



FINANCING  
REAL ESTATE  
BUSINESS ASSISTANCE  
WORKFORCE  
SITE SELECTION

# ANNUAL REPORT 2018



state  
of the  
art

foyette  
**launchbox**<sup>TM</sup>  
A premier start-up and business accelerator facility





**James Foutz**  
*Chair*

## 2018 CHAIR'S MESSAGE

Fayette County's economy has certainly changed since I first joined Fay-Penn's Board of Directors over twenty years ago. Our foundation was primarily heavy industry then, but, along with the rest of the country, we've diversified and grown a variety of other sectors, especially as new technologies and new product and service offerings came into play. Even so, we continue to host a strong manufacturing base here.

2018 saw Fay-Penn continue to create a path to even greater growth, diversification, and innovation. One of our more exciting projects was the establishment of the Fayette Launchbox in partnership with Penn State Fayette, the Eberly Campus. This unique facility is rapidly becoming the focal point for a regional "entrepreneurial ecosystem." It provides almost 6,000 square feet of collaborative, state-of-the-art working space for budding entrepreneurs, supported by the technical and business resources of Penn State University and Fay-Penn's network of business support partners. Our first two tenants are rapidly growing – and selling -- their offerings. The Fayette Launchbox was also the site of our first "GrowBIZ" expo that linked businesses with assistance resources.

Altogether, Fay-Penn completed 19 unique projects during the year, resulting in 663 jobs created or retained and over \$22 million in new business investment. NiSource/Columbia Gas, COE Distributing, Boeing, and ContactUS expansions were some of our headliner efforts. Other highlights included hosting 36 events in the FNB Business Event Center with 923 attendees; Fay-Penn's Orville and Ruth Eberly Workforce Development Fund providing 39 scholarships for post-secondary students pursuing trade or technical careers; funding 14 internships at local companies; and graduating 9 out of our Fayette Leaders Academy.

Some other great news that originated in 2018 is on the horizon, but that will have to wait until our 2019 report!

Fayette County is on an upward swing because of the hard work of Fay-Penn and many other organizations too numerous to mention. My thanks to all who work together to add to our prosperity and ensure our future. Mr. Robert E. Eberly, Fay-Penn's benefactor, is certainly smiling upon the tremendous results generated out of the seeds he planted decades ago.

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## ABOUT FAY-PENN

**Fay-Penn Economic Development Council** assists in growing and diversifying the economy in Fayette County, Pennsylvania. The organization is the **pre-eminent "1st stop shop" economic development organization in the county**, providing comprehensive, **second-to-none business development services** through its staff and partners to make local businesses more competitive in a global marketplace.

Fay-Penn is a 501(c)3 nonprofit that began in 1991, and is recognized as an industrial development organization by federal, state, and local governments. Fay-Penn is the only entity located in Fayette County that is designated by the Commonwealth of Pennsylvania as a **Certified Economic Development Organization (CEDO)**.

Fay-Penn's ultimate purpose is to **sustain a supportive environment for business retention, start-up, expansion, and attraction.**

## PRIMARY OBJECTIVES

- Retain and grow existing businesses
- Add new businesses
- Create and retain jobs
- Develop the workforce
- Generate private and public business investment
- Enhance quality of life amenities and services

## BUSINESS SERVICES

*Confidential • No-Cost • Customized*

### FINANCING

*... Customized, low rate/low fee loan packages for every business need*

### SITE LOCATION

*... Land and building sales, leases, and build-to-suit*

### ENTREPRENEURSHIP

*... Comprehensive support for business start-ups*

### BUSINESS SUPPORT

*... Connections to prospective partners, clients, investors, financing, vendors, programs, etc.*

### WORKFORCE

*... Employee training and recruitment*

### MARKET DEVELOPMENT

*... Domestic, export, government, supply chain & foreign investment commerce generation*

### GOVERNMENT INCENTIVES

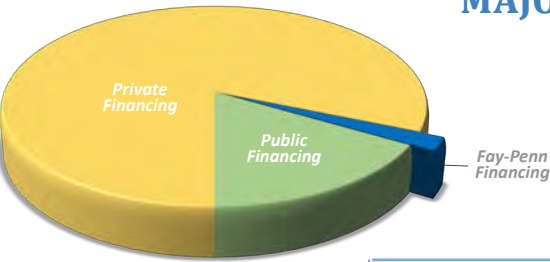
*... Federal/state/local grants, loans & tax credits*





# PERFORMANCE METRICS

## MAJOR BUSINESS DEVELOPMENT PROJECTS ECONOMIC IMPACT <sup>1</sup>



**LEVERAGING  
DOLLARS:  
1991-2018**

	ALL COMPANY PROJECTS		FAY-PENN REVOLVING LOAN FUND PROJECTS <i>(Included in "All Company Projects" Column)</i>	
	2018	CUMULATIVE 1992-2018	2018	CUMULATIVE 1993-2018
Completed Projects (Unique)	19	391	7	203***
Direct Jobs Created & Retained *	663	10,123	129	-
Increase in Annual Payroll	\$5,972,480	\$206,417,009	-	-
Increase in Payroll Taxes **	\$243,090	\$8,848,788	-	-
New Investment	\$22,232,266	\$1,352,102,886	\$16,427,500	\$88,622,150
FP RLF Loans	\$1,074,500	\$29,026,240	\$1,074,500	\$29,026,240
Other Public Financing	\$1,400,000	\$223,052,627	-	-
Private Investment	\$19,757,766	\$1,100,024,019	15,353,000	\$59,595,910

\* Based on current and three-year projections provided by companies. The cumulative data is not adjusted to reflect reductions or increases in original estimates.

\*\* Includes State and Local Payroll Taxes only. Does not include residential, municipal, school or county real estate taxes.

\*\*\* Represents # of projects funded, including those that received multiple loans from different RLF programs. Actual # of individual loans made is 248.

## 2018

### CLIENT INQUIRY SUMMARY <sup>2</sup>

**TOTAL: 101**



Note: Table reflects the types of services and/or assistance requested.  
Some clients received one or more services

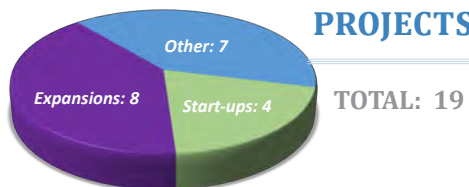
### EVENTS & TRAININGS <sup>3</sup>

	# Held	# Attendees
Events/Trainings Held	10	497
FNB Business Event Center (BEC) Events	36	923

### WORKFORCE PROGRAMS <sup>3</sup>

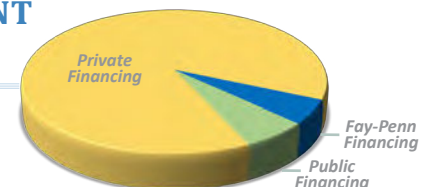
Trade Career Scholarships Provided	39
Scholarship \$ Awarded	\$9,500
Internships Funded	14
Fayette Leaders Academy (FLA) Graduates	9

### COMPLETED BUSINESS PROJECTS:



### NEW INVESTMENT DOLLARS

**TOTAL: \$22.2+  
Million**



#### Footnotes:

- 3**
- See Pages 5-7 for a listing of Major Business Development Projects whose data is reflected in this table.
  - Includes all client-related activity during 2018, including those listed in the "Major Business Development Projects - Economic Impact" table.
  - See Pages 8-9 for events, training & workforce descriptions.



North Union Business Center

LOTS AND  
LEASE SPACE  
AVAILABLE

## FAY-PENN REAL ESTATE

**HOLDINGS** <sup>4</sup>  
(AS OF 12/31/2018)

<b>TOTAL # OF PROPERTIES OWNED (LAND AND BUILDING SITES)</b>	<b>21</b>
<b>LAND</b>	
Number of Vacant Land Sites	<b>7</b>
Total Acres:	1,471
Developed (w/Infrastructure)	259
Undeveloped	1,212
2018 Activity	
Land Leased (ac): (New and Renewals)	84
<b>BUILDINGS</b>	
Number of Building Sites	<b>14</b>
Total # of Buildings:	15
Total Sq. Ft. (Includes Common Areas)	671,061
% Leased (Leasable Space Only)	81%
2018 Activity	
Building Space Leased (sf): (New & Renewals)	112,037
Building Capital & Leasehold Improvement Investments	\$1,933,401



Dunbar Township Business Park



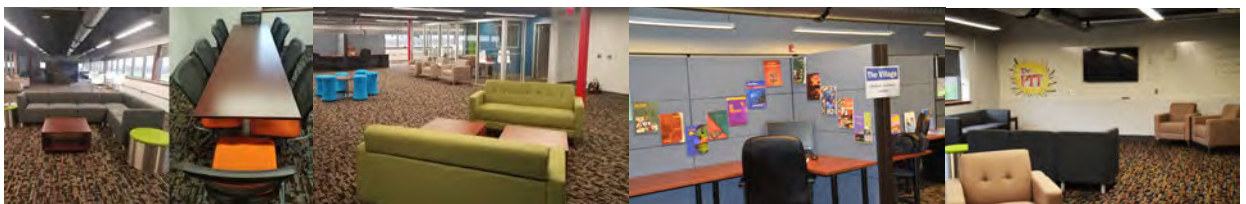
University Business Park  
North Union Township



Fayette Business Park  
Georges Twp.



1040 Eberly Way, University Business Park



### Footnotes:

4 With the exception of Capital Investments, data is included in the "Major Business Development Projects - Economic Impact" table on Page 3



# BUSINESS DEVELOPMENT PROJECT HIGHLIGHTS



The largest regional office furniture wholesale in the country, COE purchases all types of office furniture from around the world and resells to businesses in the US, Canada, Puerto Rico and the Caribbean. The Corporate headquarters and main distribution center is located in Smock, PA. Fay-Penn assisted COE in financing its multi-million dollar expansion of its corporate headquarters and distribution center in Smock from 125,000 sq. ft. to 265,000 sq. ft.



A customer service call center for this leading natural gas and electric utility company is

located in Georges Township, Fayette County. The company has nearly 8,000 employees to ensure Columbia Gas and NIPSCO customers have the energy they need across seven states. A new \$4.5 million capital improvement project was recently completed to the 35,000 sq. ft. facility owned by Fay-Penn.



## User Friendly Dog Training, LLC:



"As the process of attaining funding for our project was lengthy, the professional advice and encouragement of the Business Professionals at Fay-Penn was priceless and well worth it! The help that was provided by the St. Vincent Small Business Development Center with writing, advising and the developing of our business plan was the key to our success in qualifying for needed financing and fully funding of our project." " – *Dolores Paroda, Owner/Operator*



## Fayette Pipe Company:

Fayette Pipe Company, a newly formed operation in North Union Township, manufactures ASTM A-53 Grade A steel pipe for the plumbing industry for numerous applications such as water pipe, gas lines, and fire protection. Fay-Penn assisted the company in obtaining state funding for this multi-million dollar project.





"I am truly grateful that Fay-Penn was able to assist with additional finances needed for starting my own company. Owning my own business has always been a dream of mine and thanks to Fay-Penn this is now possible. The entire process from start to finish was very defined and efficient. Everyone along the process was extremely friendly and willing

to help. I would strongly recommend Fay-Penn to anyone in a situation similar to the one I was in."

— *Patrick Machesney, Owner*



"When Penn Summit Insurance Agency, LLC needed funds to purchase a new management system, upgrade their digital sign and hire a new employee, coming to Fay-Penn for the second time was an easy choice!" — *Charlotte Molek, Owner*

### Kacie's, LLC:

The current owners of Kacie's Sports Cafe' plan to expand it's restaurant operation in Uniontown by relocating its current facility. Fay-Penn provided financing to Kacie's to acquire a vacant lot and construct a new restaurant. Also, the company will purchase a neighboring apartment building and construct additional apartments.



A wholly-owned subsidiary of The Boeing Company, Argon ST's Smithfield facility is part of Boeing's Defense, Space and Security division, one of the world's largest defense, space and security businesses specializing in innovative and capabilities-driven customer solutions, and the world's largest manufacturer of military aircraft. In need of additional space, Fay-Penn assisted the company by renovating and leasing 10,600 square feet in one of its multi-tenant facilities located adjacent to the existing ArgonST facility.



### Max's Auto Services and Sales:

"I am grateful for the opportunity provided by the Fay-Penn Economic Development Council in helping me get my family-owned and operated business up and running. My staff and I have years of experience working on all makes and models. We can provide all service needs in one place. With this opportunity, we are also able to provide service in the manner we know customers are looking for — Done right the first time! And thanks to this loan, we can provide this to our customers without the hassle or complications of a large corporation. You will know your service provider because we are a part of the community." — *Donald Keller, Co-Owner*





ContactUS is a U.S. based contact center services organization supporting global brands across a variety of industries. The company's highly experienced management team delivers outsourced customer care, inbound and outbound sales, customer retention and win-back programs, as well as technical support. It provides dedicated customer service staff, supervision, and management to measurably improve clients' business performance. Fay-Penn assisted the company with leasehold improvements to its facility in Redstone Township.



Located in the Fayette Launchbox, this company specializes in the design and development of systems that help the user to solve problems, make decisions, and remember information learned during training. In addition, Resonate provides virtual training solutions and instructor-led training materials for commercial customers and national security agencies across the Federal government, including, Navy, Army, SOCOM, USMC, Intelligence Community, Department of State, Border Patrol, HAZMAT, and international firefighters.



### Stockton Tree Service:

"My business is going to grow because Fay-Penn provided me with the funds I needed to purchase this bucket truck!" – *Travis Stockton, Owner*

### Caton Design Group/Genius of Liberty/Apex IT:

The first Fayette Launchbox tenant is Seth Caton, an entrepreneur operating three separate business endeavors from this location:



... crafts attractive brands, easy to use websites, and a variety of printed materials.



... manufacturers stabilizing braces and kits for almost any handgun or pistol.

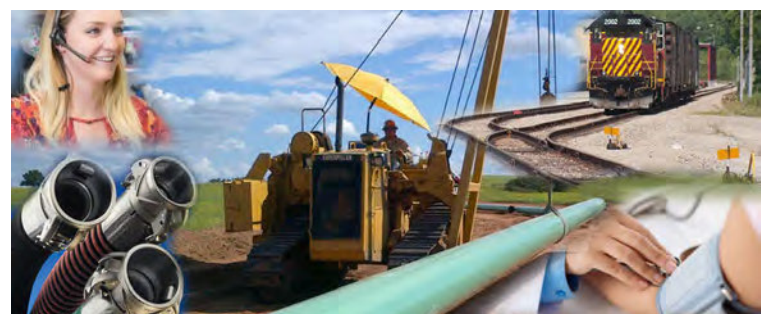


... a premier information technology firm, builds and maintains secure business computer, server and network environments.

### Lease Projects:

Six businesses renewed their commitment to Fayette County by extending their leases of Fay-Penn owned properties totaling 101,437 sf of commercial space and an 84 acre tract of land.

- GHX Industrial, LLC
- Holomon Corporation
- Montgomery Medical
- State Rep. Ryan Warner
- NiSource/Columbia Gas
- Southwest PA Railroad





# PROGRAM HIGHLIGHTS

Fay-Penn delivers ongoing business support through a variety of services, initiatives, and other activities.

2018 highlights include:

- ◇ In partnership with Penn State Fayette, The Eberly Campus, opened the "Fayette Launchbox," a no-cost business accelerator designed to connect early-stage startups with the resources and support necessary for growth.
- ◇ Created an online Business Resource Provider directory to assist Fayette County businesses in identifying local, state, federal and private services and programs, such as business support, funding, tax credits, workforce training, site location, and more.
- ◇ Started a video marketing initiative called "Fayette Connection" that highlights various businesses. YouTube lists over 1,000 views to date.
- ◇ Provided on-site outreach, one-on-one counseling, specialized workshops, and financial incentives to local companies through Pennsylvania's Partnerships for Regional Economic Performance (PREP) program.
- ◇ Collaborated with the Saint Vincent College Small Business Development Center (SBDC) to guide companies through the business planning process.
- ◇ Provided free assistance for local businesses seeking grants from the Fayette County Local Share Account program.
- ◇ Visited with Fayette County companies via "Engage!", a statewide business retention and expansion program designed to regularly and proactively interact with targeted companies.
- ◇ Hosted a GrowBiz Financing and Assistance Expo in the Fayette Launchbox that allowed local businesses to meet with multiple resources to assist their business.
- ◇ Operated the FNB Business Event Center, which is open to the public for hosting business events or training, free of charge.



*Fayette Launchbox Ribbon Cutting Event*



*FNB Business Event Center*

SERVICES • INITIATIVES • ACTIVITIES • EVENTS



2018 Bankers' Breakfast



First Step to Small Business Success Training Seminar

## SERVICES • INITIATIVES • ACTIVITIES • EVENTS

- ◇ In concert with the Community Foundation of Fayette County, provided 39 scholarships through the Orville and Ruth Eberly Workforce Fund to support local technical/trade education.
- ◇ Graduated the third cohort of the Fayette Leaders Academy to develop the next generation of the region's business professionals. The cohort completed a Sheepskin Trail Project in South Union Township.
- ◇ Hosted workshops/trainings:
  - » 6th Annual Bankers' Breakfast, an event that links lenders with economic development groups to generate increased financial assistance to higher risk businesses.
  - » QuickBooks (Basic and Advanced)
  - » First Steps to Starting a Small Business
  - » Small Business Tax Reform
  - » PREP Quarterly Meeting
  - » Google/SBA/SBDC - Search Engine Optimization
- ◇ Utilizing Fayette County Local Share Account funding, provided paid internships to fourteen individuals to work at Fayette County businesses.
- ◇ Provided an internship for a student at the Laurel Highlands High School Academy of Finance.
- ◇ Supported the Fayette County Business Pitch Competition for high school students to showcase their start-up businesses.
- ◇ Procured funding to subsidize the annual United States Collegiate Athletic Association (USCAA) National Basketball Championships, which generates over \$575,000 in local tourism revenue each year.
- ◇ Contributed financial support to various local undertakings:
  - » GED Assistance
  - » Penn State Fayette Scholarship Fund
  - » Various other economic development needs

2018-2019 Cohort



USCAA Basketball Tournament at Penn State Fayette, The Eberly Campus



# 2018 OFFICERS, BOARD OF DIRECTORS & STAFF

## Officers and Directors

CHAIR



**James Foutz**  
CPA

1ST VICE CHAIR



**Mark Fike**  
Account Executive  
Sprowls Insurance  
Group

2ND VICE CHAIR



**Dan Gearing**  
President  
Specialty Conduit  
& Mfg., LLC.

TREASURER



**Lawrence Kiefer**  
Treasurer  
Scottsdale Bank  
& Trust/Mid-Penn Bank

SECRETARY



**Greg Parsons**  
Owner  
Parsons Insurance  
Services, LLC

ASSISTANT SECRETARY



**Stephen Neubauer**  
President/General Mgr.  
Neubauer's Flowers, Inc.

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**William Blaney**

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Branch Mgr./Financial Advisor, BUP Investment Mgmt.

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President, Fairchance Construction

### Dave Berish

President, Berish Agency, Inc.

### Brian Boyle

Vice President, TecEng Solutions

### CJ Callahan

Market President, United Bank

### Todd Casteel

President & CEO, Casteel Corporation

### John Cipriani

VP of Finances,/CPA, Microdiamont USA, Inc.

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Retired

### Jacquelyn Core

President & CEO, Uniontown YMCA

### Michelle Cunningham

Chief Executive Officer, Highlands Hospital

### Nancy Decker

President & CEO, Laurel Business Institute

### Clint Dittmar

VP of Sales, WB Mason Company

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President & CEO, COE Distributing

### Deb Fox

Retired

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Vice Pres., Business Banking, First National Bank

### Johnathan Garlow

President, Ford Business Machines, Inc.

### Michael George

President, Mountain Creek Properties Mgmt.

### James Gnagey

Owner, Gnagey Gas & Oil, Inc.

### Tiffany R. M. Guittap

Banking Center Mgr/ Bus Dev., WesBanco

### Max R. House, Jr.

President, House Financial Service

### William K. Jackson

Owner, Jackson Farms

### Kristen Kaib

VP & Commer. Relat. Officer, Community Bank

### Richard Kasunic

PA Senator, Retired

### Bryan S. Kiesel

Managing Shareholder, Kiesel & Associates, PC

### Terri Knupp

Area Mgr., First Energy/West Penn Power

### Raymond J. Koffler, II

Senior Vice President, PNC Bank

### Leo T. Krantz, Jr.

Retired

### Greg Lincoln

Mayor, City of Connellsville

### Ryan Lockhart

Vice President, The 504 Company

### John Malone

Vice President, Somerset Trust

### Deb Marella

Partner/Mgr., ZRM Enterprises, LLC

### Pat McCulloch

Partner, Computer Trends/OffSite Datasafe

### Robert McKeown

President, Keystone Gas Solutions, LLC

### James Means

Fayette County Assoc. of Twp. Supervisors

### Pamela Moore

General Manager, Uniontown Mall

### Edward Nemeth

Mgr., Bus. Finance, Southwestern PA Commission

### Dennis Noonan

VP of Sales, Sokolin, LLC

### Kimberly Parker

Branch Manager, KeyBank

### Clara Pascoe

Exec. Dir., Community Foundation of Fay. Co., PA

### Dr. Charles Patrick

Chancellor, Penn State Fayette, The Eberly Campus

### Joseph Putla

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### George Rattay

Retired, Plumbers & Pipefitters Local 354

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### Reid Smith

Loan Officer, Bridgeway Capital

### George Smith

Site Lead, Smithfield Operations, Boeing

### Shauna Soom

Exec. Director, Touchstone Center for Crafts

### Senator Pat Stefano

PA Senate

### Aaron Tuomi

Senior Director, Center of Excellence, PTC, Inc.

### Vincent Vicites

Chairman, Fay. Co. Board of Commissioners

### Fred E. Wright

President, Ohioyle Prints, Inc.

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### Bob Shark

Executive Director

### Gloria Calabro

Loan Servicing Specialist

### Jessica Firmstone

Business Development Coordinator

### Twila Kendall

Technical Specialist

### Traci Klink

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### Sandy McClelland

Administrative Assistant

### Earl Miller

Real Estate Coordinator

### Brenda Sapic

Accountant (AP)

### Lori Scott

Business Development Coordinator

### Tina W. Wargo

Chief Technical Officer

### Kimberly Wyda

Accountant (AR)

### Linda Yuhaniak

Chief Financial Officer

# MAJOR CONTRIBUTORS

- US DEPARTMENT OF AGRICULTURE, RURAL DEVELOPMENT
- COMMONWEALTH OF PENNSYLVANIA
- FAYETTE COUNTY LOCAL SHARE ACCOUNT (LSA) GRANT
- LAUREL HIGHLANDS VISITORS BUREAU
- BRIDGEWAY CAPITAL
- CHEVRON GRANT - COMMUNITY FOUNDATION OF FAYETTE COUNTY
- INVENT PENN STATE
- WALMART

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Berkley Medical  
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BPU Investment Management, Inc.  
Bridgeway Capital, Inc.  
Brier Hill Steel  
Brothers Lazer Service, Inc.  
Brownsville Area Revitalization Corp.  
Carlisle Construction Materials dba  
Hunter Panels  
Casteel Corporation  
Catalyst Connection  
Chestnut Ridge Counseling Services  
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Coldwell Banker Laurel Ridge Realty  
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Fayette Co. Career & Technical Institute  
Fayette Co. Community Action Agency  
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First Federal Savings & Loan of Greene  
First National Bank of PA  
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Holt & Bugbee Hardwoods  
House Financial Services  
Jackson Dairy Farm  
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MLP Shared Services LLC  
MLK Foods Inc. dba Shoppers Value Food  
Mon Valley Regional Chamber of Commerce  
MountainCreek Properties  
Nationwide Payment Solutions  
Nemacolin Woodlands Resort & Spa  
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Parson's Insurance Services, LLC

Penn State Fayette, The Eberly Campus  
Pine Hollow Mechanical, Inc.  
Plumbers & Pipefitters Local 354  
PNC Bank  
Ptak's  
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Redev. Auth. of the County of Fayette  
Scottdale Bank & Trust, a Div. of Mid Penn Bank  
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Sisters of the Order of St. Basil the Great  
Sleighter Engineering  
Somerset Trust Company  
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Specialty Conduit & Mfg., LLC  
Sprowls Insurance Group  
State Theatre Center for the Arts/GUHC  
Stefano's Printing, Inc.  
Stephen R. Haky Funeral Home  
The 504 Company  
Touchstone Center for Crafts  
Township of Brownsville  
Township of Bullskin  
Township of Georges  
Township of German  
Township of Luzerne  
Township of Redstone  
Township of Saltlick  
Township of Springhill  
Township of Upper Tyrone  
Township of Wharton  
Uniontown Area School District  
Uniontown Hospital  
Uniontown Mall  
Uniontown Newspaper  
United Bank  
Vermin Control Co.  
Vitalink  
W.B. Mason Company  
West Penn Warehousing  
Western PA Conservancy/Fallingwater  
Westmoreland-Fayette WIB  
WSW Holdings, Inc.  
YMCA - Uniontown  
ZRM Enterprises, LLC



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