

10
Year
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Reflections

Fay-
Penn
Economic
Development
Council

Annual
Report
2001

10 Year Reflections

... DEDICATION

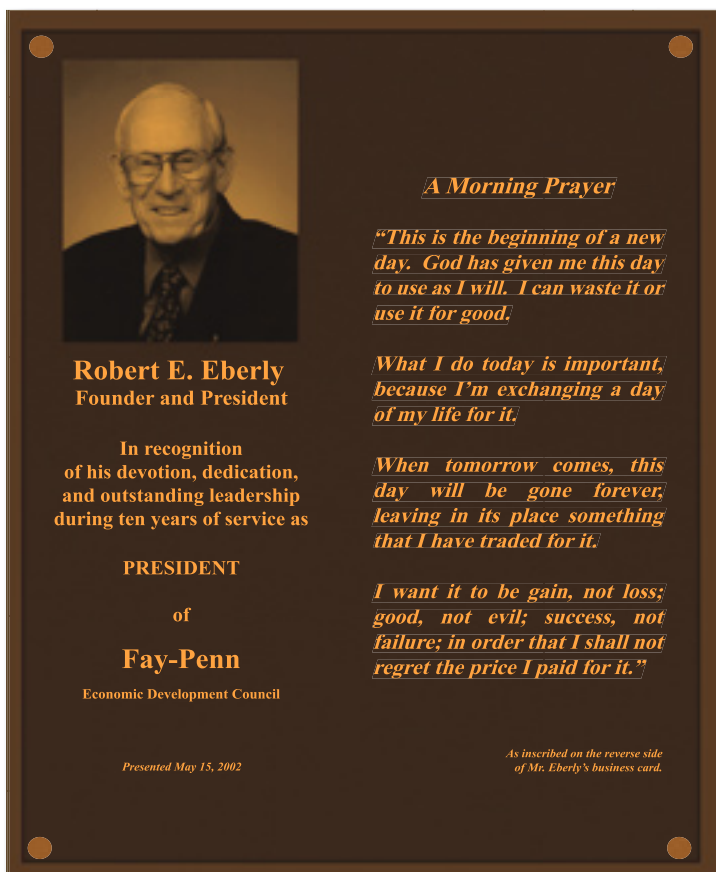
It is with great pleasure and honor that this 2001 Annual Report is dedicated to

The Eberly Foundation and
Mr. Robert E. Eberly.

If it had not been for their support, there would be no ten years to reflect upon.

For the past 10 years, The Eberly Foundation and Mr. & Mrs. Robert E. Eberly have generously invested in Fay-Penn's efforts through annual financial contributions to support its initiatives.

Mr. Eberly's vision, dedication, devotion, and outstanding leadership have propelled Fayette County's economic development efforts into the 21st century.



The above plaque was presented at Fay-Penn's 2002 Annual Meeting in honor of Mr. Eberly's support and leadership. It features a prayer that is inscribed on the reverse of Mr. Eberly's business card.

Thank you to
The Eberly Foundation:

Carolyn Blaney
Ruth Ann Carter
Carolyn Jill Drost
Paul O. Eberly
Robert E. Eberly
Robert E. Eberly, Jr.
Patricia H. Miller

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president's message



Robert E. Eberly
President

This year Fay-Penn is proudly celebrating its tenth anniversary. A decade can go by quickly, take it from someone who has lived through eight of them. As I look back, it is very gratifying to me to see how the organization has grown from a concept on paper to a non-profit corporation with more than \$30 million in assets. Like a tiny seed that has spread its roots and grown each year into a magnificent tree, so too has our organization flourished.

Now is also the appropriate time to take a moment to reflect on our past successes and envision our future direction. While doing so, we should consider the ways in which our collective actions will impact the lives of so many people. Even helping one unemployed individual find a job could have a profound influence on that person's life and family. When I drive through the county and see the cars of employees parked at once vacant buildings, I get a great feeling inside to know that Fay-Penn had something to do with providing employment opportunities for these people. We may never meet them, and they may never know how Fay-Penn helped them, but they have jobs and that is what makes our efforts so rewarding.

As we take pause to enjoy our accomplishments, many challenges still remain. We must stay true to our mission and move forward. We have to weather our economy's ups and downs like the seasons, but with our resources and experience, we expect to see a much greater positive impact over the next ten years than we have during the past decade.

I invite you to review this year's annual report and take a look back at Fay-Penn's projects and activities over the past ten years. Without your help, it would not have been possible. I hope that these accomplishments bring you as much joy as they have given me. Have a great day!

A handwritten signature in cursive script that reads "Robert E. Eberly".



Leo T. Krantz, Jr.
First Vice President



Joanne Rae
Second Vice President



James Foutz
Secretary



Russell B. Mechling, Jr.
Treasurer



Michael W. Krajovic
Executive Vice President

board of directors



Paul Bacharach
Pres./CEO
Uniontown Hospital



Dave Berish
Vice President
Berish Agency, Inc.



William Blaney
President
Blaney Farms



Donald Bowser
Chairman, Fay. Co.
Board of Supervisors



Ron Cadrette
General Manager
Nemacolin Woodlands
Resort & Spa



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. DeWeese (D)
Dist. 50 - PA House of
Representatives



Thomas Duncan
Mayor
City of Connellsville



Richard Ellsworth
President
Stahls' Hotronix



John A. Fiesta
President,
Fiesta Insurance Agency



Kenneth Finney
Chairman
Fay. Co. Redev. Authority



Lee Frankhouser
Vice President
National City Bank



Richard Franks
President
Connellsville
Industrial Enterprises



Dr. Gregory Gray
CEO
Penn State Fayette



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



William Jackson
President
Jackson Farms



Sen. Richard Kasunic (D)
District 32 State Senator



Barbara Kovell
President
Sun-Lab Technology, Inc.



Val Laub
Vice Pres./Publisher
Uniontown Newspapers Inc.



Fred L. Lebder
Resident



John Malone
Vice President
PNC Bank



Michael McCartney
General Manager
Anchor Glass Container



Kevin Mildren
Senior Vice Pres.
First National Bank
of PA



Ronald Nehls
Fayette County
Commissioner



Steve Neubauer
Pres/Owner
Neubauer Flowers, Inc.



John Ptak
Owner
Ptak's Formal Wear



George Rattay
Business Mgr.,
Plumbers and Pipefitters #354



Harry Reagan
Chairman/CEO
Parkvale Bank



Donald Redman
Fayette County
Register of Wills



Frank Ricco
Sec.-Treas.
Brownsville Bus Lines



Louis Ridgley
Treasurer
NAACP



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



Dr. Ronald Sepic
President
Sepic Orthodontics



Rep. James E. Shaner (D)
Dist. 52 - PA House of
Representatives



Eli Shumar, Jr.
President
Shumar Welding &
Machine Service, Inc.



James Sileo
Mayor
City of Uniontown



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



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



Fred Wright
President
Ohiopyle Prints, Inc.



Edward Yankovich
President
UMWA District #2

organization overview

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 209 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.

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.

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

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

Build linkages with the Pittsburgh business and economic development community to increase the use of programs and other resources that can support local efforts and strengthen business activity in both Fayette County and the southwestern Pennsylvania region.

Establish a business assistance network that offers a full range of support services for 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.

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

Advance the image of Fayette County's and the Laurel Highlands' tourist industry from a weekend mountain recreation area to a full-service, multi-day vacation destination.

Serve as a catalyst to develop multi-day tourism packages by building thematic linkages between individual attractions in an effort to increase weekday tourism.

Assist local businesses in transitioning to better capitalize on growth opportunities presented in a dual manufacturing and tourism-based economy.

Build linkages with local, regional and state organizations, and the private business sector to develop the resources needed to implement a comprehensive tourism development strategy.

Assist local historical groups, 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.

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.

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

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 "Team PA" umbrella, 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.

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.

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.

Revolving Loan Funds:

Fay-Penn administers a \$9.01 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$900,000 can be made. Specific guidelines have been developed and approved by the PA DCED to determine the project eligibility. Two new loan funds have been created to support tourism and workforce development.

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.

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 and other world-class, quality training.

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.



Michael W. Krajovic
Executive Vice President



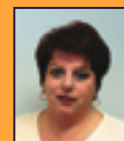
Donna Bates
Economic Development Specialist



Barbara Gibel
Workforce/Education Manager



Peggy Hidock
Executive Assistant



Donna Holdorf
Executive Director
National Road Heritage Park of PA



Robert Junk
Fayette Enterprise Community Manager



Denise King
Administrative Assistant



Lori Omatick
Director of Business Development



Gerri Panzella
Secretary



Melissa Stevenson
Special Projects Coordinator



Robert C. Urban, Jr.
Director of Finance



Tina W. Wargo
Technical Support Manager



Linda Yuhaniak
Accounting Assistant

financial statements

Fay-Penn Economic Development Council

Statement of Activities January 1, 2001 thru December 31, 2001

CHANGES IN NET ASSETS:	TOTALS
SUPPORT	
Contributions	\$2,392,896
Grants	\$2,930,631
Member Contributions	\$ 48,670
REVENUES	
Loan and Administration Fees	\$ 924,563
Interest-Revolving Loan Fund	\$ 249,673
Interest-Other	\$ 36,962
University Technology Park Infra. Proj.	\$2,355,000
Proceeds from Sale of Assets	\$ 9,417
Miscellaneous	\$ 20,576
TOTAL SUPPORT AND REVENUES	<u>\$8,968,388</u>
EXPENSES	
Program:	
National Road Heritage Park Admin.	\$ 30,705
Revolving Loan Fund	\$2,126,500
Small Business Programs	\$ 105,296
Fort Necessity Project	\$ 271,268
Team PA Program	\$ 40,953
Multi-Tenant Buildings	\$ 558,341
Marketing Project	\$ 100,235
Federal Enterprise Community Admin.	\$ 363,861
Keystone Opportunity Zone Program	\$ 188,639
University Technology Park Infra. Prj.	\$2,381,324
Laurel Highland Sign System Project	\$ 433,297
Total Program Expenses	\$6,600,419
Support Services:	
General Administration	\$ 365,769
Business Assistance	\$ 230,750
Tourism Development	\$ 57,940
IDC Administration	\$ 158,520
Total Support Services	\$ 812,979
Total Expenses	<u>\$7,413,398</u>
Increase in Net Assets	<u>\$1,554,990</u>
Net Assets:	
Net Assets - January 1, 2001	\$9,594,113
Assets Invested in Revolving Loan Fund	\$2,125,000
Increase in Net Assets	<u>\$1,554,990</u>
Net Assets - December 31, 2001	<u>\$13,274,103</u>

Statement of Financial Position as of December 31, 2001

ASSETS	
Cash and cash equivalent	\$ 692,704
Accounts Receivable	\$ 434,096
Grants Receivable - UTP Infra. Proj.	\$ 2,515,000
Net Fixed Assets	\$13,237,434
Revolving Loan Fund	
-Cash	\$ 2,425,006
-Loan Receivable:	
Capital Loans	\$ 6,436,280
Fayette Industrial Fund	\$ 729,887
-Investments-Loan Guarantee Program	\$ 150,000
Other Assets	\$ 5,448
TOTAL ASSETS	<u>\$26,625,855</u>
LIABILITIES AND NET ASSETS	
Liabilities:	
Accounts Payable:	
Operating	\$ 63,120
Mortgage Payable	\$13,288,632
Total Liabilities	<u>\$13,351,752</u>
Net Assets:	
Operating:	
Unrestricted, undesignated	\$ 3,388,308
Unrestricted, designated	\$ 729,887
Temporarily restricted	\$ 144,622
Total operating	\$ 4,262,817
Revolving Loan Fund:	
Unrestricted	\$ 6,761,286
Temporarily restricted	\$ 2,250,000
Total Revolving Loan Fund	\$ 9,011,286
Total Net Assets	<u>\$13,274,103</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$26,625,855</u>

Fay-Penn Industrial Development Corporation

Statement of Activities

January 1, 2001 thru December 31, 2001

CHANGES IN NET ASSETS:	TOTALS
SUPPORT AND REVENUES	
Contributions from Affiliated Organizations	\$ 10,000
Land easements & leases	\$ 9,570
Shortline operator lease	\$ 9,039
Investment income	\$ 1,196
Gain on sale of asset	<u>\$ 8,310</u>
Total Support and Revenues	\$ 38,115
EXPENSES	
Management and general	<u>\$ 41,723</u>
Total Expenses	\$ 41,723
Increase (Decrease) in Net Assets	(\$ 3,608)
Net Assets:	
Net Assets - January 1, 2001	\$ 5,408,500
Increase (Decrease) in Net Assets	<u>(\$ 3,608)</u>
Net Assets - December 31, 2001	<u>\$ 5,404,892</u>

Statement of Financial Position as of December 31, 2001

ASSETS	
Cash	\$ 26,392
Cash - escrow	\$ 12,179
Net fixed assets	<u>\$ 5,378,500</u>
TOTAL ASSETS	<u>\$ 5,417,071</u>
LIABILITIES AND NET ASSETS	
Liabilities:	
Escrow	\$ 12,179
Total Liabilities	\$ 12,179
Total Net Assets - Unrestricted	<u>\$ 5,404,892</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 5,417,071</u>

Fayette Industrial Fund

Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2001 thru December 31, 2001

REVENUES	
Interest on Mortgage	\$ 669
Interest on Temporary Investments	\$ 52,326
Membership Dues	\$ 12,250
Meeting Reimbursements	\$ 910
Service Fees	\$ 5,518
Gain on Sale of Land	\$ 59,588
Miscellaneous	<u>\$ 13</u>
Total Revenues	\$ 131,274
EXPENSES	
Administration Fees	\$ 28,800
Service Fees	\$ 5,518
Interest Expense	\$ 10,615
Insurance	\$ 2,472
Office Expense	\$ 981
Legal and Accounting	\$ 2,180
Meetings	\$ 1,143
Property Operations	\$ 24,520
Engineering Fees	\$ 4,905
Other	<u>\$ 1,483</u>
Total Expenses	\$ 82,617
Excess of Revenues Over (Under) Expenses	(\$ 10,931)
Gain on Sale of Land	<u>\$ 59,588</u>
Excess of Revenues Over (Under) Expenses Including Gain on Sale of land	\$ 48,657
Net Assets	
Net Assets - January 1, 2001	\$2,549,429
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	<u>\$ 48,657</u>
Net Assets - December 31, 2001	<u>\$2,598,086</u>

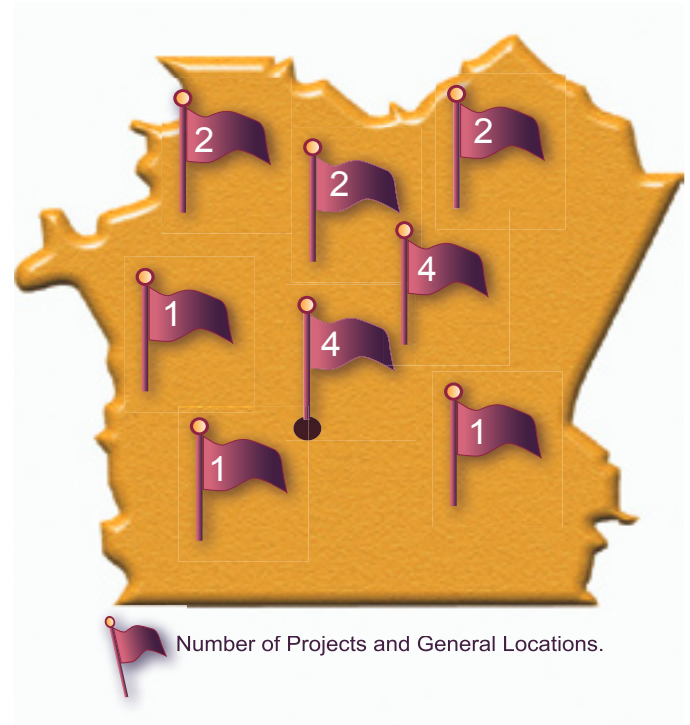
Balance Sheet as of December 31, 2001

ASSETS	
Cash in Bank	\$ 33,979
Temporary Investments	\$1,627,356
Current Portion of Mortgage Receivables	\$ 3,581
Loan Receivable - UTP Infrastructure Project	\$ 100,000
Accrued Interest Receivable	\$ 9,051
Noncurrent Portion of Mortgage Receivables	\$ 16,817
Fixed Assets - Land	<u>\$2,185,285</u>
Total Assets	<u>\$3,976,069</u>
LIABILITIES AND NET ASSETS	
Current Liabilities	
Due to Fay-Penn	\$ 292,682
Accounts Payable	\$ 1,570
Long-Term Liabilities	
Notes Payable	<u>\$1,083,731</u>
Total Liabilities	\$1,377,983
Net Assets	
Contributed Capital	\$ 609,855
Unrestricted Fund Equity	<u>\$1,988,231</u>
Total Net Assets	\$2,598,086
TOTAL LIABILITIES AND NET ASSETS	<u>\$3,976,069</u>

2001 Summary of Completed Projects

2001 Business Development Projects

	Jobs Created/ Retained*
Appalachian Timber Products, Inc.	25
Arrow Paving Fabrics	4
Duke Energy North America	25
Fayette Thermal, L.L.C.	10
Glass Mart	2
Hazelbaker Recreational Services	2
Laurel Business Institute	8
McMillen Engineering, Inc.	5
Motion Industries, Inc.	8
Neubauer's Flowers, Inc.	5
NuReIm Internet Solutions	115
Specialty Conduit & Mfg., LLC	4
Stahls' Hotronix	105
The Maxx Family Entertainment Center	11
Vacuum Ceramics, Inc.	**
W.E. Motors, Inc.	50
Whipkey Trucking & Supply	2
Total:	381



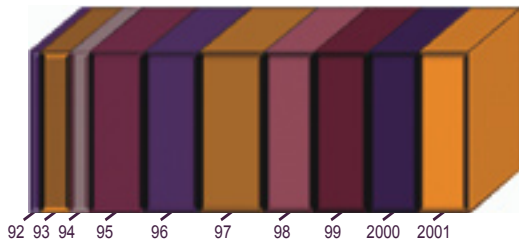
New Project Results Overview 2001 Totals

Completed Projects	17
Jobs Created and Retained*	381
Increase in Annual Payroll Dollars	\$10,566,400
Increase in Annual Tax Dollars	\$410,375
New Investment	\$440,479,233
Public Financing Utilized	\$10,921,893
Private Investment	\$429,557,340

* The data recorded are based upon information provided - and three year projections committed to - by the companies.
 ** Job numbers included in prior year

Key Performance Indicators 1992 - 2001

Total Completed Projects: 164



New Investment Dollars

\$ 768,680,000



New Construction Dollars

\$ 447,128,319

New Annual Payroll Dollars Generated

\$ 80,200,000

New Annual Taxes Generated

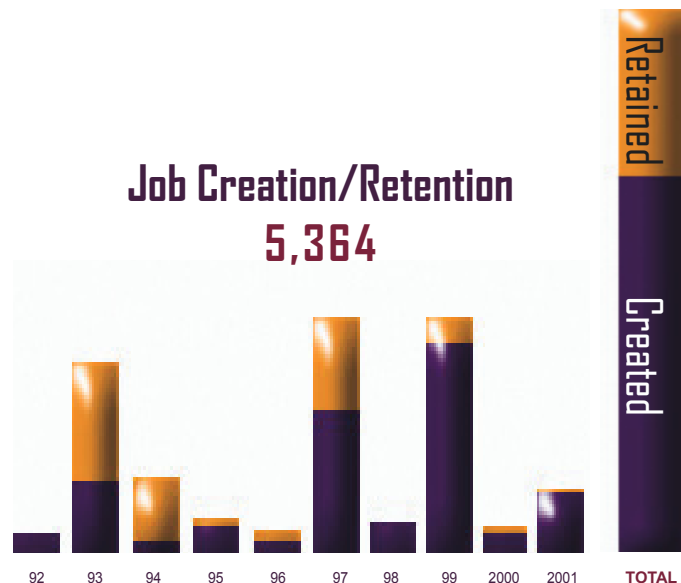
\$ 3,386,236



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

Job Creation/Retention

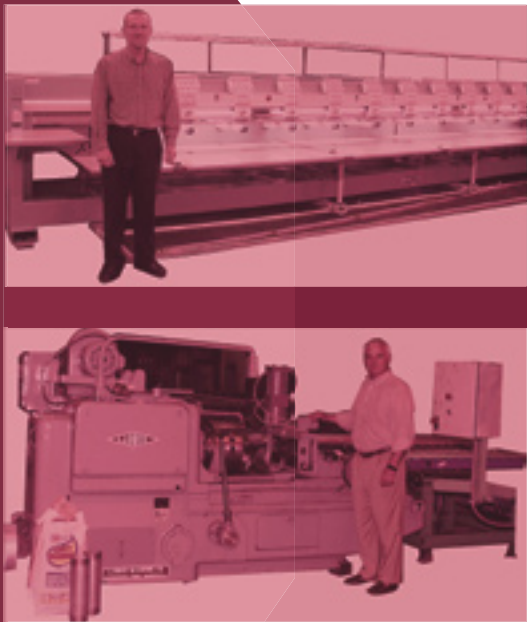
5,364



progress-at-a-glance

Duke Energy North America made the decision to build a new electric generation facility on a 275-acre site in German Township. The \$420 million, 630-megawatt plant will employ 25 permanent skilled technicians with mechanical and computer know-how. In addition, 400 union tradesmen will perform 640,000 craft hours of work over the 18-month construction period. Fay-Penn, working with county officials, assisted in locating the project to the area by securing a tax-free designation through the state's Keystone Opportunity Expansion Zone (KOEZ) Program, without which the site would not have been considered by the company.

Stahls' Special Projects, Inc. started as a small manufacturing company located in the Connellsville Incubator employing five people in 1989. It has turned into a major operation employing 126 people, with immediate plans to hire an additional 105. Most recently, Stahls' expanded its operations at its Fayette County facility and moved into a second facility in neighboring Greene County. The project consisted of the purchase of machinery and equipment to be used at the existing facility and the purchase of a building in the Paisley Industrial Park. In support of the Fayette County expansion, Stahls' received a \$750,000 loan from the Fay-Penn Revolving Loan Fund.



Specialty Conduit & Manufacturing, LLC, a local manufacturer that produces conduit used in the electrical industry, received a \$60,000 loan from Fay-Penn's Revolving Loan Fund and a \$200,000 loan through the Commonwealth of Pennsylvania Small Business First Loan Program to assist the company in purchasing the former Perma-Cote Plastics build-

ing, a 70,000 sq. ft. facility in Mt. Braddock. This loan is expected to result in the creation of four new jobs within three years.

Fayette Thermal, L.L.C. received \$9,510,000 in resource recovery revenue bonds from the Pennsylvania Economic Developing Financing Authority (PEDFA) to assist in the construction of a new coal-fired steam facility which will be the sole provider of thermal energy to the new SCI-Western Prison in Luzerne Township. Of the total amount received, \$8.1 million are tax-exempt bonds, while \$1.41 million are taxable bonds. Portions of the bonds were also used to purchase necessary machinery and equipment. This project will create ten new jobs.

business development

W.E. Motors, Inc., a Singapore-based company, located its North American headquarters in Fayette County, Pennsylvania. The company is leasing Fay-Penn's new 32,400 sq. ft. building located in the Fayette Business Park, Georges Township, Pennsylvania. It is expected that \$3.5 million will be invested and 50 new jobs will eventually be created. W.E. Motors, Inc. is part of Lindeteves-Jacoberg Limited, a multinational corporation with headquarters in Singapore and offices in South-East Asia, China, Australia, Germany, and the Netherlands. The company employs more than 6,000 around the world. Fay-Penn worked with the Governor's Action Team and the Pittsburgh Regional Alliance in locating the company to Southwestern Pennsylvania. The Fayette County facility will modify and distribute electric motors imported from the company's European facility. The customized products will be distributed throughout the US, Canada, and Mexico.

NuReIm Internet Solutions established its company headquarters in Uniontown. The software design firm develops products for web development companies that allow them to include advanced functionality in their web sites without having to know anything about the complex programming behind the applications. In addition to providing support from its Revolving Loan Fund, Fay-Penn worked with the Governor's Action Team and the Ben Franklin Program to help the company relocate from Austin, Texas and receive financing from the Commonwealth of Pennsylvania. This project is expected to create 115 new jobs.

Appalachian Timber Products, Inc. needed to purchase state-of-the-art computer positioned sawmill equipment for its new sawmill facility. This expansion project will permit the company to offer pre-cut lumber as an additional product for its customers. Financing assistance was secured for the purchase with a \$400,000 loan through the Fay-Penn Revolving Loan Fund and a \$100,000 loan through the Washington County Council on Economic Development Revolving Loan Fund. This project will result in the creation of 25 jobs at the site.

Motion Industries, Inc., the world's largest distributor of bearings, power transmission parts, and hose products, was looking for a new site for its Fayette County distribution facility. Fay-Penn constructed a new 4,550 sq. ft. office/distribution facility to lease to the company. This project helped to retain the eight jobs at the facility.



Vacuum Ceramics, Inc. (VCI), located in Mt. Braddock, received a \$220,000 loan from Fay-Penn's Revolving Loan Fund to help purchase a 100,000 sq. ft. manufacturing facility and machinery and equipment currently being leased by the company. Operating at the Mt. Braddock site since 1998, VCI is a manufacturer of refractories used primarily in steel mills and foundries. Twelve jobs will be retained as a result of this project.

McMillen Engineering, Inc. will construct a 6,000 sq. ft. office facility in the Route 40 business park operated by the Fayette County Redevelopment Authority. A loan in the amount of \$100,000 to McMillen Engineering was made through Fay-Penn's Revolving Loan Fund to assist in financing the building construction. Additional financing of \$100,000 was secured through a multi-county revolving loan fund administered by the Washington County Council on Economic Development. The total project cost is estimated at \$597,000 and it is expected that five new jobs will be created within three years.



Small Business Development: Fay-Penn's Small Business Development Program answered 158 inquiries during 2001. Seventeen individuals or businesses received technical assistance, with eight businesses securing \$1,959,228 in financing, resulting in the creation and/or retention of 46 jobs. These companies include, but are not limited to, Hazelbakers Recreational Services, Arrow Paving Fabrics, and Vacuum Ceramics, Inc. Three of the companies, Laurel Business Institute, Neubauer's Flowers, Inc., and The Maxx Family Entertainment Center received loans through the Commonwealth of Pennsylvania's

Community Economic Development (CED) Loan Program. Continuing to be responsive to the needs of small business, Fay-Penn provided 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 Uniontown with the Uniontown Public Library. Fay-Penn also worked in conjunction with the Service Corp of Retired Executives (SCORE) to present a half-day seminar for prospective entrepreneurs.

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, 19 Fayette County businesses have been assisted by the program with financing totaling \$292,020.

Fay-Penn Revolving Loan Fund

The year 2001 was another successful year for Fay-Penn's growing Revolving Loan Fund (RLF).

Originally established in 1993, the RLF has grown from \$1 million to \$9 million by the end of 2001.

The RLF is comprised of four separate programs that assist eligible businesses by funding capital expansion projects in fixed assets, such as new equipment and facilities at low interest rates.

To date, 77 projects have been financed resulting in over \$38 million in private investment and the potential creation and/or retention of over 2,575 jobs.

In 2001, the fund grew from \$6.64 million to \$9.01 million thanks to state grants secured with the support of the Fayette County legislative delegation, and a \$1 million contribution from The Eberly Foundation.

Eight projects received \$1.93 million in financing assistance through the RLF in 2001. These projects generated additional private investment of \$4.35 million and resulted in the creation and/or retention of 276 jobs.

RLF REVOLVING LOAN FUND

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 64 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 five 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, seven projects have been financed through this program resulting in the expected creation of 39 tourism-related jobs.

Enterprise Zone Loan Fund (EZLF): The 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, 14 projects have been financed through the program resulting in the creation and/or retention of 293 jobs.

Workforce Development Loan Fund (WDLF): In 2000, Fay-Penn established the new WDLF. Eligible applicants are private nonprofit or for-profit educational training providers. 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, one project was funded under this program that will result in the training of 130 individuals.

University Technology Park Infrastructure Project:

Construction at the University Technology Park, currently underway, began in 2000. This \$6+ million project located adjacent to Penn State Fayette campus is being financed with several resources: \$2 million – State Redevelopment Assistance Capital Program; \$500,000 – State Infrastructure Development Program; \$302,640 – U.S. Appalachian Regional Commission Special Distressed Grant via the U.S. Economic Development Administration; as well as an additional \$2+ million in cash equity from the Fayette Industrial Fund. This 180 acre site is being developed to attract advanced manufacturing and technology companies and headquarter office facilities. Special thanks to Mr. Robert E. Eberly for contributing the funds necessary to acquire an additional 32 acres.

Business Site Marketing: Fay-Penn actively markets available properties in Fayette County, including the tax-free Keystone Opportunity Zone sites and State designated SelectSites. Fay-Penn works closely with the Governor's Action Team and the Pittsburgh Regional Alliance to attract interest from national site location consultants with private companies. Fay-Penn also placed ads in several regional and national publications such as Pittsburgh Business Times, SBN Magazine, TEQ Magazine, Trade & Commerce Access America, and Site Selection Magazine. 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 private consultants, realtors, and individual businesses 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 development sites owned by Fayette Industrial Fund, Fayette County Redevelopment Authority, and Connellsville Industrial Enterprises are also marketed by Fay-Penn's staff.

KOZ Site Plans: Utilizing, in part, a \$71,650 U.S. Appalachian Regional Commission Special Distressed Grant, Fay-Penn conducted site development plans for three Keystone Opportunity Zone (KOZ) sites in Fayette County, i.e. Springhill Township, Brownfield site, and Lemont Furnace site. These site plans will be used to determine the best use of the sites and assist in marketing to potential tenants.

Economic development

Multi-Tenant Facilities: Fay-Penn owns and operates six buildings in Fayette County, offering over 230,000 sq. ft. of space to existing and potential tenants.

During 2001, Fay-Penn constructed a 4,550 sq. ft. office/distribution facility in the Greater Uniontown Business Park in Mt. Braddock. This facility assisted in retaining Motion Industries, Inc. in Fayette County. Also during 2001, 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 and \$210,000); Commonwealth of Pennsylvania Infrastructure Development Program (\$500,000) and Enterprise Zone Competitive Grant Program (\$250,000). The renovations are expected to be completed during 2002.

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.

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 plans to construct additional speculative buildings in the future as part of its efforts to attract new businesses to Fayette County.





Using innovative technology methods to ensure graduates from Fayette County schools develop the skills and transferable knowledge required in the rapidly changing and sophisticated workplace is the mission of REACH, which stands for Reaching Educational Achievement with Community Help. Efforts focus on building linkages between local businesses and schools. As part of its mission, and with the support of local businesses, the Workforce Investment Board (WIB), and the Eberly Foundation, REACH sponsored the attendance of a team of local individuals to the International Center for Leadership in Education (ICLE) Model Schools Conference in Orlando, Florida; and a Career and Technical Education Academy, conducted by the International Center for Leadership in Education (ICLE) in Albany, New York. It featured teamwork sessions designed to lead the attendees in a process to develop strategies for the application of integrated academic tools in the classroom. Fay-Penn provides administrative support to the REACH organization. Outreach and marketing efforts continue to attract the participation of business leaders, parents, students, educators and the higher education community.

Workforce Development: In today's competitive environment, workforce quality and technical proficiency are critical issues facing any company. Fay-Penn continued its efforts to provide technical assistance to companies by providing workforce data, labor market information, education and training resources. These efforts include the coordination of identifying training needs, education resources, and securing education funding through various state and local programs such as Wed Net, Customized Job Training (CJT), etc. Fay-Penn works with Penn State Fayette and California University (the Local Education Agencies), Workforce Investment Board, and other state funding agencies to acquire training funds for local businesses.

Fayette Human Resource (HR) Network: The Fayette HR Network continued to serve the needs of business owners and human resource managers during the year 2001. Five meetings were held during the year and topics included "Doing Business in the Commonwealth of PA," "Small Business SCORE Seminars," "Entrepreneurial Assistance," and "Team Building." A total of 84 individuals representing 61 different companies attended at least one of the five sessions. 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.

Manufacturing Pathways: Manufacturing Pathways is one of the initiatives supported by REACH designed to create awareness among Fayette County students of the job opportunities in the manufacturing industry. All six public school districts, 20 students and 15 businesses participate in the program. This summer internship program is in its first year and was piloted in conjunction with the Pittsburgh Technology Council, Fay-Penn, and REACH.

Americorp: In partnership with the Pennsylvania Mountain Service Corps' Americorp Program, Fay-Penn was approved for two positions, Educational Development Specialist and Environmental Beautification Specialist, during the 2001 & 2002 program period.

Russell Blasco, Educational Development Specialist, was responsible for assisting in the REACH effort to engage the business leaders, educators, parents and students in the community in a collaborative effort to ensure that Fayette County has an excellent education system to accommodate world-class industry. Among his most important accomplishments were the development and production of the REACH newsletter, weekly eblasts, and serving as an advisor for the Fayette Business Adventure conducted at Penn State Fayette.

Benjamin Neil, Environmental Beautification Specialist, was responsible for developing programs to educate and mentor children and the community at large of the importance to restore and conserve the environment. In that capacity, he conducted presentations at local schools and community organizations and completed an anti-litter study in conjunction with local municipal officials and PennDot. The study's objective is to improve anti-litter signage in Fayette County.

Fay-Penn Video: For the first time in its history, Fay-Penn created a video to describe its organization and to support fund-raising efforts. The video features the many services that Fay-Penn provides. Both the accomplishments of the organization and the many challenges facing Fayette County in improving the quality of life of its residents are captured.



Russell Blasco
Educational
Development Specialist



Ben Neil
Environmental
Beautification
Specialist

Infrastructure Study: Fay-Penn completed its second Fayette County sewage and water study in 2001. The study contains information on the existing sewage and water infrastructure in the County and identifies 127 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, Fayette County Redevelopment Authority and municipal officials and engineers throughout the County. The cost of the sewage and water projects identified were significant, totaling over \$207 million.

Benedum Foundation Non-Profit Study: Fay-Penn was commissioned by the Benedum 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 the nonprofit organizations that exist in the three counties; obtain information about the organizations; determine their 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. The study focuses on eight areas: workforce, education, health related, human service, arts/culture, tourism, housing, and economic development. The study was completed in 2001, with results identifying more than 458 projects in the three county area worth \$195 million.



In 2001, Fay-Penn assumed the role as management partner for the National Road Heritage Park of Pennsylvania (NRHPP). The NRHPP is one of 11 special heritage areas in Pennsylvania. The park spans 90 miles through Washington, Fayette, and Somerset Counties, using the historic National Road (Route 40) as a uniting element for preserving scenic, cultural, and historic resources, as well as restoring and developing existing and new programs and facilities. As a state heritage park, the National Road project has joined an elite few preservation programs selected for their potential to protect and enhance the natural, historic, recreational and cultural resources of Pennsylvania. The National Road Heritage Park project is further strengthened by its partnership with the Southwestern Pennsylvania Heritage Preservation Commission, the region's key public-private heritage preservation program.

Tourism Development: Fund-raising efforts for the **Fort Necessity Visitor Center** continued in 2001. Fay-Penn assisted the National Park Service in preparing a \$4.5 million grant application from the Commonwealth of Pennsylvania's Redevelopment Assistance Capital Program and in raising in excess of \$1,055,000 from regional foundations in support of the project. The Visitor Center is part of a \$12 million project that honors the French & Indian War and tells the tale of the National Road, and its impact, as the first federally funded highway, on the expansion of the nation.

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 2001, 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 110,000 copies have been distributed to date. Funding for the brochure was made possible by the U.S. Forest Service.

Fay-Penn, in partnership with the U.S. Department of Agriculture, Forest Service, Rural Development, contracted for the completion of a feasibility study on a **Regional Tourism Cable TV Channel** during 2001. The goal of the channel is to contribute to the economic revitalization of the eleven-county area of Southwestern Pennsylvania by creating an awareness among existing residents and visitors of the many tourism treasures in the region.

Fay-Penn organized a two-day **Bed and Breakfast Symposium** entitled, "The Winter Blues ... A Bed and Breakfast Symposium." This seminar, held March 14th and 15th, 2001 at Nemacolin Woodlands Resort & Spa, offered the 21 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:

The FEC Strategic Plan includes 95 benchmark activities totaling more than \$140 million dollars targeted at revitalizing these communities. Of the 95 benchmarks, 10 have been completed, 75 are in progress, and the remainder are inactive. At this time, a total of \$67.2 million in funds have been requested for the 95 benchmarks from various private, local, state and federal funding sources and \$60.3 million has been received. The United States Congress appropriated \$250,000 for the FEC in 2001. The following FEC benchmarks received funding from the 2001 allocation:

Fayette Area Coordinated Transportation	\$ 5,000
Penn State Cooperative Extension	\$ 3,000
City Code Enforcement Office	\$ 2,500
Community Action Medical Service	\$10,000
Fayette County Redevelopment Authority	\$25,000
Fayette County Habitat for Humanity	\$10,000
Menallen Township	\$30,000
Pleasant Valley School, Filbert, PA	\$18,000
Redstone Park/ Connellsville East Park	\$59,000
Greater Connellsville Area Community Center	\$30,000

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, Route 40 Business Park, Springhill Township property, Fayette Business Park, Brownfield, Lemont Furnace, and the Greater Uniontown Business Park. In 2001, through its Revolving Loan Fund, Fay-Penn disbursed \$300,000 in Enterprise Zone funding. Funds received through the State Enterprise Zone Program and loaned through Fay-Penn's Revolving Loan Fund now exceed \$1.4 million.



FEC Highlights 1999 - 2001

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 Rt. 40 Business Park in South Union Township.

Agriculture

\$3,000 for a feasibility study on processing soybeans

Community Development

46 new people served with public sewage infrastructure

Economic Development

\$6.68 Million Revolving Loan Fund
49 businesses retained or expanded

Education

125 residents received vocational training on computers
16 residents served in Family Planning/Teen Pregnancy
554 participants in activity for Adult/GED
80 residents received post-GED testing assistance

Housing

74 houses rehabilitated
86 USDA Rural Development Loans were processed
31 USDA Rural Development loan applications were approved

Social Conditions

22 pieces of new equipment for emergency/mobile emergency
23 new or improved community, youth and family facilities & resource centers



As the "Team Pennsylvania" 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 meeting with 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 2001, Fay-Penn's Business Development Specialist met with 86 businesses, 17 of which received services from Fay-Penn and other organizations through the "Team PA" network.

As a result of the Business Calling initiative, three Fayette County companies were awarded state grant funding for job training through the WEDnetPA program in 2001. Fay-Penn's representative worked with Penn State Fayette to introduce local companies to the program. Columbia Gas received \$33,500 for Basic Skills and Information Technology (IT) training, Ohiopyle Prints was awarded \$7,800 for IT, Advanced Computer, Leadership, and Performance Management training, and ICMI used a \$1,400 grant for Information Technology training related to the purchase of new equipment.

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. 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 began in the first quarter of 2001.

Construction of the Dunbar Sewage Treatment Plant continued in 2001. 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 2001, construction continued 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.



10 year Reflections

Over the past ten years, Fay-Penn has grown in many different ways. What started with one staff person expanded into a fourteen-person operation.

Likewise, Fay-Penn's goals and objectives have continually evolved and expanded to address as many elements of economic development as needed.

Much of what Fay-Penn has accomplished is visible when driving around the county looking at new buildings or business parks being developed.

Some of Fay-Penn's efforts do not make the newspaper headlines. Yet, the affects and benefits of those efforts are just as important to the overall economic development of Fayette County.

It is exciting to see a new building going up ... yet, it is what we don't see that makes it possible for the building to stand strong and steady ... the footers - not noticeable, but necessary.

Much of what Fay-Penn does on a daily basis is just that ... lay footers - whether it's education improvement or a loan fund - to create a strong foundation for economic growth ... afterall, if you don't have a strong foundation, you can't build ... if you can't build, you can't attract a business ... if you can't attract a business, you can't create jobs.

Fay-Penn is proud of what it has been able to accomplish throughout the past 10 years with the help of so many individuals, agencies, organizations, and businesses. Together, we are making a difference!

Berkley
Medical
Resources



1992

United
Defense



1993

Stahls'
Hotronix



1994

Nu-Metrics
Instrumentation



1995

Columbia Gas
of PA/MD



1996

TeleTech



1997

Dynamic
Materials
Corp.



1998

CalITech
Communications



1999

Advanced
Acoustic
Concepts



2000

W.E.
Motors



2001

Years

This "10 year Reflections" section will provide a snapshot of what has been accomplished throughout Fay-Penn's brief history. By no means is this an all-inclusive listing, but it highlights the work over the past ten years to improve the quality of life for all Fayette Countians.

10 year Reflections

Business Development

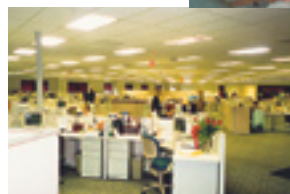
119 Sport Shop
 4-Seasons Taxidermy
 A & I Sales, Inc.
 Advanced Acoustic Concepts
 Allegheny Energy Supply
 Allison Custom Fabrication
 Alternative Testing Laboratories
 American Ambulance
 Anchor Glass Container Corp.
 Appalachian Timer Products
 Arrow Paving Fabrics
 AVR Technologies
 B & B Inn of the Princess
 Ball Transfer Systems, Inc.
 Bargains "Are" Us
 Berkley Medical Resources, Inc.
 Bigam's Service Station
 Caleigh's of Uniontown
 CallTech Communications, Inc.
 Cathie's on the Hill Taxidermy
 Ceramic Fiber Technologies
 CFR Acquisitions
 Choice Optical
 Classic Interiors
 COE Distributing, Inc.
 Col. Crawford's Bikes
 Colorworks, Inc.
 Columbia Gas of PA/MD, Inc.
 Computer Trends
 Connellsville Redevelopment Authority
 Copycat Quick Print, Inc.
 Cosba Fashions
 Dancing Trees Studio
 Dennis Lumber Company
 Dew Electric
 Diversitech International
 Divito Park
 Donald M. Miller, Inc.
 Duke Energy North America
 Duraloy Technologies, Inc.
 Dynamic Materials Corp.



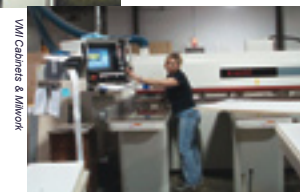
Fayette Institute of Commerce & Technology



Houze Glass Corp.



Columbia Gas of PA/MD



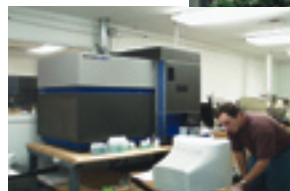
VMI Cabinets & Millwork



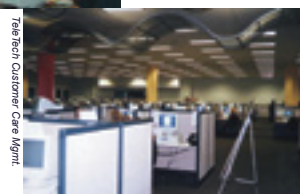
Berkley Medical Resources, Inc.



Ojwene, Ltd.



Alternative Testing Laboratories



Teel-Tech Customer Care Mgmt.



Dynamic Materials Corp.

E.I. Systems
 EZ Welding and Fabrication
 Fayette Building Trades Institute
 Fay. Institute of Commerce & Technology
 Fayette Thermal, LLC
 Fike's Dairy, Inc.
 Fox Glass Company, Inc.
 Fur-N-Feather Sporting Goods
 George Smalley Company
 Gerome Manufacturing Co., Inc.
 Glass Mart
 GTT Recharge-A-Card
 Hazelbaker Recreational Services
 Holt & Bugbee Hardwoods
 Houze Glass Corp.
 Hunter Truck Sales & Service, Inc.
 International Liner Company
 Invotech Manufacturing
 Kentuck Knob
 Kisiel, Grenell & Associates
 Kolencik Service Station
 Laurel Business Institute
 Laurel Machine Co.
 Lenora's
 LIFE Information Emergencies
 Little Moe Crown & Bridge
 Maccabee Industrial Inc.
 Marwas Steel Co.
 Masontown Foodland
 McMillen Engineering, Inc.
 Motion Industries, Inc.
 Mountain Streams & Trails Outfitters, Inc.
 Murray Landscaping
 NeoDyne
 Neubauer's Flowers, Inc.
 Newborn Enterprises
 Nu-Metrics, Inc.
 NuReIm Internet Solutions
 Oglevee, Ltd.
 Ohiopyle Prints, Inc.
 Paintmasters
 PIBS

Pittsburgh-Fayette Express, Inc.
 Pretty on Paper
 Prescription Solutions
 Poulos Company
 Pleasant Trucking, Inc.
 Reed Tool and Die, Inc.
 Romeo & Sons, Inc.
 Rugged Liner
 Sew Special
 Shoemaker Excavating
 Specialty Conduit & Manufacturing, LLC
 Stahls' Hotronix
 Stash-Scape
 State Correctional Institution
 Station Rentals
 TeleTech Customer Care Management
 Terri's New Image Salon
 The Maxx Family Entertainment Center
 The Style Exchange
 The Tree of Knowledge
 This N' That Furniture
 Timothy & Associates
 Topo's Restaurant
 United Defense
 Vacuum Ceramics, Inc.
 VMI Cabinet & Milwork
 W.E. Motors
 West Penn Warehousing, Inc.
 Western Union/Greyhound
 Whipkey Trucking & Supply
 White Energy Services
 White Picket Fence
 Wilderness Odysseys, Ltd.
 Williamhouse, LLC
 Woodlands Zoo & More
 W.R. Casteel Co., Inc.
 Zephyr Glenn Bed & Breakfast

Fay-Penn is pleased to have assisted these
 companies in their business development endeavors.
 In a number of cases, companies expanded more than
 just once and required various types of assistance.



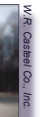
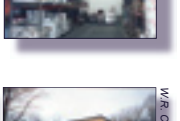
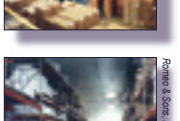
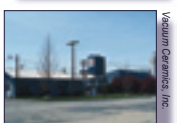
Business Development

Fay-Penn is proud to have assisted more than
 120 new or existing businesses with various
 business development projects throughout
 the past ten years.

As evidenced by the listing on these pages,
 Fay-Penn provided service to companies of
 many types and sizes ranging from small retail
 stores to large multi-national corporations.

Whether through financing, site location,
 building construction, technical assistance
 or workforce development, Fay-Penn has
 become a community partner that companies
 know they can rely on for their business
 needs. Fay-Penn also takes great pride in
 providing a level of service that causes many
 companies to call on the organization time
 and time again.

As Fay-Penn enters its second decade, the
 commitment to superior service for existing
 and future businesses continues to be the
 primary objective.



10 year Reflections

Economic Development

CSX Rail Retention
Regional Initiative Grants
Revolving Loan Funds
Strategic Plan for Fayette County
SBA Microloan Demonstration Project
Small Business Technical Assistance
Water and Sewage Infrastructure Planning
State Enterprise Zone Designation
Business Services Demonstration Project
Ben Franklin (BEST) Network
Team Pennsylvania Business Calling Program
Regional Planning
Underground Storage Tank Loan Program
Federal Enterprise Community (FEC)
Keystone Opportunity Zone (KOZ) Designations
PA SelectSite Designations
Mon-Fayette Expressway
Water and Sewage Study
Benedum Foundation Non-Profit Study
REACH Initiative

Site Development

Star Junction Sewage Project
Fayette Business Park Infrastructure
CSX Rail Rehabilitation
University Technology Park Infrastructure
Greater Uniontown Business Park Infrastructure
Columbia Gas Multi-Tenant Facility Construction
Motion Industries Building Construction
W.E. Motors Facility Construction
Fay-Penn Business Center Rehabilitation
Brownsville Multi-Tenant Facility Rehab
Fox Glass Building Acquisition
Business Site Property Acquisitions

Economic Development

The very nature of economic development is truly dynamic and multi-faceted. For the past ten years, Fay-Penn has been up to the challenge of providing for the future in an ever-changing environment. It takes a grand effort to realize positive impact through a series of varied projects and activities. From industrial development, to infrastructure, to tourism, to workforce development and educational improvement, Fay-Penn has been instrumental in setting the stage for future growth and sustainability in Fayette County. Although not all efforts result in marked or immediate success, change cannot be realized without an honest attempt.

From the organization's inception, it has taken on challenges such as the fight to save the abandoned CSX rail line with great success. Fay-Penn realizes that the community cannot prosper without a solid infrastructure in place and has worked hard to secure funding and lay the groundwork that will maximize development potential.

Education: Workforce Development, Training

Internet Home Page Construction
Team Building Seminars
Building Boards Seminar
Mentor Training and Planning Workshop
Decentralizing Education Downlink Broadcast
Niche Marketing Facilitate Downlink Broadcast
Marketing: For Mon Valley Businesses
Educators in the Workplace
International Trade

Career Option Tours
Water "2000" Needs
Starting and Operating a Bed & Breakfast
Hospitality and Tourism Industry National Skill Standards
Small Business Planning Workshops
Dale Carnegie Communication & Leadership Training
Dale Carnegie Professional Telephone Skills Training
Dale Carnegie Sales and Customer Service Training
Steve Covey's "First Things First" Broadcast

The business parks and tax-free sites developed by Fay-Penn have become home to numerous fine companies with several more projects now being planned. Workforce and existing business development have been top priorities to Fay-Penn even before the Commonwealth set up formalized programs in these areas.

Fay-Penn has also led numerous regional efforts such as the wayfinder signage system that has become a model for the entire country.

Fay-Penn has worked hard to build its reputation as a top performer on a state and even national level. This is evidenced by the \$28+ million in state and federal grant funds received as a result of the group's efforts.

Fay-Penn will work just as hard to continue the positive momentum begun during the past decade into the next.



Tourism Development & Marketing

- Bed & Breakfast Initiative
- Fayette County Heritage Development Plan
- Searight's Toll House Restoration
- Flatiron Building Restoration
- Old Petersburg Toll House Restoration
- Yough River Trail
- Laurel Highlands Tourist Destination
- Hospitality Training
- State Theatre Center for the Arts
- Lyric Mountain Festival for the Performing Arts
- Washington Gristmill
- Nemacolin Castle
- Sheepskin Trail
- National Road
- Laurel Highlands/Pittsburgh Regional Sign System
- Scenic Laurel Highlands Campaign
- Touchstone Center for Crafts
- Fort Necessity Visitors Center
- Brownsville Wharf
- Fayette Co. Tourist Brochure Distribution
- Ohiopyle Lodging Facility Needs Study
- Cable Tourism Channel Feasibility Study
- Fayette County Tourist Train
- Bed & Breakfast Symposiums
- Coal and Coke Heritage Center Feasibility Study
- Eight-Minute Quality of Life Video
- Quality of Life Brochure
- Pocket Folders
- Bookmarks
- Window Stickers
- Fayette County Tourist Brochure
- Local, Regional, & National Publication Ads
- Regional Tourism Channel

Courses, Information Seminars, Symposiums

Older Worker's Job Fair	Job Training Grants
Charter School Symposium	CEO Ben Franklin Scholarship Program
Total Quality Management Training	Workforce Needs Assessment
PA Dept of Labor and Industry: A New Workforce Development System	Workforce Wage Survey
Teaching Critical Thinking Skills Training Workshop	Customized Job Training Grants
Sony Job Fair	Local Education Agency (LEA) Designations
William J. Rothwell Seminar	Subsidized Training Grants
OSHA Safety Training	Bed & Breakfast Symposiums
	Human Resource Network

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 2001, The Eberly Foundation contributed over \$1 million 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 2001.

\$1,000 - \$10,000

- ✧ Advanced Acoustic Concepts, Inc.
- ✧ Columbia Gas of PA, Inc.
- ✧ First Federal Savings & Loan of Greene Co.
- ✧ First National Bank of Pennsylvania
- ✧ Frazier Area School District
- ✧ The Hardy Family Trust
- ✧ Laurel Highlands School District
- ✧ National City Bank of PA
- ✧ Nemacolin Woodlands Resort & Spa
- ✧ Parkvale Bank
- ✧ The Roy A. Hunt Foundation
- ✧ Southwestern Pennsylvania Corporation
- ✧ Stahls' Hotronix
- ✧ TeleTech Call Center
- ✧ Westmoreland-Fayette Workforce Investment Board
- ✧ Verizon

\$10,001 - \$100,000

- ✧ Commonwealth of Pennsylvania -
 - Enterprise Zone Grant Program
 - Team PA Partnership
 - Local Eco. Dev. Asst. Program
- ✧ Robert E. Eberly
- ✧ Fayette Enterprise Community
- ✧ Howard Heinz Endowment
- ✧ The Redstone Foundation
- ✧ U.S. Appalachian Regional Commission

Over \$100,000

- ✧ The Eberly Foundation
- ✧ Katherine Mabis McKenna Foundation, Inc.
- ✧ Commonwealth of Pennsylvania -
 - Community Revital. Asst. Program
 - Enterprise Zone Competitive Grant
 - Infrastructure Dev. Program Grant
- ✧ U.S. Department of Agriculture
- ✧ U.S. Economic Development Administration

Alden Oil Company
 Allegheny Energy
 Altman & Altman Architects
 Anatomical Designs LLC
 Anchor Glass Container Corp.
 Another Way, Inc.
 Appalachian Timber Products, Inc.
 Assad Iron & Metals, Inc.
 Berish Agency, Inc.
 Better Materials Corp.
 Blaney Farms, Inc.
 Bone & Joint Surgical Assoc. P.C.
 Borough of Perryopolis
 Bowman, E.W., Inc.
 Bradley Paint Company
 Brodak's Shop N' Save
 Brownfield, Gary
 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.
 Clarke, James E.
 O.C. Cluss Lumber
 Coldren Adams
 Columbia Gas of PA., Inc.
 Community College of Allegheny County
 Conn Realty
 Connellsville Chamber of Commerce
 Connellsville Industrial Enterprises
 Connellsville Redevelopment Authority
 Connellsville, City of
 Cummings, Robert A.
 Daily Courier
 Dale Drost & Associates
 Daley, Rep. Peter, II
 Demco Excavating, Inc.
 DeMuth Florist, Inc.
 Detweiler Pontiac, Inc.
 DeWeese, Rep. H. William
 Donald M. Miller, Inc.
 Dynamic Materials Corp.
 Eat N' Park Restaurant
 Fayette Chamber of Commerce
 Fay. Co. Agriculture Improvement Assoc., Inc.
 Fay. Co. Airport Authority
 Fay. Co. Assoc. of Independent Insurance Agents
 Fay. Co. Community Action Agency, Inc.
 Fay. Co. Mental Health/Mental Retardation
 Fay. Co. Redevelopment Authority
 Fayette Engineering Co.
 Fayette Fuel, Inc.
 Fayette Holdings Limited
 Fayette Institute of Commerce & Technology
 Fayette Parts Service
 Fayette Positive Action Committee
 Fayette Regional Cancer Center
 Fayette Tire Company
 Fay-West Travel, Inc.
 Fiesta, John A. Agency, Inc.
 Fike's Dairy, Inc.
 First Federal Savings & Loan of Greene Co.
 First Federal Savings Bank
 First National Bank of Pennsylvania
 Ford Business Machines, Inc.
 Fox Glass Company
 Frank's Auto Supermarket
 Gabriel Brothers
 Gallatin Fuels, Inc.
 Garbart Consulting Services, Inc.
 George, France M.
 Gerome Manufacturing Co., Inc.
 Gnagey Gas & Oil Co., Inc.
 Goodwill Industries
 Greystone Resources, Inc.
 Gulino Construction
 Haky Funeral Home
 Hartley, Paul A., MD
 Hazemag, USA, Inc.
 Helicopter Aviation Services, Corp.
 Hinchliffe, Conrad & Jacquelyn
 Holiday Inn
 Honisek Tool Co., Inc.
 Houze Glass Corporation
 Hugh, Dr. Ronald E., DDS
 J & C Builders, Ltd.
 J. Dorazio Agency
 Jackson Dairy Farm
 Kalman, Thomas
 Kania, William B., Associates
 Kasunic, Senator Richard A.
 Krantz, Leo T., Jr.
 Laurel Business Institute
 Laurel Caverns
 Laurel Highlands Visitors Bureau, Inc.
 Laurel Highlands River Tours
 Laurel Highlands School District
 Lebder, Fred L.
 Life's Work of Western PA
 Lynn's Dairy Queen Franchiser
 M & G Home and Lawn Service
 M & Y Services, Inc.
 Margolis, George & Port
 Marwas Steel Company
 Masontown Industrial Dev. Corp.
 Masontown Trophy Co.
 McClure & Wolf
 McMillen Engineering
 Meloni's Restaurant
 Mundel, B.J. Furniture
 N.A.A.C.P.
 National City Bank of PA
 National Road Heritage Park Project
 Nemacolin Woodlands Resort & Spa
 Neubauer's Flowers, Inc.
 North Fayette Co. Municipal Authority
 Nu-Metrics Instrumentation
 Office of Vocational Rehab
 Oglevee, Ltd.
 Ohiopyle Prints, Inc.
 PA-American Water Company
 Parker/Hunter, Inc.
 Park's Moving & Storage, Inc.
 Parkvale Bank
 Penn State Fayette
 Penn Transportation Services
 Pittsburgh Technology Council & SPIRC
 Plumbers & Pipe Fitters Union No.354
 PNC Bank
 Private Industry Council of Westmoreland/Fayette
 PSI Packaging Services, Inc.
 Ptak's
 Rabatin, Dr. Mark, DMD
 Redman, Donald
 Republic Chamber of Commerce
 Roberts, Rep. Lawrence
 Romeo & Sons
 Rupp Medical Associates
 Scottsdale Bank & Trust Company
 Seaton & Bowman, Inc.

Fay-Penn acknowledges, with much thanks, the 209 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.

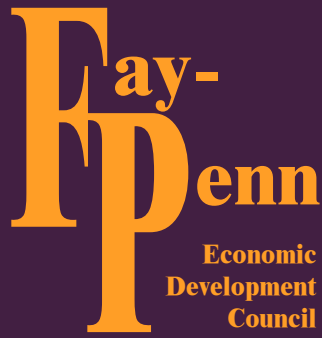
Senior Care Network
 Sensus Technologies, Inc.
 Sepic, Dr. Ronald R., DDS, LTD
 Shaner, Rep. James E.
 Shumar's Welding & Machine Service, Inc.
 Smithfield Hardware & Appliance
 Smithfield State Bank
 Solomon Accounting Service
 Spartan Construction
 Specialty Conduit & Mfg., LLC
 Spherion
 Sprowls, Paul Agency
 Stahls' Hotronix
 Stairs, Rep. Jess
 Stefano's Printing
 Stone & Company
 Summit Inn Mountain Resort
 Summit Products Co.
 Sun-Lab Technology
 Swan's Appliance & Furniture
 Sybolt, Sean
 Tedesco Manufacturing Company
 TeleTech Call Center
 The Insurance People, Inc.
 Thompson, Mark Distributing
 Township of Brownsville
 Township of Bullskin
 Township of Connellsville
 Township of Dunbar
 Township of Georges
 Township of Jefferson
 Township of Luzerne
 Township of Redstone
 Township of Saltlick
 Township of Stewart
 Township of Upper Tyrone
 Township of Wharton
 Tri-Town Industries, Inc.
 Tru-Copy Printing
 Uniontown, City of
 Uniontown Area School District
 Uniontown Downtown Business Auth.
 Uniontown Hospital
 Uniontown Mall
 Uniontown Motor Club
 Uniontown Newspapers, Inc.
 Uniontown Redevelopment Authority
 United Defense LP
 United Mine Workers
 Valley National Gases
 Verizon
 VITAlink
 Wally Corporation
 West Penn Warehousing
 Westmoreland-Fayette WIB
 White Energy Services
 White Picket Fence
 White Swan Flower Shop
 Widmer Engineering Co.
 Williamhouse, LLC
 Yezbak, P.C. & Sons, Inc.

Cooperation and assistance were
the keys to generating the results

special thanks

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 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 and 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
- ◆ Goodwill Industries
- ◆ Greene County Redevelopment Authority
- ◆ Innovation Works
- ◆ 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 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
- ◆ 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 Business Calling Program
- ◆ 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 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 Corporation
- ◆ Westmoreland-Fayette Workforce Investment Board
- ◆ WQED



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Located in the Scenic Laurel Highlands