Inc.  
J. Dorazio Agency  
Jackson Dairy Farm  
Kania & Sharpe Accountants  
Kasunic, Senator Richard  
Krantz, Leo T. Jr.  
Laurel Business Institute  
Laurel Caverns  
Laurel Highlands River Tours  
Laurel Highlands School District  
Laurel Machine Co.  
Life's Work of Western PA  
Lynn's Dairy Queen Franchiser  
M&G Home and Lawn Service  
Maracon, Inc.  
Margolis, George, & Port  
Masontown Trophy Co.  
McClure and Wolf  
McMillen Engineering  
N.A.A.C.P.  
National City Bank of PA  
Nemaocolin Woodlands Resort and Spa  
Neubauer's Flowers, Inc.  
North Fayette Co. Municipal Auth.  
Nu-Metrics Instrumentation  
Office of Vocational Rehabilitation  
Oglevee, LTD  
Ohiopyle Prints, Inc.  
P.A.W.C. (McMurray)  
PA - American Water Co.  
Parker/Hunter  
Parkvale Bank  
Paul Sprowls Agency  
Penn State Fayette - Eberly Campus  
PNC Bank  
Pittsburgh Tech. Council & Catalyst Conn.  
Plumbers & Pipefitters Union #354  
Private Industry Council of Westmoreland/Fayette

ProLogic, Inc.  
PSI Packaging Services, Inc.  
Ptak's Formal Wear  
Rabatin, Dr. Mark DDS  
Rattay, George  
Redman Donald  
Reed Tool & Die  
Roberts, Representative Larry  
Scottdale Bank & Trust Co.  
Seaton & Bowman, Inc.  
Senior Care Network  
Sepic, Dr. Ronald R., DDS, LTP  
Shaner, Representative James E.  
Shumar's Welding & Machine Service  
Specialty Conduit & Manufacturing, LLC  
Stahl's Hotronix  
Stairs, Representative Jess  
Stefano's Printing  
Summit Inn  
TeleTech Call Center  
Top Medical Management, Inc.  
Township of Brownsville  
Township of Bullskin  
Township of Connellsville  
Township of Dunbar  
Township of Luzerne  
Township of Redstone  
Township of Saltlick  
Township of Upper Tyrone  
Township of Wharton  
Tri-Town Industries, Inc.  
Uniontown Area School District  
Uniontown Hospital  
Uniontown Mall  
Uniontown Newspapers, Inc.  
Uniontown Redevelopment Authority  
United Dairy  
United Mine Workers  
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Wally Corporation  
West Penn Warehousing  
Westmoreland/Fayette WIB  
White Swan Flower Shop  
Widmer Engineering Co.  
Williamhouse, LLC  
Woodland Zoo & More, Inc.  
WSW Holdings, Inc.  
Yezbak, P.C. & Sons, Inc.

***Fay-Penn acknowledges, with much thanks, the 147 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.***

# 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. What follows is a listing of these organizations:

- ◆ Advanced Manufacturing Network
- ◆ Albert Gallatin Area School District
- ◆ Allegheny Conference on Community Development
- ◆ Allegheny Heritage Development Corporation
- ◆ Allegheny Institute
- ◆ Allegheny Trail Alliance
- ◆ Brownsville Area Revitalization Corp.
- ◆ Brownsville Area Chamber of Commerce
- ◆ Brownsville Area School District
- ◆ Builders Association of Fayette County
- ◆ California University of PA Entrepreneurial Assistance Center
- ◆ Carnegie Mellon University
- ◆ Catalyst Connection
- ◆ Community Foundation of Fayette County
- ◆ Community Loan Fund of Southwestern PA, Inc.
- ◆ Connellsville Area School District
- ◆ Connellsville Chamber of Commerce
- ◆ Connellsville Industrial Enterprises
- ◆ Connellsville Redevelopment Authority
- ◆ Diocese of Greensburg Catholic Schools
- ◆ Duquesne University Small Business Development Center
- ◆ Economic Growth Connection of Westmoreland
- ◆ Fayette Association of Positive Action Citizens
- ◆ Fayette Chamber of Commerce
- ◆ Fayette County Airport Authority
- ◆ Fayette County Board of Commissioners
- ◆ Fayette County Board of Township Supervisors
- ◆ Fayette County Community Action Agency, Inc.
- ◆ Fayette County Historical Society
- ◆ Fayette County Industrial Development Authority
- ◆ Fayette County Office of Community & Economic Dev.
- ◆ Fayette County Redevelopment Authority
- ◆ Fayette County Vocational-Technical Schools
- ◆ Fayette Festival Association
- ◆ Fayette Forward
- ◆ Fayette Industrial Fund
- ◆ Fay-Penn Industrial Development Corporation
- ◆ Frazier Area School District
- ◆ Good Schools PA
- ◆ Goodwill Industries
- ◆ Greene County Redevelopment Authority
- ◆ Innovation Works
- ◆ Jr. Achievement
- ◆ Laurel Business Institute
- ◆ Laurel Highlands School District
- ◆ Laurel Highlands Visitors Bureau
- ◆ Middle Monongahela Industrial Development Association
- ◆ 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 of PA
- ◆ Office of Vocational Rehabilitation
- ◆ PA Business Retention & Expansion Program
- ◆ PA Dept. of Community and 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 Legislative Delegation
- ◆ PA Mountain Service Corp.
- ◆ PA Office of the Budget
- ◆ PA Small Business Development Centers
- ◆ PA Travel Council
- ◆ Penn State Fayette - The Eberly Campus
- ◆ PennTAP
- ◆ Pittsburgh Regional Alliance
- ◆ Pittsburgh 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
- ◆ Southwest PA Commission
- ◆ Southwestern PA Growth Alliance
- ◆ Southwestern PA Hardwoods Council
- ◆ Southwestern PA Heritage Preservation Commission
- ◆ Saint Vincent College Small Business Dev. Center
- ◆ Steel Industry Heritage Corporation
- ◆ Steel Valley Authority
- ◆ Sustainable Pittsburgh
- ◆ Team PA CareerLink
- ◆ The Progress Fund
- ◆ 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. National Park Service
- ◆ U.S. Small Business Administration
- ◆ U.S.D.A. Forest Service
- ◆ U.S.D.A. Rural Development
- ◆ Uniontown Area School District
- ◆ Uniontown City Council Members
- ◆ Uniontown Downtown Business District Authority
- ◆ Uniontown Redevelopment Authority
- ◆ University of Pittsburgh Small Business Dev. Center
- ◆ Washington County Council on Economic Development
- ◆ Waynesburg College
- ◆ Westmoreland County Industrial Development Corp.
- ◆ Westmoreland-Fayette Workforce Investment Board
- ◆ WQED

# Fay-Penn

Economic Development Council

2 WEST MAIN STREET	724-437-7913 - PHONE
NATIONAL CITY BUILDING	724-437-7315 - FAX
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