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Leo T. Krantz, Jr.
Chairman

Message from the Chairmen



Robert E. Eberly
Vice Chairman

On behalf of the board of directors, it is our pleasure to present to you the results of Fay-Penn’s efforts for 2003. This report details the accomplishments of the organization and the positive impacts they will have on our community.

In 2003, Fay-Penn worked on many projects that successfully resulted in assisting 12 companies in making over \$5.8 million in new capital investments which combined to generate or retain 383 jobs in Fayette County. Since its inception in 1991, Fay-Penn has assisted companies in 191 different economic development projects involving more than 5,500 jobs.

While Fay-Penn continues to focus its efforts on improving Fayette County’s economy, our local economy is not immune to the external influences of the Pittsburgh metro region or national and global economic challenges. The last few years have been especially difficult as businesses weathered a ‘transitional’ national recession that resulted in the permanent loss of millions of jobs across the country, many in the manufacturing sector that will not return. Jobs have shifted to other countries such as Mexico and China.

In Fayette County, we have weathered this storm with mixed results. In some ways we have fared better than many areas, at least for now. New defense contractors continue to move into the area thanks, in large part, to the efforts of Congressman John Murtha. However, we must be ready to provide the sites, facilities and workforce that these companies will need to be successful if they are to remain here. Projects such as the new University Technology Park and collaboration with the Penn State campus are doing just that.

In other ways, we are falling farther and farther behind the rest of the world. Our greatest challenge locally, regionally and nationally deals with education. Global economic competition was once believed to only be a threat to low skilled and low paying jobs in America. But now more and more higher skilled and higher paying positions such as engineers are being shipped overseas to India and China. This is happening because these countries are outperforming our local educational systems.

This is why Fay-Penn is investing significant time and resources through its REACH program (highlighted on pages 12 - 13) to do what it can to support state-of-the-art educational improvement initiatives our community needs that will lead to the necessary systemic changes in our local school districts.

The cover of this year’s annual report focuses on education to highlight the emphasis that we are placing on education. Today, more than ever, education is economics. In fact, it always has been, we just forgot it. Improving our local education system is the key to our economic future. With continued community cooperation to address our challenges through REACH and other steps we must take, our future can be very bright.

Organization Overview

Mission

Fay-Penn's mission is to maintain and increase employment opportunities (jobs) in Fayette County in an effort to improve the quality of life for all of its residents. This mission is met through a comprehensive strategy of specific economic development objectives and by providing superior services to its clients. The organization primarily focuses on the manufacturing sector in addition to a concentration on tourism and infrastructure development. The objectives and strategies listed here summarize initiatives in which Fay-Penn is involved.

Incorporated in 1991, Fay-Penn was formed to assist in the economic revitalization efforts of Fayette County. The organization was designated by the Internal Revenue Service (IRS) as a tax-exempt, nonprofit organization under Section 501(c)(3) of the Internal Revenue Code. As a membership based organization with 181 members, funding comes from various local, public, and private contributors and foundations, in addition to grant support from the Commonwealth of Pennsylvania and federal government for specific projects. Funds may not be used for the benefit of or be distributed to members, directors, officers, or private persons. All contributions are used to support the economic development revitalization efforts including providing administrative assistance for other economic development organizations and initiatives.

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

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

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

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

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

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

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

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

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

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

Assist local government, businesses, and community development organizations in their efforts to develop new tourism attractions and renovate downtown areas throughout Fayette County.

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

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

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

Support the development of employer driven workforce training programs.

Establish educational initiatives that address the current needs of businesses.

Encourage development at existing and future business sites.

Concentrate marketing on vacant buildings and available land in business parks.

Expand infrastructure capabilities at existing and future development sites.

Improve road, air and rail transportation systems including maintaining rail service in Fayette County for existing and future rail users.

Develop new key sites through improved planning, marketing and financing techniques.

Confidential Business Services

Financing Assistance:

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

Business Technical Assistance:

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

Small Business Technical Assistance:

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

Tourism Development:

Fay-Penn works with businesses, historical groups, and other agencies to develop the tourism industry in Fayette County beyond its already wonderful array of visitor-ready sites and attractions. Assisting to develop new businesses, attractions, community projects, and increasing tourism packaging efforts all help Fayette County's tourism industry grow.

Revolving Loan Fund:

Fay-Penn administers a \$10.5 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$750,000 can be made. Specific guidelines have been developed and approved by the PA DCED to determine the project eligibility. A new loan fund has been created to help stimulate and support revitalization of Fayette County's downtown areas.

Site Selection:

Current listings of available sites or buildings are maintained by Fay-Penn and are provided to companies looking for new locations. The staff works closely with the PA Governor's Action Team and other economic development agencies on potential projects and networks with realtors and property owners to keep abreast of the industrial real estate market. Site proposals are customized with current market, workforce, utility and quality of life information.

Workforce and Education Assistance:

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

Business Park Development:

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

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

Staff

 Michael W. Krajovic President & CEO	 Donna Bates Economic Dev. Mgr.	 Kim Dillinger Ed/Workforce Dev. Spec.
 Barbara Gibel Ed/Workforce Dev. Mgr.	 Barbara Gibel Accounting Assistant	 Rosemary Jennings Secretary
 Michael Jordan Eco. Dev. Specialist	 Robert Junk FEC/Strategic Planning Mgr.	 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 Manager

Summary of Completed Projects

2003

2003 Business Development Projects

	Jobs Created /Retained*
A & R Enterprises	9
Advanced Acoustic Concepts	**
Ball Transfer	3
Benatec Associates	**
Fike's Dairy, Inc.	190
Guns & Arrows	3
HBC Barge	73
Holt & Bugbee	17
Nu-Realm, Inc.	**
Ohiopyle Prints	3
ProLogic, Inc.	35
PSI Packaging Services	5
SenSyTech	31
TD's Restaurant	14
Whipkey Trucking	3
TOTAL:	383

2003 New Project Results Overview

Completed Projects	12
Jobs Created and Retained*	383
Increase in Annual Payroll Dollars	3,583,824
Increase in Annual Tax Dollars	139,876
New Investment	5,843,081
Public Financing	2,255,254
Private Investment	3,587,827

* 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 2003.

+ 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.



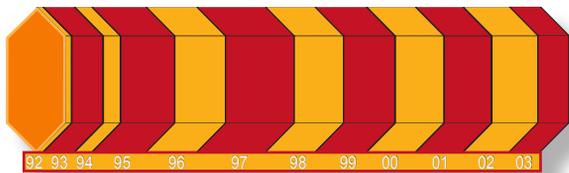
 Number of Projects and General Locations.

Key Performance Indicators

1992 - 2003

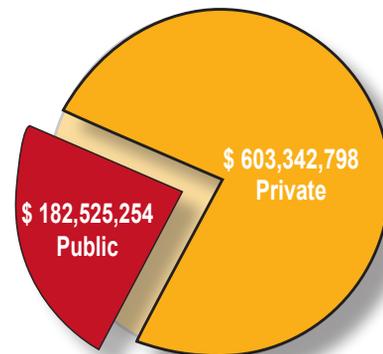
Total Completed Projects

191



New Investment Dollars

\$ 785,868,052



New Annual Payroll Dollars Generated

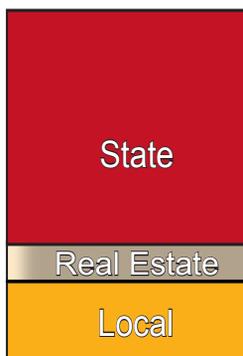
\$ 95,252,032

New Construction Dollars

\$ 461,528,400

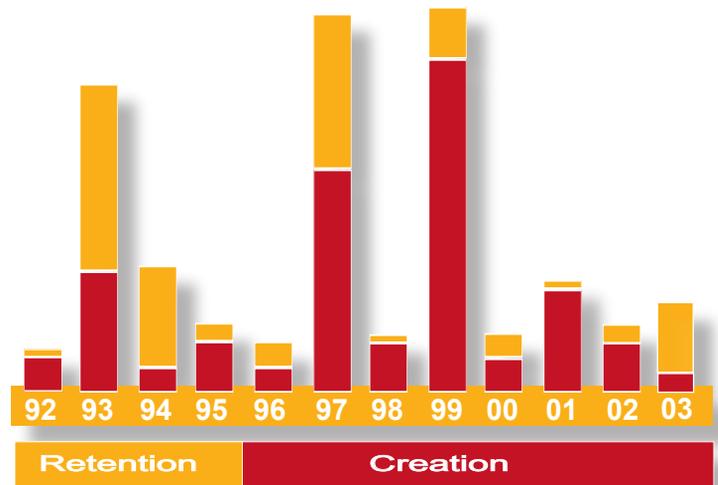
New Annual Taxes Generated

\$ 4,022,164



Job Creation/Retention

5,984



Cumulative Totals: 1992-2003

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

Business Development

Advanced Acoustic Concepts (AAC)

Fay-Penn began construction on a \$3.07 million facility at the University Technology Park in North Union Township, Fayette County to be leased by Advanced Acoustic Concepts. The 40,730 sq. ft. building will be a state-of-the-art structure that will include integration and test areas, a secured lab and production space. The facility will also include training areas that will be utilized by U.S. Navy personnel. With the support of U.S. Congressman John P. Murtha, AAC began operations in Fayette County in 1998 with a single employee located at Penn State Fayette. Since that time, the local operation has grown to employ 45 full-time associates and 20 summer interns. AAC employs more than 140 nationwide and expects to employ 100 associates at the new facility within the next three years.



Construction is underway for Advanced Acoustic Concepts' building at the University Technology Park.

Benatec Associates

Construction began on the \$1.5 million 14,200 sq. ft. multi-tenant facility at the University Technology Park, North Union Township, that will house Benatec Associates. The company will lease 7,200 sq. ft. in the two-story, multiple occupancy, office building 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.

SenSyTech

The Pennsylvania Industrial Development Authority (PIDA) approved a \$770,000 loan to Fayette Industrial Fund (FIF) to support a \$1.9 million building acquisition and renovation project on behalf of SenSyTech, a Newington, VA based company specializing in electronic systems for the defense and intelligence communities. In September 2002, U.S. Congressman John P. Murtha announced SenSyTech's plans to locate in Fayette County during a groundbreaking ceremony for a 60,000 sq. ft. facility constructed at the Fayette Business Park, Georges Twp. SenSyTech will expand its Fayette County operation by locating a new engineering center in an existing 36,450 sq. ft. building, along Route 119 North, North Union Township, Fayette County. In addition to the PIDA loan, Fay-Penn has approved a \$360,000 loan from its Revolving Loan Fund to support the project. It is anticipated that an additional 31 new jobs will be created at that site within three years, bringing the company's total Fayette County employment to 90.



Future site of SenSyTech's expansion at the former Mark Thompson building along Route 119 North of Uniontown.



Benatec Associates is located on the second floor of Fay-Penn's new multi-tenant facility at the University Technology Park.

PSI Packaging Services, Inc.

The Pennsylvania Industrial Development Authority (PIDA) approved a \$593,914 loan to Fayette Industrial Fund (FIF) on behalf of PSI Packaging Services. Fay-Penn worked with the company to assist in financing a 43,800 sq. ft. expansion to its existing 90,000 sq. ft. facility in the Connellsville Industrial Park, Bullskin Township. The new expansion will be used as a high-density warehouse for its corrugated container manufacturing operation that began in Fayette County in 1982. This \$1,485,783 project is expected to result in the retention of 68 existing jobs and the creation of 5 new jobs.



PSI's facility located at the Connellsville Industrial Park, Bullskin Twp.

Nu-Relm, Inc.

Fay-Penn approved an \$80,000 loan from its Revolving Loan Fund to NuRelm, Inc. to market and promote NuHost, NuRelm's exciting new bundled Internet offering that provides easily affordable, reliable and completely self-editable web sites for small businesses. This 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 applications. The company established its headquarters in Uniontown in 2001 and continues to grow in Fayette County.

ProLogic, Inc.

In December 2003, U.S. Representative John Murtha, in conjunction with Fay-Penn and the Governor's Action Team, announced that ProLogic, Inc., an informational provider and defense systems integrator, will expand its business into the University Technology Park. ProLogic, founded in 1995, specializes in geospatial information systems (GIS), data visualization, knowledge management, system information and business process re-engineering. The Fairmont, WV-based company will invest \$2 million in the area, including constructing a 14,000 sq. ft. facility on approximately 3 acres at the park. Construction on the initial 7,000 square foot build-out is expected to begin in the spring and be completed by mid-November. Over the next two years, the new facility is expected to house 35 new employees.

Ball Transfer Systems

Ball Transfer completed a 12,000 sq. ft. expansion to its existing facility along Route 51 in Perryopolis. The company utilized a \$90,000 loan from Fay-Penn's Revolving Loan Fund to assist in financing the \$200,000 expansion project. The new expansion will be used for additional manufacturing and warehousing space for Ball Transfer System and Image Time. The company currently employs 30 and expects to create an additional 3 new jobs as a result of this expansion.



Ball Transfer facility located along Route 51 in Star Junction

Holt & Bugbee Hardwoods, Inc.

Fay-Penn provided Holt & Bugbee a \$250,000 loan to assist in financing a \$2,125,000 expansion project at its Mt. Braddock, PA location. Holt & Bugbee Hardwoods is a lead supplier of high-end custom moldings and thick lumber and also markets various hardwood products worldwide. In 1993, Fay-Penn assisted the company in finding a location and building a hardwoods manufacturing facility in Pennsylvania. This facility currently produces \$15 million of hardwood products annually and now employs 40 people.



Holt & Bugbee Hardwoods facility in Mt. Braddock

Fike's Dairy, Inc.

Operating in Fayette County since 1913, Fike's Dairy underwent another expansion of its operation. Fay-Penn assisted Fike's Dairy, a subsidiary of Protein Holdings, Inc. based in Portland, Maine, with a \$190,000 upgrade of its refrigeration system. A \$76,000 loan was made to the company from Fay-Penn's Revolving Loan Fund to help fund the expansion project and retain the existing 190 employees.

HBC Barge, LLC.

Fay-Penn assisted HBC Barge, LLC, the former Hillman Barge facility, with a \$250,000 CD pledge through its loan guarantee program to secure an Irrevocable Letter of Credit to enable HBC Barge to secure a contract for the construction and delivery of a 225' deck barge. This barge contract and additional work at the plant will result in the retention of 108 employees.



HBC Barge facility in Brownsville

Small Business Development

Fay-Penn's Small Business Development Program answered 118 inquiries during 2003. Nineteen individuals or businesses received technical assistance, with six businesses securing \$533,000 in financing, resulting in the creation and/or retention of 60 jobs. These companies include, but are not limited to: A & R Enterprises, Woodland Zoo and NuRelm. Continuing to be responsive to the needs of small business, Fay-Penn sponsored a workshop in cooperation with General Services. 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, 23 Fayette County businesses have been assisted by the program with financing totaling \$512,020.

RLF

REVOLVING LOAN FUND

The year 2003 was another successful year for Fay-Penn's Revolving Loan Fund (RLF). Originally established in 1993, the RLF had grown from \$1 million to \$10.5 million at the end of 2003, thanks to grants secured through the Fayette County legislative delegation.

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

Six projects received \$768,000 in financing assistance through the RLF in 2003. These projects generated additional private investment of \$828,000 and resulted in the creation and/or retention of 345 jobs.

To date, 92 projects have been financed involving over \$40 million in private investment and the potential creation and/or retention of 3,466 jobs.

In 2003, Fay-Penn established the Downtown Revitalization Loan Fund (DRLF) to help businesses make investments in our downtown areas to promote growth, commerce and economic development. The fund was capitalized utilizing a \$75,000 grant through the PA Department of Community and Economic Development's New Communities Program.

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. 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. To date, one project was funded under this program resulting in the development of nine new residential lots.

Downtown Revitalization Loan Fund (DRLF):

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

Infrastructure & Real Estate

University Technology Park

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 193 acre site is being developed to attract advanced manufacturing and technology companies and new professional office facilities. The infrastructure development project is expected to be complete by Spring 2004. The Pennsylvania State Police was the first park tenant located in a new 23,000 sq. ft. facility. Construction of two additional buildings by Fay-Penn to accommodate two business location projects were also underway in 2003.



New Building Projects

Construction began on two new buildings at the University Technology Park to accommodate two business development projects in 2003, i.e.:

Benatec Associates, an engineering firm, signed a lease for 50% of a 14,000 sq. ft. multi-occupant facility.

Advanced Acoustic Concepts, a defense-related software development company, will occupy 100% of a 40,730 sq. ft. facility constructed specifically for the company.

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 and 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, Connellsville Industrial Enterprises, and private companies are also marketed by Fay-Penn's staff.

Buildings and Business Development Sites

Fay-Penn owns, operates and maintains eight buildings, offering 286,380 sq. ft. of space to existing and potential tenants, and owns, operates and/or maintains six business development sites in Fayette County totalling 1,818 acres, 1,623 of which are available for development.



Building #1 - Fayette Business Park



Building #2 - Fayette Business Park



Building #3 - Fay-Penn Business Center - GUBP



Building #4 - Redstone Township

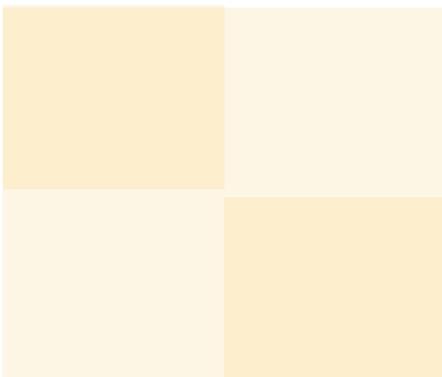


Building #5 - Uniontown

Building #6 - GUBP



Building #7 - University Technology Park



Facility	Location	Sq. Ft.	Occupancy rate*
* as of May 2004			
Building #1	Georges Twp.	25,000	100%
Building #2	Georges Twp.	32,400	100%
Building #3	North Union Twp.	120,000	80%
Building #4	Redstone Twp.	43,500	80%
Building #5	Uniontown	6,000	100%
Building #6	North Union Twp.	4,550	100%
Building #7	North Union Twp.	14,200	50%
Building #8	North Union Twp.	40,730	Under Construction

Site	Location	Acreage	Available Acreage*
* as of May 2004			
University Technology Park	North Union Twp.	193	177
Fayette Business Park (FBP)	Georges Twp.	311	235
Greater Uniontown Business Park (GUBP)	North Union Twp.	156	53
Lemont Furnace Site	North Union Twp.	143	143
Brownfield Road Site	North Union Twp.	123	123
Springhill Site	Springhill Twp.	892	892



University Technology Park



Fayette Business Park



Lemont Furnace Site



Springhill Township Site



Brownfield Road Site



Greater Uniontown Business Park

Education



is about ...

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

Progress can no longer take place in isolation. It takes the commitment of the entire community to make the kind of dramatic change necessary to adequately prepare our children - our future - for the competitiveness of the 21st Century. As mentioned in the Chairman's Message, an improved education system is key to our future. **Reaching Educational Achievement with Community Help (REACH)** was created in 2001 to facilitate this very objective.

The primary mission of REACH is to ensure a quality education for all of our children through collaboration between business and education. The ultimate goal of this aggressive initiative is to drastically improve educational achievement levels so that every graduate will be prepared to lead a successful life and be a valuable member of society. With the help of area businesses, educators, community leaders, and individual partners, the school system is gaining the support it needs to advance. What follows is a listing of the major activities and objectives undertaken and accomplished in 2003:

CONTRIBUTORS

- Advanced Acoustic Concepts
- Berkley Medical Resources, Inc.
- David Cale
- Duke Energy Fayette, LLC
- Dynamic Materials Corp.
- Robert and Eloise Eberly
- First Federal Savings & Loan
- First National Bank
- Gerome Manufacturing Co., Inc.
- Joseph Hardy III & The Hardy Family Foundation
- Herald Standard Newspaper
- International Communications Materials Inc. (ICMI)
- International Liner
- Jackson Farms
- Laurel Business Institute
- McMillen Engineering
- National City Bank
- Nemaocolin Woodlands Resort & Spa
- Neubauer's Flowers, Inc.
- Ohioyle Prints
- PNC Foundation
- Penn State Fayette
- Sony Technology Center
- Stahls' Hotronix
- U.S. Department of Education
- United Defense, LP
- Upper Room
- Verizon Foundation
- Westmoreland-Fayette Workforce Investment Board

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

Summary of REACH Efforts in 2003

- ≡ **Key Initiatives** - Began full implementation of the (13) initiatives of its strategic plan.
- ≡ **Donations** - Received \$372,370 in donations from businesses, individuals and grants.
- ≡ **Business Partner Agreements** were established with 23 businesses – This agreement with a local business defines the specific REACH activities of which the partner wishes to support.
- ≡ **Promotion** - The marketing plan created awareness not only locally, but also nationally utilizing print, radio and television media.
- ≡ **Keys2Work** was fully implemented in all the local schools – All sophomore students were evaluated utilizing the Work Keys Web-based recruiting and career exploration software system. Keys2Work, a regional initiative, is a comprehensive system that enables students to identify their career goals and the skills needed to achieve their goals.
- ≡ **AIU Comprehensive Database Analysis (CDA)** – This Web-based, data collection, management and retrieval system was funded and introduced into area school districts (K-12) to develop, analyze and improve student record-keeping.
- ≡ **National Academy Foundation** – Two academies--Finance and Travel/Tourism—were initiated in Laurel Highlands High School, the pilot site.
- ≡ **Manufacturing Pathway Initiative (MPI)** - Six students participated in this hands-on career exploration experience. Students were enrolled in 60 hours of classroom and 120 hours of work experience with local manufacturing companies.
- ≡ **Pittsburgh Adventures in Technology (PAT)** – Partnered with the Pittsburgh Technology Council and Laurel Highlands High School to provide this summer internship program created to stimulate interest among high school students towards careers in the manufacturing industry.

≡ **International Center for Leadership in Education (ICLE)** – A partnership with ICLE provided intensive training to approximately 100 local teachers in the areas of Planning Rigor and Relevant Instruction and Strategic Reading Strategies. This train-the-trainer program empowered “master (teacher) trainers” to return to the schools to implement innovative classroom methods. Training will continue through 2006.

≡ **Model Schools Conference** – Sponsored by the Bill and Melinda Gates Foundation and ICLE, 35 participants from Fayette County attended this three-day event. Economic development officials, business leaders and educators learned research-based, practical solutions to the complex challenges facing our schools nationwide. Frazier Area School District was honored as a Model School.

≡ **Lexile Survey** – Developed by MetaMetrics, this process scans reading materials to measure sentence length and syllabic intensity, which in turn determines their complexity. National data reports that reading and comprehension skills among employees and graduates are extremely poor. For local research purposes, reading materials were gathered from local schools and businesses and Lexiled in an effort to gauge our local reading skills and/or deficiencies.

≡ **Essential Skills Survey** – Business and community leaders in collaboration with ICLE conducted this survey to identify the academic language arts, mathematics and science standards that should be emphasized in the classroom. The results (received from 101 businesses) ranked the skills students needed to succeed in the workforce. The next step will be to integrate these into the school curriculum.

≡ **Common In-Service Day** – Held in August for all six school districts, 1,200 educators participated.

≡ **Celebrate Education Day** – Held in March at Penn State Fayette, this important event featured Dr. Willard R. Daggett, of ICLE. This presentation discussed the results of the Essential Skills Survey and created awareness of the need to enhance the rigor and relevance in education. Approximately 100 members of the educational, business and community sectors attended.

≡ **Commission on Rural Education (CORE)** – Four REACH members served as panelists during this presentation, which was commissioned by State Representative Jess Stairs to discuss the major issues facing rural schools. Nearly 50 attended.

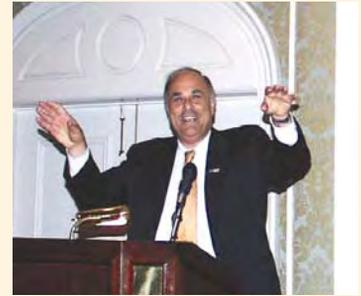
≡ **Funding Reform** – Public forums were held and attended to create awareness for the need for systemic education reform.

≡ **Eberly Education Award** – The first annual award was presented to Frazier Area School District at Fay-Penn’s annual meeting in 2003. This will be given each year to the school district that experienced the most improvement year-to-year.

≡ **Career Days** – Attended the annual Eighth-Grade Career Fair held at Divito Park, at which 1,800 students participated.

≡ **Grants** – Received significant grant support from local and federal sources totaling \$310,000.

≡ **Educational Improvement Organization (EIO)** donations totaled \$16,500 - This designation allows businesses to contribute to the educational improvement initiatives of REACH in exchange for tax credits.



Governor Ed Rendell explains the education component of the Economic Stimulus Package at Fay-Penn's 2003 Annual Meeting.



U.S. Senator Rick Santorum presented a \$150,000 grant to support REACH education initiatives.



A "common in-service day" was held at the State Theatre Center for the Arts in Uniontown for Fayette County teachers.



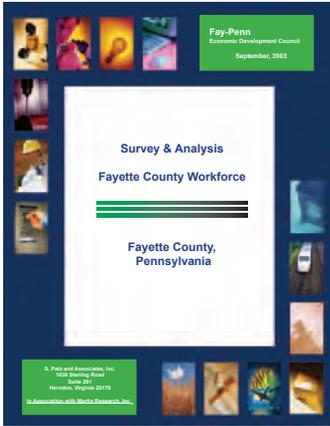
Manufacturing Pathways - Six students participated in this hands-on career exploration experience.



PNC Bank makes a financial contribution in support of the REACH initiatives.

Economic Development

Workforce Skill Survey



Utilizing grant funds from the U.S. Appalachian Regional Commission, Fay-Penn commissioned a consulting firm to conduct a survey/analysis of the skill levels of both out-commuting residents and professionals living and working in Fayette County. The compilation of this information will help to support Fayette County's efforts to attract high-technology companies and professional firms to the area by showing the number of skilled labor that "LIVE" in Fayette County but "WORK" elsewhere as well as those "WORKING" in Fayette. Approximately 5,000 households received surveys and in-depth interviews were conducted of larger area employers. In 2000, nearly 40% of Fayette's workforce population is employed outside the county.

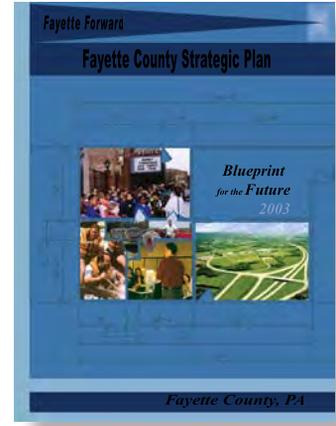


Fay-Penn met with 100 local businesses to assess their current and future needs

and provided assistance to 38 of those companies under the Team PA Business Calling Initiative (now called the PA Business Retention and Expansion Program). Partnering with the Workforce Investment Board (WIB), Fay-Penn met with nine companies to market and promote job training, workforce and job placement services, resulting in fifteen job placements and two companies being awarded \$115,000 in WED-NET and WIA Incumbent Worker training funding for 95 incumbent workers.

Fayette Forward

Fay-Penn provides administrative support for this 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. Last updated in 1998, the Strategic Plan underwent another update in 2003 to reflect current needs and conditions to continue to be effective. As a result, 45 new benchmarks with 150 new tasks were identified, 32 new volunteers were recruited, and a new action committee was created to address community health issues. The **Fayette County Strategic Plan (Blueprint for the Future)** update was accomplished through significant community involvement. Input from the community was derived through community outreach meetings, mass mailings, newspapers, TV ads, and local cable networks.

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 2003, through its Revolving Loan Fund, Fay-Penn disbursed \$249,000 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.



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.

Plans to develop a **Regional Cable Tourism Channel** continue. The project commenced in 2002 and pilot programming was produced during 2003. The expected launch date for the channel is in 2004. This phase of the project was funded in part with a Pennsylvania Department of Community and Economic Development, Regional Marketing Initiative Grant of \$30,000 for the 2002-2003 program year along with other private foundation money. The purpose of the regional cable tourism channel is to build an awareness of the tourism opportunities in the 11-county region of Southwestern Pennsylvania. It is planned that the Tourism Channel will initially reach approximately 450,000 households and over one million potential viewers. The target audience would include visitors to the region's hotels and motels as well as local residents within the 11-county region.

In 2003, Fay-Penn continued its efforts to establish a **Tourist Train in Fayette County**. Fay-Penn acquired rail cars for the project. The project will create an attraction to bring tourists and local residents into the downtown Uniontown area on weekends. Fay-Penn is working with local businessmen and the City of Uniontown to establish an excursion train to enhance the downtown revitalization efforts.



Fayette Enterprise Community (FEC)

The FEC Strategic Plan includes 98 benchmark activities totaling more than \$180 million dollars targeted at local revitalization efforts in the county's most distressed communities. Of the 98 benchmarks, 10 have been completed, 78 are in progress, and the remainder are inactive. At this time, a total of \$185.1 million in funds have been requested for the 98 benchmarks from various private, local, state and federal funding sources and \$75.4 million has been received. The United States Congress appropriated \$247,829 for the FEC in 2003. The following received funding from the 2003 allocation to fund 15 FEC benchmarks:

FEC Funded Projects - 2003

Downtown Business District	\$ 5,000
Fayette County Emergency Management	\$ 5,000
Pleasant Valley School	\$ 5,000
Dunlap Lake Task Force Committee	\$10,000
Habitat for Humanity	\$10,000
Uniontown Fire Department	\$10,000
Uniontown Police Department	\$10,000
Redstone Park	\$15,000
Morrell Volunteer Fire Department	\$19,500
Connellsville Airport	\$20,000
Connellsville Chamber of Commerce	\$20,000
Menallen Township	\$20,000
Fay. County Community Action Agency	\$25,000
Redev. Auth. of the City of Uniontown	\$25,000
Fayette Enterprise Community	\$48,329



FEC Check Presentation to Crime Stoppers

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.

FEC Highlights 1999 - 2003

Agriculture	A feasibility study on processing soybeans was completed
Community Development	90 new people served with public sewage infrastructure
Economic Development	\$10.5 Million Revolving Loan Fund 82 businesses retained or expanded
Education	150 residents received vocational training on computers 94 residents served in Family Planning/Teen Pregnancy 844 participants in activity for Adult/GED 155 residents received post-GED testing assistance
Housing	199 houses rehabilitated 94 USDA Rural Dev. loans were processed 60 USDA Rural Dev. loan applications were approved 277 residents received affordable housing
Social Conditions	26 pieces of new emergency equipment 61 new or improved community, youth and family facilities & resource centers 20 miles of trails created

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Ohiopyle Prints, Inc.



Edward Yankovich
President
UMWA Dist. #2



Angela M. Zimmerlink
Chairwoman, Fay. Co.
Board of Commissioners

Financial Statements

Fay-Penn Economic Development Council

Statement of Activities January 1, 2003 thru December 31, 2003

Statement of Financial Position as of December 31, 2003

<u>CHANGES IN NET ASSETS:</u>	<u>TOTALS</u>
SUPPORT	
Contributions	\$ 1,239,238
Grants	\$ 2,510,230
Member Contributions	\$ 37,743
REVENUES	
Loan and Administration Fees	\$ 108,484
Rental Income	\$ 913,392
Interest-Revolving Loan Fund	\$ 316,923
Interest-Other	\$ 23,107
Annual Dinner	\$ 22,795
Other	<u>\$ 25,000</u>
TOTAL SUPPORT AND REVENUES	<u>\$ 5,196,912</u>
EXPENSES	
Program:	
Revolving Loan Fund	\$ 774,981
Small Business Programs	\$ 6,869
Workforce Development	\$ 33,756
Fort Necessity Project	\$ 40,000
SWPA Business Retention & Expan. Prog.	\$ 37,825
Buildings	\$ 416,510
Marketing	\$ 55,078
Federal Enterprise Community Admin.	\$ 226,324
Keystone Opportunity Zone Program	\$ 44,912
University Technology Park Infra. Proj.	\$ 382,003
REACH	\$ 302,386
Cable Tourism Channel	\$ 110,450
Downtown Uniontown Revitalization	\$ 755
Fayette Forward	<u>\$ 41,339</u>
Total Program Expenses	\$ 2,473,188
Support Services:	
General Administration	\$ 849,289
Business Assistance	\$ 258,790
Tourism Development	\$ 49,233
IDC Administration	<u>\$ 100,360</u>
Total Support Services	\$ 1,257,672
TOTAL EXPENSES	<u>\$ 3,730,860</u>
Increase in Net Assets	\$ 1,466,052
Net Assets:	
Net Assets-January 1, 2003	\$ 14,648,235
Assets invested in Revolving Loan Fund	\$ 549,981
Increase in Net Assets	<u>\$ 1,466,052</u>
Net Assets - December 31, 2003	<u>\$ 16,664,268</u>

ASSETS	
Cash and cash equivalent	\$ 1,406,558
Accounts Receivable	\$ 648,663
Grants Receivable - UTP Infra. Proj.	\$ 1,750,000
Other Assets	\$ 6,966
Revolving Loan Fund	
-Cash	\$ 3,812,418
-Loan Receivable:	
Capital Loans	\$ 3,895,859
Fayette Industrial Fund	\$ 729,887
-Investments-Loan Guarantee Program	\$ 864,535
-Investments-Other	\$ 25,000
Other Assets	<u>\$ 4,559,364</u>
TOTAL ASSETS	<u>\$ 27,699,250</u>
LIABILITIES AND NET ASSETS	
Liabilities:	
Accounts Payable	\$ 578,743
Deferred Revenue	\$ 19,875
Mortgage Payable	<u>\$ 10,436,364</u>
Total Liabilities	<u>\$ 11,034,982</u>
Net Assets:	
Operating:	
Unrestricted, undesignated	\$ 6,907,191
Unrestricted, designated	\$ 1,116,404
Temporarily restricted	<u>\$ 67,861</u>
Total Operating	\$ 8,091,456
Revolving Loan Fund	
Unrestricted	\$ 8,322,812
Temporarily restricted	<u>\$ 250,000</u>
Total Revolving Loan Fund	\$ 8,572,812
Total Net Assets	<u>\$ 16,664,268</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 27,699,250</u>

Fayette Industrial Fund

Fay-Penn Industrial Development Corporation

Statement of Activities January 1, 2003 thru December 31, 2003

CHANGES IN NET ASSETS:	TOTALS
SUPPORT AND REVENUES	
Contributions fro Affiliated Organizations	\$ 20,000
Land easements & leases	\$ 11,400
Shortline operator lease	\$ 5,808
Investment income	\$ 87
Other income	\$ 905
Total Support and Revenues	\$ 38,200
EXPENSES	
Management and general	\$ 56,422
Total Expenses	\$ 50,422
Increase (Decrease) in Net Assets	\$ (18,222)
Net Assets:	
Net Assets-January 1, 2003	\$ 5,401,084
Increase (Decrease) in Net Assets	\$ (18,222)
Net Assets - December 31, 2003	\$ 5,382,862

Statement of Financial Position as of December 31, 2003

ASSETS	
Cash	\$ 4,362
Cash - escrow	\$ 12,441
Net fixed assets	\$ 5,378,500
TOTAL ASSETS	\$ 5,395,303
LIABILITIES AND NET ASSETS	
Liabilities:	
Escrow	\$ 12,441
Total Liabilities	\$ 12,441
Total Net Assets - Unrestricted	\$ 5,382,852
TOTAL LIABILITIES AND NET ASSETS	\$ 5,395,303

Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2003 thru December 31, 2003

REVENUES	
Interest on Mortgage	\$ 456
Interest on Temporary Investments	\$ 4,982
Membership Dues	\$ 11,300
Meeting Reimbursements	\$ 370
Service Fees	\$ 848
Gain on Sale of Land	\$ -
Other	\$ 50
TOTAL REVENUES	\$ 18,006
EXPENSES	
Administration Fees	\$ 30,000
Service Fees	\$ 368
Interest Expense	\$ 8,427
Insurance	\$ 2,571
Office Expense	\$ 305
Legal and Accounting	\$ 1,330
Meetings	\$ 441
Property Operations	\$ 24,542
Engineering Fees	\$ 2,826
Other	\$ 2,391
Total Expenses	\$ 73,201
Excess of Revenues Over (Under) Expenses	\$ (55,195)
Gain on Sale of Land	\$ -
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ (55,195)
Net Assets:	
Net Assets-January 1, 2003	\$ 2,681,695
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ (845,431)
Net Assets - December 31, 2003	\$ 2,974,377

Balance Sheet as of December 31, 2003

ASSETS	
Cash in Bank	\$ 422,224
Current Portion of Mortgage Receivable	\$ 3,802
Noncurrent Portion of Mortgage Receivable	\$ 9,326
Fixed Assets - Land	\$ 2,733,722
Total Assets	\$ 3,169,074
LIABILITIES AND NET ASSETS	
Current Liabilities	
Accounts Payable	\$ 188,315
Long-Term Liabilities	
Notes Payable	\$ 1,199,690
Total Liabilities	\$ 1,388,005
Net Assets	
Contributed Capital	\$ 705,834
Unrestricted Fund Equity	\$ 1,075,235
Total Net Assets	\$ 1,781,069
TOTAL LIABILITIES AND NET ASSETS	\$ 3,169,074

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 2003, the Community Foundation of Fayette County contributed \$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 2003:

\$1,000 - \$10,000

- ❖ Advanced Acoustic Concepts, Inc.
- ❖ Duke Energy Fayette, LLC
- ❖ First Federal Savings & Loan of Greene County
- ❖ Laurel Business Institute
- ❖ Laurel Highlands Visitors Bureau
- ❖ National City Bank of PA
- ❖ Neubauer's Flowers, Inc.
- ❖ Ohiopyle Prints, Inc.
- ❖ PNC Bank Foundation
- ❖ Richard King Mellon Foundation
- ❖ Sony Electronics, Inc.
- ❖ United Defense

\$10,001 - \$100,000

- ❖ Claude Worthington Benedum Foundation
- ❖ Commonwealth of PA
 - New Communities Grant Program
 - PA Bus. Reten. & Expansion Program
 - Local Eco. Dev. Asst. Program
 - Opportunity Grant Program
- ❖ Robert E. Eberly
- ❖ Robert E. and Eloise Eberly Foundation
- ❖ The Hardy Family Trust
- ❖ US Dept. of Agriculture - Fayette Enterprise Community
- ❖ Verizon
- ❖ Katherine Mabis McKenna Foundation

Over \$100,000

- ❖ Commonwealth of PA
 - Redevelopment Assistance Capital Program
 - New Communities Grant Program
 - Community Revitaliza. Program
- ❖ Community Foundation of Fay. Co.
- ❖ U.S. Appalachian Regional Commission

A & R Enterprises, Inc.
 AAA East Central
 Advanced Acoustic Concepts
 Alden Oil Company
 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 Peryopolis
 Bowman, E.W.
 Brownfield, Gary
 Brownsville Bus Lines
 Brownsville General Hospital
 Brownsville School District
 Cardello Electric Supply Co.
 CareerLink
 Cavert/Quincy Acquisition
 Cellular One
 Ceramic Fiber Technologies
 Charter Communications
 Chess Coal Company
 Christopher Resources
 Clarke, James B.
 Coldren Adams
 Columbia Gas of PA, Inc.
 Community Bank, N.A.
 Conn Realty
 Connelville Industrial Enterprises
 Connelville Redevelopment Authority
 Cummings, Robert A.
 Daily Courier
 Daley, Rep. Peter II
 Demco Excavations, Inc.
 DeMuth Florist
 Detweiler Pontiac, Inc.
 DeWeese, Rep. H. William
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 Fay. Co. Airport Auth.
 Fay. Co. Assoc. Independent Insurance Agents
 Fay. Co. Community Action
 Fay. Co. Mental Health/Mental Retardation
 Fay. Co. Redevelopment Authority
 Fayette Engineering Co., Inc.
 Fayette Fuel, Inc.
 Fayette Furnace
 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.
 George R. Smalley Co., Inc.
 Gerome Manufacturing Co., Inc.

Gnagey Gas & Oil Co. Inc.
 Greystone Resources, Inc.
 Haky Funeral Home
 Hazemag USA, Inc.
 Hinccliffe, Jacquelyn and Conrad
 Holiday Inn
 Honisek Tool Company, Inc.
 Houze Glass Corp.
 Indian Creek Valley Water Auth.
 Invensys, Inc.
 J & C Builders, LTD
 J. Dorazio Agency
 Jackson Dairy Farm
 Kalman, Thomas J.
 Kania, W. B. & Associates
 Kasunic, Senator Richard
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 Laurel Business Institute
 Laurel Caverns
 Laurel Highland River Tours
 Laurel Highlands School District
 Leber, Fred
 Life's Work of Western PA
 Lynn's Dairy Queen Franchiser
 M & G Lawn Service
 Maracon, 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.
 Nemaocolin Woodlands Resort & Spa
 Neubauer's Flowers, Inc.
 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 Sprowls Agency
 Penn State Fayette
 PennTransportation Services
 PNC 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
 Reagan, Harry
 Redman, Donald
 Roberts, Representative Larry
 Romeo & Sons
 Scottdale Bank & Trust Co.
 Seaton & Bowman, Inc.
 Senior Care Network
 Sepic, Dr. Ronald R., DDS, LTP
 Shaner, Representative James E.
 Shumar's Welding & Machine Serv.

Smithfield Hardware & Appliances
 Smithfield State Bank
 Solomon Accounting Services
 Specialty Conduit and Mfg, LLC
 Stahls' Hotronix
 Stairs, Representative Jess
 Stefano's Printing
 Stone and Company
 Summit Forest Resources, Inc.
 Summit Inn
 TeleTech Call Center
 Thompson, Mark Distributing
 Township of Brownsville
 Township of Bullskin
 Township of Connelville
 Township of Dunbar
 Township of Georges
 Township of Luzerne
 Township of Redstone
 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
 Wally Corporation
 West Penn Warehouse
 Westmoreland/Fayette Boy Scouts
 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 181 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.

Special Thanks

Cooperation and assistance were the keys to generating the results contained in this report. Every day Fay-Penn works with many different organizations all dedicated to “Moving Fayette Forward.” Fay-Penn wishes to thank everyone who assisted in these accomplishments.

What follows is a listing of these organizations:

- ◆ Advanced Manufacturing Network
- ◆ Albert Gallatin Area School District
- ◆ Allegheny Conference on Community Development
- ◆ Allegheny Heritage Development Corporation
- ◆ Allegheny Institute
- ◆ Allegheny Trail Alliance
- ◆ Brownsville Area Revitalization Corp.
- ◆ Brownsville Area Chamber of Commerce
- ◆ Brownsville Area School District
- ◆ Builders Association of Fayette County
- ◆ California University of PA Entrepreneurial Assistance Center
- ◆ Carnegie Mellon University
- ◆ Catalyst Connection
- ◆ Community 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 Business Retention & Expansion Program
- ◆ PA Dept. of Community and Economic Development
- ◆ PA Dept. of Conservation and Natural Resources
- ◆ PA Dept. of Environmental Protection
- ◆ PA Dept. of Transportation
- ◆ PA Economy League
- ◆ PA Governor's Action Team
- ◆ PA Legislative Delegation
- ◆ PA Mountain Service Corp.
- ◆ PA Office of the Budget
- ◆ PA Small Business Development Centers
- ◆ PA Travel Council
- ◆ Penn State Fayette
- ◆ PennTAP
- ◆ Pittsburgh Regional Alliance
- ◆ Pittsburgh Technology Council
- ◆ Port of Pittsburgh Commission
- ◆ Private Industry Council of Westmoreland/Fayette, Inc.
- ◆ Regional Industrial Development Corp.
- ◆ Regional Trail Corporation
- ◆ Republic Chamber of Commerce
- ◆ Service Corp. of Retired Executives
- ◆ Southwestern PA Area Agency on Aging
- ◆ Southwest PA Commission
- ◆ Southwestern PA Growth Alliance
- ◆ Southwestern PA Hardwoods Council
- ◆ Southwestern PA Heritage Preservation Commission
- ◆ Saint Vincent College Small Business Dev. Center
- ◆ Steel Industry Heritage Corporation
- ◆ Steel Valley Authority
- ◆ Sustainable Pittsburgh
- ◆ Team PA CareerLink
- ◆ The Progress Fund
- ◆ The CL 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



Fay-Penn
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Located in the Scenic Laurel Highlands