

# Fay-Penn

Economic Development Council

Strategizing  
for the  
Future

2000  
Annual Report

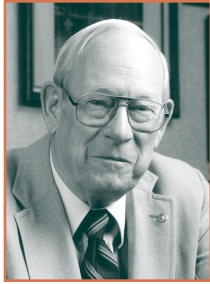




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# President's Message



**Robert E. Eberly**  
President

It is difficult to believe that we are already in the second year of the new millennium. It seems that just yesterday we were anticipating Y2K; other times it seems like a distant memory because we are so focused on keeping up with change. Change driven by new technologies continues to inundate us at an ever-accelerating rate. It has and will effect every facet of our lives in ways we can not even imagine. If we think that the 1990's have revolutionized our world and industry with the Internet and wireless communication, just wait to see what happens in the next five years. Some experts advise that the change coming before the end of this decade will be greater than that which we experienced in the entire last century.

As a community, we must ask if Fayette County is prepared for the future. Are we ready to take advantage of the new opportunities or will we resist the inevitable change and be left behind?

Perhaps the two most important factors influencing our ability to keep up with this change are our educational and workforce development systems. It has become almost a cliché to discuss the importance of having a globally competitive workforce and world class educational programs. Everyone has heard about it, but what are we doing to achieve it? As community and business leaders, it is our inherent responsibility to ensure that our children and grandchildren will be prepared for the jobs of the future. As an organization, Fay-Penn needs to dedicate resources to help address the critical workforce and education situation. Today workforce development is economic development.

As we examine Fay-Penn's accomplishments over the last few years, we see companies like Advanced Acoustic Concepts, Penn State's Applied Research Laboratory's Distributed Engineering Center, Nu-Metrics and Teletech expanding in Fayette County. These companies are dependent upon the use of advanced technologies in order to function. More importantly, the engineering and technical skills of the workers needed to operate these types of companies are different than those of the past. Some are using technologies that were not available a few short years ago. Workers trained in technical reading and writing, mathematics and computer science are essential for these companies to be successful.

Our ability to continue to attract these types of companies that offer high paying jobs and to ensure that they remain globally competitive is dependent upon our ability to supply the educated and skilled workers that they need. If we do not work together as a community to provide this, we will lose business opportunities and new job growth.

I know that Fayette County can meet this challenge. It is rewarding for me to have many people tell me that they are more optimistic about Fayette County's future today than they have ever been in their lives. The Fay-Penn organization has played a role in nurturing this new optimism. We will continue to build upon this refreshing, positive, 'can do' attitude to help address our workforce needs. Proper planning, community involvement and the willingness to change will establish the base for Fayette County to be successful in the new economy.



**Leo T. Krantz, Jr.**  
First Vice President



**Joanne Rae**  
Second Vice President



**Jim Foutz**  
Secretary



**Russell B. Mechling, Jr.**  
Treasurer



**Michael W. Krajovic**  
Executive Vice President

# Board of Directors



Paul Bacharach  
Pres./CEO  
Uniontown Hospital



Dave Berish, V.P.  
Berish Agency, Inc.



William Blaney  
Pres., Blaney Farms



Donald Bowser  
Chairman, Fay. Co.  
Board of Supervisors



Raymond Chess  
Pres., Chess  
Coal Company



Ira B. Coldren, Jr.,  
Esquire  
Coldren Adams



Rep. Peter J. Daley, II (D)  
Dist. 49 - PA House of  
Representatives



Nancy Decker  
Director, Laurel Business  
Institute



Rep. H. Wm.  
DeVeesee (D)  
Dist. 50 - PA House of  
Representatives



Thomas Duncan  
Mayor, City of  
Connellsville



Richard Ellsworth  
Pres., Stahl's Hotronix



John A. Fiesta  
Pres., Fiesta Insurance  
Agency



Kenneth Finney  
Chairman, Fay. Co.  
Redev. Authority



Richard Franks  
Pres., Connellsville  
Industrial Enterprises



James Gabriel  
Pres., Gabriel Brothers



Dr. Gregory Gray  
CEO, Penn State  
Fayette



John Hart  
Sec./Treas.  
Gallatin Fuels, Inc.



William Jackson  
Pres., Jackson Farms



Sen. Richard Kasunic (D)  
District 32 State Senator



Val Laub  
Uniontown Newspapers Inc.  
Vice Pres./Publisher



Fred L. Lebder  
Resident



Barbar Kovell  
Sun-Lab Technology, Inc.  
President



John Malone  
Vice Pres., PNC Bank



Ronald Nehls  
Fayette County  
Commissioner



John Ptak  
Ptak's Formal Wear  
Owner



Barbara Raitano  
General Manager  
The Daily Courier



George Rattay  
Business Mgr.,  
Financial Sec./Treas.  
Plumbers and Pipe Fitters  
#354



Harry Reagan  
Chairman/CEO  
Second National Bank  
of Masontown



Donald Redman  
Fayette County  
Register of Wills



Frank Ricco  
Sec.-Treas., Ricco  
Tire Service



Louis Ridgley  
NAACP Treasurer



Rep. Larry Roberts (D)  
Dist. 51 - PA House  
of Representatives



Dr. Ronald Sepic  
Pres., Sepic Orthodontics



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



William Ulmer  
Purchasing Agent  
E.W. Bowman, Inc.



Vincent A. Vicites  
Chairman, Fay. Co.  
Board of Commissioners



Edward Yankovich  
President  
UMWA District #2



# Organization Overview

## The 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, 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.**

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

**Provide services to ensure that Fayette County has a qualified workforce to accommodate world-class industry.**

**Develop** the organization and resources needed to provide top quality, professional economic development services and programs through a strong public and private partnership.

**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 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 workforce training programs.

**Encourage** 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.

**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.

**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.

**Establish** a business assistance network that offers a full range of support services for business and local government.

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



*Fay-Penn offers a full range of confidential services and works very closely with each client to provide customized 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 (DCED). Funds may be used for land, buildings, equipment, working capital, and job training. The staff works hands-on with each company guiding them through the necessary procedures and coordinating efforts with the company's private lending institution. The 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 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.

## 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 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 in the county.

## 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, utility and quality of life information.

## Revolving Loan Funds:

Fay-Penn administers a \$6.64 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$700,000 can be made. Specific guidelines have been developed and approved by the PA DCED to determine the project eligibility. Recently, two new loan funds have been added to support tourism and workforce development. For very small businesses, Fayette County entrepreneurs can turn to the Small Business Administration Microloan Program for assistance.

## Small Business Technical Assistance:

Fay-Penn's Small Business Resource Center provides hands-on assistance to start-up 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 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 initiative 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.

## Tourism Development:

Fay-Penn is working with businesses, historical societies, 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.



**Michael W. Krajovic**  
Executive Vice President

### Administrative Staff



**Robert Bakos**  
Business Development



**Margaret Fusco**  
Part-Time Secretary



**Barbara Gibel**  
Tourism Development Specialist



**Peggy Hidcock**  
Executive Assistant



**Joanne Hunt**  
Fayette Enterprises! Community Manager



**Denise King**  
Administrative Assistant



**Lori Omatick**  
Director of Economic Development



**Gerri Panzella**  
Secretary



**James Smith**  
Economic Development Specialist



**Shauna Soom**  
Small Business Development Specialist



**Pat Stewart**  
Part-Time Secretary



**Robert C. Urban, Jr.**  
Director of Finance



**Tina W. Wargo**  
Technical Assistance Specialist



**Linda Yuhaniak**  
Accounting Assistant

# Financial Statements

## Fay-Penn Economic Development Council

### Statement of Activities January 1, 2000 thru December 31, 2000

#### CHANGES IN NET ASSETS: TOTALS

##### SUPPORT

Contributions	\$ 1,435,230
Grants	\$ 762,370
Member Contributions	\$ 38,340

##### REVENUES

Loan and Administration Fees	\$ 774,956
Interest-Revolving Loan Fund	\$ 279,069
Interest-Other	\$ 38,989
Workforce Training Pilot Program	\$ 59,993
University Technology Park Infrastructure	\$ 963,677
Proceeds from Sale of Assets	\$ 198,000
Miscellaneous	\$ 23,291

**TOTAL SUPPORT AND REVENUES \$4,573,915**

##### EXPENSES

###### Program:

Fayette Forward Administration	\$ 27,275
Revolving Loan Fund	\$ 326,000
Small Business Programs	\$ 124,108
Fort Necessity Project	\$ 314,073
Team PA Program	\$ 38,758
Multi-Tenant Buildings	\$ 543,146
Marketing Project	\$ 45,992
Federal Enterprise Community Admin.	\$ 105,557
Keystone Opportunity Zone Program	\$ 118,803
University Technology Park Infrastructure	\$ 936,851
Laurel Highland Sign System Project	\$ 115,104
<b>Total Program Expenses</b>	<b>\$2,695,667</b>

###### Support Services:

General Administration	\$ 334,997
Business Assistance	\$ 244,320
Tourism Development	\$ 59,350
IDC Administration	\$ 144,090
<b>Total Support Services</b>	<b>\$ 782,757</b>

**Total Expenses \$3,478,424**

**Increase in Net Assets \$1,095,491**

##### Net Assets:

Net Assets - January 1, 2000	\$8,173,622
Assets Invested in Revolving Loan Fund	\$ 325,000
Increase in Net Assets	\$1,095,491

**Net Assets - December 31, 2000 \$9,594,113**

### Statement of Financial Position as of December 31, 2000

#### ASSETS

Cash and cash equivalent	\$ 663,552
Accounts Receivable	\$ 1,109,297
Net Fixed Assets	\$11,706,541
Revolving Loan Fund	
-Cash	\$ 1,110,692
-Loan Receivable:	
Capital Loans	\$ 5,377,422
Fayette Industrial Fund	\$ 729,887
-Investments-Loan Guarantee Program	\$ 150,000
Other Assets	\$4,755

**TOTAL ASSETS \$20,852,146**

#### LIABILITIES AND NET ASSETS

##### Liabilities:

Accounts Payable:	
Operating	\$ 14,856
Multi-Tenant #3 Renovations	\$ 18,294
Mortgage Payable	\$11,224,883

**Total Liabilities \$11,258,033**

##### Net Assets:

Operating:	
Unrestricted, undesignated	\$ 1,870,350
Unrestricted, designated	\$ 729,887
Temporarily restricted	\$ 355,762
Total operating	\$ 2,955,999
Revolving Loan Fund:	
Unrestricted	\$ 5,638,114
Temporarily restricted	\$ 1,000,000
Total Revolving Loan Fund	\$ 6,638,114

**Total Net Assets \$ 9,594,113**

**TOTAL LIABILITIES AND NET ASSETS \$20,852,146**





# Fay-Penn Industrial Development Corporation

## Statement of Activities January 1, 2000 thru December 31, 2000

CHANGES IN NET ASSETS:	TOTALS
<b>SUPPORT AND REVENUES</b>	
Land easements & leases	\$ 3,950
Shortline operator lease	\$ 8,375
Investment income	\$ 1,971
Commonwealth of PA Rail Grant	\$ 38,460
Gain on sale of asset	\$ 1,800
<b>Total Support and Revenues</b>	<b>\$ 54,556</b>
<b>EXPENSES</b>	
Management and general	\$ 41,928
Rail rehabilitation project	\$ 51,280
<b>Total Expenses</b>	<b>\$ 93,208</b>
Increase (Decrease) in Net Assets	(\$ 38,652)
Net Assets:	
Net Assets - January 1, 2000	\$ 5,447,152
Increase (Decrease) in Net Assets	(\$ 38,652)
<b>Net Assets - December 31, 2000</b>	<b>\$ 5,408,500</b>

*Fay-Penn undergoes a complete financial audit every year to ensure that its financial operations and obligations 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.*

## Statement of Financial Position as of December 31, 2000

<b>ASSETS</b>	
Cash	\$ 30,000
Cash - escrow	\$ 17,266
Net fixed assets	\$ 5,378,500
<b>TOTAL ASSETS</b>	<b>\$ 5,425,766</b>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Liabilities:</b>	
Escrow	\$ 17,266
<b>Total Liabilities</b>	<b>\$ 17,266</b>
<b>Total Net Assets - Unrestricted</b>	<b>\$ 5,408,500</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 5,425,766</b>



Leo T. Krantz, Jr.  
President

## Fayette Industrial Fund

### Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2000 thru December 31, 2000

	TOTALS
<b>REVENUES</b>	
Interest on Mortgages	\$ 771
Interest on Temporary Investments	\$ 66,406
Membership Dues	\$ 13,100
Meeting Reimbursements	\$ 945
Service Fees	\$ 3,396
Gain on Sale of Land	\$ 31,669
Miscellaneous	\$ 7,200
<b>Total Revenues</b>	<b>\$ 123,487</b>

<b>EXPENSES</b>	
Administration Fees	\$ 27,100
Business Park Marketing Fees	\$ 60,000
Service Fees	\$ 3,396
Interest Expense	\$ 27,056
Insurance	\$ 2,341
Real Estate Taxes	\$ 2,445
Office Expense	\$ 994
Legal and Accounting	\$ 1,000
Meetings	\$ 1,208
Property Operations	\$ 14,369
Engineering Fees	\$ 36
KOZ Property Marketing Fees	\$ 22,800
Other	\$ 1,852
<b>Total Expenses</b>	<b>\$ 164,597</b>

Excess of Revenues Over (Under) Expenses	(\$ 72,779)
Gain on Sale of Land	\$ 31,669
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	(\$ 41,110)

#### Net Assets

Net Assets - January 1, 2000	\$2,590,539
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	(\$ 41,110)

**Net Assets - December 31, 2000** **\$2,549,429**

#### Balance Sheet as of December 31, 2000

#### ASSETS

Cash in Bank	\$ 36,545
Temporary Investments	\$1,627,356
Current Portion of Mortgage Receivables	\$ 3,475
Accrued Interest Receivable	\$ 40,143
Noncurrent Portion of Mortgage Receivables	\$ 20,398
Fixed Assets - Land	\$2,203,495
<b>TOTAL ASSETS</b>	<b>\$3,931,412</b>

#### LIABILITIES AND NET ASSETS

Current Liabilities	
Due to Fay-Penn	\$ 292,682
Accounts Payable	\$ 1,570
Deferred Revenue	\$ 4,000
Long-Term Liabilities	
Notes Payable	\$1,083,731
<b>Total Liabilities</b>	<b>\$1,381,983</b>

Net Assets	
Contributed Capital	\$ 609,854
Unrestricted Fund Equity	\$1,939,575
<b>Total Net Assets</b>	<b>\$2,549,429</b>

**TOTAL LIABILITIES AND NET ASSETS** **\$3,931,412**



Richard Franks  
President

## Connellsville Industrial Enterprises

### Summary of Combined Statement of Support, Revenues, Expenses and Change in Net Assets for the Period October 1, 1999 thru September 30, 2000

#### UNRESTRICTED NET ASSETS

#### REVENUE

Interest Income \$ 14,286

**Total Unrestricted Revenues:** \$ 14,286

#### EXPENSES:

Dues	\$ 460
Insurance	\$ 1,093
Professional Fees	\$ 510
Utilities	\$ 184
Office Expenses	\$ 538

**Total Operating Expenses** **\$ 2,785**

Increase In Unrestricted Net Assets \$ 11,501

#### Net Assets

Net Assets - October 1, 1999 \$447,786

Increase In Net Assets \$ 11,501

**Net Assets - September 30, 2000** **\$459,287**

#### Summarized Combined Balance Sheet as of September 30, 1999

#### ASSETS

Cash	\$253,754
Land - Industrial Park	\$ 31,938
Land Improvements - Industrial Park	\$173,595

**TOTAL ASSETS** **\$459,287**

#### LIABILITIES AND NET ASSETS

Liabilities \$ 0

Total Liabilities \$ 0

Net Assets  
Unrestricted \$459,287

**TOTAL LIABILITIES AND NET ASSETS** **\$459,287**

*Fay-Penn Economic Development Council provides administrative services and assistance to Fayette Industrial Fund (FIF), and Connellsville Industrial Enterprises (CIE), and local industrial development corporations. These organizations are governed by individual volunteer boards of directors.*

# *Economic Impact*

- ◆ 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.



## 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 .....

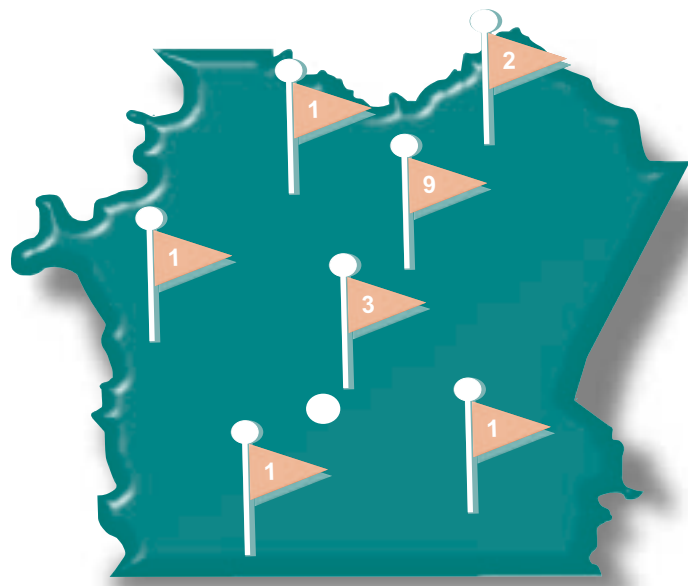
## Increased Retail Sales

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

***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  
five to seven times over, positively  
impacting every business and  
person in Fayette County.***

***Over \$350 million  
annual impact.***

# Summary of Completed Projects 2000



Number of Projects and  
General Locations

## 2000 Business Development Projects

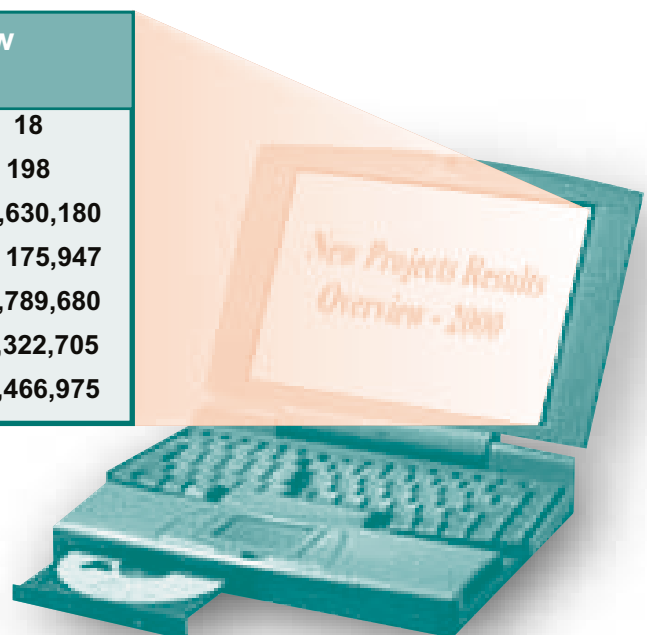
	<i>Jobs Created/ Retained*</i>
Advanced Acoustic Concepts	70
Allegheny Energy Supply	2
Alternative Testing Laboratories, Inc.	6
Applied Research Laboratories	4
Berkley Medical Resources, Inc.	26
Dew Electric, Inc.	5
Donald M. Miller, Inc.	2
Fayette Institute of Commerce & Tech.	130**
Fox Glass Company, Inc.	6
International Liner Company	20
Kentuck Knob	4
Laurel Machine, Inc.	6
Specialty Conduit & Manufacturing LLC	15
Stahls' Hotronix	10
Stash-Scape	3
Vacuum Ceramics, Inc.	10
VMI Cabinet & Millwork	5
White Energy Services	4

**TOTAL: 198**

*\*\* Number of people to be trained as a result of the project*

## New Project Results Overview 2000 Totals

<b>Completed Projects</b>	<b>18</b>
<b>Jobs Created and Retained*</b>	<b>198</b>
<b>Increase in Annual Payroll Dollars</b>	<b>\$ 4,630,180</b>
<b>Increase in Annual Tax Dollars</b>	<b>\$ 175,947</b>
<b>New Investment</b>	<b>\$76,789,680</b>
<b>Public Financing Utilized</b>	<b>\$ 2,322,705</b>
<b>Private Investment</b>	<b>\$74,466,975</b>

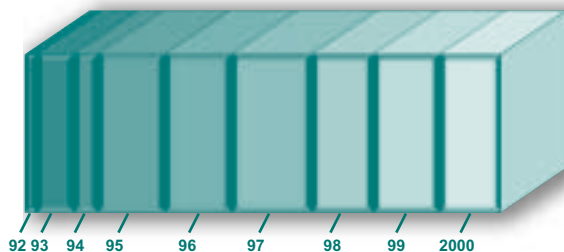


*\*The data recorded are based upon  
information provided and three year  
projections committed to by the companies.*

# Key Performance Indicators 1992-2000

## Total Completed Projects

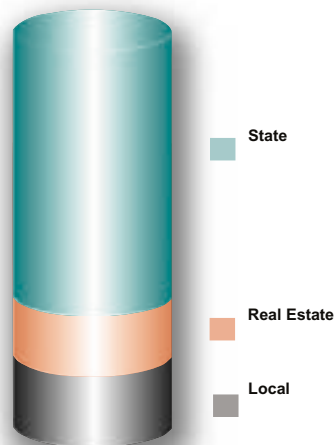
147



## New Annual Taxes Generated

\$2,975,861

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



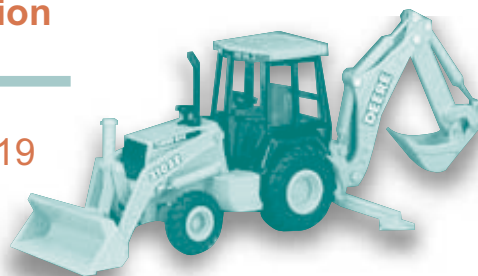
## New Annual Payroll Dollars Generated

\$69,630,000



## New Construction Dollars

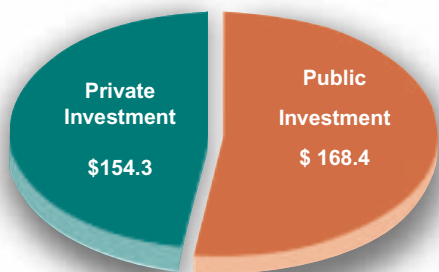
\$182,811,119



## New Investment Dollars

*(in millions)*

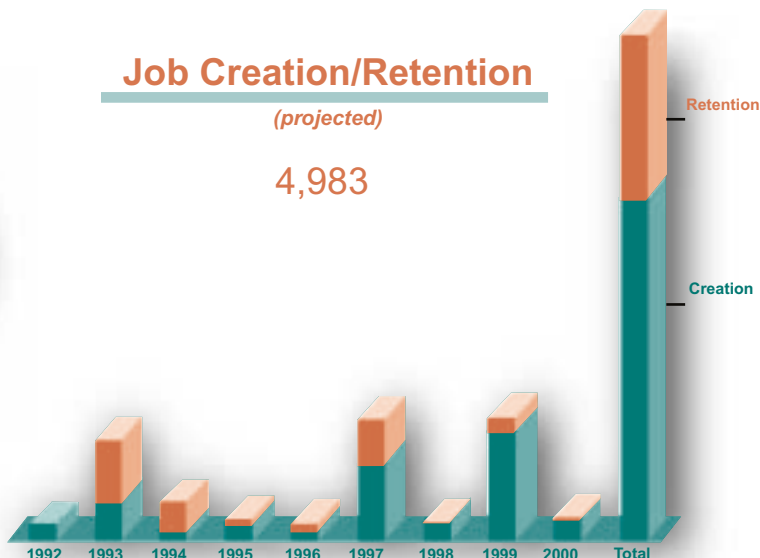
\$322.7



## Job Creation/Retention

*(projected)*

4,983





# Business Development

## **Advanced Acoustic Concepts**

*North Union Township*



**Advanced Acoustic Concepts (AAC)**, an advanced software engineering firm specializing in sonar detection, headquartered in Long Island, NY, along with Congressman John P. Murtha, announced plans to establish an innovative engineering operation that will bring the United States Navy's Surface Ship Torpedo Defense System program to Fayette County. Officials estimated that over \$500 million in expenditures could be generated over the life of the program. Most of the new positions for this operation will be for engineers related to performing product development and system integration. Other positions include software and electronic engineers, electronic technicians, and administrative support staff. AAC is currently occupying a small space at PennState Fayette campus. Plans include constructing a building in the new University Technology Park, adjacent to the PennState Fayette campus. AAC estimates spending approximately \$20 million over the next three years on establishing the business and hiring approximately 70 new employees by the end of 2004.

## **Applied Research Laboratory**

*North Union Township*



**Applied Research Laboratory (ARL) of PennState University**, in association with Advanced Acoustic Concept's, announced plans to operate a Distributive Engineering Center (DEC) locally at the PennState Fayette campus. ARL has been a major research facility for the U.S. Navy for 55 years and it is already established as a U.S. Navy Center of Excellence. In addition to allowing companies in different parts of the country to work together on a complete, yet virtual product design, the DEC will provide a single, instantaneous, common point of access to other program information. This includes schedules and critical design documentation which otherwise could take days or weeks to transfer and coordinate. The project will create four high technology jobs.

## **International Liner Co.**

*North Union Township*



**International Liner Co.** received a \$400,000 loan from Fay-Penn's Revolving Loan Fund to assist in the purchase of business assets and land at the Greater Uniontown Business Park for construction of a 5,000 sq. ft. research and development facility. The company manufactures and distributes truck bed-liners for international markets. In addition, automotive after-market accessories are distributed domestically. The Washington County Council on Economic Development assisted in financing this project with a \$100,000 loan through its Revolving Loan Fund. Once complete, the new 5,000 sq. ft. facility will provide an off-site research and development facility that will allow for new product development and the ongoing testing of existing products to enhance their performance. This \$3,300,000 project will result in the retention of twenty jobs.

***Specialty Conduit & Manufacturing, Co., L.L.C.***  
***North Union Township***



***Specialty Conduit & Manufacturing Co., L.L.C.*** received a \$200,000 loan from Fay-Penn's Revolving Loan Fund to aid in the purchase of machinery and equipment to develop process lines for increased capacity of the tube conversion business and the manufacture of a new electrical conduit product. Specialty Conduit is a start-up company located in the former Perma-Cote Industries building in North Union Township. Additional financing of \$200,000 was secured through a regional loan fund administered by the Southwestern PA Industrial Resource Center. This \$650,000 project will result in the creation of fifteen new jobs over the next three years.

***Berkley Medical Resources, Inc.***  
***South Union Township***



***Berkley Medical Resources, Inc.*** received a \$220,000 loan from Fay-Penn's Revolving Loan Fund to be used to engineer and design a new semi-automated Web Press to manufacture surgical grade face shields in-house and to acquire an automated rewinder to convert nonwoven laminates into finished products. Additional financing of \$100,000 was secured through a multi-county revolving loan fund administered by the Washington County Council on Economic Development for this project. This \$520,000 project will result in the creation of twenty-six (26) new jobs over the next three years.

***Stahls' Hotronix***  
***German Township***



***Stahls' Hotronix*** was successful in securing a \$200,000 loan from Fay-Penn's Revolving Loan Fund to assist with the purchase of machinery and equipment, and facility renovations. One of Fayette County's most successful companies, Stahls' moved from the Connellsville Incubator to the German Township facility in 1994 and has continually expanded its operation and increased the size of its workforce to 103 employees. This \$470,000 project will result in the creation of ten new jobs.

***Allegheny Energy Supply***  
***Springhill Township***



***Allegheny Energy Supply*** purchased 38 acres in Springhill Township for the construction of a gas-combustion turbine, 138 KV electric generation facility. The facility is a peak performance plant and will operate up to 4,500 hours per year. The project helped to upgrade the local infrastructure including the extension of a gas line and 8" water line and an upgrade to the substation. The completed project resulted in a total capital investment of \$50 million. Operation and maintenance of the facility represents opportunities for two full-time equivalent jobs.

***Kentuck-Knob***  
***Stewart Township***



***Kentuck Knob*** received a \$50,000 loan from Fay-Penn's Tourism Revolving Loan Fund to assist in constructing a new visitor center, gift shop, expanded parking areas, and restrooms. A ground breaking ceremony was held on November 6, 2000 to celebrate the construction of the new visitor center at Frank Lloyd Wright's house on Kentuck Knob in Chalk Hill, PA. The specially designed facility will be constructed on a 20 acre tract of land recently acquired adjacent to the home. Financing for the project is being provided, in part, by The Progress Fund and Fay-Penn. Over the next three years, this \$400,000 project is expected to create four new tourism related jobs.

***Fox Glass Company, Inc.***  
***North Union Township***



***Fox Glass Company, Inc.*** received a \$100,000 loan from Fay-Penn's Revolving Loan Fund to purchase and renovate a 22,000 sq. ft. building in North Union Township. The new facility will house the contract division, sealant distribution business, and permit the expansion into the exterior wall panel manufacturing business. A new computerized saw for cutting aluminum extrusions, the major component of exterior wall systems, will also be purchased. This \$250,000 project is expected to generate six new jobs over the next three years.

***Laurel Machine Co.***  
***North Union Township***



***Laurel Machine Company, Inc.*** received a \$120,000 loan from Fay-Penn's Revolving Loan Fund to assist in the construction of a new 5,000 sq. ft. manufacturing facility and for the purchase of machinery and equipment. The company will construct the new facility adjacent to its current facility located in Mt. Braddock, North Union Township. Laurel Machine provides a variety of machining services to its customers, including general machine work, repair work, light fabrication and welding. This \$240,000 project will result in the creation of six jobs over the next three years.

***White Energy Services***  
***Franklin Township***



***White Energy Services*** received an \$80,000 loan from Fay-Penn's Revolving Loan Fund to assist in the purchase of machinery and equipment. White Energy Services provides pipeline right-of-way clearing services for utility companies. This \$178,000 project will result in the creation of four new jobs over the next three years.

***Vacuum Ceramics, Inc.***  
***North Union Township***



***Vacuum Ceramics, Inc. (VCI)*** received a \$50,000 loan guarantee from Fay-Penn's Revolving Loan Fund Loan Guarantee Program to aid in securing a bank revolving credit note to be used for inventory purchase and working capital. VCI is a manufacturer of refractories used primarily in steel mills and foundries. VCI has been operating at the Mt. Braddock site since February, 1998. This \$125,000 project will result in the retention of ten jobs at the facility.

***Fayette Institute of Commerce & Technology***  
***Uniontown/North Union Twp***



***Fayette Institute of Commerce and Technology, Inc. (FICT)*** received a \$129,405 loan from Fay-Penn's newly created Workforce Development Loan Fund to assist in the purchase of state-of-the-art welding equipment and for working capital. The equipment will be used to establish a state-of-the-art skilled manual welder training program. FICT specializes in technical and business school instruction. All programs are licensed by the Pennsylvania State Board of Private Licensed Schools under the Department of Education. This loan was the first loan approved under Fay-Penn's new Workforce Development Loan Fund. This \$160,405 project will result in the training of 130 students over the next ten years.

***Dew Electric, Inc.***  
***Bullskin Township***



***Dew Electric, Inc.*** received a \$70,000 loan from Fay-Penn's Revolving Loan Fund to aid in the purchase of land and construction of a 5,000 sq. ft. office and manufacturing facility. Started in 1993, the company manufactures, installs and services industrial control systems for clients around the world. They specialize in industrial control systems and small machinery for the glass industry. This \$160,000 project will result in retention of five jobs.

***VMI Cabinet & Millwork***  
***North Union Township***



***VMI Cabinet and Millwork*** received a \$50,000 loan from Fay-Penn's Revolving Loan Fund to aid in the purchase of state-of-the-art machinery and equipment and leasehold improvements to 18,618 sq. ft. of space in the Fay-Penn Business Center. VMI was established in 1994 as a high end cabinet manufacturing operation principally directed toward residential application. Over the past two years it shifted its customer focus to manufacture custom commercial casework primarily for schools, libraries, offices, and hospitals. This \$110,000 project will result in the creation of five new jobs over the next three years.



***Alternative Testing Lab***  
***North Union Township***



***Alternative Testing Laboratories, Inc. (ATL)*** received a \$40,000 loan from Fay-Penn's Revolving Loan Fund to assist with leasehold improvements in its new laboratory and for the purchase of machinery and equipment. ATL recently expanded its operation from Allegheny County to the Fay-Penn Business Center. ATL is a chemical and environmental analysis laboratory specializing in materials characterization. This \$87,000 project will result in the creation of six new jobs over the next three years.

***Stash-Scape***  
***Dunbar Township***



***Stash-Scape***, a local landscaping firm, received a \$8,300 Small Business Microloan to assist in the purchase of new machinery and equipment to upgrade its service capabilities. The Microloan program is operated by the Washington County Council of Economic Development that works in partnership with Fay-Penn. This \$8,300 project is expected to result in the retention of three jobs.

***Donald M. Miller, Inc.***  
***City of Uniontown***



***Donald M. Miller, Inc.*** received a \$30,000 loan from Fay-Penn's Revolving Loan Fund to assist in the purchase of new machinery and equipment to upgrade its service capabilities. A long-time Fayette County employer, established in 1944, the company installs commercial/industrial and residential roofing systems within the tri-state area and Maryland. This \$60,000 project is expected to create two new jobs over the next three years.

***Small Business Development***



Fay-Penn's Small Business Development Program generated 201 inquiries during 2000. Of those initial inquiries, 31 individuals or businesses received technical assistance, with six businesses securing \$2,014,300 in financing, resulting in the creation and/or retention of 43 jobs. These companies include, but are not limited to, Stash-Scape, Kentuck Knob, VCI, and International Liner. Continuing to be responsive to the needs

of small business, Fay-Penn provides monthly new business workshops for those prospective entrepreneurs wanting to learn more about going into business. Fay-Penn also co-sponsored an evening outreach seminar in Brownsville with National City Bank. At these seminars, experts from different professional backgrounds discuss issues important to small business owners. Fay-Penn also worked in conjunction with the Service Corp of Retired Executives (SCORE) to present a half-day seminar for prospective entrepreneurs.





### ***Fay-Penn Revolving Loan Fund (RLF)***

The year 2000 was another successful year for Fay-Penn's Revolving Loan Fund (RLF). The RLF program assists eligible businesses by funding capital expansion projects in fixed assets, such as new equipment and facilities at low interest rates. The Loan Guarantee Program can guarantee a percentage of private lending institution loans to eligible companies. To date, 69 projects have been financed resulting in over \$34 million in private investment and the potential creation and/or retention of over 2,300 jobs. In 2000, the fund grew from \$6.03 million to \$6.64 million thanks to state grants secured with the support of the Fayette County legislative delegation. Fourteen projects received \$1.74 million of financing assistance through the RLF in 2000. These projects generated additional private investment of \$5.04 million and resulted in the creation and/or retention of 119 jobs.

***Tourism Revolving Loan Fund (TRLF):*** Established in 1998, the TRLF Program is designed to encourage tourism commerce development in Fayette County. Applicants to the TRLF Program must provide evidence that a majority of revenues generated are derived from tourism activity. To date, six projects have been financed through this program resulting in the expected creation of 37 tourism-related jobs.

***Enterprise Zone Loan Fund (EZLF):*** With the support of the Fayette County Board of Commissioners, and the state legislative delegation, \$300,000 was secured through the State Enterprise Zone Program in 2000. Projects eligible to access these loan funds must be located within the designated Fayette County Enterprise Zone. As the loans are repaid, the funds will be used to recapitalize the Fay-Penn RLF. To date, thirteen projects have been financed through the program resulting in the creation and/or retention of 289 jobs.

***Workforce Development Loan Fund (WDLF):*** In 2000, Fay-Penn established the new \$250,000 WDLF within its existing Revolving Loan Fund Program. The first project funded under the newly created WDLF program will assist in training 130 individuals. Eligible applicants are private non-profit or for-profit educational training providers located in Fayette County. This new program was established to assist educational facilities interested in expanding existing current workforce training programs or establishing new workforce training programs that address current or future needs of the private business sector. The funds to establish the WDLF originally came to the Revolving Loan Fund from The Eberly Foundation in 1996.



### ***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 Westmoreland Economic Development Corporation, the Morgantown Area Economic Partnership, and the Monongalia County Development Authority have joined the effort. To date 19 Fayette County businesses have been assisted by the program with financing totaling \$292,020.

# Economic Development

## *Fay-Penn Multi-Tenant Facilities*

In December 2000, Fay-Penn took ownership of the former Fox Glass building in the City of Uniontown. This 6,000 sq. ft. facility was donated to the organization by Mr. & Mrs. Robert E. Eberly. Fay-Penn staff will market the facility in an effort to secure a prospective tenant during 2001.



*Former Fox Glass Building  
City of Uniontown*



*Fay-Penn Business Center  
Greater Uniontown Business Park*



*CallTech Multi-Tenant Facility  
Redstone Township*



*Multi-Tenant Facilities  
Fayette Business Park*

During 2000, renovations continued on the Fay-Penn Business Center, a 120,000 sq. ft. multi-tenant facility in North Union Township. The renovations are being funded, in part, with grants from the U. S. Department of Commerce, Economic Development Administration (\$500,000); U.S. Appalachian Regional Commission (\$262,500); Commonwealth of Pennsylvania Infrastructure Development Program (\$500,000); and State Enterprise Zone Competitive Grant Program (\$250,000). The renovations are expected to be completed during 2001.

In 1999, Fay-Penn purchased a 43,500 sq. ft. building in Redstone Township near Brownsville. The building was renovated as a multi-tenant facility to accommodate the CallTech Communications, Inc. business attraction project. Approximately 10,000 sq. ft. of the facility is currently available for lease.

Fay-Penn constructed two multi-tenant facilities in the Fayette Business Park located in Georges Township. The first facility houses the Columbia Gas of PA, Inc. multi-state customer satisfaction center and the second facility, currently available, can accommodate up to six occupants.

With over 225,000 sq. ft. of space and millions of dollars in building and renovation costs in five buildings, Fay-Penn has made significant investments throughout Fayette County. These projects were made possible by contributions from The Eberly Foundation and Mr. & Mrs. Robert E. Eberly and through Robert E. Eberly's personal commitment.



## *Business Site Marketing*

Fay-Penn actively markets available properties in Fayette County, including the tax-free Keystone Opportunity Zone sites. In 2000, Fay-Penn placed numerous print media advertisements in regional and national publications. 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 confidentially develops and provides customized site proposal packages, brochures, maps, photos, demographic information, etc. on Fayette County sites to each individual business looking for potential locations in the Southwestern Pennsylvania market area. In addition, Fay-Penn maintains a listing of vacant buildings and available sites for industrial and commercial development.

## Business Park Development

In an effort to generate economic development activity in many of Fayette County's most distressed communities, Fay-Penn, working with local taxing bodies and the Southwest Pennsylvania Commission, was successful in having over 2,600 business development acres designated by the State as Keystone Opportunity Zones (KOZ), some of which also received an additional designation as SelectSites.

**KOZ:** KOZ sites provide companies with exemptions from taxes such as: Corporate Net Income Tax; Capital Stock Franchise Tax; Sales and Use Tax; Inventory Tax or Personal Property Tax on tangible assets including machinery & equipment.

**SelectSite:** Designated sites have the "Seal of Approval" from a nationally recognized site location consultant, certifying them as "top-level" sites ready for immediate business location.



Construction is underway at the University Technology Park

### University Technology Park

A groundbreaking ceremony was held April 20, 2000 for the new 150 acre University Technology Park adjacent to PennState Fayette campus in North Union Township. In 1999, Fay-Penn began the planning and design of the Park to accom-

modate high technology and advanced manufacturing firms. It is unlike any other development in Fayette County or the surrounding area, with high-quality site design standards and a campus-like setting. Companies located in the Park will have access to the facilities at PennState, including a new state-of-the-art corporate center featuring the latest available technologies. The \$5.5 million construction project, that includes site grading, interior roads, underground utilities, lighting, signage, etc., will provide ready-to-move-into sites. The project is being funded through a combination of state and federal grants, including a \$2 million capital budget grant announced by Governor Tom Ridge, a \$500,000 State Infrastructure Development Program grant, a \$302,000 grant from the US Appalachian Regional Commission, a state loan, and an equity contribution from the Fayette Industrial Fund. This major construction project will be fully completed by the spring of 2002.



Fayette Business Park.



Future University Technology Park



Greater Uniontown Business Park



Springhill Township Site



Brownfield Site



Lemont Furnace Site

### *Mon-Fayette Expressway Construction*

In March of 2000 a grand opening ceremony of the Mon-Fayette Expressway was held. In attendance were Pennsylvania Governor Tom Ridge, West Virginia Governor Charles Underwood and other state and local officials. Following the opening ceremony, the officials traveled to West Virginia for a groundbreaking ceremony on the construction of the final 4-mile segment to I-68 in West Virginia. The expected completion date for this final segment is 2004. Construction and planning progress continues along various segments of the highway through Fayette County and into the Pittsburgh and airport corridors. Final design is underway on the Brownsville to Uniontown link of the project. Completion of the Mon-Fayette Expressway project continues to be one of Fayette County's most important economic development projects in its history and Fay-Penn extends both its support and congratulations to the thousands of people and our many elected officials who continue to work diligently on completing the highway.



### *Infrastructure Study*

Fay-Penn presented the completed Fayette County sewage and water study in 2000. The study contains information on the existing sewage and water infrastructure in the county and identifies 118 sewage and water projects planned for the future. Fay-Penn spearheaded the project through a collaborative effort with the Fayette County Office of Community and Economic Development and municipal officials and their engineers. Maps showing the existing sewage and water infrastructure and planned projects in the county were produced using GIS systems. The cost of the sewage and water projects identified were significant, totaling over \$180 million.

### *National Award Winning Marketing Material*

Fayette County can boast that it has national award winning marketing materials. In 2000, Fay-Penn entered its quality of life marketing materials into a national competition conducted by The American Economic Development Council (AEDC). On June 4, 2000, the winners were announced at AEDC's 2000 National Promotional Material Awards Competition in Dallas, Texas. Fay-Penn was excited to learn that the materials received the following awards:

#### *Superior Award Winners:*

- ◆ Fay-Penn's 1998 Annual Report (Designed by Fay-Penn staff)
- ◆ Fayette County Quality of Life Video
- ◆ Fayette County Television Commercials



#### *Excellent Award Winner:*

- ◆ "Get the Facts on Fayette" Radio Commercials



All entries were selected based upon the following criteria: 1. Graphic Appeal, 2. Clarity and Appropriateness of Message, 3. Positioning and Differentiation, and 4. Content Quality and Completeness of Information.

Fay-Penn distributes these professionally produced marketing materials to potential business prospects that have expressed an interest in locating in Fayette County. In addition, the materials have been used by businesses throughout the county to promote their companies especially in the areas of professional recruitment. The quality of life materials were financed with a U.S. Appalachian Regional Commission grant, The Eberly Foundation and generous support from the business community.



## *Workforce Development*

In today's competitive environment, workforce quality and technical proficiency are critical issues facing any company. Fay-Penn continued its commitment to assist businesses by working to provide a quality workforce. With the assistance of an Appalachian Regional Commission grant, 242 trainees representing 80 companies enrolled in world-class training programs such as Dale Carnegie Communications/Leadership Training; Dale Carnegie Sales/Customer Service Training; OSHA Safety Training; and Team Building (general and advanced courses). This effort supports our goal to bring world class training to Fayette County. Fay-Penn continued its efforts to provide technical assistance to companies by providing workforce data, labor market information, education and training resources.

### *Fayette Human Resource (HR) Network*



The Fayette HR Network continued to serve the needs of business owners and human resource managers during the year 2000. Three meetings were held during the year and discussions centered on an in-depth look at the topic "Motivating Your Workforce." A total of 63 individuals representing 22 different companies attending at least one of the three sessions. The speaker for the three sessions was John W. Hobart, founder of Solutions 21, a company that has been internationally recognized for the development of several innovative programs. The HR Network is open to any business person interested in human resource issues. The HR Network has proven to be a successful venue for small business owners and managers to learn about human resource related topics from experts in the specified area.

## *Tourism Development*

Fund-raising efforts for the Fort Necessity Visitor Center continued in 2000. The museum will honor the French & Indian War and tell the story of the National Road, and the impact that the first federally funded highway had on the expansion of the nation. More than \$800,000 was raised from regional foundations during the year in support of the project.



*Architectural Rendering of the planned new Fort Necessity Visitors Center*

Fay-Penn has been awarded a Steel Industry Heritage Corporation grant in the amount of \$25,000 to conduct a feasibility study for a Coal and Coke Heritage Center for the region. The Heritage Center would commemorate this region's contributions to that era.

In 2000, Fay-Penn continued distribution of the Fayette County Tourism Brochure, "Where to Stay, What to Do, & Where to Eat," which was produced in 1998. The brochure, which describes everything from Bed & Breakfasts to attractions, is designed to educate visitors to the many amenities in Fayette County. Over 100,000 copies have been distributed to date. Funding for the brochure was made possible by the U.S. Forest Service.

### *Bed and Breakfast Symposium*



Fay-Penn organized a two-day conference entitled, "The Inn-Side Story, A Bed and Breakfast Symposium." This seminar, held April 5 and April 6, 2000 at Nemacolin Woodlands Resort & Spa, offered the 29 participants from throughout Southwestern Pennsylvania valuable information on all aspects of running an inn. Attendees learned tips and tricks from industry experts and gained information on topics ranging from accounting to marketing.



## *Fayette Enterprise Community (FEC) Federal Designation*

### *FEC Benchmark Activity (Since 1999)*

#### *Infrastructure Development*

- ◆ \$24 Million USDA Rural Development

#### *Economic Development*

- ◆ \$6.68 Million Revolving Loan Fund (\$690,000 Growth in 2000)

#### *Education*

- ◆ 369 residents received GED assistance & training
- ◆ 80 residents received post-GED testing assistance
- ◆ 53 residents received one-on-one career mentoring
- ◆ 49 students attended an after-school tutorial assistance program

#### *Housing*

- ◆ 86 USDA Rural Development Loans were processed
- ◆ 31 applications approved

#### *Social Conditions*

- ◆ Community Foundation of Fayette County
- ◆ Wesley Health Center expansion of service hours



*Uniontown Public Library and the Wesley Health Center in Connellsville*

In 2000, the Fayette County Enterprise Community (FEC) was nationally honored and recognized as the number one Round II EC community in the country for accomplishing the most in its first year of operation. Designated in 1999, the FEC, administered by Fay-Penn, covers 84.37 square miles of Fayette County including Redstone and Menallen Townships, a portion of the cities of Uniontown and Connellsville and a portion of Dunbar Township. These distressed areas have an average poverty rate of 27%. The FEC also includes three developable sites totaling 1,500 acres. The FEC's Strategic Plan includes **69 benchmark** activities totaling **\$72.75 million**. Of the 69 benchmark activities, 61 benchmark activities are currently underway and 8 have been completed. During 2000, **\$29.4 million** was received, **\$13.6 million** has been approved for activities, and an additional \$25.51 million has been requested from various federal, state, local and private resources. Of the second year's \$250,000 FEC appropriation by the United States Department of Agriculture, eight FEC projects were awarded funds totaling \$200,000. Projects utilizing second-year funds include the Fayette County Airport Authority; State Theatre, Wesley Health Center, East End United Community Center, Redstone Recreation Center, Republic Incubator, Uniontown Library, and Menallen Township. Fay-Penn would like to thank all of the volunteers and organizations that have worked to make the FEC program such a success.

## *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, the Enterprise Zone begins along the northern county border and extends southward through Smithfield Borough, following the Route 119/Rail corridor. Fayette development sites currently located in the State Enterprise Zone include the Connellsville Industrial Park, University Technology Park, County property, Springhill Township property, Fayette Business Park, Brownfield, Lemont Furnace, and the Greater Uniontown Business Park. In 2000, through its Revolving Loan Fund, Fay-Penn disbursed \$250,000 in Enterprise Zone funding. Funds received through the State Enterprise Zone Program and loaned through Fay-Penn's Revolving Loan Fund now exceed \$1.1 million.



## *TEAM Pennsylvania*

As the "Team PA" agent for Fayette County, Fay-Penn continued the business calling program initiated by Governor Tom Ridge in 1997. The "Team PA" program, regionally coordinated by the Southwest Planning Commission, is a dynamic public-private partnership formed with businesses, local and state government officials, community/economic development practitioners, and residents to develop stronger communities in the twenty-first century. The Business Calling initiative involves calling upon local businesses to assess their current and future needs and provide assistance to secure available resources, thereby, retaining and creating jobs, and ultimately, improving the quality of life in Fayette County. In 2000, Fay-Penn's Business Development Specialist met with 97 businesses, 22 of which received services from Fay-Penn and other organizations through the "Team PA" network.



### *Benedum Foundation Non-Profit Study*

Fay-Penn was commissioned by the Benedum Foundation, with the support of the Forbes Foundation, to undertake a study of nonprofit and public community development organizations in Fayette, Greene and Washington Counties. The study's purpose was to identify what nonprofit organizations exist in the three counties; obtain information about the organizations; identify the organizations' current and planned projects; and identify the needs of the organizations. Fay-Penn enlisted the support of educational facilities in each respective county to identify and gather information from those organizations that address the following 8 focus areas: workforce; education; health related; human service; arts/culture; tourism; housing; and economic development. The study will be completed in 2001, but preliminary results identified more than 458 projects in the three county area.

### *Southwest Pennsylvania Railroad*



Fay-Penn, through its affiliate organization, the Fay-Penn Industrial Development Corporation (IDC), continues to own and oversee operation of 27 miles of rail line through Fayette County. The new millennium heralded the addition of new business activity. Late in 2000, an agreement was reached with Mineral Solutions, a company distributing fly-ash to be used in construction projects in the north, to load a minimum of 600 cars per year at a site in Mt. Braddock. Shipments will begin in the first quarter of 2001.

Construction of the Dunbar Sewage Treatment Plant began in 2000. Fay-Penn IDC sold land in the Bowest Rail Yard for the plant site and provided rights-of-way for line construction. The project will provide critically needed services to residents of Dunbar and the surrounding area. The plant is expected to be operational in 2002.

Also in 2000, construction began on the new Intermodal Facility located near the Sony plant in Westmoreland County. This facility will provide transloading services for bulk materials to businesses in a 60-mile radius of the facility. Construction also began on Fay-Penn IDC land located at the interchange between the Wheeling & Lake Erie Railroad, and the Southwest Pennsylvania Railroad just north of Connellsville near Broadford. This will provide access to the Class One Canadian National and Canadian Pacific railroads. This will effectively provide Southwestern Pennsylvania customers access to four Class One carriers, which will place the region in an elite group of regions nationwide that have access to three or more Class One carriers. Construction of the facility is expected to be completed in 2002.

# Contribution Acknowledgments

*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 2000, The Eberly Foundation contributed over \$920,000 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 2000.*

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

- ✧ Columbia Gas of PA, Inc.
- ✧ First Federal Savings & Loan of Greene Co.
- ✧ Laurel Highlands Visitors Bureau
- ✧ National City Bank of PA
- ✧ Promistar Bank
- ✧ Verizon

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

- ✧ Allegheny Energy
- ✧ Claude Worthington Benedum Foundation
- ✧ The Hillman Foundation, Inc.
- ✧ Fayette Industrial Fund
- ✧ Commonwealth of Pennsylvania -
  - Enterprise Zone Grant Program
  - Team PA Partnership
  - Community Revitalization Asst. Program
  - Local Eco. Development Assist. Program
- ✧ U.S. National Park Foundation

## Over \$100,000

- ✧ Mr. & Mrs. Robert E. Eberly
- ✧ The Eberly Foundation
- ✧ Katherine Mabis McKenna Foundation, Inc.
- ✧ Commonwealth of Pennsylvania -
  - Grant Program
  - Enterprise Zone Competitive Grant
  - Infrastructure Development Program Grant
- ✧ U.S. Appalachian Regional Commission
- ✧ U.S. Department of Agriculture

*Fay-Penn acknowledges, with much thanks, the 188 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.*

Alden Oil Company  
 Allegheny Energy  
 Anatomical Designs LLC  
 Anchor Glass Container Corp.  
 Assad Iron & Metals, Inc.  
 Berish Agency, Inc.  
 Blaney Farms, Inc.  
 Bone & Joint Surgical Assoc. P.C.  
 Borough of Perryopolis  
 E.W. Bowman, Inc.  
 Bradley Paint Company  
 Brodak's Shop N' Save  
 Gary Brownfield  
 Brownsville Area Chamber of Commerce  
 Brownsville Area Revitalization Corp.  
 Brownsville Bus Lines  
 Brownsville General Hospital  
 Brownsville School District  
 Cardello Electric Supply Co.  
 Cavert/Quincy Acquisition Co.  
 Cellular One  
 Centennial Chevrolet-Geo-Dodge, Inc.  
 Ceramic Fiber Technologies  
 Charter Communications  
 Chess Coal Company  
 Christopher Resources, Inc.  
 O.C. Cluss Lumber  
 Coldren Adams  
 Columbia Gas of PA., Inc.  
 Commercial Stone Co., Inc.  
 Conn Realty  
 Connellsville Chamber of Commerce  
 Connellsville Industrial Enterprises  
 Connellsville Redevelopment Authority  
 City of Connellsville  
 Crown Cork & Seal Company, Inc.  
 Daily Courier  
 Rep. Peter Daley, II  
 Demco Excavating, Inc.  
 DeMuth Florist, Inc.  
 Detweiler Pontiac, Inc.  
 Rep. H. William DeWeese  
 Dominion Peoples  
 Donald M. Miller, Inc.  
 Dynamic Materials Corp.  
 Eat N' Park Restaurant  
 Eberly & Meade  
 Fayette Chamber of Commerce  
 Fayette County Airport Authority  
 Fayette County Association  
 of Independent Insurance Agents  
 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 Parts Service  
 Fayette Positive Action Citizens  
 Fayette Radiation Therapy Mgmt. Inc.  
 Fayette Tire Company  
 Fay-West Travel, Inc.  
 John A. Fiesta Agency, Inc.  
 Fike's Dairy, Inc.  
 First Federal Savings & Loan of Greene Co.  
 First Federal Savings Bank  
 Ford Business Machines, Inc.  
 Fox Glass Company  
 Frank's Auto Supermarket  
 Gabriel Brothers  
 Gallatin Fuels, Inc.  
 Garbart Consulting Services, Inc.  
 Gerome Manufacturing Co., Inc.  
 Goodwill Industries  
 Greystone Resources, Inc.  
 Haky Funeral Home  
 Hazemag, USA, Inc.  
 Helicopter Aviation Services, Corp.  
 Highlands Hospital & Health Center  
 Holiday Inn  
 Honisek Tool Co., Inc.  
 Houze Glass Corporation  
 Dr. Ronald E. Hugh, DDS  
 J & C Builders, Ltd.  
 Jackson Farms  
 Thomas Kalman  
 William B. Kania Associates  
 Senator Richard A. Kasunic  
 Leo T. Krantz, Jr.  
 Laurel Business Institute  
 Laurel Caverns  
 Laurel Highlands School District  
 Laurel Highlands, Inc.  
 Fred L. Lebder  
 Lynn's Dairy Queen Franchiser  
 M & G Home and Lawn Service  
 M & Y Services, Inc.  
 Margolis, George & Port  
 Masontown Industrial Dev. Corp.  
 Masontown Trophy Co.  
 McClure & Wolf  
 McMillen Engineering  
 Meloni's Restaurant  
 MONY  
 B.J. Mundel Furniture  
 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, Inc.  
 PA-American Water Company  
 Parker/Hunter, Inc.  
 Park's Moving & Storage, Inc.  
 PennState Fayette  
 Penn Transportation Services  
 PNC Bank  
 Plumbers & Pipe Fitters Union No.354  
 Private Industry Council of Westmoreland/Fayette  
 Promistar Bank  
 PSI Packaging Services, Inc.  
 Ptak's  
 Dr. Mark Rabatin, DMD  
 Donald Redman  
 Republic Chamber of Commerce  
 Rep. Lawrence Roberts  
 Romeo & Sons  
 Rupp Medical Associates  
 Scottdale Bank & Trust Company  
 Seaton & Bowman, Inc.  
 Second National Bank of Masontown  
 Sensus Technologies, Inc.  
 Dr. Ronald R. Sepic, DDS, LTD  
 Rep. James E. Shaner  
 Shumar's Welding & Machine Service, Inc.  
 Smithfield Hardware & Appliance  
 Smithfield State Bank  
 Solomon Accounting Service  
 Spartan Construction  
 Spherion  
 Paul Sprowls Agency  
 Rep. Jess Stairs  
 Stefano's Printing  
 Stone & Company  
 Summit Inn Mountain Resort  
 Summit Products Co.  
 Sun-Lab Technology  
 Swan's Appliance & Furniture  
 Sean Sypolt  
 Tedesco Manufacturing Company  
 The Insurance People, Inc.  
 Mark Thompson Distributing  
 Township of Brownsville  
 Township of Bullskin  
 Township of Connellsville  
 Township of Dunbar  
 Township of Georges  
 Township of Jefferson  
 Township of Luzerne  
 Township of Saltlick  
 Township of Stewart  
 Township of Upper Tyrone  
 Township of Wharton  
 Tri-Town Industries, Inc.  
 Tru-Copy Printing  
 City of Uniontown  
 Uniontown Area School District  
 Uniontown Downtown Business 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  
 Verizon  
 Wally Corporation  
 Westmoreland-Fayette WIB  
 White Swan Flower Shop  
 Widmer Engineering Co.  
 Williamhouse Regency of Delaware, Inc.  
 Yezbak Lumber Co.

# 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
- ◆ Allegheny Conference on Community Development
- ◆ Allegheny Heritage Development Corporation
- ◆ Allegheny Trail Alliance
- ◆ Brownsville Area Revitalization Corp.
- ◆ Brownsville Area Chamber of Commerce
- ◆ Builders Association of Fayette County
- ◆ California University of PA Entrepreneurial Assistance Center
- ◆ Carnegie Mellon University
- ◆ Community Loan Fund of Southwestern PA, Inc.
- ◆ Greater Connellsville Chamber of Commerce
- ◆ Connellsville Industrial Enterprises
- ◆ Connellsville Redevelopment Authority
- ◆ Duquesne University Small Business Development Center
- ◆ Economic Growth Connection of Westmoreland
- ◆ Fayette Association of Positive Action Citizens
- ◆ Fayette Chamber of Commerce
- ◆ 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 Planning, Zoning & Comm. Dev.
- ◆ Fayette County Redevelopment Authority
- ◆ Fayette Festival Association
- ◆ Fayette Forward
- ◆ Fayette Industrial Fund
- ◆ Fay-Penn Industrial Development Corporation
- ◆ Goodwill Industries
- ◆ Greene County Redevelopment Authority
- ◆ Innovation Works
- ◆ Laurel Business Institute
- ◆ 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
- ◆ Office of Vocational Rehabilitation
- ◆ 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 Office of the Budget
- ◆ PA Small Business Development Centers
- ◆ PennState Fayette
- ◆ PennTAP
- ◆ 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 Heritage Preservation Commission
- ◆ Southwestern PA Industrial Resource Center
- ◆ Saint Vincent College Small Business Dev. Center
- ◆ Steel Valley Heritage Corporation
- ◆ 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 Downtown Business District Authority
- ◆ Uniontown Redevelopment Authority
- ◆ University of Pittsburgh Small Business Dev. Center
- ◆ Washington County Council on Economic Development
- ◆ Waynesburg College
- ◆ Westmoreland Industrial Development Corporation
- ◆ Westmoreland-Fayette Workforce Investment Board



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