

Fay-Penn

Economic Development Council

2004

Annual Report

Revitalizing Downtown

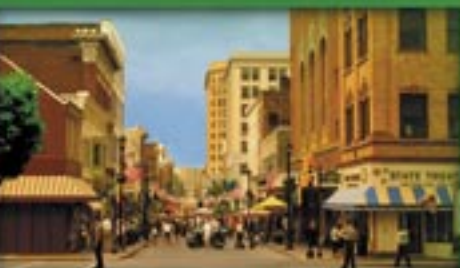




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Leo T. Krantz, Jr.
Chairman

CHAIRMAN'S MESSAGE

It is our distinct pleasure to present to you the Fay-Penn annual report for 2004. We invite you to read the report that describes the accomplishments and activities of the organization over the last year and the positive impact that they have had on Fayette County.

The cover theme of this report is devoted to downtown revitalization. The past year was very significant in that it saw the launching of a major downtown initiative for the county seat, the City of Uniontown. For decades, the City had been in slow decline resulting in deteriorated buildings and loss of economic activity. This trend of decline was suddenly reversed thanks to the efforts of many different people and organizations. Working with the City, we were able to capitalize on Governor Rendell's major stimulus program aimed at revitalizing small to mid-size towns across Pennsylvania. Thanks to the joint efforts of the state and federal legislative teams, we were able to secure approximately \$5 million in grants to help jump start the project. We were also successful in encouraging the Governor to release another \$2 million in the capital budget for the new business park along Route 40 in South Union Township.

It has been challenging for Uniontown to move from a level of minimal activity to such a large focused effort in such a short period of time. The public, non-profit and private sectors have had to work cooperative together at unprecedented levels. The primary objective of any community revitalization effort is to attract new private investment. This is where private developer, Joe Hardy, moved the project to an entirely new level of activity. We commend his efforts not only in making significant investments in renovating old buildings and recruiting new retail businesses, but for supporting numerous events to bring people and breathe new life into the downtown area.

We also commend the City of Uniontown for stepping up to support the effort by investing millions of dollars and working to expedite the project. Their actions have helped to set the tone for other communities demonstrating that we must be willing to invest in ourselves first if we expect to receive help from others.

While the focus has been primarily on Uniontown, we hope to see new downtown development moving to other communities in Fayette County as well. As we improve our communities, we improve our quality of life and the image of our county as a great place to live, work and play, which improves our ability to attract and retain businesses. And, Fay-Penn will continue to do whatever it can to support the continued growth and sustainability of our communities.

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

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 163 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 \$11.4 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 PADCED to determine the project eligibility.

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 closely with each client to provide customized service.

STAFF



Michael W. Krajovic
President & CEO



Donna Bates
Economic Dev. Mgr.



Kim Dillinger
Ed/Workforce Dev. Mgr.



Barbara Gibel
FEC/Strategic
Planning Mgr.



Barbara Gibel
Accounting Assistant



Rosemary Jennings
Part-Time Secretary



Michael Jordan
Eco. Dev. Specialist



Dana Kendrick
Technical Assist.
Specialist



Denise King
Executive
Assistant



Lisa Nypaver
Admin.
Assistant



Robert Opel
Construction & Property
Manager



Julie Paull
Admin.
Assistant



Brenda Sapic
Accounting Clerk



Tina W. Wargo
Technical Support
Manager



Beth Wehner
Educ./Workforce
Dev. Specialist



Debbie Williams
Secretary



Linda Yuhaniak
Accounting Manager

2004

Summary of Completed Projects

Key Performance Indicators: 1992 - 2004

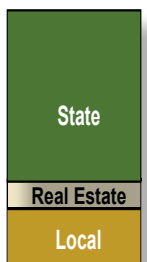
2004 Business Development Projects

Total Completed Projects:
199

	Jobs Created/Retained*
Clark Iron & Metal	2
Gene & Boots Candies, Inc.	10
MF&B Restaurant Systems	3
Specialty Conduit & Mfg., LLC	12
Subway Restaurant	9
Trident Systems, Inc.	15
United First Responders	40
Woodland Zoo & More, Inc.	7
Total:	98

**New Annual Taxes
Generated:**
\$ 4,085,947

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



**New Annual Payroll
Dollars Generated:**
\$ 96,699,912

2004 New Project Results Overview

Completed Projects	8
Jobs Created and Retained*	98
Increase in Annual Payroll \$	1,447,880
Increase in Annual Tax \$	63,783
New Investment	1,878,780
Public Financing Utilized	497,000
Private Investment	1,381,780

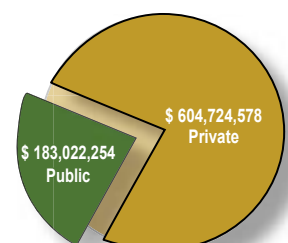
Job Creation & Retention:
6,082



New Construction Dollars:
\$ 461,753,400

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

**New Investment
Dollars:**
\$ 787,746,832



RLF

REVOLVING LOAN FUND

The year 2004 was another successful year for Fay-Penn's Revolving Loan Fund (RLF). Originally established in 1993, the RLF had grown from \$1 million to \$11.4 million at the end of 2004, 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.

Five projects received \$397,000 in financing assistance through the RLF in 2004. These projects generated additional private investment of \$985,780 and resulted in the creation and/or retention of 34 jobs.

To date, 97 projects have been financed involving over \$40 million in private investment and the potential creation and/or retention of 3,500 jobs.

In 2004, the United States Department of Agriculture (USDA) provided an additional \$300,000 to capitalize Fay-Penn's Downtown Revitalization Loan Fund (DRLF). The DRLF, established in 2003, was initially 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 1,030 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.

REAL ESTATE

SITE DEVELOPMENT, BUILDING ACQUISITION AND MARKETING

In 2004, Fay-Penn completed development of the 193 acre University Technology Park, located adjacent to Penn State Fayette - Eberly Campus. Fay-Penn also acquired a 56,484 sq. ft. facility located in the Connellsville Industrial Park, Bullskin Township, formerly occupied by Tedesco Manufacturing. The building will be improved and marketed to companies interested in leasing space in the northern end of Fayette County. Fay-Penn continues to actively market available properties in Fayette County and helped to secure \$2 million in the state capital budget for the Fayette County Business Park located along Route 40 in South Union Township.

BUILDINGS AND BUSINESS DEVELOPMENT SITES

Fay-Penn owns, operates and maintains ten buildings, offering 347,844 sq. ft. of space to existing and potential tenants, and with its sister organization, Fayette Industrial Fund, operates and maintains three business development sites totaling 660 acres, 465 of which are ready for immediate development. Fay-Penn also owns another 1,158 acres of land in three different locations for future development.

Facility	Location	Sq. Ft.	Occupancy rate*
* as of May 2005			
Building #1	Georges Twp.	25,000	100%
Building #2	Georges Twp.	32,400	100%
Building #3	North Union Twp.	120,000	72%
Building #4	Redstone Twp.	43,500	89%
Building #5	Uniontown	6,000	100%
Building #6	North Union Twp.	4,550	100%
Building #7	North Union Twp.	14,200	100%
Building #8	North Union Twp.	40,730	100%
Building #9	Bullskin Twp.	56,464	33%
Building #10	Uniontown	5,000	0%

Site	Location	Acreage	Available Acreage*
* as of May 2005			
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



Building #1 - Fayette Business Park



Building #2 - Fayette Business Park



Building #3 - Fay-Penn Business Center - GUBP



Building #4 - Redstone Township



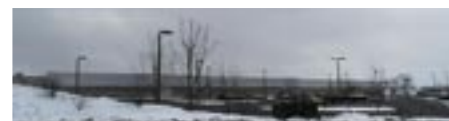
Building #5 - GUBP



Building #6 - Uniontown



Building #7 - University Technology Park



Building #8 - University Technology Park



Building #9 - Connellsville Industrial Park, Bullskin Township



University Technology Park



Fayette Business Park



Greater Uniontown Business Park



Brownfield Road Site



Lemont Furnace Site



Springhill Township Site

BUSINESS DEVELOPMENT

FAYETTE COUNTY ADVANCED TECHNOLOGY COMPANIES WORKING TO IMPROVE NATIONAL SECURITY

Several companies working to improve national security have located and/or started operations in Fayette County thanks to the support of Congressman John P. Murtha and the Governor's Action Team. Fay-Penn is pleased to have provided financial and/or location assistance to these companies in 2004.



ProLOGIC, Inc., a Fairmont, WV-based company, is an information technology provider and defense systems integrator, specializing in geospatial information systems (GIS), data visualization, knowledge management, system integration and business process re-engineering. The company is temporarily located in downtown Uniontown until such time as construction is complete on its 14,000 sq. ft. facility in the University Technology Park, currently under construction.



ST PRODUCTION SYSTEMS began a new engineering center operation at an existing 36,450 sq. ft. facility located on Route 119 North in North Union Township. A wholly-owned subsidiary of Newington, VA-based SenSyTech Inc., ST Production Systems' primary focus is support of the Navy's Surface Ship Torpedo Defense System, a torpedo countermeasure system.

TRIDENT TECHNOLOGY SOLUTIONS, a Fairfax, VA company, recently located a new operation in a 4,550 sq. ft. building located in the Greater Uniontown Business Park, owned by Fay-Penn. Trident's local office assembles, integrates and tests electronic devices for commercial and military applications and for commercial touch-screen integration. The company expects that more than 3,000 touch-screen units integrated at the Mount Braddock facility this year will be used in 911 call centers, medical applications, financial trading floors and factories. The office also integrates handheld command and control systems for the U.S. Marine Corps, including component testing, software integration and system testing, and produces small, specialized electronic devices for the U.S. Special Operations Forces.



UNITED FIRST RESPONDERS produces Anthrax sensors for the Department of Defense and Homeland Security. The company is located in approximately 7,000 sq. ft. of Fay-Penn's multi-tenant facility located in the University Technology Park.

ADVANCED ACOUSTIC CONCEPTS (AAC), a Hauppauge NY-based company, is the design agent for the Tripwire Sensor Processor System for the Surface Ship Torpedo Defense Program. In early 2005, the company moved into a 40,000 sq. ft., \$3.1+ million facility located in the University Technology Park, owned by Fay-Penn. The local company produces, integrates and tests the systems for every Navy surface ship.



GENE AND BOOTS CANDIES, INC.

Gene and Boots Candies, located in Star Junction, PA is undertaking a \$225,000 expansion project with the assistance of a \$112,500 loan from Fay-Penn's Revolving Loan Fund. The company is renovating its facility and expanding its product line. The loan proceeds will be used for equipment, machinery, and building renovations necessary to facilitate the manufacturing of ice cream.



CLARKE IRON & METAL, INC.

Fay-Penn assisted Clark Iron & Metal, Inc., based in Adah, PA, by providing a \$71,500 loan through its Revolving Loan Fund to assist in acquiring a new piece of machinery. The company engages in the scrap metal business by processing and removal of scrap metal, which is sold to mills to be recycled. The new machinery will permit the company to crush and bale its scrap metal in-house to enable it to be more productive and increase revenues.

WOODLAND ZOO

A \$50,000 loan from Fay-Penn's Revolving Loan Fund will be used to support an \$850,000 expansion project by Woodland Zoo, located in Farmington, PA. Along with the purchase of the land on Route 40 the Woodland Zoo loan proceeds will be used to build animal enclosures

and site prep, purchase equipment and fixtures, and renovation. This attraction venue would have the capability of attracting 100,000 to 150,000 visitors a year.



SPECIALTY CONDUIT & MANUFACTURING

Fay-Penn approved a \$80,000 loan from its Revolving Loan Fund to support a \$178,780 expansion by Specialty Conduit located in the Greater Uniontown Business Park, Mt. Braddock, PA. The loan proceeds will be used to assist in purchasing new machinery to convert steel tubing into threaded pipe.

MF&B RESTAURANT SYSTEMS, INC.

MF&B, currently located in the Connellsville Incubator, remanufactures conveyor pizza ovens for companies like Fox's Pizza, Pizza Hut and Domino's. The company is undertaking a \$250,000 expansion project which includes the acquisition and renovation of a commercial site in Dunbar, PA and the purchase of additional machinery and equipment. Fay-Penn approved a \$83,000 loan from its Revolving Loan Fund to assist in financing this expansion project.



SUBWAY RESTAURANTS

A new Subway franchise is leasing 1,200 sq. ft. in Fay-Penn's multi-tenant facility, located in Redstone Township. The Subway chain has been rated the #1 franchise opportunity by *'Entrepreneur'* magazine for 12 of the past 16 years. Subway has over 21,629 locations in 76 countries, including over 17,300 locations in the United States

ECONOMIC DEVELOPMENT

SMALL BUSINESS DEVELOPMENT

Fay-Penn's Small Business Development Program answered 164 inquiries during 2004. Twenty-six individuals or businesses received technical assistance, with four businesses securing \$1,034,000 in financing, resulting in the creation and/or retention of 53 jobs. Continuing to be responsive to the needs of small business, Fay-Penn works with the Service Corp of Retired Executives (SCORE) and the St. Vincent College - Small Business Development Centers.



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.



Fay-Penn met with 75 local businesses to assess their current and future needs and provide assistance to 26 of those companies under the PA Business Retention and Expansion Program. Partnering with the Workforce Investment Board (WIB), Fay-Penn met with ten companies to market and promote job training, workforce and job placement services, resulting in 24 job placements and eight companies being awarded \$159,200 in worker training funding for 316 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 professionals, and other civic-minded citizens who came together in 1994 to initiate strategies for positive change in Fayette County. Updated in 2003, the Fayette County Strategic Plan received an award recognition in 2004 by the Pennsylvania Planning Association.



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. In 2004, through its Revolving Loan Fund, Fay-Penn disbursed \$306,625 in Enterprise Zone funding. Funds received through the State Enterprise Zone Program and loaned through Fay-Penn's Revolving Loan Fund exceed \$1.7 million.



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 \$215,200 for the FEC in 2004. The following received funding from the 2004 allocation to fund 11 FEC benchmarks:

FEC Funded Projects - 2004

Habitat for Humanity	\$ 5,000
Connellsville Area Community Ministries	\$10,000
Dunbar Borough	\$10,000
Uniontown Fire Dept/Ambulance	\$10,000
Uniontown Police Department	\$18,000
East End Community Center	\$20,000
Connellsville Area Historical Society	\$28,000
Dunbar Volunteer Fire Dept.	\$28,000
Redstone Township	\$28,000
Menallen Township	\$28,000
Fayette Enterprise Community	\$50,000

FEC Highlights 1999 - 2004

Agriculture	A feasibility study on processing soybeans was completed Conducted a feasibility study for developing a farmer's co-op Established a Farmer's Market 90 new people served with public sewage infrastructure
Community Development	Installed 5,000 lineal feet of gravity sewer Produced a Federal Enterprise Video Constructed 10 new sidewalks Installed banner poles and lamp posts in Uniontown
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	27 pieces of new emergency equipment 63 new or improved community, youth & family centers 20 miles of trails created Developed a hazardous Mitigation Team for Fayette County

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 Route 40 Business Park in South Union Township.

TOURISM DEVELOPMENT

In 2002, Fay-Penn commenced a tourism development project to the study the feasibility of creating a regional cable tourism channel. The findings from the study resulted in the creation of **"DISCOVER PITTSBURGH COUNTRY"** that showcases the tourism and cultural opportunities in the 11-county region of southwestern Pennsylvania to visitors to the region's hotels and motels, as well as local residents within the region. Programming was launched in the fall of 2004 with funding for this phase of the project provided by a Pennsylvania Department of Community and Economic Development, Regional Marketing Initiative Grant of \$100,000 for the 2003-2004 program year along with other private foundation funding. It provides an affordable promotional vehicle for tourism venues and the small businesses that support them by promoting an area as a tourist destination and allowing communities to pull resources for mini-documentaries that include many local attractions. Presently the program can be accessed on post-gazette.com that attracts more than 2.4 million unique users for an average month and via Comcast Video on Demand service in the "Our Town" folder that is digitally connected to 343,000 households reaching a potential of 776,600 viewers. Upon full implementation, the program will be distributed digitally to approximately 775,000 households and over 1.4 million potential viewers in southwestern Pennsylvania by Comcast and other regional cable providers.



In 2004, Fay-Penn continued its efforts to establish a **TOURIST TRAIN** in Fayette County. The importance of the project is to create an attraction that will 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.



DOWNTOWN UNIONTOWN REVITALIZATION

The City of Uniontown's downtown revitalization efforts began in the early 1990s, when Fay-Penn founder, Mr. Robert E. Eberly, and The Eberly Foundation began investing millions of dollars to improve the greater Uniontown community by making significant financial contributions to several public, private and non-profit organizations to implement numerous projects to improve the downtown Uniontown area. The photos on this page highlight some of the improvements funded with the support of Mr. Eberly and The Eberly Foundation.

In 2002, working with numerous local agencies, business owners and elected officials, Fay-Penn led the effort to move the revitalization project forward by developing a Uniontown Revitalization Comprehensive Strategy that resulted in an eleven-point plan that would position the downtown area for potential economic growth.

In April 2004, this project received a significant boost with the announcements of millions of additional dollars in investments from both the public and private sectors. Thanks to the efforts of Governor Ed Rendell, Senator Richard A. Kasunic, Congressman John P. Murtha, our state representatives, the City of Uniontown, the Fayette County Commissioners, and Mr. Joe Hardy, approximately \$10 million more has been invested and/or committed to this effort resulting in several of those eleven strategies being implemented. Fay-Penn congratulates private developer, Joe Hardy, for his willingness to invest millions of dollars into the project and bringing new retail businesses into the downtown area.

Improvements to be made as a result of this funding include, but is not limited to: the construction of a new parking garage; renovations of the State Theatre Center for the Arts; streetscape improvements; building acquisition, renovation and/or demolition; elimination of blight; building facade improvements; construction of new public parks; conducting street fairs and activities; development of a master plan for city parks; establishment of parking along Main Street; etc.

The City of Uniontown's mayor and council members have shown great leadership in supporting this project. In addition to their support during this "whirlwind" revitalization effort, the City has agreed to accept the responsibility of serving as the official applicant to access million of dollars in state and federal grant funds and provide additional matching funds where necessary.

Fay-Penn has been designated by the City to serve as the administering agency on its behalf to assist in planning, implementation and administering the downtown Uniontown revitalization project. During 2004, Fay-Penn has played a significant role in the downtown Uniontown revitalization process and will continue to do so over the next several years. A highlight of Fay-Penn's activities and involvement since April 2004 include, but is not limited to: Assisting in the development of "The Uniontown Downtown Blueprint 2004" that outlines a course of action that will assist in enabling Downtown Uniontown to reach the locally-defined vision; providing staff and technical support to public and private entities; planning, preparing and/or submitting five grant applications to four different funding sources for approximately \$5.7 million in funding; planning and designing for a new parking garage; creation of "free-parking" along Main Street, etc.



EDUCATION

REACH 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.

Reaching Educational Achievement with Community Help (REACH),

a Fay-Penn initiative, is a unique collaborative force between business and education established to ensure quality education for all Fayette County children.

Education is economics. Our local educational system is key to our economic future. A superior education will create a better skilled workforce, which in turn will attract new residents and businesses to the area. REACH strives to provide local youth with the hope, opportunity and empowerment that quality education affords. REACH (and its business partners) works closely with the six public school districts in Fayette County on district-specific as well as county-wide initiatives.

SUMMARY OF REACH EFFORTS IN 2004

Business Partnerships: REACH worked diligently to expand its existing partnerships and to cultivate new collaborations with local businesses. These special partners contribute time, expertise, financial contributions (more than \$40,000 in 2004), as well as in-kind support, to various projects.

WorkKeys® (Product of Key2Work): WorkKeys® is a comprehensive career exploration program used in all our county schools that enables students to identify their career goals and the skills needed to achieve their goals. WorkKeys benefits employers when they “profile” a position for which students can assess their eligibility. Profiling helps businesses cut the cost of recruiting and selection, decreasing operational expenses such as turnover, training time, overtime, and downtime.

Education Partnerships: Once again, professional development training was provided for teachers in partnership with the International Center for Leadership Education (ICLE) in the areas of rigor and relevance, reading and writing in the content area, technical education, and character education. REACH also sponsored a group of educators to attend ICLE’s Annual Model Schools Conference at which educators learned about best practices from throughout the nation. In turn, they brought back new ideas and initiatives to implement at the local level.

Innovative Collaborations: Understanding the importance of parental roles in school success, REACH became a partner with Good Schools PA—a statewide advocacy organization—as one of only five pilot sites for its Parent and Community Leadership Institute. Selected parents were trained as advocates for education. They will work closely with schools on projects specific to improving student achievement.

Project Implementation and Support: The National Academy Foundation “school within a school” program at Laurel Highlands High School launched the first year of its Finance and Hospitality/Tourism Academies.

CONTRIBUTORS

- Carolyn Blaney
- Community Foundation
- Duke Energy Fayette, LLC
- Fayette Chamber of Commerce
- First National Bank
- Good Schools PA
- International Center for Leadership in Education (ICLE)
- Keys2Work
- Laurel Business Institute
- National Academy Foundation
- National City Bank
- Nemaquin Woodlands Resort & Spa
- Neubauer’s Flowers, Inc.
- Penn State Fayette
- PNC Foundation
- Penn State Fayette
- United Defense, LP
- Upper Room

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.

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FINANCIAL STATEMENTS

Fay-Penn Economic Development Council

Statement of Activities January 1, 2004 thru December 31, 2004

Statement of Financial Position as of December 31, 2004

CHANGES IN NET ASSETS: TOTALS

SUPPORT		
Contributions	\$	996,931
Grants	\$	1,287,383
Member Contributions	\$	31,241

REVENUES		
Loan and Administration Fees	\$	82,505
Rental Income	\$	1,013,728
Interest-Revolving Loan Fund	\$	300,224
Interest-Other	\$	19,999
Annual Dinner	\$	18,005
Other	\$	1,250

TOTAL SUPPORT AND REVENUES \$ 3,751,266

EXPENSES

Program:

Revolving Loan Fund	\$	1,186,000
SWPA Business Retention & Expan. Prog.	\$	20,991
Buildings	\$	321,236
Marketing	\$	29,759
Federal Enterprise Community Admin.	\$	259,494
Keystone Opportunity Zone Program	\$	41,936
REACH	\$	172,146
Cable Tourism Channel	\$	433,775
Downtown Uniontown Revitalization	\$	72,065
Fayette Forward	\$	10,724
Total Program Expenses	\$	2,548,126

Support Services:

General Administration	\$	1,408,953
Business Assistance	\$	288,433
Tourism Development	\$	54,873
IDC Administration	\$	111,856
Total Support Services	\$	1,864,115

TOTAL EXPENSES \$ 4,412,241

Increase in Net Assets \$ (660,975)

Net Assets:

Net Assets-January 1, 2004	\$	19,456,663
Assets invested in Revolving Loan Fund	\$	400,000
Increase in Net Assets	\$	(660,975)

Net Assets - December 31, 2004 \$ 19,195,688

ASSETS

Cash and cash equivalent	\$	1,220,221
Accounts Receivable	\$	410,662
Other Assets	\$	20,850
Revolving Loan Fund		
-Cash	\$	3,435,611
-Loan Receivable:		
Capital Loans	\$	2,894,763
Fayette Industrial Fund	\$	2,379,887
Fay-Penn Industrial Dev. Corp.	\$	40,000
-Investments-Loan Guarantee Program	\$	309,073
Other Assets	\$	18,706,562

TOTAL ASSETS \$ 29,417,629

LIABILITIES AND NET ASSETS

Liabilities:

Accounts Payable	\$	153,905
Accrued Expenses	\$	83,046
Security Deposits	\$	61,459
Deferred Revenue	\$	39,190
Mortgage Payable	\$	9,884,341

Total Liabilities \$ 10,221,941

Net Assets:

Operating:		
Unrestricted, undesignated	\$	6,915,335
Unrestricted, designated	\$	729,887
Temporarily restricted	\$	105,263
Total Operating	\$	7,750,485
Revolving Loan Fund		
Unrestricted	\$	11,195,203
Temporarily restricted	\$	250,000
Total Revolving Loan Fund	\$	11,445,203

Total Net Assets \$ 19,195,688

TOTAL LIABILITIES AND NET ASSETS \$ 29,417,629

Fay-Penn Industrial Development Corporation

Statement of Activities January 1, 2004 thru December 31, 2004

CHANGES IN NET ASSETS: TOTALS

SUPPORT AND REVENUES

Grant - PA Dept. of Transportation	\$ 250,000
Grant Match - Southwest PA Railroad	\$ 91,303
Contributions from Affiliated Organizations	\$ 20,000
Land easements & leases	\$ 40,608
Shortline operator lease	\$ 5,067
Investment income	\$ 133
Other income	\$ <u>2,012</u>

TOTAL SUPPORT AND REVENUES **\$ 409,123**

EXPENSES

Management and general	\$ <u>63,740</u>
------------------------	------------------

TOTAL EXPENSES **\$ 63,740**

Increase (Decrease) in Net Assets \$ 345,383

Net Assets:

Net Assets-January 1, 2004	\$ 5,382,862
Increase (Decrease) in Net Assets	\$ <u>345,383</u>

Net Assets - December 31, 2004 **\$ 5,728,245**

Statement of Financial Position as of December 31, 2004

ASSETS

Cash	\$ 3,819
Cash - escrow	\$ 12,535
Accounts Receivable	\$ 7,029
Grants Receivable	\$ 25,000
Net fixed assets	\$ <u>5,765,277</u>

TOTAL ASSETS **\$ 5,813,660**

LIABILITIES AND NET ASSETS

Current Liabilities:

Accounts Payable	\$ 32,880
Security Deposit	\$ 12,535

Long Term Liabilities:

Mortgage Payable	\$ <u>40,000</u>
------------------	------------------

Total Liabilities \$ 85,415

Total Net Assets - Unrestricted \$ 5,728,245

TOTAL LIABILITIES AND NET ASSETS **\$ 5,813,660**

Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 2004 thru December 31, 2004

REVENUES

Interest on Mortgage	\$ 342
Interest on Temporary Investments	\$ 3,742
Membership Dues	\$ 11,600
Meeting Reimbursements	\$ 576
Service Fees	\$ 3,802
Park Tenant Income	\$ 3,111
Miscellaneous	\$ <u>1,000</u>

TOTAL REVENUES **\$ 25,173**

EXPENSES

Administration Fees	\$ 30,000
Application and Service Fees	\$ 2,650
Interest Expense	\$ 8,202
Insurance	\$ 3,655
Office Expense	\$ 99
Legal and Accounting	\$ 1,160
Meetings	\$ 774
Property Operations	\$ 19,675
Engineering Fees	\$ 12,000
Engineering Fees relating to prior period	5,482
Other	\$ <u>670</u>

TOTAL EXPENSES **\$ 84,367**

Excess of Revenues Over (Under) Expenses \$ (59,194)

Net Assets:

Net Assets-January 1, 2004	\$ 1,781,069
Excess of Revenues Over (Under) Expenses Including Gain on Sale of Land	\$ <u>(59,194)</u>

Net Assets - December 31, 2004 **\$ 1,721,875**

Balance Sheet as of December 31, 2004

ASSETS

Cash in Bank	\$ 264,282
Current Portion of Mortgage Receivable	\$ 3,917
Accounts Receivable	\$ 6,241
Noncurrent Portion of Mortgage Receivable	\$ 5,410
Fixed Assets - Land and Improvements	\$ <u>6,159,783</u>

TOTAL ASSETS **\$ 6,439,633**

LIABILITIES AND NET ASSETS

Current Liabilities

Accounts Payable	\$ 936
Accrued Interest Payable	\$ 1,737
Current Portion of Notes Payable	\$ 75,030
Deferred Revenue	\$ 115,500

Long-Term Liabilities

Notes Payable	\$ 4,231,873
Due to Fay-Penn	\$ <u>292,682</u>

Total Liabilities \$ 4,717,758

Net Assets

Contributed Capital	\$ 705,834
Unrestricted Fund Equity	\$ <u>1,016,041</u>
Total Net Assets	\$ 1,721,875

TOTAL LIABILITIES AND NET ASSETS **\$ 6,439,633**

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 2004, The Eberly Foundation contributed \$750,000 in support of Fay-Penn's administration. Fay-Penn takes this opportunity to say **"Thank You"** to the following who have provided significant financial support to both projects and programs in 2004:

\$1,000 - \$10,000

- ❖ Allegheny Conference
- ❖ Community Foundation of Fayette Co.
- ❖ Duke Energy
- ❖ Carolyn Blaney Eberly
- ❖ Robert E. Eberly
- ❖ First National Bank of PA
- ❖ Greater Pgh. Convention Center
- ❖ Laurel Business Institute
- ❖ Nemacolin Woodlands, Inc.
- ❖ PNC Bank Foundation
- ❖ Southwest PA Eco. Dev. Association
- ❖ United Defense
- ❖ Westmoreland/Fayette Workforce Investment Board

\$10,001 - \$100,000

- ❖ Commonwealth of PA
 - PA Bus. Retention & Expan. Program
 - Local Eco. Dev. Assistance Program
 - Tourist Product Dev. Grant Program
- ❖ McCune Foundation
- ❖ National City Bank of PA
- ❖ US Dept. of Education

Over \$100,000

- ❖ Commonwealth of PA
 - Community Revitalization Program
 - Redev. Assistance Capital Program
- ❖ Richard King Mellon Foundation
- ❖ The Eberly Foundation
- ❖ The Hardy Family Trust
- ❖ US Dept. of Agriculture
 - Fayette Enterprise Community
- ❖ US Appalachian Regional Commission

AAA East Central
 Advanced Acoustic Concepts, Inc.
 Altman & Altman Architects
 Anatomical Designs
 Another Way
 Appalachian Timber Products, Inc.
 Assad Iron & Metals, Inc.
 Ball Transfer Systems
 Berish Agency, Inc.
 Better Materials Corporation
 Blaney Farms, Inc.
 Bone and Joint Surgical Ass. PC
 Brownsville Bus Lines
 Brownsville School District
 Cardello Electric Supply Co.
 CareerLink
 Cavert/Quincy Acquisition
 Ceramic Fiber Technologies
 Chess Coal Company
 City of Uniontown
 Clarke, James E.
 Coldren Adams & Vernon
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 Conn Realty
 Connellsville Industrial Enterprises
 Connellsville Redevelopment Authority
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 Fayette Co. Airport Authority
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 Fayette Co. Community Action
 Fayette Co. Mental Health/Mental Retardation
 Fayette Co. Redevelopment Authority
 Fayette Engineering Co.
 Fayette Fuel, Inc.
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 Fayette Parts Service
 Fayette Tire Co.
 Fay-West Travel, Inc.
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 First Federal Savings & Loan of Greene Co.
 First Federal Savings Bank
 First National Bank of PA
 Ford Business Machines, Inc.

Fox Glass Co.
 Frank's Auto Supply
 Gabriel Brothers
 Gallatin Fuels, Inc.
 George, France M.
 George R. Smalley Co., Inc.
 Gene-N-Boots Candies, Inc.
 Gerome Manufacturing Co., Inc.
 Gnagey Gas & Oil Co. Inc.
 Greystone Resources, Inc.
 Haky Funeral Home
 Hazemag, USA Inc.
 Heritage Inn
 Honisek Tool Company, Inc.
 Indian Creek Valley Water Auth.
 Invensys, Inc.
 J & C Builders, LTD
 J. Dorazio Agency
 Jackson Dairy Farm
 Kalman, Thomas J.
 Kania & Sharpe Accountants
 Kasunic, Senator Richard
 Krantz, Leo T. Jr.
 Laurel Business Institute
 Laurel Caverns
 Laurel Highlands River Tours
 Laurel Highlands School District
 Lebder, Fred
 Life's Work of Western PA
 Lynn's Dairy Queen Franchiser
 M&G Home and Lawn Service
 Maracon, Inc.
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 Masontown Trophy Co.
 McClure and Wolf
 McMillen Engineering
 N.A.A.C.P.
 National City Bank of PA
 Nemacolin Woodlands Resort and Spa
 Neubauer's Flowers, Inc.
 North Fayette Co. Municipal Auth.
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 Oglevee, LTD
 Ohiopyle Prints, Inc.
 P.A.W.C. (McMurray)
 PA - American Water Co.
 Parker/Hunter
 Parkvale Bank
 Paul Sprowls Agency
 Penn State Fayette - Eberly Campus
 Penn Transportation Services
 PNC Bank
 Pittsburgh Tech. Council & Catalyst Conn.
 Private Industry Council of
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ProLogic, Inc.
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 Westmoreland/Fayette WIB
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 White Swan Flower Shop
 Widmer Engineering Co.
 Williamhouse, LLC
 WSW Holdings, Inc.
 Yezbak, P.C. & Sons, Inc.

Fay-Penn acknowledges, with much thanks, the 163 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 Foundation of Fayette County
- ◆ 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
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- ◆ Fayette Forward
- ◆ Fayette Industrial Fund
- ◆ Fay-Penn Industrial Development Corporation
- ◆ Frazier Area School District
- ◆ Good Schools PA
- ◆ Goodwill Industries
- ◆ Greene County Redevelopment Authority
- ◆ Innovation Works
- ◆ Jr. Achievement
- ◆ 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 - The Eberly Campus
- ◆ 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
- ◆ 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 City Council Members
- ◆ Uniontown Downtown Business District Authority
- ◆ Uniontown Redevelopment Authority
- ◆ University of Pittsburgh Small Business Dev. Center
- ◆ Washington County Council on Economic Development
- ◆ Waynesburg College
- ◆ Westmoreland County Industrial Development Corporation
- ◆ Westmoreland-Fayette Workforce Investment Board
- ◆ WQED

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