



ANNUAL REPORT 2017



James Foutz
Chair

2017 CHAIR'S MESSAGE

Over two and one-half decades ago, I was honored to join Fay-Penn's Board of Directors. Throughout those years, Fay-Penn rose to become Fayette County's leading economic development organization instrumental in recruiting, expanding and retaining businesses in the county.

One of the most notable accomplishments this year was the opening of the Fay-Penn Business Event Center, a 1,400 square foot, state-of-the-art facility that accommodates up to 70 people. The facility, featured on the front cover, is being made available, free-of-charge, to local businesses for use in conducting meetings, trainings, conferences, events, etc. This resource for the area's business community is unlike any other available in Fayette County. This project illustrates one of many ways Fay-Penn works towards building a supportive environment for business retention, expansion, start-up, and attraction.

Also worth mentioning is the more than \$800,000 in new investment made by NiSource/Columbia Gas as part of a multi-phase business expansion project. The second phase has already begun and is scheduled for completion in 2018. The company has been operating its customer service center at the Fay-Penn-owned facility in the Fayette Business Park since 1997. Upon completion, the company plans to hire up to 100 new employees, bringing the total jobs at the Fayette Business Park facility to 400.

Hard work and dedication has created a unique business environment here in Fayette County. I'd like to thank the Fay-Penn staff for their diligence, as well as the officers, directors, members, partners, government officials and others who work together to build upon the vision of Mr. Robert E. Eberly, Sr., Fay-Penn's benefactor, to create a stronger, sustainable Fayette County economy.

Several other major business development projects are planned for 2018. I am enthusiastically looking forward to what the next year holds.

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ABOUT FAY-PENN

Fay-Penn Economic Development Council assists in growing and diversifying the economy in Fayette County, Pennsylvania. The organization is **the pre-eminent "1st stop shop" economic development organization in the county**, providing comprehensive, **second-to-none business development services** through its staff or partners to make local businesses more competitive in a global marketplace.

Fay-Penn is a 501(c)3 nonprofit that began in 1991, and is recognized as an industrial development organization by federal, state, and local governments. Fay-Penn is the only entity located in Fayette County that is designated by the Commonwealth of Pennsylvania as a **Certified Economic Development Organization (CEDO)**.

Fay-Penn's ultimate purpose is to **sustain a supportive environment for business retention, start-up, expansion, and attraction.**

PRIMARY OBJECTIVES

- Retain and grow existing businesses
- Add new businesses
- Create and retain jobs
- Develop the workforce
- Generate private and public business investment
- Enhance quality of life amenities and services

BUSINESS SERVICES

Confidential • No-Cost • Customized

FINANCING

... Customized, low rate/low fee loan packages for every business need

SITE LOCATION

... Land and building sales, leases, and build-to-suit

ENTREPRENEURSHIP

... Comprehensive support for business start-ups

BUSINESS SUPPORT

... Connections to prospective partners, clients, investors, financing, vendors, programs, etc.

WORKFORCE

... Employee training and recruitment

MARKET DEVELOPMENT

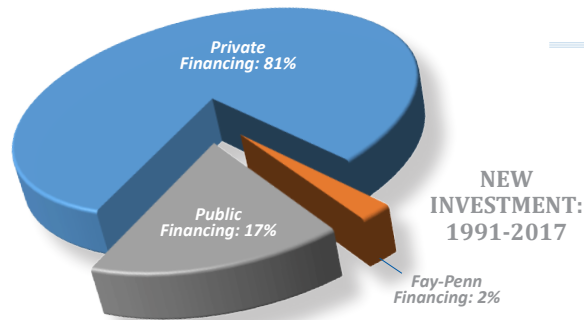
... Domestic, export, government, supply chain & foreign investment commerce generation

GOVERNMENT INCENTIVES

... Federal/state/local grants, loans & tax credits



PERFORMANCE METRICS



MAJOR BUSINESS DEVELOPMENT PROJECTS ECONOMIC IMPACT ¹

	ALL COMPANY PROJECTS		FAY-PENN REVOLVING LOAN FUND PROJECTS (included in "All Company Projects" Column)	
	2017	CUMULATIVE 1992-2017	2017	1993-2017
Completed Projects (Unique)	19	372	7	196***
Direct Jobs Created & Retained *	82	9,460	-	-
Increase in Annual Payroll	\$1,269,250	\$200,444,529	-	-
Increase in Payroll Taxes **	\$51,658	\$8,605,698	-	-
Construction Dollars	0	\$533,759,695	-	-
New Investment	\$2,078,968	\$1,329,870,475	\$938,968	\$72,194,650
FP RLF Loans	\$420,233	\$27,951,740	\$420,233	\$27,951,740
Other Public Financing	\$0	\$221,652,627	-	-
Private Investment	\$1,658,735	\$1,080,266,253	\$518,735	\$44,242,910

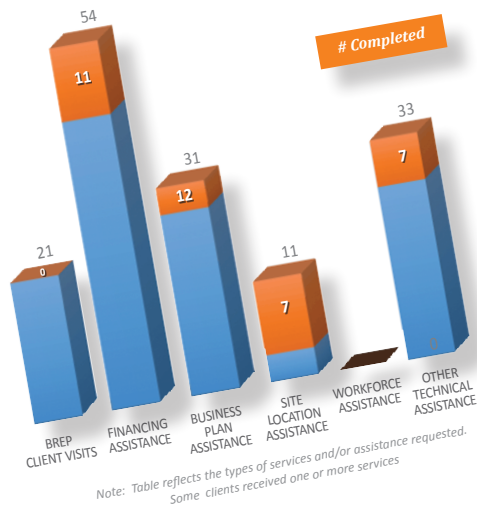
* Based on current and three-year projections provided by companies. The cumulative data is not adjusted to reflect reductions or increases in original estimates.

** Includes State and Local Payroll Taxes only. Does not include residential, municipal, school or county real estate taxes.

*** Represents # of projects funded, including those that received multiple loans from different RLF programs. Actual # of individual loans made is 241.

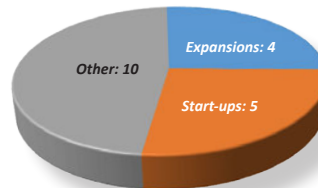
CLIENT INQUIRY/ SERVICE SUMMARY ²

TOTAL CLIENT INQUIRIES: 80



2017

COMPLETED
BUSINESS
PROJECTS:
19



PROGRAM ACTIVITY SUMMARY ³

NON-BUSINESS PROJECT SPECIFIC

Workshops/Trainings Held	6
Workshop/Training Attendees	115
Activities and Events Held/Supported	6
Initiatives Established/Managed and/or Supported	7
Activities/Events/Initiative Attendees	295
GED Assistance Provided	13
Scholarships Provided	20
Scholarship \$'s Awarded	\$7,500
Internships Funded	2

Footnotes:

¹ See Pages 5-6 for a listing of Major Business Development Projects whose data is reflected in this table.

² Includes all client-related activity during 2017, including those listed in the "Major Business Development Projects - Economic Impact" table.

³ See Pages 7-8 for program descriptions related to the Program Activity Summary metrics.



Dunbar Township Business Park



University Business Park
North Union Township



Fayette Business Park
Georges Twp.

FAY-PENN REAL ESTATE ACTIVITY/HOLDINGS ⁴

	2017 ACTIVITY	HOLDINGS (AS OF 12/31/2017)
TOTAL # OF PROPERTIES OWNED (LAND AND BUILDING SITES)	-	21
Number of Vacant Land Sites	-	7
Total Acres:	-	1,470
Developed (w/Infrastructure)	-	259
Undeveloped	-	1,212
New Capital Investment:	\$173,250	-
Number of Building Sites	-	14
Total # of Buildings:	-	15
Total Sq. Ft. (Includes Common Areas)	-	667,808
% Leased (Leasable Space Only)	-	92%
# of Buildings Sold:	1	-
# of Sq. Ft. Sold:	5,980	-
Building Sales \$:	\$340,000	-
# of Buildings Acquired:	1	-
# of Sq. Ft. Acquired:	7,000	-
Purchase Price:	\$620,000	-
Building Space Leased (sf): (New & Renewals)	133,877	-
New Capital & Leasehold Investment	\$547,727	-

LOTS AND
LEASE
SPACE
AVAILABLE



4020 Vision Way
University Business Park



500 Mountain View Drive
Fayette Business Park



North Union Business Center



Fay-Penn Business Event Center
North Union Township

Footnotes:

4 With the exception of Capital Investments, data is included in the "Major Business Development Projects - Economic Impact" table on Page 3

BUSINESS DEVELOPMENT PROJECT HIGHLIGHTS



NiSource: “We’re making progress on our commitment to create a customer care center that’s focused on achieving top-tier customer satisfaction for our Columbia Gas companies served by our Smithfield location.”

– *Pablo Vegas, NiSource Executive Vice President, Gas Business Segment and Chief Customer Officer*

Angelo Trout Farm, LLC: “Working with Fay-Penn has been a great experience!” “I am looking forward to participating in trainings that are offered through the St. Vincent Small Business Development Center. Our business received so much more than just a “loan” working with Fay-Penn.”

– *Jadine Angelo, Owner*

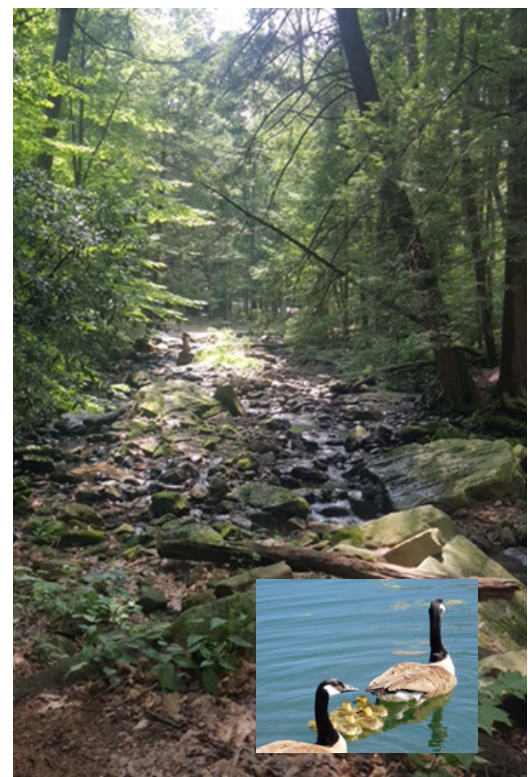
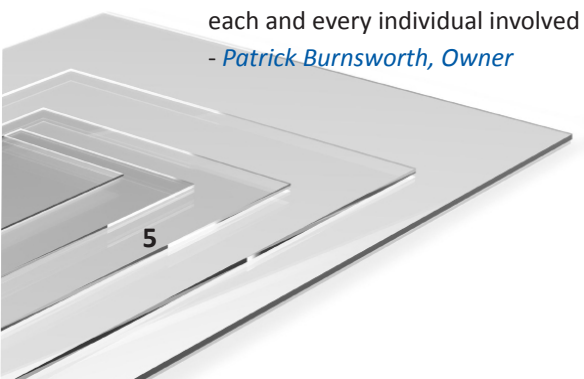
“Our farm raises trout for stocking and sport fishing and has been an existing, licensed business for over 40 years. We are asking for funding to take the farm toward another direction – selling our fish to restaurants.”

– *John Angelo, II, Owner*



Fay-West Glass: “I want to express my sincere and utmost gratitude for the assistance, support and means, not only in fulfilling a personal dream of my own, but in enabling Fay-West Glass Company to continue serving the community for many years to come. I could not have done it without each and every individual involved in the process ...”

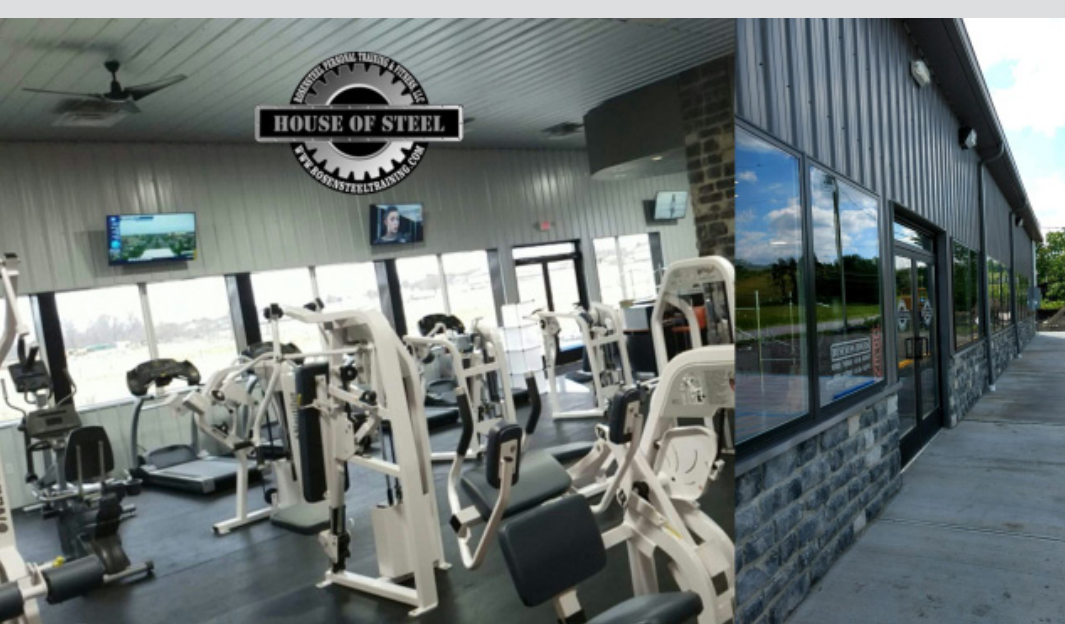
– *Patrick Burnsworth, Owner*



Black Squirrel Outingz: “I would like to express my most sincere gratitude to Fay-Penn Economic Development Council for recognizing the passion behind Black Squirrel Outingz and its potential to impact Fayette County Tourism. Approval for my small business loan is a blessing and will enable BSO the ability to start strong with a solid financial foundation.”

– *Sherry J. Kohuth, Owner*

CLIENT NAME/ LOCATION:	CLIENT PRODUCT/ SERVICE:	SERVICE(S) PROVIDED:	PROJECT DESCRIPTION:	TOTAL EST. NEW INVESTMENT
ANGELO TROUT FARM, LLC. NORMALVILLE, PA	TROUT FARM	- RLF LOAN - TECHNICAL ASSISTANCE - BUSINESS PLAN	EQUIPMENT, LICENSING & WORKING CAPITAL	\$25,000
BLACK SQUIRREL OUTINGZ WYANO, PA	TOURISM/RECREATION	- RLF LOAN - TECHNICAL ASSISTANCE - BUSINESS PLAN	START-UP INVENTORY & WORKING CAPITAL	\$6,235
COE DISTRIBUTING MENALLEN TWP.	FURNITURE DISTRIBUTION/ WAREHOUSING	TECHNICAL ASSISTANCE	FUTURE EXPANSION PROJECT	N/A
FALL CITY MARKET, INC. OHIOPPLE, PA	STORE/RESTAURANT	RLF ASSISTANCE	FINANCIAL ASSISTANCE	N/A
FAY-WEST GLASS UNIONTOWN, PA	GLASS MANUFACTURING	- RLF LOAN - TECHNICAL ASSISTANCE - BUSINESS PLAN	ACQUIRE EXISTING BUSINESS & ASSETS, MACHINERY & EQUIPMENT, INVENTORY	\$100,000
GENESIS HOUSE MINISTRIES, INC., UNIONTOWN, PA	NON-PROFIT FACILITY FOR PAROLEES	RLF ASSISTANCE	FINANCIAL ASSISTANCE	N/A
MARK GERMAN NORTH UNION TWP.	MANUFACTURING/ STORAGE	SITE SELECTION	ACQUIRED A 5,980 SF BUILDING FROM FAY-PENN	\$340,000
GREEN FILTER NORTH UNION TWP.	MANUFACTURING/ DISTRIBUTION	SITE SELECTION/LOCATION ASSISTANCE	LEASED 10,000 SF IN NORTH UNION BUSINESS CENTER	N/A
HILL INTERNATIONAL NORTH UNION TWP.	PROJECT & CONSTRUCTION MGMT/ COST ENGINEERING	LOCATION ASSISTANCE	LEASE RENEWAL - 1,000 SF AT 1040 EBERLY WAY FACILITY	N/A
HOPWOOD FOODLAND HOPWOOD, PA	GROCERY STORE	RLF LOAN	PURCHASE & INSTALLATION OF REFRIGERATION SYSTEM, REMODELING & FIXTURES	\$625,000
LAUREL HIGHLANDS BREWING CO. NORTH UNION TWP.	MICRO-BREWERY	RLF ASSISTANCE	FINANCIAL ASSISTANCE	N/A
MONTGOMERY MEDICAL GEORGES TWP.	MEDICAL SERVICES	LOCATION ASSISTANCE	LEASE RENEWAL - 5,374 SF AT RIDGEVIEW PLAZA	N/A
NISOURCE/COLUMBIA GAS GEORGES TWP.	CUSTOMER SERVICE CENTER	LOCATION ASSISTANCE	- LEASE ASSUMPTION - 25,000 SF. - LEASE EXPANSION - 10,000 SF. - EXPANSION & RENOVATIONS OF 10,000 SF AREA	\$800,000
PLATINUM EDGE SALON, LLC. UNIONTOWN, PA	HAIR SALON	- RLF LOAN - TECHNICAL ASSISTANCE	BUILDING ACQUISITION, EQUIPMENT, SUPPLIES & WORKING CAPITAL	\$75,000
ROSENSTEEL PERSONAL TRAINING & FITNESS, LLC. CONNELLSVILLE, PA	PERSONAL TRAINING FACILITY	- RLF LOAN - TECHNICAL ASSISTANCE - BUSINESS PLAN	REFINANCING & BUSINESS PLAN DEVELOPMENT	\$22,733
RUVO'S ITALIAN RESTAURANT CONNELLSVILLE, PA	RESTAURANT	- RLF LOAN - TECHNICAL ASSISTANCE	BUSINESS EXPANSION	\$85,000
SOUTHWEST PA RAILROAD NORTH UNION TWP.	SHORTLINE RAIL OPERATOR	LOCATION ASSISTANCE	LAND LEASE RENEWAL - 84 ACRES IN LEMONT FURNACE SITE	N/A
STATE REP. RYAN WARNER NORTH UNION TWP.	PA HOUSE OF REPRESENTATIVES	LOCATION ASSISTANCE	LEASE RENEWAL - 1,280 SF AT 1040 EBERLY WAY FACILITY	N/A
TRI-STATE BIOFUELS, LLC. NORTH UNION TWP.	WOOD PELLET PRODUCTION	RLF ASSISTANCE	FINANCIAL ASSISTANCE	N/A



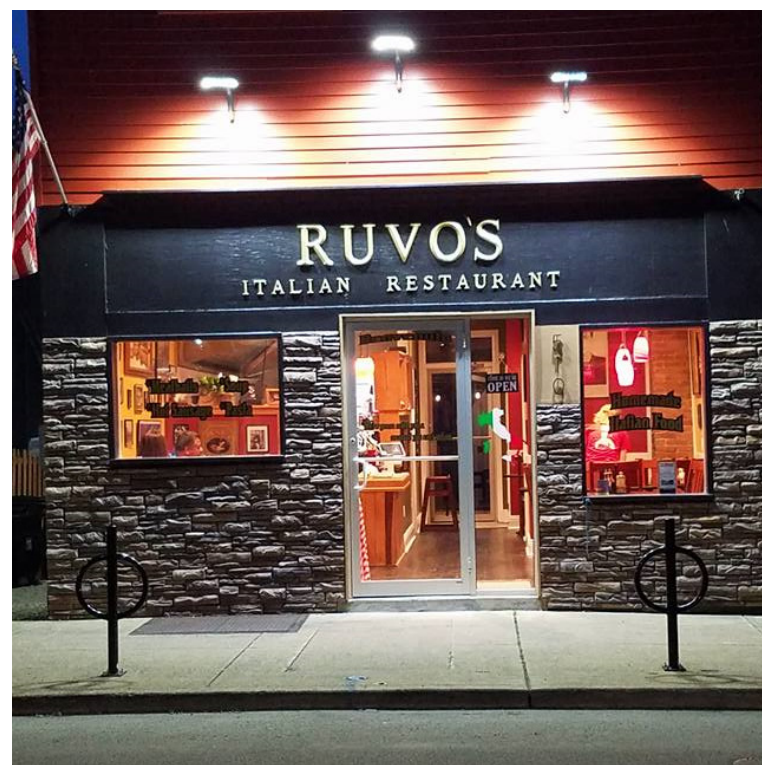
Rosensteel Personal Training & Fitness, LLC: "Dan and I would like to express our sincere gratitude to Fay-Penn for helping Rosensteel Personal Training & Fitness, LLC provide the highest quality service to our members and our community. With the help of Fay-Penn, we can now expand our services and our staff."
 - *Lori J. Rosensteel, Owner*



Platinum Edge Salon: "Every time we visited Fay-Penn, the employees made us feel very welcomed. We felt like [they] believed in us and truly helped us fulfill our dream. Fay-Penn was extremely helpful and made this a pleasant process for us."
 - *Samantha Wargo and Megan Reed, Owners*

RUVO'S ITALIAN RESTAURANT: "Fay-Penn was able to help my small business by providing me with the funds necessary to help grow my restaurant."
 - *Anthony Ruvo, Owner*

Hopwood Foodland: "It is with heartfelt gratitude that the folks at Fay-Penn and Somerset Trust enabled us to resurrect a community institution in that of the former Adrian's Market in Hopwood, PA. Without the lending offerings of these institutions, the transformation of Adrian's into a "Close to Home" Hopwood Foodland could never have come to fruition."
 - *Jeffrey Ross, President*



PROGRAM HIGHLIGHTS

Fay-Penn delivers ongoing business support through a variety of services, initiatives, and other activities.

2017 highlights include:

- ◇ Provided on-site outreach, one-on-one counseling, specialized workshops, and financial incentives to local companies through Pennsylvania's Partnerships for Regional Economic Performance (PREP) program.
- ◇ Collaborated with the Saint Vincent College Small Business Development Center to guide companies through the business planning process.
- ◇ Provided free assistance for local businesses looking to obtain grants from Fayette County Local Share Account program.
- ◇ Connected Fayette County businesses to the Southwestern Pennsylvania Commission for assistance in obtaining government contracts to increase their sales volume.
- ◇ Hosted a B2B Expo at Penn State Fayette, The Eberly Campus. This event allowed local businesses to meet with multiple resources to assist their business as well as large organization buyers.
- ◇ Opened its state-of-the-art Business Event Center. This facility is open to the business community for use in hosting business events or training, free of charge.
- ◇ In concert with the Community Foundation of Fayette County, facilitated the Orville and Ruth Eberly Workforce Fund to support local technical/trade education and high school GED achievement.
- ◇ Co-led two Fayette-Greene Manufacturing Consortium meetings, a group committed to increasing the manufacturing base in Southwestern Pennsylvania.
- ◇ Commenced the third cohort of the Fayette Leaders Academy to develop the next generation of the region's business professionals.



Fay-Penn Business Event Center



Fayette-Greene Manufacturer's Consortiums:



Shumar's Welding & Machine Service, Brier Hill



Stahls' Hotronix, Carmichaels



2017-2018 Cohort



SERVICES • INITIATIVES • ACTIVITIES • EVENTS



2017 Bankers' Breakfast

- ◇ Hosted workshops/trainings:
 - » 5th Annual Bankers' Breakfast, an event that links lenders with economic development groups to generate increased financial assistance to higher risk businesses.
 - » QuickBooks (Basic and Advanced)
 - » First Steps to Starting a Small Business
 - » Understanding Financial Statements
- ◇ Held the Fayette County Career Exploration Forum in conjunction with the USCAA National Basketball Championship at Penn State University, the Eberly Campus.
- ◇ Provided internships for students at the Laurel Highlands High School Academy of Finance.
- ◇ Supported the Fayette County Business Pitch Competition for high school students to showcase their start-up businesses.
- ◇ Procured funding to subsidize the annual United States Collegiate Athletic Association (USCAA) National Basketball Championships, which generates over \$575,000 in local tourism revenue each year.
- ◇ Contributed financial support to various local undertakings:
 - » GED Assistance
 - » Penn State Fayette Scholarship Fund
 - » Various other economic development needs










USCAA Basketball Tournament and Career Days at Penn State Fayette, The Eberly Campus



First Step to Small Business Success Training Seminar

2017 OFFICERS, BOARD OF DIRECTORS & STAFF

Officers and Directors

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James Means
Fayette County Assoc. of Twp. Supervisors

Pamela Moore
General Manager, Uniontown Mall

Dennis Noonan
VP of Sales, Sokolin America's Premier Wine

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Business Support

Alicia Thompson
Site Selection

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Admin. Asst./Social Media

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Linda Yuhaniak
Chief Financial Officer

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- FAYETTE COUNTY
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Penn State Fayette, The Eberly Campus
Pine Hollow Mechanical, Inc.

Plumbers & Pipefitters Local 354
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Ptak's
Redev. Auth. of the City of Uniontown
Redev. Auth. of the County of Fayette
Sampson, Charmaine L., In Memory of
Scottdale Bank & Trust Co.
Shallenberger Construction
Shane Felter Industries
Shumar's Welding & Machine Service, Inc.
Sisters of the Order of St. Basil the Great
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Somerset Trust Company
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Sprowls Insurance Group
State Theatre Center for the Arts/GUHC
Stefano's Printing, Inc.
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Uniontown Hospital
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Westmoreland-Fayette WIB
WSW Holdings, Inc.
YMCA - Uniontown
ZRM Enterprises



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