



TOGETHER WE ARE

RAISING
THE
REGION



FAY-PENN
Economic Development Council
Fayette County, PA

**2022-2023
ANNUAL REPORT**



MARK FIKE
CHAIR

CHAIR'S ADDRESS

As I step down from my role as Chair for the past four years, I want to express my heartfelt gratitude for the tremendous amount of support and effort of so many that worked to achieve what we have achieved together.

During my tenure, we faced an unprecedented challenge starting in 2020 with the worldwide pandemic. Through it all, I am proud to say that not only did we step up to meet those challenges, but we continued toward our mission - businesses were assisted, buildings were constructed, programs were implemented, plans were developed, strategies were organized, and we welcomed a new executive director - we never missed a beat!

I want to thank our members, board, committees, partners, donors, elected officials, and staff for their support and dedication to our mission. I would like to give special thanks to our board member, Deborah Fox, who stepped up and volunteered her time as interim executive director. It has been such an honor to serve with a group of dedicated individuals who continue to meet whatever challenges arise, and who wants to make Fayette County a better place to live, work, and play!

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Executive Director's HIGHLIGHTS for 2022-2023

- Completing real estate facilities in our business parks, including our second 100,000 sf Spec Building, and constructing a specialized facility for a third company expansion;
- Developing a targeted economic development plan to attract new businesses and better retain and expand existing businesses through our loan programs and other support;
- Creating meaningful community partnerships and forging stronger alliances with our existing regional economic partners;
- Identifying and pursuing federal funding opportunities for Fayette County projects;
- Sponsoring a Housing Summit and subsequent county-wide Housing Needs Assessment;
- Revising and updating our organizational by-laws and governance policies to reflect current best practices;
- Increasing Fayette County's visibility and positive image outside the region, as well as improving our local community relations; and
- Identifying opportunities to collaborate on transformative projects for Fayette County.



LAURA KURTZ KUHN
EXECUTIVE DIRECTOR

EXECUTIVE DIRECTOR'S MESSAGE

Starting my Fay-Penn journey mid-year following the 2022 Annual Meeting --- a 30th anniversary celebration --- I was welcomed by partners and colleagues from various sectors and encouraged by those who share Robert Eberly's vision of a vibrant Fayette County.

Like most areas in our region, we have experienced cyclical economic ups and downs, but we have also exhibited resiliency that is part of our Appalachian DNA. We continue to reinvent ourselves and focus on our strengths, while we champion revitalization as transformation. Fay-Penn's continued success in industrial development and developing business parks for growth and expansion is vital for Fayette County's economic well-being—but we need to embrace a holistic approach to growing and attracting businesses, consistent with our mission. This includes community development, redevelopment, and preservation (of the natural environment as well as our multitude of cultural resources and heritage assets). The growing “outdoor recreation economy” and its potential impact cannot be ignored. We must also continue to improve our capacity to support health and wellness, education and workforce development, transportation, and housing.

Without vibrant communities, we will not sustain business expansion and attraction in a meaningful way. This is, incidentally, in addition to—not instead of—growing our strong manufacturing base, one of our major competitive advantages.

This is truly a team effort, supported by an experienced staff, an engaged Board, diverse Membership, and supportive Partners, particularly Fayette County Commissioners, our state and federal elected representatives, and local officials.

Looking forward, we have tremendous opportunities in front of us, and there is no doubt that beyond the physical attributes of Fayette County—whether they be internationally recognized cultural heritage sites, the Mid-Atlantic region's most popular state park and bike trails, a breathtaking Laurel Highlands landscape, or our rich mineral resources—the real asset of Fayette County is its PEOPLE. I sincerely appreciate the support of our Board, Staff and Members, along with our ever-important Partners.

I look forward to continuing this journey with our exceptional Fayette County team. Together, we can capitalize on our many strengths and continue to “Raise the Region”.

(Highlights of the past eighteen months are included on the previous page.)

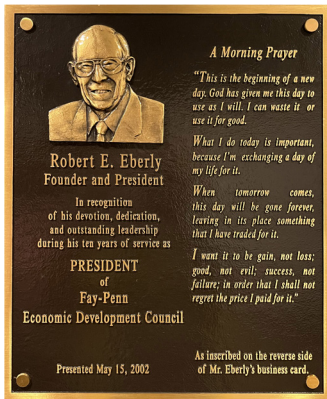
WHO WE ARE

Incorporated in 1991, Fay-Penn is a tax-exempt, 501(c)(3) nonprofit organization that serves as the Certified Economic Development Organization (CEDO) for Fayette County.



MISSION

Fay-Penn's mission is to "stimulate all phases of economic development in Fayette County; promote industrial development and tourism and recreation; encourage the improvement of community facilities and services, education and cultural facilities, health services, and housing and transportation (highways, air, rail and water); support comprehensive planning and redevelopment and preservation of the environment and natural beauty of the County; and pursue other activities which will improve the quality of life in Fayette County."



WHAT WE DO

BUSINESS & ENTREPRENEURIAL SUPPORT

Provide direct assistance to clients to support business start-ups, locations, expansions, and attractions, such as site location, financing, workforce, business planning, referrals, and other relevant assistance.

PLANNING & INITIATIVE DEVELOPMENT

Develop programs, initiatives, and resources designed to meet current economic development needs and opportunities to generate growth for all Fayette citizens.

REAL ESTATE DEVELOPMENT

Invest in new, renovated, and expanded business development sites and buildings in anticipation of meeting the needs of potential business development clients in a timely manner.

COMMUNITY DEVELOPMENT, COOPERATION & COLLABORATION

Cooperate and collaborate with local, county, regional, and statewide partners, where appropriate, to assist in other economic and community development opportunities.

FAY-PENN TEAM

LAURA KURTZ KUHN
Executive Director

TRACI FENNER
Manager of HR Resources/
Operations

JIM GRAY
Director of Economic
Development

MISTY HILTABIDEL
Workforce & Business
Services Manager

TWILA KENDALL
Compliance & Contract
Specialist

EARL MILLER
Director of Real Estate
and Facilities

MELONY REED
Chief Financial Officer

BRENDA SAPIC
Senior Accountant

LORI SCOTT
Business & Community
Development
Coordinator

BEN SIEBART
Economic Development
Coordinator/Loan Officer

TINA WARGO
Senior Director of
Corporate Technical
Support

KIMBERLY WYDA
Lease & Asset
Accountant

PERFORMANCE HIGHLIGHTS

1992-2023 CUMULATIVE ECONOMIC IMPACT OF PRIVATE COMPANY PROJECTS

471 COMPLETED
PROJECTS

Unique Private Company Projects
(includes expansions, acquisitions, locations,
leases, financing, etc.)

11,795 JOBS
CREATED & RETAINED

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

\$1.443 BILLION IN NEW
PRIVATE INVESTMENT

\$34 Million in Fay-Penn RLF Loans
\$229 Million in Public Financing
\$1.2 Billion in Private Investment

2022 & 2023 HIGHLIGHTS (Combined)

REAL ESTATE ACTIVITY

LEASES (new & renewals)

- 216,549 sf of Building Space
- 187 acres of Land Leased

SALES

- 2 Parcels - Totaling 7.34 acres
- 2 Buildings - Totaling 144,792 sf

CAPITAL IMPROVEMENTS (including acquisitions)

- \$16.2 Million Invested
-

197 BUSINESS INQUIRIES, VISITS, PROSPECTS, & LEADS

Total Number of Recorded Inquires
in 2022 and 2023 (Incoming and
Outreach)

100% RATING ON THE QUALITY OF STATE LOANS

Annual PIDA portfolio and application performance
rating required to maintain status as a
State Certified Economic Development
Organization (CEDO)

\$25 MILLION PA CAPITAL BUDGET LINE ITEM

Allocated to Fay-Penn for acquisition,
infrastructure, construction, and other related
costs for countywide economic development
thanks to the support of the state legislators

\$101,250 IN SCHOLARSHIPS
DISTRIBUTED, BENEFITING **242**
STUDENTS

Via the Orville and Ruth Eberly Workforce Fund
originally established in 2013 and managed by the
Community Foundation of Fayette County, PA



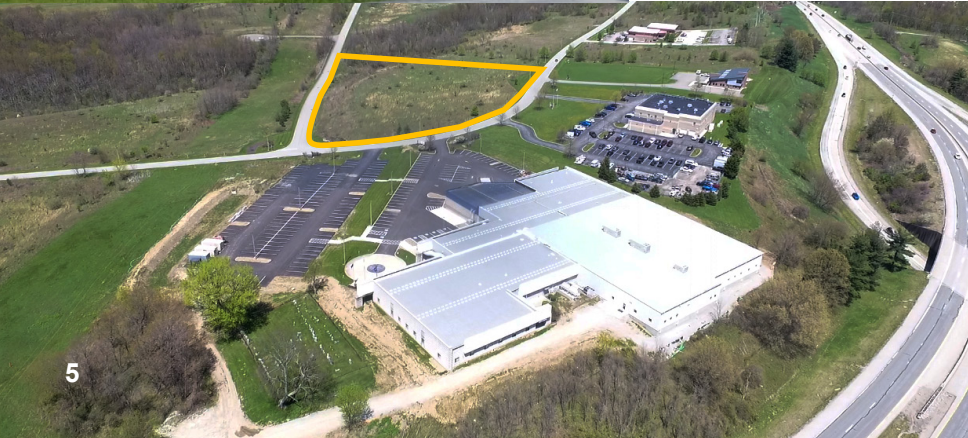
Construction of two speculative buildings in Fay-Penn owned business parks:
Fayette Business Park (100,500 sf) and Dunbar Township Business Park (102,100 sf).

FAY-PENN REAL ESTATE DEVELOPMENT & ● ● ● ● ●

Some notable activities in 2022 and 2023 include the **sale of a newly constructed speculative building at the Fayette Business Park** (shown above), which was sold before construction was complete; financing was obtained, and construction began on another speculative building at the Dunbar Township Business Park. **Feasibility, pre-planning, zoning, engineering/design, and some construction activity** are underway to potentially develop new business sites at several other Fay-Penn properties throughout the county, including the **Lemont Rail Site in North Union Township**.

Fay-Penn also completed an expansion of an existing single-tenant building and began constructing a separate facility to accommodate the expansion of Advanced Acoustic Concepts (AAC), an existing tenant, for over fifteen years.

Today, the organization owns various sites with river, rail, and highway accessibility to meet virtually any need, including designated Keystone Opportunity Zone (KOZ) properties that provide significant state and local tax abatement incentives. Our current real estate holdings include **seven (7) site locations totaling 1,454 acres, and eleven (11) buildings totaling 698,009 sf with a 98% occupancy rate**. We continue to identify new real estate opportunities to stimulate economic development.



Construction of a new 20,604 sf test pool facility and a 30,500 sf expansion of the Advanced Acoustic Concepts (AAC) building in the University Business Park, North Union Township.

BUSINESS SUPPORT ACTIVITY

Ribbon cutting ceremony for Deer Creek Winery at Watson's Inn Bed and Breakfast



Fay-Penn **sold a 5.88-acre tract of land in the Fayette Business Park** to a private company to construct a new medical facility expected to result in a new private investment of \$8,000,000.

Story of PA, LLC, a private company, purchased Fay-Penn's speculative building in the Fayette Business Park to locate a new business operation. The company acquired the shell structure for \$8,500,000 and is expected to make significant investments in the future.

Fay-Penn **sponsored a second \$1.55 million PA Redevelopment Assistance Capital Grant (RACP) grant** application on behalf of PennAlt Organics for a \$6.2 million future expansion.

Six (6) Fayette County businesses received \$689,500 in Fay-Penn Revolving Loan Fund (RLF) direct loans to support \$2,251,520 in new investment. The loans assisted in financing costs such as acquiring an existing business and machinery and equipment.

A new business was housed in the Fayette Launchbox. Art Adventures LLC is a tourism-based business offering art classes and tours around Fayette County. The Fayette Launchbox is a no-cost business accelerator that connects early-stage startups with the resources and support necessary for growth. This initiative is a partnership between Fay-Penn and Penn State Fayette, The Eberly Campus. <https://fayette.psu.edu/launchbox>

In addition to real estate and financing assistance, **Fay-Penn offers a diverse array of business support services**, such as collaborating with the Saint Vincent College Small Business Development Center (SBDC) to guide companies through the business planning process, providing on-site outreach, one-on-one counseling, specialized workshops, and financial incentives through the PA's Partnership for Regional Performance (PREP) Program; offering co-working space with shared facilities, providing free use of the FNB Business Event Center to businesses to conduct training or programs. **Fay-Penn also sponsors, hosts, and promotes numerous virtual and in-person educational, business and workforce training, and informational sessions for start-ups and existing businesses.**

Groundbreaking and ribbon-cutting for Montgomery Medical's new 18,000 sf multi-tenant medical facility at the Fayette Business Park, Smithfield PA





FP Received a 2022 Workforce Champion Award from the Fayette Chamber

PLANNING, INITIATIVES, & ACTIVITIES

WORKFORCE DEVELOPMENT:

Recognizing the importance of a knowledgeable and trained workforce, Fay-Penn partners with other organizations to assist in the planning and implementation of many events and projects devoted to workforce development. Fay-Penn was presented with a 2022 Workforce Champion Award by the Fayette Chamber at its Annual Dinner and Impact Awards Ceremony. What follows are highlights of some of those activities:

- Outmigration Study completed by the Fayette Leaders Academy cohort
- New “Leadership Fayette” educational program revamped and conducted in partnership with Penn State Fayette and the Fayette Chamber of Commerce
- Private business outreach conducted and continued to obtain data and assist with resources for workforce, training, and funding assistance
- Co-sponsored and hosted numerous training and webinar programs, such as:
 - CareerLink Meet, Learn, Grow seminars
 - CareerLink class seminar on How to Increase Retention and Create Better Job Posts
 - Seminar on Retention and Transparency with Express Employment
 - Workforce Wellness with James Seifried, Revolution Rehab
 - Grow with Google
- PWDA Conference in Hershey, PA
- Partnered with The Fayette Chamber of Commerce on YouthLeads, a leadership program for high school students
- Presented “They Make That Here?” at several summer/youth camps covering manufacturing in Fayette County
- Facilitated and assisted in planning the Manufacturing Industry Partnership with the Westmoreland-Fayette Workforce Investment Board and Economic Growth Connection.
- Hosted Housing Summit and completed the Housing Assessment
- Participated in the Fayette CTI's community partner advisory committee
- Assisted Carlow College with their Partners in Recovery Program

LEADERSHIP FAYETTE: Formerly known as the Fayette Leaders Academy, Leadership Fayette resumed operations in 2022 and 2023 with fifteen (15) participants. Leadership Fayette is a joint initiative of Fay-Penn, Penn State, The Fayette Campus, and the Fayette Chamber of Commerce.



Leadership Fayette 2023 cohort's site visit to Heartland Fabrication in Brownsville

FAYETTE COUNTY HOUSING SUMMIT



A housing summit was held at Penn State Fayette, The Eberly Campus, to kick-off the effort to identify and address housing needs in Fayette County. A County-wide Housing Needs Assessment was conducted, and a new task force was formed to begin developing strategies to address the findings of the housing assessment.

NONPROFIT 101 SEMINAR

State Rep. Charity Grimm Krupa and Fay-Penn co-hosted a NonProfit

101 Seminar at Penn State Fayette, The Eberly Campus, free of charge for those interested in starting their own nonprofit. From missions and branding to budgeting and fundraising, those in attendance were educated about how to make it happen.

PROMOTION AND PUBLIC RELATIONS:

Fay-Penn increased our public profile by sponsoring and participating in various other organization events, such as the Agricultural Round Table, the Pennsylvania Economic Development Association (PEDA) Conference, and the Fayette County Association of Township Supervisors Annual Convention.

The Connellsville Canteen features local military history and offers "Lunch-and-Learn" and other programs



CEDO DESIGNATION: Fay-Penn maintained its designation by the state as a Certified Economic Development Organization (CEDO) due to perfect portfolio performance, quality application ratings, and satisfying requirements.

MARKETING: With the support of a local professional public relations agency, Fay-Penn expanded its marketing and outreach efforts by, among other things, developing and implementing a comprehensive marketing plan and strategy. Highlights include enhancing the social media presence, creating a dedicated real estate website, promoting members via social media and digital LED signage, producing and distributing brand collateral; and starting the "Raising The Region" radio show on WMBS.



Master Minds Business Workshop Series – a Collaboration with Fayette Chamber, Fayette County, and Washington County Council on Economic Development. Workshops in 2023 included Doing Business with the Government, Starting Your Own Business, Tax Credits, and more. This series will continue for the foreseeable future.





Governor Josh Shapiro visit to Yough River Park in Connellsville to launch PA's Office of Outdoor Recreation



Allegheny Conference Familiarization Tour of Fayette County



Fay-Penn staff meets with PA Dept. of Conservation and Natural Resources (DCNR) and Pa Environmental Council (PEC)



Speakers and attendees of the Non-Profit 101 Seminar Co-sponsored with PA Rep., Charity Grimm Krupa

ECONOMIC & COMMUNITY DEVELOPMENT & COLLABORATION

Fay-Penn recognizes that community development and collaboration are crucial in creating sustainable change and empowering communities. It's more than the physical infrastructure; it includes understanding a neighborhood's needs, engaging residents, and working together to improve the overall well-being of the community.

Many of the projects and initiatives in which Fay-Penn is involved are making a significant difference in communities. This is being achieved through powerful partnerships between residents, organizations, businesses, educational institutions, and government officials, instilling a sense of hope and optimism for the future.

Over the past several years, Fay-Penn has spent considerable time engaging with stakeholders and partners to build relationships, identify unmet needs and opportunities, define problems and solutions, and discover capacities.

What follows are highlights of some of the developments, collaborations, and relationships we've cultivated over the past two years.

REGIONAL ALLIANCES:

- Allegheny Conference on Community Development
- Governor's Action Team
- PA Department of Community and Economic Development
- Pittsburgh Regional Alliance
- Pittsburgh Business Exchange
- Southwest Pennsylvania Commission

COMMUNITY REVITALIZATION AND HISTORIC PRESERVATION: Working with various public and private community partners, efforts are be devoted to breathing new life into once-booming communities, preserving the natural beauty, and restoring the economic vitality of some of the most historically significant structures in Fayette County.



COMMUNITY DEVELOPMENT HIGHLIGHTS

BROWNSVILLE COMMUNITY REVITALIZATION:

- Continued collaboration with Brownsville Area Revitalization Corp. (BARC) to provide technical assistance for community revitalization projects, including the Rose Mansion Redevelopment consisting of renovation and adaptive reuse of an 1870's contributing structure in the Northside Historic District, and creating an overall redevelopment plan for BARC adjacent properties.
- Partnered with Mon Valley Alliance and a local working group on a sustainable revitalization plan in conjunction with DCED's Neighborhood Partnership Program (NPP).
- Supporting a public-private partnership to address urban blight through the Water Street Redevelopment Project.

COUNTY-WIDE COMMUNITY SUPPORT:

- Fay-Penn is engaging communities like Dunbar, Masontown, and Point Marion through an ongoing community development strategy to build local capacity.



Visit to the historic Flatiron Building in Brownsville, PA



Arrowheads found at the Dunbar Twp. Business Park Donated to the Dunbar Historical Society



Concepts for Iron Horse Bridge Park in Connellsville sparks great interest



Touchstone Center for Crafts celebrated 50 years in 2022

MOVING FORWARD

FAY-PENN IS LEADING SEVERAL TRANSFORMATIONAL EFFORTS THROUGHOUT FAYETTE COUNTY ...

BRIDGING TRANSPORTATION ALTERNATIVES INTO THE LAUREL HIGHLANDS: This active multimodal transportation project being planned with Connellsville will provide greater connectivity and mobility within the City of Connellsville and surrounding rural communities within the region, featuring multiple rail and bike trails.

This project will focus on:

- Completing and expanding portions of an existing multimodal network to provide alternative transportation facilities for commuter access to area business parks with trail extensions to also expand Pennsylvania's popular recreational tourism offerings in the Laurel Highlands.
- An urban loop alternative transportation system planned within a designated downtown recreational tourism district in Connellsville designed with Complete Streets Standards.
- Rehabilitation and adaptive re-use of an abandoned 1,475 foot railroad structure over the Youghiogheny River, creating a tourism destination through the Sheepskin Trail. The Iron Horse Bridge Park will feature fully separated bicycle/pedestrian facilities spanning the river, the Great Allegheny Passage (GAP), and another railroad.



IRON HORSE BRIDGE PROJECT: This is a Wheeling & Lake Erie Railroad trestle that crosses the Youghiogheny River downstream from Yough River Park in Connellsville, PA. Planning is underway to develop this asset to support the Great American Passage (GAP) Trail, which connects at the Yough River Park in Connellsville, PA, the site of the planned Iron Horse Bridge Park Project.





FAYETTE COUNTY, PA

TRAILS ARE TRANSPORTATION AND COMMUNITY AND ECONOMIC DEVELOPMENT ...

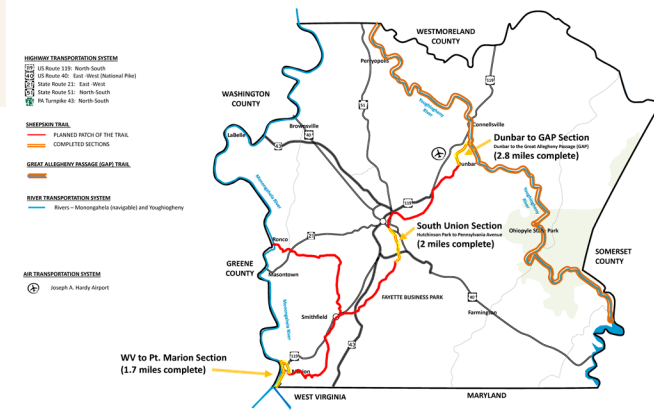
Fay-Penn is collaborating with Fayette County Commissioners to expand and complete the Sheepskin Trail, a 34-mile corridor that can potentially connect our business parks throughout the County. Multiple sections are completed, but additional connections need to be made. In addition to the obvious wellness and recreational benefits, trails can provide alternative transportation for our workforce. The annual impact of the Great Allegheny Passage, which winds through Fayette County on its way from Cumberland to Pittsburgh, is now in the \$140 million range.



Through this and other projects, we can connect to regional trail systems and bring more visitors—and potential residents—to Fayette County.

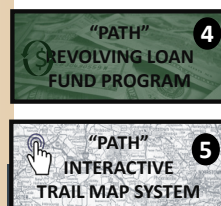
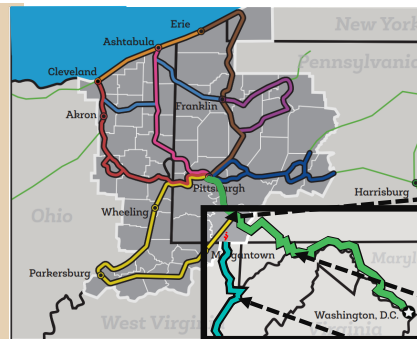
In November 2023, Fay-Penn was invited to present at the Industrial Heartland Trails Coalition Summit in Pittsburgh, where we explored the potential for additional regional connections and partnerships.

We are also proposing a regional Partnership for Appalachian Trails and Heritage (PATH), which would provide funding, technical assistance, and capacity building for tourism related businesses and communities.

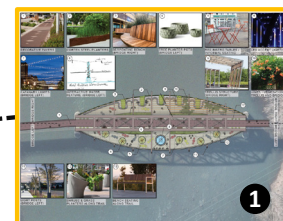


PARTNERSHIP FOR APPALACHIAN TRAILS AND HERITAGE "PATH" PROJECT:

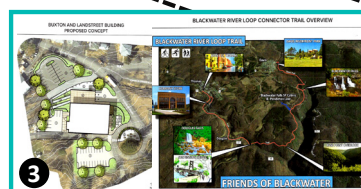
Fay-Penn has taken the lead in planning for the development of the Multi-State (PA, MD, WV) PATH project, which consists of five (5) components tying together existing and planned tourism projects in all three states combining the tri-state trail systems.



PARTNERSHIP FOR APPALACHIAN TRAILS AND HERITAGE "PATH" PROJECT COMPONENTS



Project Name	Trail Location
1 Iron Horse Rail Project	GAP/ Sheepskin Trail – Connellsville, PA
2 Canal Place River Park Development	GAP Trail – Cumberland, MD
3 Buxton & Landstreet Bldg. Improvements	Blackwater Trail – Thomas, WV
4 "PATH" Revolving Loan Fund Program	All Trail Corridors
5 "PATH" Interactive Mapping System	All Trail Corridors & Sites



FINANCIAL STATEMENT

Statement of Financial Position For the Year Ending December 31, 2023

ASSETS

Cash & Cash Equivalents	\$ 6,461,295.71
Account Receivable	\$ 25,916.28
Certificates of Deposit	\$ 4,205,034.93
Prepaid Expenses	\$ 503,487.70
Other Current Assets	\$ 13,434.46

Total Current Assets \$ 11,209,169.08

Land	\$ 12,132,332.29
Property, Plant and Equipment	\$ 30,516,983.09
Construction in Progress	\$ 14,722,941.96
Accumulated Depreciation	\$ (14,821,872.94)
Long-term Investment	\$ 5,464,601.81
Loans Receivable	\$ 7,744,894.27

TOTAL ASSETS \$ 66,969,049.56

LIABILITIES & NET ASSETS

Current Liabilities	
Accounts Payable	\$ 990,301.45
Short-term Loans	\$ 677,477.88
Deferred Revenue	\$ 177,637.85
Security Deposits	\$ 200,508.73
Other Current liabilities	\$ 136,461.99

Total Current Liabilities \$ 2,182,387.90

Long-term Debt \$ 18,582,022.92

Total Liabilities \$ 20,764,410.82

Net Assets

Net Assets	\$ 45,987,059.98
Net Income / (Loss)	\$ 217,578.76

Total Net Assets \$ 46,204,638.74

TOTAL LIABILITIES & NET ASSETS \$ 66,969,049.56

Statement of Activities For the Year Ending December 31, 2023

SUPPORT AND REVENUE

Grants - Federal	\$ -
Grants - State	\$ 148,280.00
Grants - Private	\$ -

Total Grants \$ 148,280.00

CONTRIBUTIONS:

Unrestricted Contributions	\$ -
Membership Contributions	\$ 41,925.00

Total Contributions \$ 41,925.00

OPERATING REVENUE:

Interest Income	\$ 74,997.32
Investment Income	\$ 145,406.15
Unrealized Gain/(Loss) on Investments	\$ 376,967.79
Realized Gain/(Loss) on Investments	\$ 121,128.43
Loan Service Fees	\$ 1,599.53
Application Fees	\$ 1,300.00
Reservations	\$ -

Total Operating Income \$ 721,399.22

GAS WELL REVENUE:

Royalties	\$ 42,088.01
Sign on Bonuses	\$ 46,217.80

Total Gas Well Revenue \$ 88,305.81

RLF INTEREST REVENUE:

Interest from Banks	\$ 245,690.41
Interest from Loans	\$ 110,008.53
Late Fee Income: Loans	\$ 2,447.81

Total RLF Interest Revenue \$ 358,146.75

RENTAL REVENUE:

Lease Revenue	\$ 2,687,324.41
Tenant Assessments	\$ 295,819.48

Total Rental Revenue \$ 2,983,143.89

PROPERTY OPERATIONS REVENUE:

Gain (Loss)/Disposition on Sale of Assets	\$ 383,909.93
Park Admin Fees	\$ 16,900.00
Mining Lease Revenue	\$ 18,600.82

Total Property Operations Revenue \$ 419,410.75

TOTAL REVENUE \$ 4,760,611.42

FUNCTIONAL EXPENSES

MANAGEMENT & GENERAL	\$ 1,324,224.21
PROGRAM & RLF EXPENSE	\$ 657,205.66
FUNDRAISING	\$ 30,912.21
REAL ESTATE & RENTAL EXPENSES	\$ 2,530,690.59
TOTAL FUNCTIONAL EXPENSES	\$ 4,543,032.67

Increase (Decrease) in Net Assets \$ 217,578.75

NET ASSETS

NET ASSETS - BEGINNING	\$ 45,987,059.98
CHANGE IN NET ASSETS	\$ 217,578.76

NET ASSETS - ENDING \$ 46,204,638.74

BOARD OF DIRECTORS

2022-2023

CHAIR



MARK FIKE
ACCOUNT EXECUTIVE
SPROWLS INSURANCE

1ST VICE CHAIR



DAN GEARING
PRES., SPECIALTY
CONDUIT & MFG., LLC.

2ND VICE CHAIR



TODD CASTEEL
CEO, COMPASS
TECHNOLOGIES

TREASURER



LAWRENCE KIEFER
TREAS., SCOTTDALE BANK &
TRUST/MID-PENN BANK

SECRETARY



GREG PARSONS
OWNER, PARSONS
INSURANCE SERVICES, LLC.

ASST. SECRETARY



STEPHEN NEUBAUER
PRES./GENERAL MGR.
NEUBAUER'S FLOWERS, INC.

ASST. TREASURER



WILLIAM BLANEY

PAST CHAIR



JAMES FOUTZ
ZODIAC MANAGEMENT
SERVICES, LLC.

ED BALLING

OWNER, FAIRCHANCE CONSTRUCTION CO.

CLIFFORD (CJ) CALLAHAN

MARKET PRESIDENT, UNITED BANK

TIM FLECKER

VICE PRES., MONTGOMERY MEDICAL, INC.

DEBORAH J. FOX

RETIRED, INDIVIDUAL MEMBER

WAYNE FREED (2022)/ANDREW ERJAVEK (2023)
V.P. BUSINESS BANKING, FIRST NATIONAL BANK

MICHAEL GEORGE

PRES./CEO, MOUNTAINCREEK PROPERTIES
MANAGEMENT

MAX HOUSE

PRES., HOUSE FINANCIAL SERVICES

JUDY LYNN-CRAIG

PRES., DAIRY QUEEN OF SW PA, INC.

JIM NICOLA

PRODUCTION SYSTEMS MGR., JOHNSON MATTHEY

RUSTY SMALLEY

PRES., GEORGE R. SMALLEY CO., INC.

JAMES STARK

CEO, FAY. CO. COMMUNITY ACTION AGENCY

TED STILGENBAUER

PRES., HEARTLAND FABRICATION, LLC

DEVAN WHITE

VP-FINANCIAL ADVISOR
WEALTH ENHANCEMENT GROUP

MEMBERS

Argon ST Inc./The Boeing Company
Bear IC, LLC
Berkley Medical
Blaney, William
Bridgeway Capital, Inc.
Brier Hill Steel
Brownsville Area Revitalization Corp.
Carlisle Construction Materials dba Hunter Panels
Catalyst Connections
Central PA Newspapers, LLC Herald Standard
Chestnut Ridge Counseling Services
Coldwell Banker Laurel Ridge Realty
Community Bank
Community Foundation of Fayette County
Compass Technologies Consulting LLC
Connellsville Redevelopment Authority
Dairy Queen of SW PA, Inc.
DeFrank Development
Demco Excavating, Inc.
Fairchance Construction Company
Fayette Chamber of Commerce
Fayette Co. Association of Twp. Supervisors
Fayette Co. Behavioral Health
Fayette Co. Career & Technical Institute
Fayette Co. Community Action Agency, Inc.
Fayette Co. Housing Authority
Fayette Furnace Co., Inc.
Fayette Parts Service, Inc.
First Energy/West Penn Power
First Federal Savings & Loan of Greene
First National Bank (FNB)
Ford Office Technologies
Fox, Deborah
Gallatin Fuels
George R. Smalley, Inc.
Gnagey Gas & Oil Co., Inc.
Greater Connellsville Chamber of Commerce
Guittap, Tiffany
Hazemag USA, Inc.
Heartland Fabrication, LLC
Highlands Hospital
Holt & Bugbee Hardwoods
House Financial Services
Jackson Dairy Farm
Janney Montgomery Scott, LLC
John A. Fiesta Agency, Inc.
Johnson Matthey, Inc.
K2 Engineering, Inc.
KIZ Resources, LLC
Laurel Business Institute
Laurel Caverns
Laurel Highlands School District
Laurel Highlands Visitor's Bureau
Laurel Machine Company

Masontown Borough
Masontown Trophy & Embroidery Co.
McClure & Wolf, LLP
McMillen Engineering
Meloni's Restaurant
MLK Foods Inc. dba Shoppers Value Foods
Mon Valley Regional Chamber of Commerce
Montgomery Medical Inc.
Mountaincreek Properties
Nemacolin Woodlands
Neubauer's Flowers, Inc.
NiSource/Columbia Gas
North Fayette County Municipal Authority
O.C. Cluss Lumber Co., Inc.
Parsons Insurance Services, LLC
Penn State, The Fayette Campus
Pine Hollow Mechanical, Inc.
PNC Bank
Pureon Inc.
Redevelopment Authority of the County of Fayette
Redstone Excavating
Scottsdale Bank & Trust Div. of Mid Penn Bank
Shallenberger Construction
Sisters of the Order of St Basil the Great
Sleighter Engineering
Somerset County Chamber of Commerce
Somerset Trust Company
Southwest PA Railroad
Southwestern PA Commission
Specialty Conduit & Mfg. LLC
Sprowls Insurance Group
State Theatre Center for the Arts/GUHC
Stefano, Pat, Senator
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 Upper Tyrone
Township of Wharton
United Bank
Vermin Control Co.
Vitalink
Washington Co. Chamber of Commerce
Wealth Enhancement Group
West Penn Warehousing
Western PA Conservancy/Fallingwater
Westmoreland-Fayette WIB
Westmoreland Co. Chamber of Commerce
WSW Holdings, Inc.
YMCA - Uniontown
Zodiac Management Services, LLC

Fay-Penn Annual Member-Board Appreciation Reception 2023





FAY-PENN ECONOMIC DEVELOPMENT COUNCIL

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