

Fay-Penn

Economic Development Council

2002 Annual Report



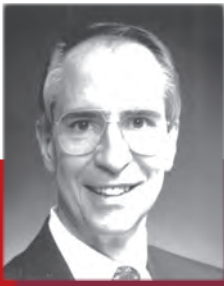
Targeting Growth



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Message from the Chairmen



Leo T. Krantz, Jr.
Chairman



Robert E. Eberly
Vice Chairman

It is our distinct pleasure to present to you the accomplishments of Fay-Penn for 2002. This report describes the activities of the organization over the last year that have had a positive impact on our local community.

In many regards, 2002 was a special year. As indicated on the front cover of this report, four companies, new to Fayette County, either announced or implemented plans to make significant investments in our community. All of these companies were from out of state, and in one case, from another country. It is proof that Fayette can compete in economic development and be successful on a national and global basis. But to be effective in economic development requires a partnership effort between the non-profit, private, government and community sectors. As you read this report, the engagement of many different people and agencies is clearly evident. To our partners we say thank you, for we could not have been successful without your help.

With our continued success, we also see increased challenges. The national economy continues to struggle, resulting in higher than expected unemployment rates and decreased capital investment by both local and national companies. The competition for attracting companies that are planning to expand operations is intensifying. And in some cases we must work harder to maintain the employment of our local companies.

In order to remain competitive we need to ensure that both existing and new employers are able to find qualified workers. Fay-Penn remains committed to working diligently to support improvements in both our local education and workforce development programs. It is imperative that Fayette County has top rated education and workforce training systems to grow the economy, to provide jobs for local residents and to ensure a bright future for our children. For this reason, we are pleased to announce that this year we will begin a new tradition to award an annual Eberly Education Award, to encourage and recognize achievement within our local school districts through our REACH initiative.

As we look around the county and see the significant investments that are planned over the next several years, we cannot help but to be enthusiastic about Fayette County's future despite the challenges. Our county offers premier outdoor recreational assets and some of the most beautiful scenery in southwestern Pennsylvania and the country. People from all over the country and the world come to visit us. And, new people, perhaps from a new company that has chosen to invest in our community, have and will continue to move into the area. We want to welcome them and make them feel at home.

For those of you who have contributed to the achievements of Fay-Penn, we are grateful for your continued support. Additionally we invite others to join us either as a member of Fay-Penn, or a participant or supporter of one of our many initiatives described in this report, especially Fayette's educational enhancement. We pledge to do our best to continue to move Fayette Forward.

A stylized, handwritten signature in blue ink, likely belonging to Leo T. Krantz, Jr.

A stylized, handwritten signature in blue ink, likely belonging to Robert E. Eberly.

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.*

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.

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

Serve as a facilitator for companies to coordinate workforce development system services.

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.

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 182 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.



Confidential Business Services

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:

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.

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.

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 Fund:

Fay-Penn administers a \$10.06 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.

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.

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.

Fay-Penn Staff



Michael W. Krajovic
President & CEO



Donna Bates
Economic Development Manager



Barbara Gibel
Workforce/Education Manager



Michael Jordan
Economic Development Specialist



Robert Junk
Fayette Enterprise Community Manager



Dana Kendrick
Administrative Assistant



Denise King
Executive Assistant



Robert Opel
Construction & Property Manager



Julie Paull
Secretary



Melissa Stevenson
Special Projects Coordinator



Tina W. Wargo
Technical Support Manager



Linda Yuhaniak
Accounting Assistant



Summary of Completed Projects 2002

2002 Business Development Projects

	Jobs Created /Retained*
A & R Enterprises	9
Advanced Acoustic Concepts	15
Arrow Paving	8
Benatec	15
Brook Crompton/WE Motors	**
Darr Exploration	+
DeFrank's flies	2
HBC Barge	35
KS Designs	6
Laurel Business Institute	900 ++
Martin Partnership	35
Mypodiamond	9
Ohiopyle Prints	3
PA State Police Facility	+
SenSyTech	100
TOTAL:	237

2002 New Project Results Overview

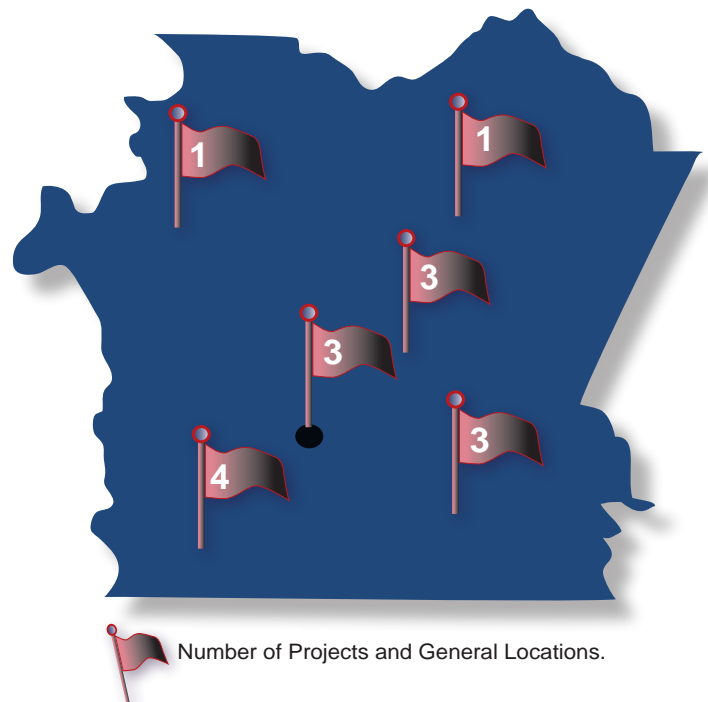
Completed Projects	15
Jobs Created and Retained*	237
Increase in Annual Payroll Dollars	\$11,468,208
Increase in Annual Tax Dollars	\$469,052
New Investment	\$11,344,971
Public Financing	\$950,000
Private Investment	\$10,394,971

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

** Project and jobs were included in prior year economic indicators. Assistance was continued in 2002.

+ No permanent job creation/retention as part of this project. Project is the result of business park development and/or Residential Dev. Loan Fund for new housing development.

++ Number of people to be trained as a result of the project. Not included in total jobs.

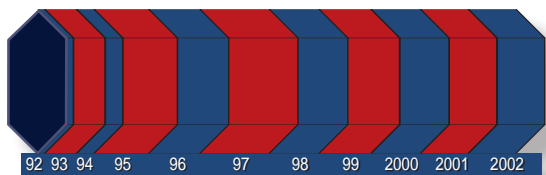


Key Performance Indicators

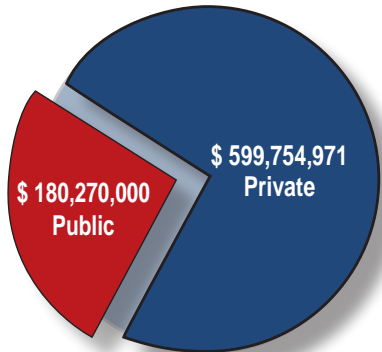
1992 - 2002



Total Completed Projects:
179



New Investment Dollars
\$ 780,024,971



New Annual Payroll Dollars Generated
\$ 91,668,208

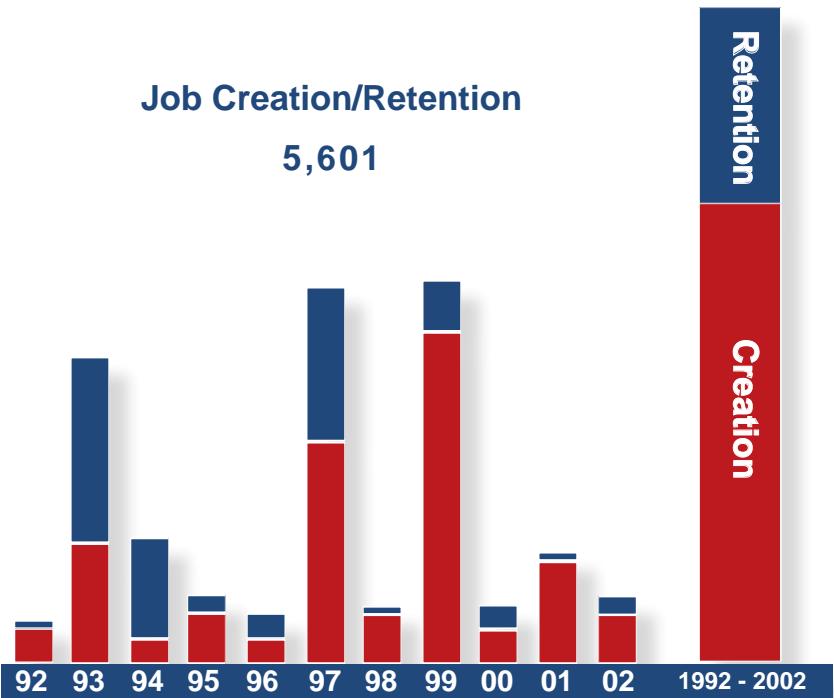
New Construction Dollars
\$ 454,703,319

New Annual Taxes Generated
\$ 3,882,288



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

Job Creation/Retention
5,601



Business Development

Advanced Acoustic Concepts (AAC)

It was first in 2000 that Congressman Murtha announced AAC's plans to locate in Fayette County. AAC is the design agent for the Tripwire Sensor Processor System for the Surface Ship Torpedo Defense Program. The company produces, integrates and tests the systems for every Navy surface ship and for potential use in commercial ship self defense. The Fayette County facility also supports the integration and test of future undersea warfare systems for the US Navy. AAC currently has ten employees locally and 11 interns working primarily on \$12.4 million in defense funding that Congressman Murtha directed to the US Navy Surface Ship Torpedo Defense Project. The project continues to expand, growing from 70 to 85 new positions with the potential of growing to more than 100 over the next five years. These are the type of engineering jobs that hold great promise for the future because they build a reputation as a location for technology companies and help to retain or attract young people. Fay-Penn is planning to construct a new 40,000 sq. ft. facility in the University Technology Park, adjacent to Penn State Fayette Campus, as the new home for AAC.



Benatec Associates

Benatec Associates will relocate its existing Western Pennsylvania office from Greensburg to the University Technology Park (adjacent to Penn State Fayette campus) in Fayette County. The company will lease 7,200 sq. ft. in a 14,400 sq. ft., two-story, multiple occupancy, office building to be constructed by Fay-Penn. The move will bring 15 jobs to Fayette County. Formed in 1953, Benatec provides engineering services and employs 180 people with offices in Pennsylvania, Ohio, West Virginia and Maryland. The firm specializes in highway and bridge design, mechanical engineering, geotechnical, environmental and planning services and has been named one of the top 500 design firms in the United States by Engineering News Record for the past 15 consecutive years.

Mypodiamond, Inc.

This New Jersey based manufacturing company, recently purchased 3.91 acres in the Fayette Business Park, Georges Township from Fayette Industrial Fund to construct a new 10,080 sq. ft. manufacturing facility. The company relocated its New Jersey operation and brought 15 jobs to Fayette County. Mypodiamond Inc. is a Swiss-owned manufacturer of high quality industrial diamond powders that are used for special applications where very hard materials – such as ceramics, gemstones, and electronic parts – must be polished to a smooth surface. The company is only one of a few manufacturers worldwide and the only US manufacturer that produces the poly crystalline diamond powder.



Top: Cong. John Murtha announces Advanced Acoustic Concepts at a groundbreaking ceremony in 2000 with Mike Carnavale, President and Brian Boyle, Exec. V.P. of AAC.

Bottom: Mypodiamond facility at the Fayette Business Park



New State Police Barracks

Fay-Penn recently announced that construction has begun on a 23,000 square foot office building at its Route 119 University Technology Park adjacent to Penn State Fayette. The building will be home to the new Uniontown station of the Pennsylvania State Police. The State Police have operated from a nearby facility for approximately 30 years. The new administrative headquarters will support nearly 100 personnel, including both troopers and administrative staff members, through new offices and storage space. Of the 94 total stations across the state, this new station will be one of the largest. The new facility will be double the size of the current station and bring our staff up-to-date with modern technologies. The location of the State Police in the park will help address security issues for other occupants in the park, as well as the growing Penn State Fayette campus. The facility is currently under construction and is expected to be operational in 2003.

Ohiopyle Prints

Fay-Penn approved a \$40,000 loan from its Revolving Loan Fund to Ohiopyle Prints, Inc. to purchase a 12-head embroidery machine in order to expand its embroidery department. This project is expected to create three full-time jobs. Ohiopyle Prints designs, screen prints or embroiders and markets its customized apparel nationwide.

SenSyTech

In September 2002, U.S. Rep. John Murtha joined in a ground breaking ceremony for a new 60,000 sq. ft. facility to house SenSyTech, a Newington, Va. based company specializing in electronic systems for the Defense and Intelligence communities. A local developer acquired an 8 acre site from Fayette Industrial Fund at the Fayette Business Park to construct the facility that will be leased to SenSyTech. The company will bring its high-tech electronic production from Farmingdale, New Jersey to Fayette County. As additional contracts are awarded, the production facility could create more than 100 new jobs for Fayette County. Construction of the new facility is expected to be complete early in 2003. Fay-Penn assisting in securing a \$200,000 Customized Job Training Grant through the Pennsylvania Governor's Action Team for the company. The new facility will enable SenSyTech to be a full system producer of their Electronic and Surface Ship Defense Systems and expand their capabilities to support larger and more complex defense production efforts. In May 2002, U.S. Rep. John Murtha announced that SenSyTech was locating a Test and Integration Facility at the Connellsville Airport that was expected to create 15 to 30 jobs. The facility will run trials and tests for components of the AN/SLQ 25-A torpedo countermeasure system and manufacture electronic card drawers associated with the electronic cabinets of the SLQ 25A.

Top Left: SenSyTech building construction

Top Right: Cong. John Murtha announces SenSyTech at a groundbreaking ceremony with S. Kent Rockwell, chairman & CEO of SenSyTech and Eli Shumar of Brier Hill Steel.

Bottom Right: The new State Police Barracks facility at the University Technology Park

Bottom Left: Ohiopyle Prints





HBC Barge Realty, LLC.

HBC Barge Realty, a newly formed company, recently purchased the former Hillman Barge facility and will lease the facility to HBC Barge, LLC to resurrect the full service barge repair operation. Fay-Penn pledged a \$500,000 Certificate of Deposit through its loan fund to help guarantee a line of credit for working capital necessary for the company to begin operations. This endeavor will result in the retention of all 115 current employees at the facility, and if things go as planned with new contracts, an additional 35 new jobs are expected to be created.

Brook Crompton (formerly W.E. Motors)

Lindtaves-Jacoberg, a Singapore-based company, purchased Brook Crompton headquartered in Toronto, Canada in 2002 to merge with its existing W.E. Motors Company. The company is leasing space in Fay-Penn's building located in the Fayette Business Park, Georges Township, Pennsylvania. In 2002, Fay-Penn completed leasehold improvements to the facility to accommodate the company's operation. The company employs more than 6,000 around the world. The Fayette County facility modifies and distributes electric motors imported from the company's European facility.



Small Business Development

Fay-Penn's Small Business Development Program answered 65 inquiries during 2002. Nineteen individuals or businesses received technical assistance, with seven businesses securing \$2,624,606 in financing, resulting in the creation and/or retention of 60 jobs. These companies include, but are not limited to: K-2 Designs, Arrow Paving Fabrics, A.R. Enterprises, Laurel Business Institute, DeFranks Flies, Martin Partnership, and NuRelm. Continuing to be responsive to the needs of small business, Fay-Penn sponsored three workshops in cooperation with St. Vincent Small Business Development Center. Fay-Penn also worked with the Service Corp of Retired Executives (SCORE) to present a half-day seminar for prospective entrepreneurs desiring to learn more about starting a business.

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, 20 Fayette County businesses have been assisted by the program with financing totaling \$317,020.

Top: HBC Barge facility in Brownsville, PA

Bottom: Fay-Penn's Multi-Tenant facility #2 at the Fayette Business Park occupied by Brook Crompton

RLF

REVOLVING LOAN FUND

The year 2002 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 \$10 million by the end of 2002.

The RLF is comprised of six 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, 86 projects have been financed involving over \$38 million in private investment and the potential creation and/or retention of over 3,121 jobs.

In 2002, the fund grew from \$9.01 million to \$10.06 million thanks to state grants secured with the support of the Fayette County legislative delegation.

In 2002, Fay-Penn established a Residential Development Loan Fund (RDLF) to encourage new housing development as part of its overall economic development plan.

Nine projects received \$1.76 million in financing assistance through the RLF in 2002. These projects generated additional private investment of \$4.35 million and resulted in the creation and/or retention of 546 jobs.

Fayette Capital Loan Fund (FCLF):

The FCLF assists eligible businesses by funding capital expansion projects in fixed assets, such as new equipment and facilities at low interest rates. This program has provided assistance to 66 companies since its inception.

Loan Guarantee Program (LGP):

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

Tourism Revolving Loan Fund (TRLF):

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

Enterprise Zone Loan Fund (EZLF):

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, two projects were funded under this program that will result in the training of 1030 individuals.

Residential Development Loan Fund (RDLF):

In 2002, Fay-Penn created the RDLF to encourage private sector investment in new residential housing developments to address the current and future needs of Fayette County residents. Eligible applicants can request loans for specific infrastructure improvements and/or new infrastructure necessary to complement private capital investment in residential housing developments. The first \$75,000 RDLF Loan was made to a local developer to develop Phase I (9 lots) on a 53 acre, 82 lot residential development. The total investment is expected to be \$340,000.

Infrastructure & Real Estate

University Technology Park at Penn State Fayette

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 funding from the Fayette Industrial Fund. This 180 acre site is being developed to attract advanced manufacturing and technology companies and new professional office facilities.

The Pennsylvania State Police will be the first park tenant. Construction is underway on a 23,000 sq. ft. facility that will be the new administrative headquarters for the Fayette County barracks.

Fay-Penn is planning to construct two additional buildings at the park in 2003-2004, i.e. a 14,400 sq. ft. multi-tenant facility and a 40,000 sq. ft. building to accommodate two new business development projects.



A view from a new access road constructed at the University Technology Park

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 advertises 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.



Multi-Tenant Facilities and Business Development Sites

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

Facility	Location	Sq. Ft.	Occupancy rate
Multi-Tenant #1	Georges Twp.	25,000	100%
Multi-Tenant #2	Georges Twp.	32,400	100%
Multi-Tenant #3	North Union Twp.	120,000	80%
Multi-Tenant #4	Redstone Twp.	43,500	77%
Mt. Vernon Ave. Facility #5	Uniontown	6,000	100%
Motion Industries Facility #6	North Union Twp.	4,550	100%

Fay-Penn plans to construct two additional buildings at the University Technology Park in 2003 to accommodate two business development projects.

In an effort to increase the number of available sites for potential business expansion/location projects and to generate economic development activity, Fay-Penn invested funds to acquire vacant properties for development as future business parks.

During 2002, Fay-Penn continued construction work on the University Technology Park, located adjacent to Penn State Fayette campus. The park has its first tenant and plans are underway to locate two additional companies in the park.

Fay-Penn also continues to develop, market, and manage business parks owned by Fayette Industrial Fund, i.e. the Greater Uniontown Business Park and Fayette Business Park. Two new companies have located new facilities at the Fayette Business Park in 2002.



University Technology Park - North



Fayette Business Park - Georges



Brownfield Site - North Union Twp.



Springhill Township Site -



Lemont Furnace Site - North Union



Greater Uniontown Business Park



Multi-Tenant Facility #1 - Fayette Business Park



Multi-Tenant Facility #2 - Fayette Business Park



Multi-Tenant Facility #3 - Fay-Penn Business Center - GUBP



Multi-Tenant Facility #4 - Redstone Township



Mt. Vernon Avenue - Uniontown



Motion Industries Bldg. - GUBP

Education



In 2002, Fay-Penn began full operation of an innovative public education enhancement

effort in Fayette County called **Reaching Educational Achievement with Community Help (REACH)**.

REACH is about getting businesses and communities involved with schools. It is not the typical business/education partnership. Through REACH, resources and business involvement are primarily directed to create systemic change within the classroom. Efforts such as redesigning the curriculum in the K-12 school system by surveying 100 businesses representing more than 7,000 employees on the priorities in the entire K-12 curriculum were accomplished in 2002. Businesses also provided funding to send key administrators and educators to training conferences to learn about innovative educational techniques that could be implemented within each school.

All six school districts in Fayette County are involved in a cooperative effort to improve public education. Fay-Penn operates REACH as an unincorporated committee structure that

is co-chaired by individuals from both the private business and educational sectors.

CONTRIBUTORS

- Advanced Acoustic Concepts
- Berkley Medical
- Robert Eberly
- First National
- Joseph Hardy & The Hardy Family Foundation
- Herald Standard
- Laurel Business Institute
- McMillen Engineering
- Nemaclin Woodlands
- Neubauers' Flowers
- Ohiopyle Prints
- PNC Foundation
- Workforce Investment Board

The effort has received both regional and statewide attention as the model for engaging businesses in local school reform.

In 2002, Fay-Penn was the first economic development organization designated as an Educational Improvement Organization (EIO) by the Commonwealth. The EIO designation allows businesses to contribute to the educational improvement initiatives of REACH in exchange for tax credits. In 2002, businesses contributed and received tax credits in the amount of \$26,500.

During 2002, REACH was successful in establishing a **Strategic Plan** developed jointly by local businesses and school districts. REACH received \$131,850 in donations from 19 businesses and individuals for plan implementation and developed partnerships with regional organizations. Several of the initiatives identified in the Strategic Plan have also been undertaken in 2002. These include: 1) Creating a speakers bureau of representatives that speak at school board meetings and civic and community organizations to generate advocacy for systemic change in education based on workforce demands; 2) Creating a business contract to gain formal commitment from business leaders on their roles and focus of resources based on the educational areas that they want to support; and 3) Marketing REACH and issues surrounding education on a local, regional, national and international level in the area of Curriculum Redesign. Efforts in 2002 included: 1) Implementing Keys2Work student career exploration, and 2) gaining commitment to introduce two workforce readiness academy programs in one school district. The district is to pilot the implementation of a three year certified academy curriculum in the financial services, hospitality and tourism industries.

Fay-Penn recognizes, with thanks, the generous support and financial contributions from a number of companies, individuals and organizations. With their support, REACH is off to a great start.



REACH attends Education Tax Reform meeting with State Rep. Jim Shaner



REACH attends ICLE training session



REACH attends Education Tax Reform meeting with State Rep. Larry Roberts

REACH at the eighth grade career fair sponsored by the Fayette Chamber of Commerce



Business mentors and student intern at Manufacturing Pathway Initiative reception.

REACH attendees at the annual Model Schools Conference



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.

Manufacturing Pathways Fay-Penn, through REACH in partnership with the Pittsburgh Technology Council supports the Manufacturing Pathway Initiative to create awareness among Fayette County high school students of the job opportunities in the manufacturing industry. All six schools districts and six business joined efforts to offer seven students summer internships. Fay-Penn recognizes the following businesses for their participation: Berkley Medical Herald Standard, ICMI, International Liner, Stahls' Hotronix and United Defense.

Americorp The Pennsylvania Mountain Service Corp's Americorp Service approved Fay-Penn as a sponsor for one position, Educational Development Specialist, during the 2002-2003 program period. Rachel Tippet, 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. Rachel was responsible for the coordination of the Manufacturing Pathway Initiative, production of the weekly REACH eblast and newsletter and served as an advisor for the Fayette Business Adventure conducted by Penn State.

Economic Development



Fay-Penn met with 100 local businesses to assess their current and future needs and provided assistance to 40 of those companies under the Team PA Business Calling Initiative. Partnering with the Workforce Investment Board (WIB), Fay-Penn met with twelve companies to market and promote job training, workforce and job placement services, resulting in fifteen job placements and four companies being awarded \$44,000 WED-NET funding to train 89 incumbent workers.



During 2002, Fay-Penn concluded its role as management partner for the National Road Heritage Corridor. The NRHC 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 (which is at times overlaid by 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 has joined an elite few preservation programs under the "America's Byways" program. It was designated as "A National Scenic Byway - All American Road" for its potential to protect and enhance the natural, historic, recreational and cultural resources of Pennsylvania. The National Road Heritage Corridor project is further strengthened by its partnership with the Heritage Works in Westsylvania), the region's key public-private heritage preservation program.

Southwest Pennsylvania Railroad

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

Fayette County State Enterprise Zone

Established in 1996, the Fayette County Enterprise Zone Program, operated by the Pennsylvania Department of Community and Economic Development, continues to make significant contributions to the county's economic development. Administered by Fay-Penn with support from the Fayette County Commissioners, the Enterprise Zone begins along the northern county border and extends southward through Smithfield Borough, following the Route 119/Rail corridor. 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 2002, through its Revolving Loan Fund, Fay-Penn disbursed \$50,000 in Enterprise Zone funding. Funds received through the State Enterprise Zone Program and loaned through Fay-Penn's Revolving Loan Fund exceed \$1.4 million.

Fayette Forward

In 2002, Fay-Penn provided administrative support for Fayette Forward, Fayette County's strategic planning organization. Fayette Forward is a public-private partnership of government and public agencies, non-profit organizations, private sector businesses and professional people, and other civic-minded citizens who came together in 1994 to initiate strategies for positive change in Fayette County. Planning is currently underway to undertake a major update and revision of the existing plan in 2003 to reflect the ever-changing needs of the area and to help set project priorities for Fayette County for the next ten years.



Regional Tourist Sign System

In 2002, Fay-Penn successfully completed a six-year effort to change the way tourism directional signage is conducted in the Commonwealth of Pennsylvania. Fay-Penn led a southwestern Pennsylvania effort in raising \$500,000 to match a state regional marketing initiative grant administered through the Laurel Highlands Visitors Bureau to embark on this ambitious project. This new signage system will have a major impact throughout the Laurel Highlands and the Commonwealth. The project is now receiving national attention from other states. In the future, a private sign trust will determine the placement of directional tourism signage in PennDOT's right-of-way through an objective application and an engineering design process rather than by the local PA Department of Transportation office. This innovative concept will reduce sign clutter along the highways and also improve directional signage for visitors in local areas throughout the Commonwealth. For the first time, visitors to the area are created by signs with Laurel Highlands name of them, letting them know that they are part of a major tourist region. Currently, the project involves three tourist promotion agencies covering most of southwestern Pennsylvania; however, projects are currently being planned in the Pocono Mountain area and in other portions of the state modeled after the Southwestern Pennsylvania Signing Trust project.



Tourism Development

Fay-Penn completed a **lodging study** to determine business opportunities to develop lodging in the Ohiopyle State Park area of the Laurel Highlands. The results of the study are planned to be announced during 2003 and will be made available to interested developers upon request.

Implementation of the plans to develop a **regional cable tourism channel** commenced in 2002 with plans for pilot programming to be completed by the end of 2003. The expected launch date for the channel is in 2004. This phase of the project is funded in part from a Pennsylvania Department of Community and Economic Development, Regional Marketing Initiative Grant of \$30,000 for the program 2002-2003 program year.

Fay-Penn has developed the preliminary plan to conduct a feasibility study for a **Coal and Coke Heritage Center** for the region through a grant of \$25,000 from the Steel Heritage Corporation. The Heritage Center would commemorate this region's contributions to that era.

In 2002, Fay-Penn continued distribution of the **Fayette County Tourism Brochure**, "Where to Stay, What to Do, & Where to Eat, which was produced in 1998 through a grant from the U.S. Forest Service. The brochure, which describes everything from Bed & Breakfast attractions, is designed to educate visitors to the many amenities in Fayette County. Over 200,000 copies have been distributed to date.





Fayette Enterprise Community (FEC)

The FEC Strategic Plan includes 98 benchmark activities totaling more than \$140 million dollars targeted at revitalizing these communities. Of the 95 benchmarks, 10 have been completed, 78 are in progress, and the remainder are inactive. At this time, a total of \$107.6 million in funds have been requested for the 98 benchmarks from various private, local, state and federal funding sources and \$72.9 million has been received. The United States Congress appropriated \$250,000 for the FEC in 2002. The 19 FEC benchmarks received funding from the 2002 allocation:

In 2002, three new benchmarks were added to the Fayette Enterprise Community:

1. Establish a Community Art Center and support the efforts of Art in the City
2. Maintain a viable Brownsville General Hospital
3. Revitalize Main Street in the downtown areas of FEC communities

FEC Funded Projects - 2002

City Mission	\$ 5,000
Connellsville Airport	\$20,000
Junior Achievement of Southwestern PA	\$ 6,700
Morrell Company Volunteer	\$11,000
Uniontown Police Department	\$24,934
Penn State Cooperative Extension	\$ 2,000
Fayette County Crime Stoppers	\$ 1,500
Connellsville Area Community Ministries	\$24,891
Menallen Township Supervisors	\$24,999
Uniontown Redevelopment Authority	\$10,000
Redstone Township Supervisors	\$20,000
Redstone Township Supervisors	\$ 5,000
Habitat for Humanity of Fayette County	\$10,000
Society of St Vincent de Paul	\$ 5,000
Downtown Uniontown Business District	\$ 2,545
Redstone Foundation	\$10,000
Community Action Agency Inc.	\$ 5,000
State Theatre Center for the Arts	\$11,431
Fayette Enterprise Community	\$49,450

FEC Highlights 1999 - 2002

Agriculture	A feasibility study on processing soybeans was completed
Community Development	72 new people served with public sewage infrastructure
Economic Development	\$10.06 Million Revolving Loan Fund 50 businesses retained or expanded
Education	125 residents received vocational training on computers 16 residents served in Family Planning/Teen Pregnancy 577 participants in activity for Adult/GED 104 residents received post-GED testing assistance
Housing	104 houses rehabilitated 89 USDA Rural Dev. loans were processed 59 USDA Rural Dev. loan applications were approved
Social Conditions	24 pieces of new emergency equipment 54 new or improved community, youth and family facilities & resource centers 20 miles of trails created



Morrell Fire Dept. Check Presentation

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.

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Fay. Co. Board of Supervisors



John Ptak
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George Rattay
Financial Sec./Treas.
Plumbers and Pipefitters #354



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Fayette County Register of Wills



Judy Reed
Mayor
City of Connellsville



Frank Ricco
Sec.-Treas.
Brownsville Bus Lines



Louis Ridgley
Treasurer
NAACP



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



Dr. Ronald Sepic
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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
Chiopyle Prints, Inc.



Edward Yankovich
President
UMWA District #2



Cheri Bomar
Corporate Attorney
84 Lumber (Not Shown)

Financial Statements

Fay-Penn Economic Development Council

Statement of Activities January 1, 2002 thru December 31, 2002

Statement of Financial Position as of December 31, 2002

CHANGES IN NET ASSETS:	TOTALS
SUPPORT	
Contributions	\$ 1,077,935
Grants	\$ 1,128,249
Member Contributions	\$ 51,535
REVENUES	
Loan and Administration Fees	\$ 1,033,384
Interest-Revolving Loan Fund	\$ 292,796
Interest-Other	\$ 15,065
University Technology Park Infra. Proj.	\$ 780,034
Proceeds from Sale of Assets	\$ 155,078
Miscellaneous	\$ 30,616
TOTAL SUPPORT AND REVENUES	\$ 4,564,692
EXPENSES	
Program:	
National Road Heritage Park Admin.	\$ 35,739
Revolving Loan Fund	\$ 340,362
Small Business Programs	\$ 12,239
Fort Necessity Project	\$ 45,000
Team PA Program	\$ 35,437
Multi-Tenant Buildings	\$ 706,956.00
Marketing	\$ 41,869.00
Federal Enterprise Community Admin.	\$ 197,209.00
Keystone Opportunity Zone Program	\$ 68,983.00
University Technology Park Infra. Proj.	\$ 958,985.00
Workforce Development Education Initiative	\$ 36,399.00
Hardwood Utilization Study	\$ 9,552.00
Ohiopyle Lodging Study	\$ 29,610.00
Fayette Forward	\$ 129.00
Total Program Expenses	\$ 2,518,469.00
Support Services:	
General Administration	\$ 572,934
Business Assistance	\$ 343,523
Tourism Development	\$ 100,669
IDC Administration	\$ 287,008
Total Support Services	\$ 1,304,135
Increase in Net Assets	\$ 742,088
Net Assets:	
Net Assets-January 1, 2002	\$ 13,274,103
Assets invested in Revolving Loan Fund	\$ 339,362
Increase in Net Assets	\$ 742,088
Net Assets - December 31, 2002	\$ 14,355,553

ASSETS	
Cash and cash equivalent	\$ 1,129,721
Accounts Receivable	\$ 113,935
Grants Receivable - UTP Infra. Proj.	\$ 1,600,000
Net Fixed Assets	\$ 13,118,167
Revolving Loan Fund	
-Cash	\$ 2,913,976
-Loan Receivable:	
Capital Loans	\$ 5,882,674
Fayette Industrial Fund	\$ 29,887
-Investments-Loan Guarantee Program	\$ 610,000
-Investments-Other	\$ 250,000
Other Assets	\$ 6,019
TOTAL ASSETS	\$ 26,354,379
LIABILITIES AND NET ASSETS	
Liabilities:	
Accounts Payable:	
Operating	\$ 191,373
Mortgage Payable	\$ 11,807,453
Total Liabilities	\$ 11,998,826
Net Assets:	
Operating:	
Unrestricted, undesignated	\$ 4,126,652
Unrestricted, designated	\$ 729,887
Temporarily restricted	\$ 92,364
Total Operating	\$ 4,948,903
Revolving Loan Fund	
Unrestricted	\$ 8,918,609
Temporarily restricted	\$ 488,041
Total Revolving Loan Fund	\$ 9,406,650
Total Net Assets	\$ 14,355,553
TOTAL LIABILITIES AND NET ASSETS	\$ 26,354,379

Fay-Penn Industrial Development Corporation

Statement of Activities January 1, 2002 thru December 31, 2002

CHANGES IN NET ASSETS:	TOTALS
SUPPORT AND REVENUES	
Contributions fro Affiliated Organizations	\$ 21,000
Land easements & leases	\$ 11,340
Shortline operator lease	\$ 7,904
Investment income	\$ 140
Total Support and Revenues	\$ 40,384
EXPENSES	
Management and general	\$ 44,192
Total Expenses	\$ 44,192
Increase (Decrease) in Net Assets	\$ (3,808)
Net Assets:	
Net Assets-January 1, 2002	\$ 5,404,892
Increase (Decrease) in Net Assets	\$ (3,808)
Net Assets - December 31, 2002	\$ 5,401,084

Statement of Financial Position as of December 31, 2002

ASSETS	
Cash	\$ 22,584
Cash - escrow	\$ 12,326
Net fixed assets	\$ 5,378,500
TOTAL ASSETS	\$ 5,413,410
LIABILITIES AND NET ASSETS	
Liabilities:	
Escrow	\$ 12,179
Total Liabilities	\$ 12,179
Total Net Assets - Unrestricted	\$ 5,401,084
TOTAL LIABILITIES AND NET ASSETS	\$ 5,413,263

Fayette Industrial Fund

Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2002 thru December 31, 2002

REVENUES	
Interest on Mortgage	\$ 19,259
Interest on Temporary Investments	\$ 15,597
Membership Dues	\$ 12,900
Meeting Reimbursements	\$ 866
Service Fees	\$ 398
Gain on Sale of Land	\$ 115,037
Other	\$ 292,682
TOTAL REVENUES	\$ 456,739
EXPENSES	
Administration Fees	\$ 30,000
Service Fees	\$ 398
Interest Expense	\$ 23,621
Insurance	\$ 2,571
Office Expense	\$ 708
Legal and Accounting	\$ 5,362
Meetings	\$ 1,116
Property Operations	\$ 14,609
Engineering Fees	\$ 1,625
Other	\$ 438
Total Expenses	\$ 80,448
Excess of Revenues Over (Under) Expenses	\$ 261,254
Gain on Sale of Land	\$ 115,037
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ 376,291
Net Assets:	
Net Assets-January 1, 2002	\$ 2,598,086
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ 376,291
Net Assets - December 31, 2002	\$ 2,974,377

Balance Sheet as of December 31, 2002

ASSETS	
Cash in Bank	\$ 389,937
Current Portion of Mortgage Receivable	\$ 3,689
Noncurrent Portion of Mortgage Receivable	\$ 1,603,405
Fixed Assets - Land	\$ 1,988,442
Total Assets	\$ 3,985,473
LIABILITIES AND NET ASSETS	
Current Liabilities	
Accounts Payable	\$ 1,570
Long-Term Liabilities	
Notes Payable	\$ 1,009,526
Total Liabilities	\$ 1,011,096
Net Assets	
Contributed Capital	\$ 533,868
Unrestricted Fund Equity	\$ 2,440,509
Total Net Assets	\$ 2,974,377
TOTAL LIABILITIES AND NET ASSETS	\$ 3,985,473

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 2002, Mr. and Mrs. Robert E. Eberly and the Eberly Foundation collectively 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 2002.

\$1,000 - \$10,000

- ❖ Advanced Acoustic Concepts, Inc.
- ❖ Columbia Gas
- ❖ First Federal Savings & Loan of Greene County
- ❖ First National Bank of PA
- ❖ Laurel Business Institute
- ❖ National City Bank of PA
- ❖ Nemacolin Woodlands Resort & Spa
- ❖ Neubauer's Flowers, Inc.
- ❖ Ohiopyle Prints, Inc.
- ❖ Pittsburgh Regional Alliance
- ❖ PNC Bank Foundation
- ❖ Uniontown Newspapers, Inc.
- ❖ Verizon

\$10,001 - \$100,000

- ❖ Claude Worthington Benedum Foundation
- ❖ Commonwealth of PA
 - Enterprise Zone Grant Program
 - Team PA Partnership
 - Local Eco. Dev. Asst. Program
 - Department of Agriculture
- ❖ Fayette Enterprise Community
- ❖ Robert E. Eberly
- ❖ The Hardy Family Trust
- ❖ US Department of Agriculture

Over \$100,000

- ❖ Commonwealth of PA
 - Redevelopment Assistance Capital Program
 - Enterprise Zone Basic Grant
 - Community Revitaliza. Program
- ❖ Robert E. and Elouise R. Eberly Foundation
- ❖ The Eberly Foundation
- ❖ U.S. Appalachian Regional Commission

A & R Enterprises, Inc.
AAA East Central
AAA Motor Club

Altman & Altman Architects
Anatomical Designs
Anchor Glass Container Corp.
Another Way
Appalachian Timber Products, Inc.
Assad Iron & Metals, Inc.
Berish Agency, Inc.
Better Materials Corporation
Blaney Farms
Bone and Joint Surgical Ass. PC
Borough of Perryopolis
Bowman, E.W.
Brodak's Shop 'n Save
Brownfield, Gary
Brownsville Bus Lines
Brownsville General Hospital
Brownsville School District
Cardello Electric Supply Co.
Cavert/Quincy Acquisition
Cellular One
Centennial Chevrolet Geo - Dodge, Inc.
Ceramic Fiber Technologies
Charter Communications
Chess Coal Company
Christopher Resources
Coldren Adams
Columbia Gas of PA, Inc.
Community College of Allegheny Co.
Conn Realty
Connellsville Industrial Enterprises
Connellsville Redevelopment Authority
Cummings, Robert A.
Daily Courier
Dale Drost and Associates
Daley, Rep. Peter II
Demco Excavations, Inc.
DeMuth Florist
Detweiler Pontiac, Inc.
DeWeese, Rep. H. William
Donald M. Miller, Inc.
Dynamic Materials
Fay. Co. Agriculture Improvement Ass. Inc.
Fay. Co. Airport Auth.
Fay. Co. Assoc. Independent Insurance Agents
Fay. Co. Community Action
Fay. Co. Mental Health/Mental Retardation
Fay. Co. Redevelopment Authority
Fay. Engineering Co.
Fayette Fuel, Inc.
Fayette Institute of Commerce and Technology
Fayette Parts Service
Fayette Tire Co.
Fay-West Travel
Fiesta, John A. Agency, Inc.
Fike's Dairy
First Federal Savings and Loan of Greene Co.
First Federal Savings Bank
First National Bank of PA
Ford Business Machines, Inc.
Fox Glass Co.
France, M. George
Frank's Auto Supply
Gabriel Brothers
Gallatin Fuels, Inc.
Garbart Consulting Services, Inc.
George R. Smalley Co., Inc.
Gerome Manufacturing Co., Inc.

Gnagey Gas & Oil Co. Inc.
Greystone Resources, Inc.
Gulino Construction
Haky Funeral Home
Hazemag, USA Inc.
Holiday Inn
Honisek Tool Company, Inc.
Houze Glass Corp.
Hugh, Dr. Ronald E.
Indian Creek Valley Water Auth.
Invensys, Inc.
J & C Builders, LTD
J. Dorazio Agency
Jackson Dairy Farm
Jacquelyn and Conrad Hinchliffe
Kalman, Thomas J.
Kania, William B.
Kasunic, Richard Senator
Laurel Business Institute
Laurel Caverns
Laurel Highland River Tours
Lebber, Fred
Leo T. Krantz, Jr.
Life's Work of Western PA
Lynn's Dairy Quenn Franchiser
M & Y Services, Inc.
Maracan, Inc.
Margolis, George, & Port
Marwas Steel Company
Masontown Trophy Co.
McClure and Wolf
McMillen Engineering
Meloni's Restaurant
N.A.A.C.P.
National City Bank Of PA
Nehls, Ronald M.
Nemacolin Woodlands Resort & Spa
Neubauer's Flowers
North Fayette Co. Municipal Auth.
Nu-Metrics Instrumentation
O.C. Cluss Lumber
Office of Vocational Rehabilitation
Oglevee, LTD
Ohiopyle Prints
P.A.W.C. (McMurray)
PA - American Water Co.
Parker Hunter
Parkvale Bank of Masontown
Paul A. Hartley M.D.
Paul Sprowls Agency
Penn State Fayette
PennTransportation Services
Pittsburgh National Bank
Pittsburgh Technology Council
& Catalyst Conn.
Plumbers and Pipefitters Union No. 354
Private Industry Council of
Westmoreland/ Fayette
PSI Packaging Services, Inc.
Ptak's
Rabatin, Dr. Mark DDS
Redman Donald
Redstone Township Supervisors
Roberts, Lawrence Rep.
Romeo & Sons
Scottdale Bank & Trust Co.
Seaton & Bowman, Inc.
Senior Care Network
Sepic, Dr. Ronald R., DDS, LTP
Shaner, Rep. James E.
Shumar's Welding & Machine Serv.

Smithfield Hardware & Appliances
Smithfield State Bank
Solomon Accounting Services
Specialty Conduit and Mfg, LLC
Stahl's Hotronix
Stairs, Rep. Jess
Stefano's Printing
Stone and Company
Sypolt, Sean
Tedesco Manufacturing Company
TeleTech Call Center
Thompson, Mark Distributing
Township of Brownsville
Township of Bullskin
Township of Connellsville
Township of Dunbar
Township of Georges
Township of Luzerne
Township of Saltlick
Township of Stewart
Township of Upper Tyrone
Township of Wharton
Tri-Town Industries, Inc.
Uniontown Area School District
Uniontown Hospital
Uniontown Mall
Uniontown Newspapers, Inc.
Uniontown Redevelopment Authority
United Defense LP
United Mine Workers
Valley National Gases
VITA Link
W.B. Kania & Associates
Wally Corporation
West Penn Warehouse
Westmoreland/Fayette WIB
White Energy Services
White Picket Fence
White Swan Flower Shop
Widmer Engineering Co.
Williamhouse, LLC
Yezbak, P.C. & Sons , Inc.

Fay-Penn acknowledges, with much thanks, the 182 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.



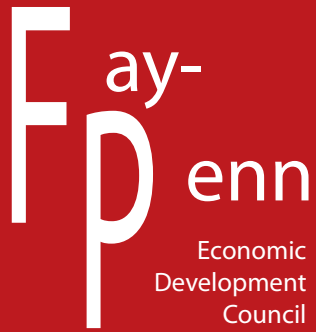
Cooperation and assistance were the keys to generating the results contained in this report. Every day Fay-Penn works with many different organizations all dedicated

to “Moving Fayette Forward.” Fay-Penn wishes to thank everyone who assisted in these accomplishments. What follows is a listing of these organizations:

Special Thanks

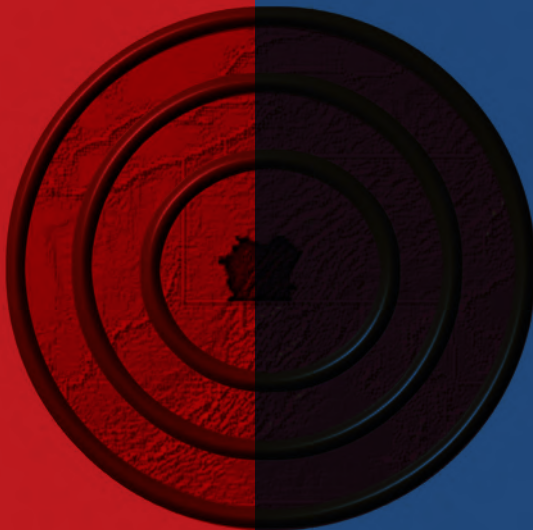


- ◆ Advanced Manufacturing Network
- ◆ Albert Gallatin Area School District
- ◆ Allegheny Conference on Community Development
- ◆ Allegheny Heritage Development Corporation
- ◆ Allegheny Institute
- ◆ Allegheny Trail Alliance
- ◆ Brownsville Area Revitalization Corp.
- ◆ Brownsville Area Chamber of Commerce
- ◆ 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 & 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



**2 West Main Street
National City Building
Suite 407
P.O. Box 2101
Uniontown, PA 15401**

**724-437-7913 - phone
724-437-7315 - fax
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info@faypenn.org
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