



ANNUAL REPORT 2019





James Foutz
Chair

2019 CHAIR'S MESSAGE

Four years ago, I was honored to be elected Chair of the Fay-Penn Economic Development Council Board of Directors, a position held by only a few before me. As I passed the torch at the end of 2019, I reflected upon my time with this organization with great pride. New industrial parks were built, existing parks were populated, dilapidated commercial buildings were brought back to useful life, there were hundreds of new and expanded business projects representing various industry sectors and sizes --- all of this resulting in the creation and retention of more than 11,000 jobs and in excess of \$1.4 billion in new investment! All of that, coupled with the numerous new programs and special initiatives Fay-Penn spearheaded and supported over the years to improve business competitiveness, education, workforce, quality of life, etc., is evidence as to why Fay-Penn continues to be recognized as a top-performing economic development organization.

Fay-Penn has a mission, and that mission continues to be met! I invite you to peruse this year's Annual Report which is merely a quick snapshot highlighting our most notable accomplishments in 2019, and not a reflection of our entire efforts. The number of pages would be astounding if we were to describe in detail the amount of work and effort put forth by so many on a day-to-day basis.

As I hand over the reins to my successor in 2020, I want to sincerely thank our members, board, committees, partners, donors, elected officials, and staff for their continued support. My tenure as Chair may have ended, but my support and dedication to our efforts have not!

ABOUT FAY-PENN

Fay-Penn is a 501(c)3 nonprofit economic development organization that assists in growing and diversifying the economy in Fayette County, PA. Fay-Penn's ultimate purpose is to **sustain a supportive environment for business retention, start-up, expansion, and attraction to attain its 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

STAFF

Bob Shark
Executive Director

Brent Filak
Chief Financial Officer

Twila Kendall
Technical Specialist

Traci Klink
Office Manager/HR Officer

Sandy McClelland
Administrative Assistant

Earl Miller
Property Manager

Brenda Sapic
Accountant (AP)

Ben Seibert
Business Development Coordinator

Lori Scott
Business Development Coordinator


Tina W. Wargo
Chief Technical Officer

Kimberly Wyda
Accountant (AR)

2019

PERFORMANCE METRICS



NEW INVESTMENT 
\$48,267,500
Fay-Penn Investment & Loans = \$1,365,000

CUMULATIVE MAJOR BUSINESS DEVELOPMENT PROJECTS ECONOMIC IMPACT

1992 - 2019	TOTAL
Completed Projects (Unique)	411
Direct Jobs Created & Retained *	11,439
Increase in Annual Payroll **	\$206,417,009
Increase in Payroll Taxes **	\$8,848,788
New Investment	\$1,400,370,386
FP RLF Loans	\$30,391,240
Other Public Financing	\$223,052,627
Private Investment	\$1,146,926,519













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

** 2018 cumulative data. 2019 data was unavailable at the time of production. Includes State and Local Payroll Taxes only. Does not include residential, municipal, school or county real estate taxes.

2019 PROJECTS TABLE

CLIENT NAME:	LOCATION:	PRODUCT/ SERVICE:	PROJECT DESCRIPTION:	TOTAL EST. NEW INVESTMENT:	SERVICE(S) PROVIDED:
	NORTH UNION TWP.	ADVANCED MANUFACTURING	ONE YEAR LEASE RENEWAL OF 40,730 SF OF SPACE AT THE AAC BUILDING AND NORTH UNION BUSINESS CENTER FACILITY	N/A	
	GEORGES TWP.	ADVANCED MANUFACTURING	NEW 10,600 SF, ONE YEAR LEASE FOR FIVE YEARS IN THE 500 MOUNTAIN VIEW DRIVE FACILITY, AND RENEWAL OF AN ADDITIONAL 14,040 SF LEASE IN THE NORTH UNION BUSINESS CENTER FACILITY	\$210,000	
	NORTH UNION TWP.	SHORTLINE RAIL OPERATOR	ONE YEAR LEASE RENEWAL OF 84 ACRES AT THE LEMONT FURNACE SITE	N/A	
	REDSTONE TWP.	CUSTOMER SERVICE CALL CENTER	THREE YEAR RENEWAL OF 19,848 SF AND 2,000 SF EXPANSION IN THE BROWNSVILLE PLAZA	\$35,000	
	REDSTONE TWP.	RETAIL	NEW 10,321 SF, 30 YEAR LEASE IN THE BROWNSVILLE PLAZA	\$1,020,000	
	DUNBAR TWP.	MANUFACTURER	SOLD 2 BUILDINGS AT THE ICMC BUSINESS CENTER - BLDG #1 4,800 SF, AND BLDG #2 7,500 SF	\$577,500	
	NORTH UNION TWP.	RETAIL/ COMMERCIAL TOOLS	FIVE YEAR LEASE RENEWAL OF THE 6,500 SF FASTENAL BUILDING	N/A	
	DUNBAR TWP.	MANUFACTURER	RELOCATION TO 17,140 SF IN THE NORTH UNION BUSINESS CENTER FACILITY	\$200,000	
	LUZERNE TWP.	MANUFACTURER	ASSISTED IN OBTAINING LERTA TAX ABATEMENT FOR AN 18,000 SF EXPANSION	\$12,000,000	
	NORTH UNION TWP.	PROJECT & CONSTRUCTION MGMT/COST ENGINEERING	TWO YEAR LEASE RENEWAL OF 1,000 SF IN THE 1040 EBERLY WAY FACILITY	N/A	
	SOUTH UNION TWP.	HOTEL	\$475,000 LOAN FOR BUSINESS DEVELOPMENT	\$9,575,000	
	NORTH UNION TWP.	GAS PIPELINE CONSTRUCTION	ONE YEAR LEASE RENEWAL OF 37,983 SF IN THE NORTH UNION BUSINESS CENTER FACILITY	N/A	
	SOUTH UNION TWP.	CHILD CARE	LOAN FOR FACILITY RENOVATIONS FOR A NEW BUSINESS START-UP	\$250,000	
	NORTH UNION TWP.	TRUCKING	TWO YEAR LEASE RENEWAL OF 2,000 SF IN THE 1040 EBERLY WAY FACILITY	N/A	
	GEORGES TWP.	GAS/OIL INDUSTRY EQUIPMENT SUPPLIER	ONE YEAR LEASE RENEWAL OF 21,500 SF IN THE 500 MOUNTAIN VIEW DRIVE FACILITY	N/A	

CLIENT NAME:	LOCATION:	PRODUCT/ SERVICE:	PROJECT DESCRIPTION:	TOTAL EST. NEW INVESTMENT:	SERVICE(S) PROVIDED:
	GEORGES TWP.	MEDICAL OFFICE	ONE YEAR LEASE RENEWAL OF 5,374 SF IN THE RIDGEVIEW PLAZA	N/A	
	NORTH UNION TWP.	GAS PIPELINE CONSTRUCTION	THREE YEAR LEASE RENEWAL 10,500 SF IN THE NORTH UNION TWP. BUSINESS CENTER FACILITY	N/A	
	NORTH UNION TWP.	AGRICULTURE PRODUCER/ MANUFACTURER	SOLD 17.94 ACRES OF LAND AND A 7,000 SF BUILDING AT THE UNIVERSITY BUSINESS PARK	\$24,400,000	
	GEORGES TWP.	HAIL SALON	THREE YEAR LEASE RENEWAL OF 900 SF IN THE RIDGEVIEW PLAZA	N/A	
	REDSTONE TWP.	FOOD SERVICE	FIVE YEAR LEASE RENEWAL WITH 2 - 5 YEAR OPTIONS OF 1,200 SF IN THE BROWNSVILLE PLAZA	N/A	



Site Location



Technical Assistance



Financing Assistance

PROGRAM HIGHLIGHTS "AT A GLANCE"

Fay-Penn delivers ongoing business support through a variety of services, initiatives, and other activities. What follows is a highlight of some of the 2019 activities:

SERVICES • INITIATIVES • ACTIVITIES • EVENTS



Hosted the Fay-Penn GrowBiz Financing and Assistance Expo in the Fayette Launchbox that allowed local businesses to meet with multiple resources to assist their business.



Conducted the 7th Annual Bankers' Breakfast, an event that links lenders with economic development groups to generate financial assistance to higher risk businesses.



Hosted a First Step to Small Business Success Training Seminar

PROGRAM HIGHLIGHTS "AT A GLANCE" *continued;*

SERVICES • INITIATIVES • ACTIVITIES • EVENTS



2019-2020 Cohort



Graduated the fourth cohort of the Fayette Leaders Academy to develop the next generation of the region's business professionals.

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.

Visited with Fayette County companies via "Engage!", a statewide business retention and expansion program designed to regularly and proactively interact with targeted companies.



Participated as a resource panel on PA State Representative Matt Dowling's Small Business Seminar

In concert with the Community Foundation of Fayette County, provided 35 scholarships through the Orville and Ruth Eberly Workforce Fund to support local technical/trade education.

Lunch and Learn presentation on the impacts of Medical Marijuana and corresponding activities in the county.



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.

In partnership with Penn State Fayette, The Eberly Campus, operated the "Fayette Launchbox," a no-cost business accelerator designed to connect early-stage startups with the resources and support necessary for growth.

Collaborated with the Saint Vincent College Small Business Development Center (SBDC) to guide companies through the business planning process.

Operated the FNB Business Event Center, which is open to the public for hosting business events or training, free of charge.



Presentation to the Greater Connellsville Area Young Professionals and Fayette Launchbox facility tour



2019 REAL ESTATE ACTIVITY

LEASES *(new & renewals)*

- 199,636 sf bldg space
- 84 acres of land

SALES *(land & bldgs)*

- 3 bldgs - 19,300 sf
- 4 lots - 17.94 acres
- \$1,377,500 sales

CAPITAL IMPROVEMENTS *(land & bldgs)*

- \$976,166 invested

TOTAL REAL ESTATE HOLDINGS

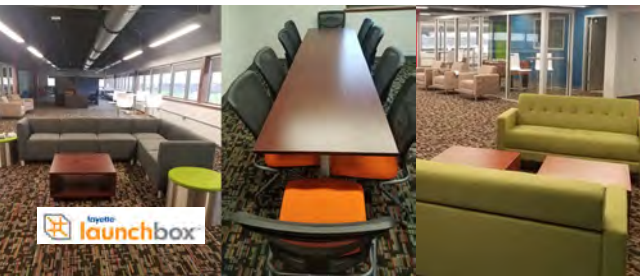
19 PROPERTIES

- 7 vacant land sites totaling 1,454 acres
- 12 buildings totaling 648,608 sf with a 91% occupancy rate



LOTS AND LEASE SPACE AVAILABLE BUILD-TO-SUIT KOZ - TAX-FREE SITES KIZ DESIGNATED SITES

- Tailored **FINANCING** and **INCENTIVES** available
- Access to **4 INTERSTATE HIGHWAYS**
- **14 AIRPORTS** nearby
- **RAIL/BARGE** service to Canada, US & Mexico
- **LOW LABOR COSTS** compared to national average
- **19 UNIVERSITIES, COLLEGES & TECHNICAL TRADE** schools
- **LOW COST OF LIVING** compared to national averages
- Great **QUALITY OF LIFE** amenities
- World-renown **HOSPITALS** and **HEALTH CARE** facilities



1040 Eberly Way, University Business Park



North Union Business Center



Dunbar Township Business Park



Fayette Business Park
Georges Twp.



University Business Park
North Union Township

MAJOR CONTRIBUTORS

- US APPALACHIAN REGIONAL COMMISSION
- US DEPARTMENT OF AGRICULTURE, RURAL DEVELOPMENT
- COMMONWEALTH OF PENNSYLVANIA
- FAYETTE COUNTY LOCAL SHARE ACCOUNT (LSA) GRANT
- LAUREL HIGHLANDS VISITORS BUREAU
- COMMUNITY FOUNDATION OF FAYETTE COUNTY

MEMBERS

Officers

CHAIR



James Foutz
CPA

1ST VICE CHAIR



Mark Fike
Account Executive
Sprawls Insurance
Group

2ND VICE CHAIR



Dan Gearing
President
Specialty Conduit
& Mfg., LLC.

TREASURER



Lawrence Kiefer
Treasurer
Scottdale Bank
& Trust/Mid-Penn Bank

SECRETARY



Greg Parsons
Owner
Parsons Insurance
Services, LLC

ASSISTANT SECRETARY



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

PAST CHAIR



William Blaney
Past Chairman

Directors

John Baker
Ed Balling
David Berish
Christey Browne
CJ Callahan
Todd Casteel
John Cipriani
Ron Cole
Jacquelyn Core
Renee Couser
Nancy Decker
JD Ewing
Deborah Fox
Wayne Freed
Johnathan Garlow

BPU Investment Management, Inc.
Fairchance Construction Co.
Berish Agency, Inc.
Key Bank
United Bank
Hopwood Development Assoc. LP
Microdiamant USA, Inc.
Individual Member
YMCA - Uniontown
Community Foundation of Fay. County
Laurel Business Institute
JMJS Inc. dba COE Distributing
Fox, Deborah
First National Bank of PA
Ford Business Machines

Michael George
Jim Gnagey
Max House
William Jackson
Kristen Kaib
Sen. Richard Kasunic
Bryan Kiesel
Raymond Koffler
Leo Krantz, Jr.
Ryan Lockhart
John Malone
Deb Marella
Pat McCulloch
Robert McKeown
Pam Moore

MountainCreek Properties
Gnagey Gas & Oil Co. Inc.
House Financial Services
Jackson Dairy Farm
Community Bank
Individual Member
Kiesel & Associates PC
PNC Bank
Individual Member
The 504 Company
Somerset Trust Company
ZRM Enterprises, LLC
Computer Trends, LLC
Keystone Gas Solutions, LLC
Uniontown Mall

Edward Nemeth
Dennis Noonan
David Omatick
Dr. Charles Patrick
Joe Putila
George Rattay
Rusty Smalley
Reid Smith
Senator Pat Stefano
Fred Wright

Virtue of Office:
Vince Vicites
Mayor Ed Fike
James Means
Mayor Greg Lincon

Southwestern PA Commission
Individual Member
First Energy/West Penn Power Co.
Penn State Fayette, The Eberly Campus
Gerome Manufacturing Co., Inc.
Plumbers & Pipefitters Local 354
George R. Smalley Co., Inc.
Bridgeway Capital, Inc.
Stefano's Printing, Inc.
Ohiopyle Prints, Inc.

Fayette County Commissioner
City of Uniontown
Board of Twp. Supervisors
City of Connellsville

General Members

Argon ST, Inc.
Atlantic Broadband
Bear Construction
Berish Agency, Inc.
Berkley Medical
Brier Hill Steel
Brothers Lazer Service, Inc.
Brownsville Area Revitalization Corp.
Carlisle Construction Materials dba Hunter Panels
Catalyst Connection
Chestnut Ridge Counseling Services
Chevron, U.S.A., Inc.
Coldwell Banker Laurel Ridge Realty
Columbia Gas of PA, Inc.
Connellsville Redevelopment Authority
Dairy Queen of SWPA, Inc.
DeFrank Development
Demco Excavating, Inc.
Fayette Chamber of Commerce
Fayette Co. Behavioral Health Admin.
Fayette Co. Career & Technical Institute
Fayette Co. Community Action Agency
Fayette Co. Housing Authority
Fayette Parts Service, Inc.
First Federal Savings & Loan of Greene
Gallatin Fuels
Greater Connellsville Chamber of Commerce

Guittap, Tiffany
Hazemag USA, Inc.
Highlands Hospital
Holt & Bugbee Hardwoods
Jackson Dairy Farm
Janney Montgomery Scott, LLC
John A. Fiesta Agency, Inc.
Johnson Matthey, Inc.
KIZ Resources, LLC
Laurel Caverns
Laurel Highlands School District
Laurel Highlands Visitor's Bureau
Laurel Machine Co.
Masontown Borough
Masontown Trophy & Embroidery Co.
McClure and Wolf, LLP
McMillen Engineering
Meloni's Restaurant
MLP Shared Services LLC
MLK Foods Inc. dba Shoppers Value Food
Mon Valley Regional Chamber of Commerce
Nemacolin Woodlands Resort & Spa
North Fayette County Municipal Authority
O.C. Cluss Lumber Co., Inc.
Pine Hollow Mechanical, Inc.
Redev. Auth. or the City of Uniontown

Redev. Auth. of the County of Fayette
Shallenberger Construction
Sisters of the Order of St. Basil the Great
Sleighter Engineering
State Theatre Center for the Arts/GUHC
Stephen R. Haky Funeral Home
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 Hospital
Uniontown Newspaper
Vermin Control Co.
Washington Co. Chamber of Commerce
West Penn Warehousing
Western PA Conservancy/Fallingwater
Westmoreland-Fayette WIB
Westmoreland Co. Chamber of Commerce
WSW Holdings, Inc.



PHONE 724.437.7913 FAX 724.437.7315 INFO@FAYPENN.ORG FAYPENN.ORG
UNIVERSITY BUSINESS PARK . 1040 EBERLY WAY . SUITE 200 . LEMONT FURNACE, PA 15456

